

Local Plan Viability Study

May 2022



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1. Introduction

Scope

- Mid Sussex District Council (MSDC, the Council) adopted the *Mid Sussex District Plan* in March 2018. The District Plan contains a commitment (Policy DP4: Housing) to undertake a review within 5 years, commencing in 2021 with submission to the Secretary of State in 2023. The purpose of the District Plan Review exercise is to review the policies within the adopted District Plan and assess which policies are still in-date, and which ones require an update due to changes in national or local circumstances, the updated evidence base, or other ambitions or aims. Any updated policies will be contained within a new District Plan.
- 1.2 The new District Plan will cover the period to 2038 and is likely to include a number of new housing allocations
- 1.3 HDH Planning & Development Ltd (HDH) has been appointed to update the Council's viability evidence and produce this Local Plan Viability Study as required by the National Planning Policy Framework (NPPF) and relevant guidance. As part of its preparation, the new Local Plan needs to be tested to ensure it remains viable and deliverable in line with tests set out in the NPPF and National Planning Practice Guidance (PPG) and the revised Community Infrastructure Levy Regulations. This report includes:
 - assessing the cumulative impact of the emerging policies, including affordable housing and open space requirements.
 - testing the deliverability of the emerging development site allocations that may come forward over the course of the Local Plan.
 - considering the ability of development to accommodate developer contributions alongside other policy requirements.
- 1.4 The Council has not adopted Community Infrastructure Levy (CIL) and this study does not extend to consideration of CIL. This document sets out the methodology used, and the assumptions adopted. It contains an assessment of the effect of the emerging local and national policies, in relation to the planned development. This will allow the Council to further engage with stakeholders, to ensure that the new Plan is effective.
- 1.5 A consultation process was held in January 2022. Representatives of the main developers, development site landowners, their agents, planning agents and consultants working in the area and housing associations were invited to comment on an early draft of this report.
- 1.6 In 2018 the Ministry of Housing Communities and Local Government (MHCLG) updated the National Planning Policy Framework, (2018 NPPF), and published new Planning Practice Guidance (PPG). In February 2019, and then July 2021, the NPPF was further, although these changes did not impact directly on viability. In May 2019, the viability sections of the PPG were updated again. In addition to these changes, the CIL Regulations and accompanying guidance (within the PPG) were also updated. The methodology used in this



report is consistent with the 2021 NPPF, the CIL Regulations (as amended) and the updated PPG.

- 1.7 In the autumn of 2020, the Government published *White Paper: Planning for the Future* (MHCLG, August 2020) and various supporting documents. The implications in relation to viability are set out in Chapter 2 below, but are not material to this report.
- 1.8 As this report was being concluded 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*. The *Infrastructure Levy Regulations* have yet to be published. It will be necessary for the Council to monitor the progress of the Bill and to review this report when the Regulations are published.
- 1.9 It is important to note, at the start of a study of this type, that not all sites will be viable, even without any policy requirements (or CIL). It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the overall Plan is likely to be threatened.

Report Structure

- 1.10 This report follows the following format:
 - **Chapter 2** The reasons for, and approach to viability testing, including a review of the requirements of the NPPF, the CIL Regulations, and updated 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 in different areas.
 - **Chapter 5** An assessment of the non-residential market.
 - **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** Summary and conclusions in relation to the deliverability of development.



HDH Planning & Development Ltd (HDH)

- 1.11 HDH is a specialist planning consultancy providing evidence to support planning and housing authorities. The firm's main areas of expertise are:
 - a. Area wide and site-specific viability analysis.
 - b. Community Infrastructure Levy.
 - c. Housing Market Assessments.
- 1.12 The findings contained in this report are based upon information from various sources including that provided by the Council, 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)

- 1.13 No part of this report constitutes a valuation, and the report should not be relied on in that regard.
- 1.14 The outbreak of COVID-19 was declared by the World Health Organisation as a 'Global Pandemic' in March 2020, and continues to impact on daily life and the global economy. Some real estate markets having experienced lower levels of transactional activity and liquidity. Travel, movement, and operational restrictions have been implemented and remain in some 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.
- 1.15 At the time of this report (January 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. Having said this, in respect of the development sectors, we continue to be faced with an unprecedented set of circumstances caused by COVID-19. 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 frequent review.



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 (1st 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 is being followed.
 - 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 MSDC and is following 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. The Guidance seeks engagement with stakeholders. Whilst the timetable for this report is a matter for the Council, HDH confirms that adequate time has been allowed to permit engagement with stakeholders through this project.
 - h. In due course this study will include 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 Study 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 (\pounds/m^2) and values in imperial $(\pounds/acre \text{ and } \pounds/sqft)$. This is confusing so metric measurements are used throughout this report. The following conversion rates may assist readers.

1m = 3.28 ft (3' and 3.37") 1ft = 0.30 m $1m^2 = 10.76 sqft$ $1 sqft = 0.0929 m^2$ 1ha = 2.471 acres 1 acre = 0.405 ha

1.20 A useful broad rule of thumb to convert m² to sqft is simply to add a final zero.





2. Viability Testing

2.1 Viability testing is a core part of the planning process. The requirement to assess viability forms part of the NPPF. Over several years in the run up to this report, various updates have been made to how viability is considered within planning. These are considered in this chapter.

National Planning Policy Framework

2.2 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.

2.3 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 a factor:

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

- 2.4 The Council will need to engage further with the promoters of the potential Significant Sites and service and infrastructure providers.
- 2.5 The 2021 NPPF does not include detail on the viability process, rather stresses the importance of viability. 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 Study will become the reference point for viability assessments submitted through the development management process in the future.
- 2.7 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2021 NPPF which includes an updated definition:

Deliverable: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:

- a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).
- b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.

2021 NPPF Glossary

2.8 Under the heading *Identifying land for homes*, the importance of viability is highlighted:

Strategic policy-making authorities should have a clear understanding of the land available in their area through the preparation of a strategic housing land availability assessment. From this, planning policies should identify a sufficient supply and mix of sites, taking into account their availability, suitability and likely economic viability. Planning policies should identify a supply of:

- a) specific, deliverable sites for years one to five of the plan period³²; and
- b) specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.

2021 NPPF Paragraph 68

2.9 Under the heading *Making effective use of land*, viability forms part of ensuring land is suitable for development:

Local planning authorities, and other plan-making bodies, should take a proactive role in identifying and helping to bring forward land that may be suitable for meeting development needs, including suitable sites on brownfield registers or held in public ownership, using the full range of powers available to them. This should include identifying opportunities to facilitate land assembly, supported where necessary by compulsory purchase powers, where this can help to bring more land forward for meeting development needs and/or secure better development outcomes.

2021 NPPF Paragraph 121

2.10 The 2021 NPPF does not include technical guidance on undertaking viability work. This is included within the PPG.



Planning Practice Guidance

- 2.11 The viability sections of the PPG (Chapter 10) were rewritten in 2018. The changes provide clarity and confirm best practice, rather than prescribe a new approach or methodology. Having said this, the underlying emphasis of viability testing has changed. The, now superseded, requirements for viability testing were set out in paragraphs 173 and 174 of the 2012 NPPF which said:
 - 173 ... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.
 - 174 ... the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle...
- 2.12 The test was whether or not the policy requirements were so high that development was threatened. Paragraphs 10-009-20190509 and 10-010-20180724 change this:
 - ... ensure policy compliance and optimal public benefits through economic cycles...

PPG 10-009-20190509

... 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

- 2.13 The purpose of viability testing is now to ensure that 'maximum benefits in the public interest' has been secured. This is a notable change in emphasis, albeit in the wider context of striking a balance between the aspirations of developers and landowners, in terms of returns against risk.
- 2.14 The core requirement to consider viability links to paragraph 58 of the 2021 NPPF:

Plans 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 planning obligations. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and the total cumulative cost of all relevant policies will not undermine deliverability of the plan.

PPG 23b-005-20190315

- 2.15 This Viability Study takes a proportionate approach to considering the cumulative impact of policies and planning obligations.
- 2.16 The updated PPG includes 4 main sections:

Section 1 - Viability and plan making

2.17 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

2.18 This Study takes a proportionate approach, building on the Council's existing evidence, and considers 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

2.19 The policies in the emerging Plan are tested individually and cumulatively, to ensure that they are 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

2.20 Consultation forms part of this Study.

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

2.21 A range of levels of policy requirements have been tested against a range of levels of developer contributions (including CIL).

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

- 2.22 Consultation forms part of this Study. The Council is considering 4 Significant Sites which are considered individually. The Council will further engage with the promoters of these potential Significant Sites.
- 2.23 The modelling in this assessment is based on the sites that are being considered for allocation or are likely to come forward over the plan-period. This may be subject to further change so, it may be necessary to revisit this when the actual preferred allocations have been selected. The purpose of this Viability Study is to ensure the deliverability of the overall Plan.

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

2.24 This study is based on typologies¹ that have been developed by having regard to the potential development sites that are most likely to come forward through the emerging Plan. The Council is considering 4 Significant Sites which are considered individually, so as to inform a decision as to whether or not they are to be included in the Plan.

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 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

2.25 This study draws on a wide range of data sources, including data collected through the development management process.

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

2.26 For the purpose of this Viability Study, strategic Sites are those which are considered key sites on which the delivery of the Plan relies or may rely. The Council refers to these as Significant Sites and is considering 4 Significant Sites, these are considered individually.

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



¹ 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.

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

- 2.27 Consultation has formed part of the preparation of this Study. This Study specifically considers the total cumulative cost of all relevant policies (local and national).
 - Section 2 Viability and decision taking
- 2.28 It is beyond the scope of this Study to consider viability in decision making. This Study will form the starting point for future development management consideration of viability.
 - Section 3 Standardised inputs to viability assessment
- 2.29 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

2.30 This report 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 the new policies in the emerging Local Plan and 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

2.31 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.



- 2.32 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
- 2.33 All these costs are taken into account.
- 2.34 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

2.35 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

2.36 The approach adopted in this study 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

- 2.37 This report has applied this methodology to establish the EUV.
- 2.38 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

2.39 As set out in Chapter 7 below, this approach is followed.

Section 4 - Accountability

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



2.41 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

- 2.42 The Council has not adopted CIL, and this study does not consider CIL. In any event, 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 undertaking any plan-wide viability assessment and considering the deliverability of development.
- 2.43 The CIL Regulations came into effect in April 2010 and have been subject to subsequent amendment². Payments requested under the s106 regime must be (as per 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.

Wider Changes Impacting on Viability

2.44 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

² 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 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. S1 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 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND The Community Infrastructure Levy 2019 No. 966. (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.



are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.

2.45 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 1,000m2 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.

2.46 The threshold of 10 is assumed to apply, other than within the parts of the MSDC area that are within the High Weald Area of Outstanding Natural Beauty (AONB) where a lower threshold of 6 is assumed.

Affordable Home Ownership

2.47 The NPPF 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 ownership³, 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:

- 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);
- 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

2.48 The 10% relates to all the homes on a site. This is assumed to apply.

First Homes

2.49 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;

³ Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.



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- 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

2.50 This is assumed to apply.

Environmental Standards

- 2.51 Early in October 2019, the Government launched a consultation on 'The Future Homes Standard'⁴. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. It is assumed that new development will be to the Future Homes Standard Option 2 (31% CO₂ saving) and is considered in Chapter 8 below.
- 2.52 In November 2021 the Government announced that, from 2023, all new homes would be required to include an Electric Vehicle Charging Point. This is assumed to apply.

Biodiversity

- 2.53 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.
- 2.54 It is anticipated that each development will make provision for biodiversity improvements onsite, however, an element of off-site biodiversity net gain to meet wider nature recovery objectives may be appropriate. This requirement is considered in Chapter 8 below.

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

2.55 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'

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



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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 environ 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.

2.56 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:

<u>Proposal 19</u>: 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.

<u>Proposal 21</u>: The reformed Infrastructure Levy should deliver affordable housing provision

2.57 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 (April 2022) a viability assessment is a requirement.

NPPF and National Model Design Code

- 2.58 The Government published the *National Model Design Code* in July 2021⁵. This links with the 2021 NPPF:
 - 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.
- 2.59 The National Design Code does not add to the cost of development in itself. 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

⁵ National Model Design Code - GOV.UK (www.gov.uk)



wellbeing and environmental impact. Local authorities can use the code to form their own local design codes.

Queen's Speech 2021 and 2022

2.60 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 ...
- 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.

- 2.61 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 details have been released.
- 2.62 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, nonnegotiable 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

- 2.63 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.
- 2.64 It will be necessary for the Council to monitor the progress of the Bill and to review this report, as and when the Levy Regulations are published.

Viability Guidance

- 2.65 There is no specific technical guidance on how to test viability in the 2021 NPPF or the updated PPG, although the updated PPG includes detailed guidance in a number of specific areas. There are several sources of guidance and appeal decisions⁶ 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 2012⁷ (known as the **Harman Guidance**).
- 2.66 The planning appeal decisions and the HCA good practice publication⁸ 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.

⁸ Good Practice Guide. Homes and Communities Agency (July 2009).



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⁶ 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.

⁷ 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).



- 2.67 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* (1st Edition, May 2019) and Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE (RICS, 1st edition, March 2021). Neither of these specify a step-by-step approach, rather they make reference to the NPPF and provide interpretation on implementation.
- 2.68 In line with the updated PPG, this Study 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.
- 2.69 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). This 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 public consultation in January 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:

Gross Development Value

(The combined value of the complete development)

LESS

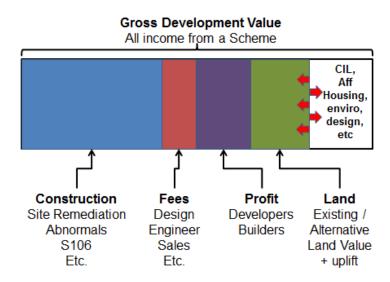
Cost of creating the asset, including a profit margin

(Construction + fees + finance charges)

=

RESIDUAL VALUE

- 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 return (i.e. profit).
- 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). Beyond the economies of scale that larger developers can often enjoy, the developer has relatively little control over the costs of development, and whilst there is scope to build to different standards the costs are largely out of the developer's direct control they are what they are.



3.4 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 a planning authority asks for, the less the developer can afford to pay for the land. The purpose of this assessment is to quantify the costs of the Council's policies (including CIL), to assess



the effect of these, and then make a judgement as to whether or not land prices are reduced to such an extent that the Plan is not deliverable. It is necessary to take a cautious approach and ensure that policies are not set at the limits of viability.

- 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' above the EUV which would make the landowner sell.
- 3.6 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 NPPF. The approach taken in this report is different from the approach taken by developers when making an assessment to inform commercial decision making, particularly on the largest sites to be delivered over many years. At this stage of the planning process, it is necessary to work within the PPG and other relevant guidance.

Limitations of viability testing in the context of the NPPF

- 3.7 High level viability testing does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals there are however types of development where viability is not at the forefront of the developer's mind, and they will proceed even if a 'loss' is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is worth, or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.
- 3.8 This is a challenge when considering policy proposals. It is necessary to determine whether or not the impact of a policy requirement on a development type that may appear only to be marginally viable will have any material impact on the rates of development or whether the developments will proceed anyway. Some development comes forward for operational reasons rather than for property development purposes.

The meaning of Landowner Premium

3.9 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.



3.10 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

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.

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- 3.11 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)⁹ and the case is sometimes held up as a firm precedent, however, as confirmed in the Oxenholme Road Appeal (October 2013)¹⁰, 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)¹¹, which has subsequently been confirmed by the High Court¹². 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.
- 3.12 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

¹² 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)

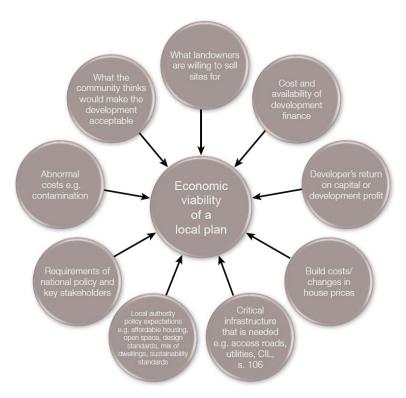


⁹ APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

¹⁰ APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)

¹¹ APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London, N7 0LP)

assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.



Existing Available Evidence

- 3.13 The 2021 NPPF and the PPG are clear that the assessment of viability should, wherever possible, be based on existing available evidence rather than new evidence. The evidence that is available from the Council has been reviewed.
- 3.14 This is evidence which has been prepared earlier in the plan-making process and to inform the wider plan-making process.
 - a. Community Infrastructure Levy and District Plan Viability Study (BNP Paribas, July 2016)
 - b. Site Allocations Document Viability Review (HDH, September 2019)
- 3.15 Whilst both of these are a little historic, they were subject to independent examination. On this basis, they make an appropriate starting point for this Study.
- 3.16 The Council also holds development appraisals that have been submitted by developers in connection with specific developments to support negotiations around the provision of Affordable Housing or s106 contributions. The approach taken is to draw on this existing evidence and to consolidate it. In some cases, the appraisals are based on detailed cost plans that are not directly comparable with the BCIS. Only the figures that are comparable on a like for like basis are presented. Where figures from both the applicant and the Council's consultant are available, the Council's consultant's figure is underlined.



Mar-21 Haywards Heath	0.37		24 Mainstream				### Aff Rent - man 8%, voids 3.5%, reps 10%, yield 5%, sO - 35%, rent 2.75%, man 3%, voids 2%, yield 5%		All-in cost					28%	10%		£215,843		3%V <u>2%</u>			6.50%			20% v 17.5%	%9				%0	£1
Sep-20 Haywards Heath			19 Mainstream + retail				### Rent 40%, SO Aff Rent 40%, SO Aff February	£245pa/m2 @ 6%	Cost Plan	10%	061823	1,0,120	£280,459		%6		£43,412		2% £1,000			7% v <u>6.5%</u>			20%v 17.5%	15%		Commercial &	£1,350,000	%0	£650,000
Jul-20 Ashurst Wood	2.66	22	Rural Exception		£4,500		Aff Rent - costs 25%, yield 5.5%. SO - 35%, rent 2.75%, man 6.5%, yield 5%	£	BCIS Median	45% v <u>15%</u>				2%	%8		£302,400					6.50%			17.50%	%9		Greenfield	£66,500 to £133,000	000,033 %0	£330,000
Jul-20 Lindfield	2.55		Older People's		£3,746 v <u>£3,934</u>		£4,0 <i>77</i>		Not comparable					2%	12%		£487,161		3% V <u>4%</u>			7% v <u>6.5%</u>		20% v 17.5%				Care Home	£1,781,692	%0	
May-20 Burgess Hill			Mainstream above retail				£3,928 to £4,413 Aff Rent 54%, SO 50% but not agreed		BCIS based, but	10% v <u>5%</u>			2%		12% v <u>10%</u>		£101,667		0.50%	10% Let + 5%		6%+1% v 6.5%			20% v 17.5%	%9		Retail and Office	£2,210,100	30% v <u>15%</u>	
Jan-20 Horsted Keys	3.2	32	Rural Exception		£4,339 to £4,853		Aff Rent 36% to 44%, SO 68% / 69%		Between BCIS LQ	5				2%	10%		£465,857		£900			6.25% + Fees v	0.0%		17.50%	%9		Greenfield	£360,000		
Nov-19 Burgess Hill			Mixed redevelopment	13,715			£4,577		Cost Plan					3%	12% v 10%				0.50%			%9			20%	15%		Shopping Centre	£8,000,000 v £6,428,415	%0	
Apr-19 Haywards Heath			13 Mainstream	91% net			45,978 v £4,300 Aff Rent 45%, SO 65%		BCIS Median	10%	200.000	1100,330		2%			£166,713		3% V <u>2.5%</u> £650			%9			20% v 17.5%	%9		Storage	£800,000	10%	
Nov-18 Haywards Heath	0.5		40 Mainstream	4,602			£4,863		Not comparable	5.30%	6236 190	1000,100		2%	10%		£225,527	1.5% v 1%	1.50% 0.35% v 2%			7%			20%	%9		Carpark		20%	£1.200.000
Oct-18 Haywards Heath	0.45	8	7 Retirement	1,954	£4,608		Not provided		BCIS Median	Within BCIS	640 000	£150,000		2%	10%	N	£64,489	4%	1.50% £1,000		£11,025/unit	7%	£20,000	20%				Residential	£2,000,000	20%	
Sep-18 East Grinstead		18	Mainstream	1,150			Not provided	£269pa @6.5%	£1,824 all in				£176,450	2%	10%		£157,249	1%	1% E500	10% Let + 5%		6.50%			20%	15%		Shops and above	£2,313,440		
Aug-18 East Grinstead	0.04		11 Mainstream above retail	838m2 (85% net dev)			£3,624 v £3.743 Not provided		£1,480 all in						15% v <u>7.5%</u>		£53,922		0963			4.50%	2.5% ++ v 7%	20%				Retail and above	£1,000,000 v £740,000		
Jul-18 Furnace Wood	3.97	30	Rural Exception		£3,444 v <u>£4,000</u>		Aff Rent 50%, SO 50%		BCIS Median	15%			£250,000	2%	%8		£44,429		1.50% £1,000			%9		10.92%				Agricultural	£35,730	£750,000 v	£270,000
May-18 East Grinstead	0.57	9	Mainstream		£4,089 / £4,465		78% OMV		21% less than	19% - but not				2%	5%		£20,692	2% not agreed	0.25%			7% +1% v <u>6.5%</u>			13%			Residential			£1.817.500
Apr-18 Lindfield	1.15	9	42 Mainstream with basement parking		£3,153 to £4,058	£4,791	Not provided		Cost Plan						10.75%v <u>8%</u>			1.5%v <u>1%</u>	1.5%V <u>1%</u>			7.8% v <u>6.5%</u>		1	15% on cost			School		£1,500,000 v	£1,275,000 £3,350,000
	ha	Houses	Flats	m2	m2						Omolition	Refurb	Design			10	s106	Marketing	Agents	Non-res	Empty Property	Interest	Fees	dDV	Residential	Affordabale Non-	Residential	EUV		Plus	PricePaid
	Scheme			GIA	Value Houses		Flats Affordabale	Retail	Construction	External	Abnormale	ADIIOIIIII		Contingency	Fees	Developer Contributions		Sales			Other	Finanace		Return				BLV			

Source: Review of appraisals submitted through Development Management.



3.17 The Council also holds evidence of what is being collected from developers under the s106 regime. This is being collected by the Council outside this study¹³.

Stakeholder Engagement

- 3.18 The PPG requires stakeholder engagement. The preparation of this viability assessment includes specific consultation and engagement with the industry. A consultation process was conducted, starting in January 2022 when a presentation was given, and an early draft of this report and a questionnaire were circulated. The draft report set out the approach and assumptions, but not the development appraisals. At that point, the appraisals were yet to be run, as it is important to ensure that the assumptions are well grounded, and it is inevitable that some assumptions will change as a result of the consultation process, so any results would be heavily caveated. Further, experience elsewhere suggests that, where results are presented, the comments then relate to policy development and interpretation, rather than the assumptions being used.
- 3.19 Residential and non-residential developers (including housing associations), landowners and planning professionals were invited to comment, **Appendix 2** includes a list of the consultees. In addition, the Council's property team contributed directly to the inputs. **Appendix 3** includes the consultation presentation and **Appendix 4** the questionnaire circulated with the draft report. **Appendix 5** includes the notes taken at the consultation event.
- 3.20 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. Six written responses were received. The main points from the consultation were:
 - a. The EUV Plus Approach is appropriate¹⁴. 'The report is well researched and appears to comply with the requirements'¹⁵. The careful detail and professionalism of the general approach is recognised and appreciated¹⁶.
 - b. Alternatively, it was noted 17 as follows:

Carrying out a viability assessment at Local Plan Stage, whilst accepting it is in line with NPPG, can only be based upon very high level assumptions particularly where site specific proposals

How should monitoring and reporting inform plan reviews?

The information in the infrastructure funding statement should feed back into reviews of plans to ensure that policy requirements for developer contributions remain realistic and do not undermine deliverability of the plan.

Paragraph: 027 Reference ID: 10-027-20180724

¹⁷ D Aplin, Mayflower Residential Ltd. Sayers Common.



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 $^{^{13}}$ Paragraphs 10-020-20180724 to 10-028-20180724 of the PPG introduce reporting requirements in this regard. In particular 10-027-20180724 says:

¹⁴ C Morris, Construct Land & Homes Ltd

¹⁵ A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield.

¹⁶ Sigma Planning Services for Rydon Homes.

are being modelled. Those assumptions may in due course prove to be unrealistic and as a consequence the reliability of the outcomes predicated on such high level modelling is highly debatable.

This is a correct observation. The PPG suggest the use of averages and well-respected data sources. This, together with a generally cautious approach mitigates the risks of an overly optimistic or overly pessimistic result.

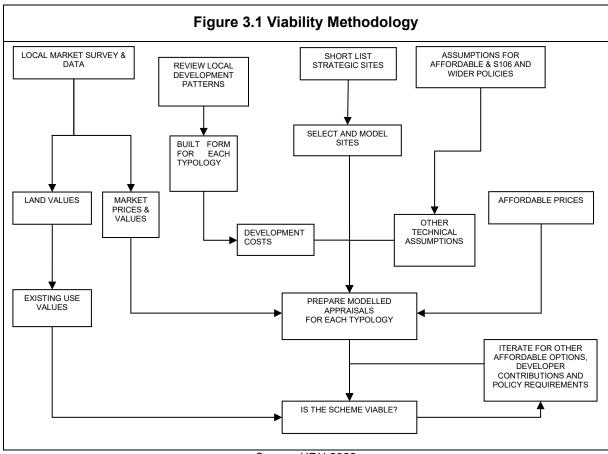
- c. The residential value assumptions (market and affordable) are 'fair and sound' 18.
- 3.21 The consultation process has been carried out in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance.

Viability Process

- 3.22 The assessment of viability as required under the 2021 NPPF and the CIL Regulations is a quantitative and qualitative process. The updated PPG requires that (PPG 10-001-20190509) "...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.
- 3.23 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of typologies, and the Significant Sites, and using these to assess whether development, generally, is viable. The typologies were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development. Details of the modelling are set out in Chapter 9 below. This process ensures that the appraisals are representative of typical development in the Council area over the plan-period.

¹⁸ C Morris, Construct Land & Homes Ltd





Source: HDH 2022

- 3.24 Four potential Significant Sites are modelled:
 - a. **Crabbet Park**, Old Hollow, Near Crawley, for up to 2,300 units.
 - b. **Land East of Ansty,** for about 1,600 units and 1,000m² of employment space.
 - c. **Land to the West of Burgess Hill,** for about 1,400 units.
 - d. **Land at Sayers Common,** for about 2,000 units¹⁹, 2,000m² to 4,000m² of retail space and 9,000m² of commercial space.
- 3.25 The local housing markets were surveyed to obtain a picture of sales values. Land values were assessed to calibrate the appraisals and to assess EUVs. Local development patterns were considered, to arrive at appropriate built form assumptions. These in turn informed the appropriate build cost figures. Several 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 make an

¹⁹ As this report was being completed the likely capacity of this site was amended to 1,850 units. Whilst this will affect the results, the impact is unlikely to be material as the strategic infrastructure costs are calculated on a per unit basis.



appropriate return. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, and by a satisfactory margin (the Landowners' Premium), could the scheme be judged to be viable. The amount of margin is a difficult subject, it is discussed, and the approach taken in this study is set out, in the later parts of Chapter 6 below.

- 3.26 The appraisals are based on existing and emerging policy options as summarised in Chapter 8 below. The preparation of draft policies within the Local Plan Review is still ongoing, so the policy topics used in this assessment may be subject to change. For appropriate sensitivity testing, a range of options are tested. If the Council allocates different types of site, or develops significantly different policies to those tested in this study, it may be necessary to revisit viability and consider the impact of any further or different requirements.
- 3.27 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing is used, as required by the NPPF and CIL Regulations²⁰. 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 in assessing the deliverability of the Local Plan.
- 3.28 Through the January 2022 consultation it was noted²¹ that the Residual Valuation approach is considered appropriate, however '... the modelling in relation to larger sites is inevitably more complex. An approach based on separate master developer and housebuilder models with the former assembling the site over a period, installing appropriate site wide infrastructure and selling serviced land parcels to housebuilders would be realistic....' Reference was made to a 'Master Developer' selling serviced parcels of land for development.
- 3.29 It is accepted that there are numerous models under which land is promoted and brought forward for development. A high-level assessment, undertaken in line with the PPG cannot reflect all of these. In relation to the larger sites, it is recommended that the Council continues to engage with the owners in line with paragraph 10-006-20180724 of the updated PPG.

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. 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.

3.30 Similar advice is set out in the Harman Guidance (page 23):

²¹ D Aplin, Mayflower Residential Ltd. Sayers Common.



²⁰ 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. The model includes a cashflow so that sales rates can be reflected.

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

3.31 This will allow individual site promoters to work with the Council, particularly in relation to the delivery of the strategic infrastructure and mitigation measures that are required to deliver a large-scale development.



4. Residential Market

4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. The study is concerned not just with the prices but the differences across different areas. 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.

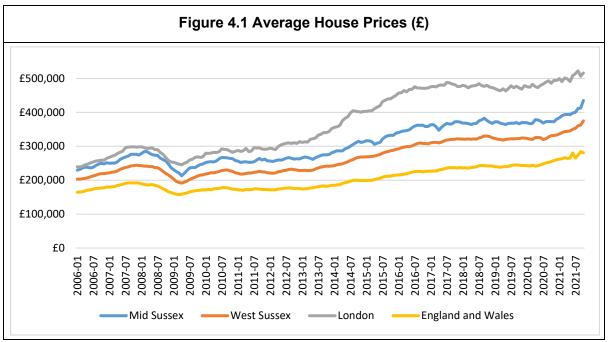
The Residential Market

- 4.2 The housing market across the Mid Sussex District Council area reflects national trends, but there are local factors that underpin the market including:
 - a. The District is largely rural, running from the commuter town of East Grinstead in the north, to the South Downs National Park in the south. The south of the District is within the South Downs National Park (so outside the scope of this study). The High Weald AONB includes much of the remaining areas to the north of Haywards Heath and to the south of East Grinstead.
 - b. The north of the District is well connected to the highways network via the M23 which by-passes Crawley. The A23 is a major trunk road that runs down the west side of the District, connecting Brighton to Crawley. The connections from Haywards Heath and Burgess Hill are less good.
 - c. The District is well served by trains. There are fast services to London from East Grinstead (1 hour), Haywards Heath (40 to 50 minutes) and Burgess Hill (50 to 55 minutes). In addition, there are numerous services from Crawley and Gatwick.
 - d. The District is somewhat divided, with the north being focused on East Grinstead and the central and southern parts looking towards Haywards Heath and Burgess Hill.
 - e. The population of the area grew substantially during the 19th century with the expansion of the main settlements. Having said this, there are numerous smaller and attractive rural settlements through the area that retain their historic character.
 - f. Anecdotal evidence suggests a 'boom' in house prices in the attractive rural settlements and the more historic parts of the towns, possibly driven by second home owners and the COVID-19 pandemic.
 - g. There are several significant business parks in the District. The largest is Birches Industrial Estate to the West of East Grinstead and the Charlwoods Road employment area also in East Grinstead. Within Haywards Heath, there is a concentration of business uses around Bridge Road, and in Burgess Hill, to the southwest of the town.
- 4.3 Overall, the market is perceived to be active, with a strong market for the right scheme in the right place. The uncertainties in the market due to Brexit and COVID-19 are material and are covered below.



National Trends and the relationship with the wider area

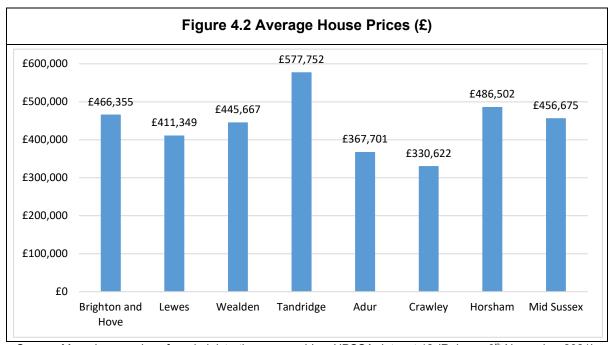
4.4 The Mid Sussex housing market peaked early in 2008 and then fell considerably in the 2008/2009 recession during what became known as the 'Credit Crunch'. Locally, average house prices in the area did not recover to their pre-recession peak until February 2014, but are now about 53% above the 2008 peak. These increases are substantial but are a little less than those seen across West Sussex (55%), but more than across England and Wales (50%) over the same period.



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

- 4.5 It is important to note that much of the growth across England and Wales is driven by London where prices have increased by 75%.
- 4.6 The average prices in Mid Sussex are broadly similar to those of the neighbouring Council areas.





Source: Mean house prices for administrative geographies: HPSSA dataset 12 (Release 9th November 2021). Contains public sector information licensed under the Open Government Licence v3.0

- 4.7 Up to the pre-recession peak of the market, the long-term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Historically, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but took off in the early part of the 21st Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international money markets, to then lend on at a margin or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage-backed securities and derivatives etc.).
- 4.8 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued by the State. This was an international problem that affected countries across the world but most particularly in North America and Europe. In the UK, the high-profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had a lower risk of default and those with large deposits.
- 4.9 At the time of this report, the housing market is supported by the Government through products and initiatives such as Help-to-Buy (the Stamp Duty 'holiday' was phased out between July and October 2021). In addition, the historically low Bank of England's base rates have contributed to the wider economic recovery, including a rise in house prices.



4.10 There is a degree of uncertainty in the housing market as reported by the RICS. This is, at least in part, due to the uncertainties around the referendum to leave the European Union. The April 2022 RICS UK Residential Market Survey said:

Demand metrics remain modestly positive while prices continue to rise

- New buyer enquiries edge up slightly although the picture is flatter for agreed sales
- New instructions generally steady over the month with available stock still scarce
- House price growth remains firm across all parts of the UK

The April 2022 RICS UK Residential Survey results point to a modestly positive trend in new buyer demand remaining in place, alongside a generally stable picture for agreed sales. This, combined with a flat trend in fresh listings and still low stock levels, means that house prices continue to be pushed higher across all parts of the UK.

At the aggregate level, a net balance of +10% of survey participants reported an increase in new buyer enquiries during April, similar to a balance of +9% returned previously. As such, this marks the eighth successive month in which a positive reading has been returned for the survey's measure of buyer interest, albeit the profile of demand growth has been relatively modest throughout much of this stretch.

With respect to agreed sales, the latest net balance of -2% is indicative of a more or less steady picture during April, following a slight pick-up in sales over each of the previous two months. Looking ahead, near-term sales expectations remain modestly positive, as a net balance of +12% of respondents anticipate a rise in transaction volumes in the coming three months. At the twelve month time horizon, sales expectations have now eased in four consecutive reports, with the latest net balance of -4% signalling a generally flat trend is expected over the year ahead as a whole.

During April, new instructions to sell were largely stagnant, evidenced by a net balance reading of -1% being posted. This indicator saw its first positive reading in twelve months in the previous iteration of the survey, but the latest feedback suggests this upward trend was not sustained for long. Consequently, average stock levels on estate agents' book remain very low by historical standards. Meanwhile, the number of appraisals undertaken over the month was reported to have seen little change compared with the same period twelve months ago, which does not seem to bode especially well for the flow of supply coming onto second hand market going forward.

Given the still tight supply backdrop coupled with modest growth in demand, house prices continue to be driven higher across the country. Indeed, a headline net balance of +80% of respondents cited an increase in house prices in the April survey returns, up from a figure of +74% beforehand. As a result, there is little evidence of an easing in the recent strong pace of house price growth coming through at this point in time. When disaggregated, all parts of the UK continue to see a firm rate of house price inflation, with Northern Ireland and Wales both seeing particularly sharp rates of price growth according to respondents.

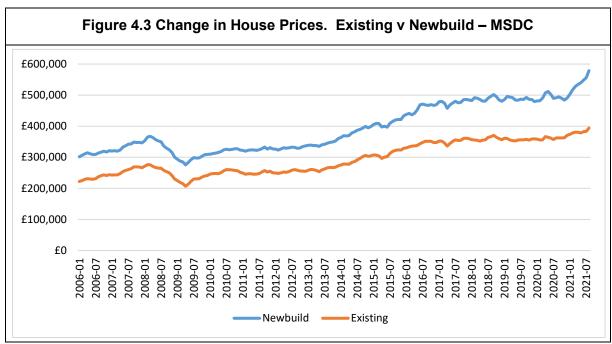
Turning to the outlook, contributors envisage prices rising further both in the near term and over the year ahead. On a twelve month basis, a net balance of +62% of respondents foresee prices continuing to increase, broadly in-line with last month's figure of +65% for this series, but a little more moderate than the +78% reading posted back in February.

4.11 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for MSDC is 64th (out of 331) at £546,675²². To

²² Mean house prices for administrative geographies: HPSSA dataset 12 (Release 9th November 2021).



- set this in context, the Council at the middle of the rank (165th Forest of Dean), has an average price of £302,826. The MSDC median price is lower than the average at £405,000²³.
- 4.12 This study concerns new homes. The figure above shows that prices in the Council area have seen a significant recovery since the bottom of the market in 2009. Newbuild homes have increased more rapidly than existing homes.

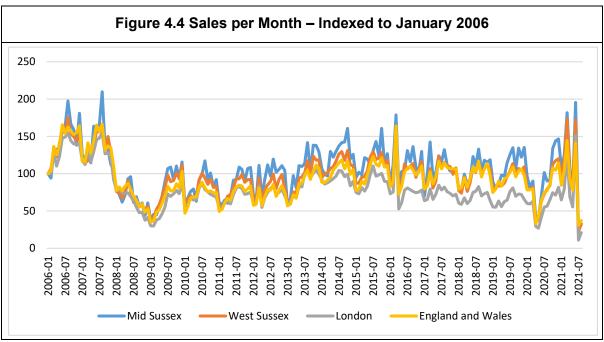


Source: Land Registry (January 2022). Contains public sector information licensed under the Open Government Licence v3.0.

- 4.13 The Land Registry shows that the average price paid for newbuild homes in MSDC (£578,772) is 47% (£184,698) more than the average price paid for existing homes (£394,074). This situation is typical as we expect newbuild homes to be between 20% and 50% more expensive than average existing homes.
- 4.14 The rate of sales (i.e. sales per quarter) in the area is a little greater than the wider country, suggesting that the local market is an active market. At the time of this report, the most recent data published by the Land Registry is that for August 2021. Whilst this covers the first period of the coronavirus pandemic, it is recognised that the future release of data release may show more of the impact of COVID-19, so it will be necessary for the Council to monitor the longer-term trends in this regard.

²³ Median house prices for administrative geographies: HPSSA dataset 9 (Release 9th November 2021)





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

- 4.15 This report is being completed after the United Kingdom has left the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. A further uncertainty is around the ongoing coronavirus pandemic. It is not the purpose of this assessment to predict what the impact may be and how long the effect may last. There is anecdotal evidence of an increased demand for larger units (with space for working from home) and with private outdoor space. Conversely, employees in some sectors that have been particularly affected by the coronavirus have found their ability to secure a loan restricted.
- 4.16 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 2 - 2022: Growth in pric	es and mo	ne	tary in	dica	tors (% c	hange)						
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,	(%)
City forecasters												
Bank of America - Merrill Lynch Barclays Capital Bloomberg Economics Capital Economics Citigroup Credit Suisse Daiwa Capital Markets Deutsche Bank Goldman Sachs HSBC P Morgan Morgan Stanley Natwest Markets	Oct Apr Feb Apr Feb Mar Feb Dec Mar Apr Sep Dec Apr	* *	3.1 7.7 5.0 7.1 5.0 7.7 4.6 3.1 8.3 8.3 2.2 2.7 7.4 3.3		3.9 10.1 - 9.6 5.8 - - 5.0 - 10.2 - 3.9 9.7	5.1 4.4 - 4.0 - - 4.5 - 4.7	82.5 - - 85.0 - - - - - -	0.25 1.00 1.00 1.25 1.00 1.25 1.25 0.50 1.75 1.50 0.25 0.75 1.25	100.0 - 100.0 - - 85.0 - 125.7 - - - 98.0	- - - - - - - 6.9 - - - -	- - 7.5 5.6 - 5.0 - - - -	
Pantheon Schroders Investment Management Societe Generale UBS	Mar Dec Dec Apr	*	7.6 1.6 2.6 6.0		9.0 3.5 4.2 8.0	5.2 3.5 4.4 4.8	- - - -	1.00 0.50 1.00 1.00	- - - -	- 9.2 8.9 6.9	4.5 2.2 - -	>
British Chambers of Commerce Beacon Economic Forecasting CBI CEBR Economic Perspectives Experian Economics EIU Heteronomics TEM Club Kern Consulting Liverpool Macro Research NIESR Oxford Economics DECD MF Average of forecasts made in the last 3 mc	Mar Apr Apr Sep Mar Apr Apr Apr Feb Mar Feb Apr Dec Apr	* * * * * * * * * * * * * * * * * * *	6.5 8.9 - 7.1 4.5 8.3 4.8 7.9 5.8 4.4 5.1 4.7 6.2 4.4 7.4	h h	- 10.4 - 7.5 5.3 10.9 - 10.3 7.1 - 8.8 8.4 	4.9 - 4.3 5.5 5.0 - 4.7 4.2 4.2 4.7 4.8 4.8	83.2 - 82.9 77.0 88.9 - 82.2 - - 78.2 - 81.7	1.00 1.25 - 1.17 0.25 0.75 1.25 1.00 1.25 1.00 1.18 1.00	- 99.8 - - 55.0 108.0 82.1 110.7 - 90.0 - - 101.2	- 12.6 - - 7.5 3.5 8.1 - - - - - - 7.3	7.6 - -1.1 2.0 1.2 - 2.0 3.5 - - 0.4 6.0	;
independent New (marked *) City Range of forecasts made in the last 3 mon			6.6 7.2 6.8		9.0 9.1 8.9	4.6 4.7 4.7	82.8 82.2 82.8	1.16 1.19 1.20	100.0 101.6 101.7	7.5 8.6 7.1	3.8 4.3 5.6	
Highest			8.9		10.9 5.8	5.2 4.0	88.9 78.2	1.75 0.75	125.7 82.1	12.6 3.5	7.6 -1.1	

Source: Forecasts for the UK economy: a comparison of independent forecasts No 417(HM Treasury, April 2022)

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



Table 4.2 Savills Winter 2021 Property Price Forecasts								
	2022	2023	2024	2025	2026	5 Year		
Mainstream UK	3.5%	3.0%	2.5%	2.0%	1.5%	13.5%		
South East	3.0%	2.5%	2.0%	1.5%	1.0%	10.4%		
Prime Regional	4.0%	3.5%	3.0%	3.5%	4.0%	19.3%		

Source: Savills UK Residential – Residential market forecasts (Winter 2021)²⁴

4.18 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
- 4.19 Similarly, the Halifax Building Society reported in March 2022:

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

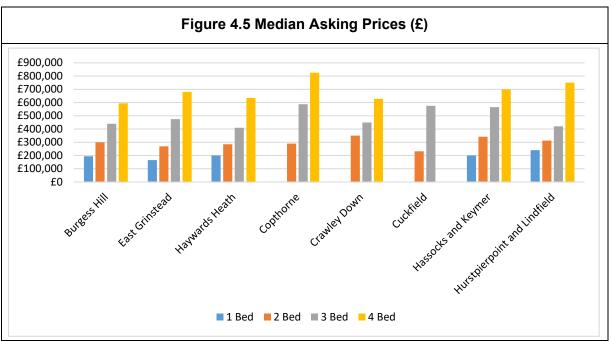
- Monthly house price growth of 1.4% the biggest increase for six months
- Average property price reaches another new record high of £282,753
- Two years on from the first lockdown, house prices have now risen by £43,577
- South West overtakes Wales as UK area with strongest house price inflation
- Cost of living pressure likely to slow the rate of house price growth this year
- 4.20 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

4.21 A survey of asking prices across the Council area, was carried out in December 2021. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated.

²⁴ Savills UK | Spotlight: Mainstream Residential Property Forecasts – 9 March 2021





Source: Rightmove.co.uk (December 2021)

4.22 The above data are asking prices which reflect the seller's aspiration of value, rather than the actual value, they are however a useful indication of how prices vary across the District.



	Detached	Semi- detached	Terraced	Flats	Al
Burgess Hill	£561,788	£383,351	£310,382	£276,559	£405,913
East Grinstead	£669,311	£425,062	£347,190	£237,769	£465,644
Haywards Heath	£798,932	£477,182	£389,028	£255,846	£526,286
Copthorne	£642,018	£422,865	£355,610	£248,853	£523,616
Crawley Down	£682,656	£420,948	£351,283	£199,200	£531,148
Cuckfield	£925,022	£530,840	£420,057	£256,153	£695,467
Hassocks	£765,565	£480,958	£411,413	£250,418	£537,687
Keymer	£765,565	£381,511	£345,034	£250,418	£594,264
Hurstpierpoint	£679,011	£491,880	£388,374	£238,566	£569,400
Lindfield	£743,740	£496,124	£399,813	£281,381	£577,872
£400,000 - £300,000 - £200,000 - £100,000 -	£405,913 £465,644 £	526,286 £523,616 1			5569,400 £577,87

Source: Zoopla (January 2022)

■ Detached ■ Semi-detached ■ Terraced ■ Flats ■ All

4.23 As part of the research, we have used data from Landmark. This brings together data from several sources and allows the transactions recorded by the Land Registry to be analysed by floor area and number of bedrooms.



Table 4.4 Landm	Table 4.4 Landmark Data Sources							
Attribute	Source							
Newbuild	HMLR Price Paid							
Property Type	HMLR Price Paid							
Sale Date	HMLR Price Paid							
Sale Value	HMLR Price Paid							
Floor Area Size(m)	Metropix							
	EPC							
Bedroom Count	Metropix							
	LMA Listings (Property Heads)							
Price per square meter (Sale Value / Floor Area)	HMLR Price Paid							
	Metropix							
	EPC							

Source: Landmark

4.24 This data includes the records of 11,217 sales since the start of 2017. Of these, floor areas are available for 10,115 sales and the number of bedrooms is available for 5,658 sales. The data is available for newbuild and existing homes and by ward, and summarised as follows:

Table 4.5 Landmark Data – Sample Sizes									
	Count of Sale Value	Count of Floor Area Size(m)	Count of Bedroom Count						
New Build	1,782	1,778	81						
2017	398	395	39						
2018	398	398	24						
2019	532	531	12						
2020	412	412	6						
2021	42	42							
Non New Build	9,435	8,337	5,577						
2017	2,130	1,795	1,413						
2018	2,060	1,792	1,320						
2019	2,056	1,803	1,263						
2020	1,772	1,628	909						
2021	1,417	1,319	672						
ALL	11,217	10,115	5,658						

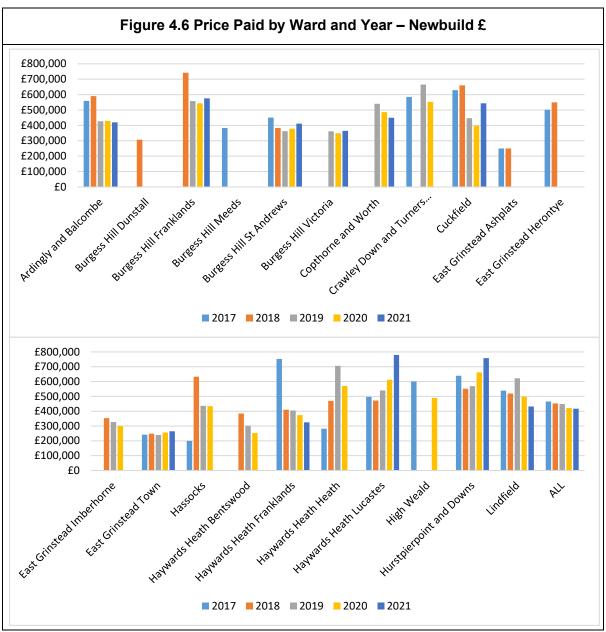
Source: Landmark (December 2021)



ble 4	.6 I	Res	sid	ent	ial	Pr	ice	s F	Pai	d –	Fr	on	ı J	anı	uary 2	2017
mod	All	£164,871	£139,785	£152,855	£279,454	£146,833			£144,613	£140,263	£143,586	£144,684	£145,135	£154,938	£144,903	
Average of £/bedroom	House	£174,928	£131,573	£170,701	£352,775	£139,500			£145,992	£141,273	£143,196	£145,963	£147,471	£158,518	£146,332	
Averae	Flat	£144,757	£163,600	£127,870	£132,813	£154,167			£138,613	£136,301	£145,003	£138,196	£134,112	£135,162	£138,768	
	All	£4,190	£4,171	£4,290	£4,147	£4,173	£4,149		£4,200	£4,112	£4,186	£4,146	£4,204	£4,408	£4,198	
Average of £/m2	House	£4,107	£3,870	£4,190	£4,159	£4,162	£4,123		£4,302	£4,209	£4,269	£4,249	£4,319	£4,507	£4,272	
Ave	Flat	£4,388	£4,714	£4,542	£4,105	£4,197	£4,188		£3,726	£3,715	£3,871	£3,669	£3,584	£3,752	£3,901	
lue	All	£446,192	£465,788	£452,673	£448,392	£421,161	£416,751		£427,059	£408,280	£407,576	£426,628	£440,313	£467,660	£430,098	
ge of Sale Value	House	£513,998	£560,240	£509,631	£499,279	£497,286	£518,021		£471,147	£456,202	£454,011	£470,496	£481,249	£503,304	£477,086	
Averag	Flat	£286,445	£297,360	£309,018	£277,377	£266,674	£267,824		£220,408	£211,420	£227,875	£219,266	£218,427	£228,811	£236,420	
		Newbuild	2017	2018	2019	2020	2021		Non-Newbuild	2017	2018	2019	2020	2021	ALL	

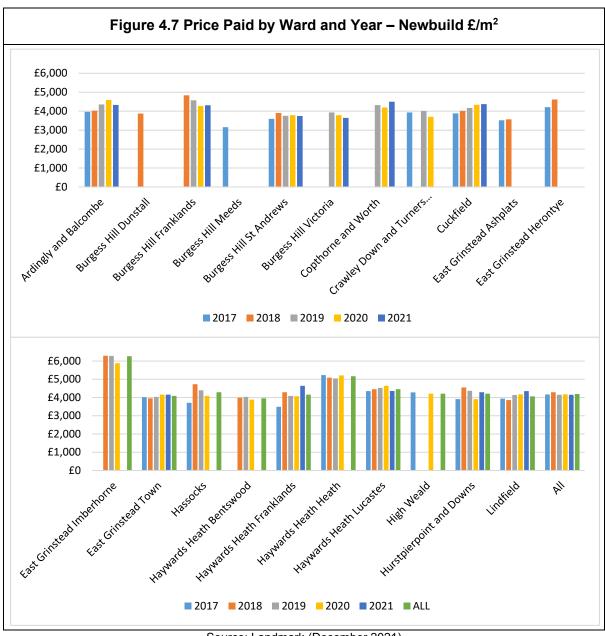
4.25 The remaining analysis is based on the sales from 1st January 2018. The full data tables are set out in Appendix 6 below. This data can be disaggregated by year and between newbuild and existing homes. This data is different to that presented in Figures 4.1, 4.2 and 4.3 above, so shows a different result. The data in Figures 4.1, 4.2 and 4.3 is a weighted average, whereas the data presented here is based on actual price paid data.





Source: Landmark (December 2021)



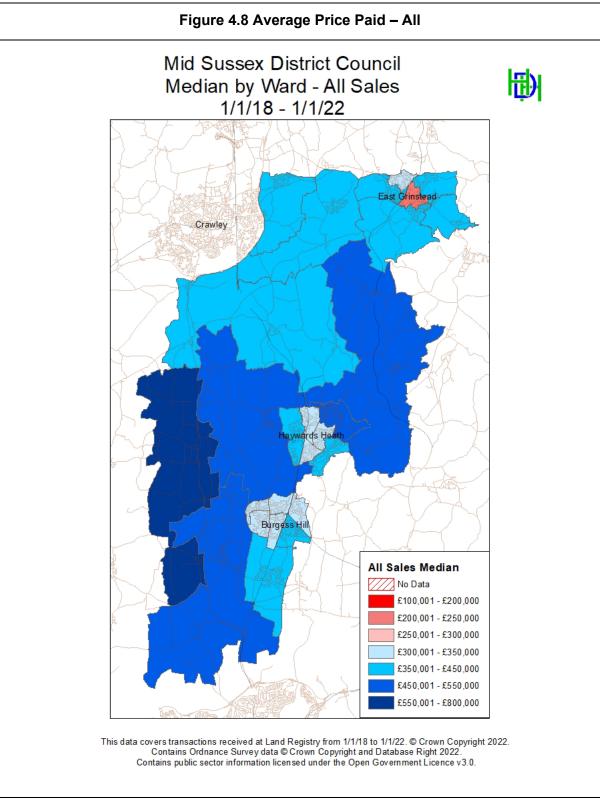


Source: Landmark (December 2021)

- 4.26 On average, newbuild houses are about 6% more than existing houses, however are similarly priced when considered on a £/m² basis. On average, newbuild flats are about 26% more than existing flats and when considered on a £/m² basis houses are 14% more expensive than existing flats. Newbuild houses are about 78% more expensive than newbuild flats but when considered on a £/m² basis, the value is similar.
- 4.27 Across newbuild and existing homes, average sales prices in the highest priced ward (Bolney) are about 150% higher than those in the lowest priced ward (East Grinstead Town). The difference is much less when considered on a £/m² basis, where across newbuild and existing homes, average sales prices in the highest priced ward (Hurstpierpoint and Downs) are about 20% higher than those in the lowest priced ward (Burgess Hill St Andrews). It is important to note that some of the sample sizes are small so care should be taken when considering a very fine-grained approach.



4.28 The average price paid varies across the area.



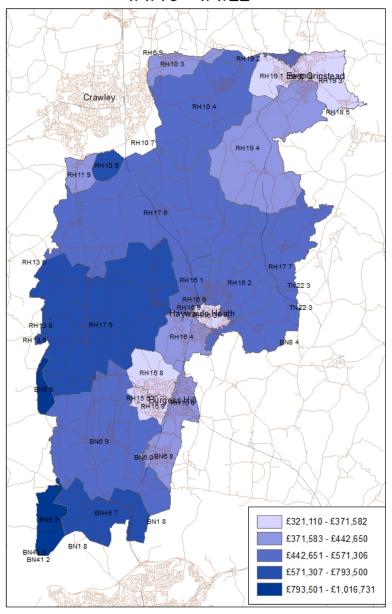
Source: Land Registry (December 2021). Contains public sector information licensed under the Open Government Licence v3.0.



Figure 4.9 – Average Price Paid – Existing by Postcode

Mid Sussex District Council Mean Sales by Short Postcode Area 1/1/18 - 1/1/22





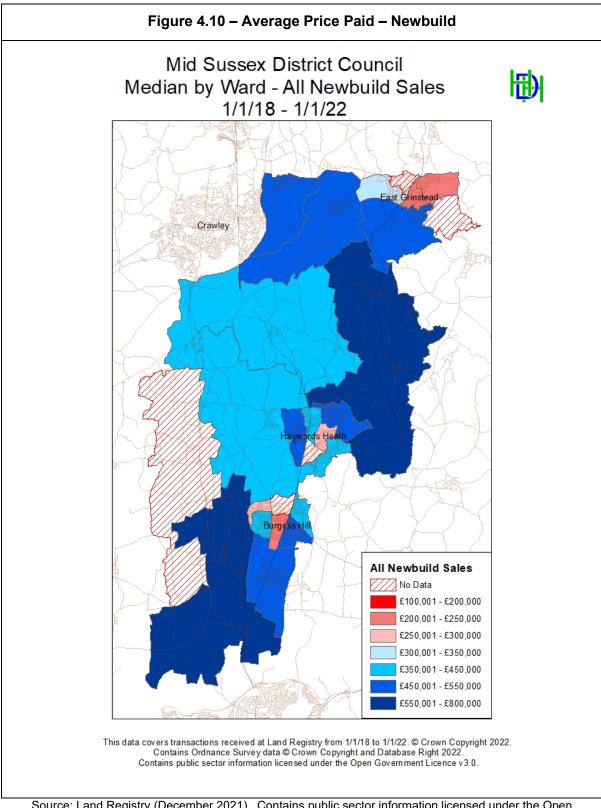
This data covers transactions received at Land Registry from 1/1/18 to 1/1/22. © Crown Copyright 2022.

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Source: Land Registry (December 2021). Contains public sector information licensed under the Open Government Licence v3.0.





Source: Land Registry (December 2021). Contains public sector information licensed under the Open Government Licence v3.0.

4.29 The ONS provides data at ward level for median house prices as set out in the following table. The lack of data is a result of the limited distribution of newbuild development.



Table 4.7 Median	Table 4.7 Median Price Paid (Newly Built Dwellings) by Ward								
	Year Ending	March 202	1 (£)						
	All	Detached	Semi- detached	Terraced	Flats				
Burgess Hill Franklands	£455,000	£730,000							
Ardingly and Balcombe	£449,995	£580,000	£437,475						
Burgess Hill Leylands									
Ashurst Wood									
Bolney									
Burgess Hill Dunstall									
Burgess Hill Meeds									
Burgess Hill St Andrews	£384,975		£385,000	£439,950	£250,000				
Burgess Hill Victoria									
East Grinstead Baldwins									
East Grinstead Herontye									
Haywards Heath Bentswood									
Haywards Heath Lucastes	£599,950	£624,973							
East Grinstead Imberhorne									
Lindfield	£460,000	£591,000	£428,456						
East Grinstead Town	£265,000				£265,000				
Hassocks	£407,495		£472,495	£354,995					
Crawley Down and Turners Hill	£515,000		£500,000						
Cuckfield	£414,998	£690,000	£407,495	£414,995					
High Weald	£415,000								
Haywards Heath Franklands									
East Grinstead Ashplats									
Haywards Heath Heath									
Copthorne and Worth									
Hurstpierpoint and Downs	£704,995	£749,995							
Haywards Heath Ashenground									

Source: HPSSA Dataset 37 (Data Release 9th November 2021)

Newbuild Asking Prices

4.30 This study is concerned with new development, so the key input for the appraisals is the price of new units. A survey of new homes for sale was carried out. At the time of this research there were 26 new homes being advertised for sale in the Council area. The analysis of these shows that asking prices for newbuild homes vary considerably, from £178,000 to £400,000. The average is £273,345. These are summarised in the following table and set out in detail in **Appendix 7**.



Та	Table 4.8 Average (mean) Newbuild Asking Prices									
Average of Asking Pr	Average of Asking Price									
	Detached	Flat	Semi- detached	Terrace	All					
Burgess Hill		£270,000			£270,000					
Crawley		£245,000			£245,000					
Felbridge	£615,499	£375,999	£455,499		£482,332					
Hassocks	£673,328		£463,328		£568,328					
Haywards Heath	£588,328	£299,950	£474,995	£404,995	£490,821					
Pease Pottage	£644,999	£271,250		£675,000	£482,222					
Sayers Common	£542,500	£410,000	£405,833	£495,000	£458,214					
All	£620,069	£295,996	£443,720	£524,998	£468,457					
Average of £/m ²										
	Detached	Flat	Semi- detached	Terrace	All					
Burgess Hill										
Crawley		£3,946			£3,946					
Felbridge	£5,156	£5,514	£5,599		£5,467					
Hassocks	£4,889				£4,889					
Haywards Heath	£4,674	£4,411	£4,524	£5,400	£4,726					
Pease Pottage	£5,177	£4,118		£4,018	£4,502					
Sayers Common	£4,792	£4,767	£5,162	£4,950	£4,937					
All	£4,913	£4,300	£5,209	£4,789	£4,746					

Source: Market Survey (October 2021)

- 4.31 During the course of the research, 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 significant discounts are not available, and were unlikely to be available. When pressed, it appeared that the discounts and incentives are available at 3% to 5% of the asking prices. Having said, it is clear that the larger national housebuilders are marketing homes at the price to be paid. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 3% less than the above asking prices.
- 4.32 The above data shows variance across the area, however it is necessary to consider the reason for that variance. An important driver of the differences is the situation rather than the location of a site. Based on the existing data, the value will be more influenced by the specific site characteristics, the immediate neighbours, and the environment, as well as where the scheme is located.



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 this study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. It is necessary to relate this to the pattern of development expected to come forward in the future. Bringing together the evidence above (which we acknowledge is varied) the following approach is taken.
 - a) <u>Brownfield Sites</u>. Development is likely to be of a higher density than greenfield sites and be based around schemes of flats, semi-detached housing and terraces.
 - b) <u>Flatted Schemes</u>. This is considered to be a separate development type that is only likely to take place in the larger town centres. These are modelled as conventional development and as Build-to-Rent (see below).
 - c) <u>Greenfield Sites.</u> These include the potential Significant Sites. These are likely to be developed as a broad mix including family housing. They are only likely to include a low proportion of flats.
- 4.34 This is a broad-brush, high-level study to test MSDC's emerging Plan as required by the NPPF. The values between new developments and within new developments will vary. No single source of data should be used in isolation, and it is necessary to draw on the widest possible sources of data. In establishing the assumptions, the prices (paid and asking) of existing homes used to establish the pattern of price difference across the area and the data from newbuild homes (paid and asking) is given greater emphasis in deriving the assumption.
- 4.35 Care is taken not to simply attribute the values of second hand / existing homes to new homes. As shown by the data above, new homes do not follow the values of existing homes. It is also necessary to appreciate that there has been a significant increase in values over the last year that is not yet reflected in the published Land Registry dataset.
- 4.36 In the *Community Infrastructure Levy and District Plan Viability Study* (BNP Paribas, July 2016) the following values are set out.



	Table 4.9 Average Price by Postcode, June 2016									
Post code sector	NB Detach	NB Semi	NB Terr	NB Flat	SH Detach	SH Semi	SH Terr	SH Flat		
BN5	-	-	-	-	5,507	2,895	-	-		
BN6	5,441	4,819	-	3,462	3,728	4,406	4,525	3,324		
BN45	-	-	-	-	9,926	4,658	3,594			
RH10	3,176	3,830	-	-	3,305	3,777	3,846	3,030		
RH11	4,177	3,697	-	-	3,400	3,289	3,771	2,225		
RH13	-	-	-	-	4,500	-	-	-		
RH15	3,054	3,652	3,125	2,934	3,108	3,297	3,245	2,894		
RH16	3,853	4,268	4,621	4,342	3,674	3,998	3,996	3,211		
RH17	2,916	4,305	4,493	3,999	3,674	4,121	3,799	3,141		
RH19	9,572	4,316	4,982	3,273	3,472	3,891	3,934	3,096		

Source: Table 4.3.1 2016 Viability Assessment

- 4.37 Based on prices paid, the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and the wider data presented, the prices put to the consultation are as in the table below.
 - a. The area to the north of the High Weald AONB, including East Grinstead.
 - b. High Weald AONB, which includes a number of small settlements and villages. Most development in this area will be on small greenfield sites.
 - c. The area to the south of the High Weald AONB, excluding Burgess Hill. Values do vary within this area, however the differences tend to be as a result of local factors. Within this area, most of the brownfield development is most likely to be with the built-up area of Haywards Heath.
 - d. Burgess Hill and sites adjacent to the town. Burgess Hill is a lower value area, however the villages around the town are not noticeably of lower value that the wider area.

Table 4.10 2021 Residential Price Assumptions – £/m²								
	North	AONB	South	Burgess Hill				
Greenfield	4,300	4,400	4,600	4,100				
Previously Developed Land	4,300	4,400	3,900	4,100				
Flatted Development	4,100	4,000	4,600	3,700				

Source: HDH (December 2021)



4.38 These values were confirmed²⁵ through the January 2022 viability consultation. Alternatively, it was noted²⁶ that the 'basis of evidence is well researched but on a site specific basis there will be a greater variance'. It is accepted that values will vary from site to site, and within separate schemes. The purpose of this study is to understand the general market, so it is necessary to make some broad assumptions.

Ground Rents

4.39 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 rents²⁷.

Build to Rent

- 4.40 This is a growing development format which is a different sector to mainstream housing. This sector is subject to separate guidance within the PPG.
- 4.41 The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. The value of the units restricted to the PRS (ie they cannot be used in other tenures) is, in large part, the worth of the income that the unit will produce. This is the amount an investor would pay for the completed unit or scheme and will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.). This is well summarised in *Unlocking the Benefits and Potential of Built to Rent*, A British Property Federation report commissioned from Savills, academically reviewed by LSE, and sponsored by Barclays (February 2017):

A common comment from BTR players is that BTR schemes tend to put a lower value on development sites than for sale appraisals. Residential development is different to commercial in that it has two potential end users - owners and renters. Where developers can sell on a retail basis to owners (or investors paying retail prices - i.e. buy to let investors) this has been the preferred route to market as values tend to exceed institutional investment pricing, which is based on a multiple of the rental income. This was described as "BTR is very much a yield-based pricing model.

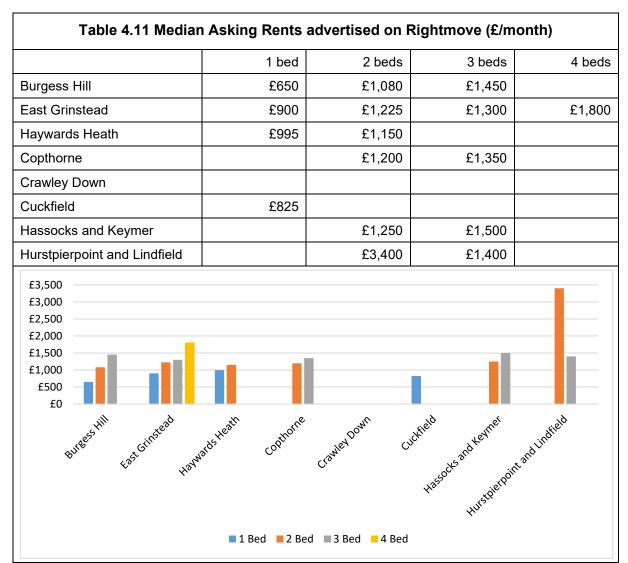
4.42 In estimating the likely level of rent, we have undertaken a survey of market rents across the area – it is important to note that there is a limited supply at this time.

²⁷ In October 2018 the Communities Secretary announced that majority of newbuild houses should be sold as freehold and new leases to be capped at £10. https://www.gov.uk/government/news/communities-secretary-signals-end-to-unfair-leasehold-practices



²⁵ C Morris, Construct Land & Homes Ltd

²⁶ A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield.



Source: Rightmove.co.uk (December 2021) (The blanks in the table are where this source does not include data.)

4.43 Care must be taken when considering the above to recognise the outliers. The Valuation Office Agency (VOA) collects data on rent levels:

Table 4.12 Rents reported by the VOA - MSDC									
	Count of rents	Mean	Lower quartile	Median	Upper quartile				
Room	10	£524	£500	£524	£550				
Studio	20	£653	£625	£650	£675				
1 Bedroom	380	£778	£725	£775	£825				
2 Bedroom	560	£990	£895	£975	£1,075				
3 Bedroom	270	£1,284	£1,175	£1,285	£1,375				
4+ Bedroom	120	£1,757	£1,500	£1,650	£1,900				

Source: VOA Private rental market summary statistics in England (15th December 2021)

4.44 In calculating the value of PRS units it is necessary to consider the yields. Several sources of information have been reviewed. Savills in its *Market in Minutes - UK Build to Rent* (Savills,



August 2021) reports prime regional yields of a little above 4%, and in *Suburban Build to Rent* (Savills, September 2021) yields of 4.5% to 4.75% in the MSDC area.

- 4.45 Knight Frank in its *Residential Yield Guide* (Knight Frank, Q2 2021) reported a 4.25% to 4.75% yield in Tier 2 Regional Cites, and 4.00% 4.25% for regional Single Family Housing. In this regard it is timely to note that the CBRE *Residential Investment Figures Q3 2021* makes reference to a yield of about 4% for prime regional yields.
- 4.46 Having considered a range of sources, a net yield of 4.5% has been assumed. In considering the rents to use in this assessment it is necessary to appreciate that much of the existing rental stock is relatively poor, so new PRS units are likely to have rental values that are well in excess of the averages, with yields that are below the averages. Build to Rent schemes are most likely to be flatted development, close to the train stations.
- 4.47 Through the January 2022 consultation it was suggested²⁸ that greater allowance should be made for management / reletting / voids. No specific suggestions were made, nor evidence submitted. Having considered rental yields further, the yield has been increased to 4.75%

Table 4.13 Capitalisation of Private Rents								
	1 bed	2 bed	3 bed					
Gross Rent (£/month)	£900	£1,100	£1,400					
Gross Rent (£/annum)	£10,800	£13,200	£16,800					
Net Rent (£/annum)	£8,640	£10,560	£13,440					
Value	£181,895	£222,316	£282,947					
m ²	50	70	84					
£/m²	£3,638	£3,176	£3,368					

Source: HDH (April 2022)

4.48 This approach derives a value for private rent, under Build to Rent of £3,400/m², being a reduction from £3,600/m² suggested initially.

Affordable Housing

- 4.49 An output of this study is advice as to the level of the Affordable Housing requirement, so it is necessary to estimate the value of such housing. In this study it is assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP).
- 4.50 The values of affordable housing have been considered from first principles.

²⁸ A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield.



Social Rent

4.51 The value of social rented property is a factor of the rent – although the condition and demand for the units also have an impact. Social Rents are set through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent:

Table 4.14 General Needs (Social Rent) – MSDC					
Average weekly net rent (£ per week) by unit size for Mid Sussex - Large PRPs ²⁹				£ per week	
Unit Size	Net	Social	Service	Gross	Unit
	rent	rent rate	charge	rent	count
Non-self-contained	£75.44	£78.27	£8.55	£83.99	2
Bedsit	£77.43	£74.11	£20.67	£98.09	18
1 Bedroom	£96.74	£93.04	£8.07	£104.04	1,134
2 Bedroom	£115.56	£110.66	£5.75	£119.66	1,376
3 Bedroom	£135.38	£128.71	£2.23	£136.77	1,511
4 Bedroom	£148.48	£144.33	£3.60	£151.49	109
5 Bedroom	£141.79	£134.56	£0.14	£141.93	1
6+ Bedroom	£0.00	£0.00	£0.00	£0.00	0
All self-contained	£118.34	£113.18	£5.46	£122.37	4,149
All stock sizes	£118.32	£113.17	£5.47	£122.35	4,151

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: Table 9, SDR 2021 - Data Tool30

4.52 This study concerns only the value of newly built homes. There seems to be relatively little difference in the amounts paid by Registered Providers (RPs) for such units across the area. In this study, the value of Social Rents is assessed assuming 10% management costs, 4% voids and bad debts and 6% repairs. These are capitalised at 4%.

³⁰ Private registered provider social housing stock in England - GOV.UK (www.gov.uk)



²⁹ PRPs are providers of social housing in England that are registered with RSH and are not Local Authorities. This is the definition of PRPs in the Housing and Regeneration Act 2008.

Table 4.15 Capitalisation of Social Rents					
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms	
Rent (£/week)	£97	£116	£135	£148	
Rent (£/annum)	£5,030	£6,009	£7,040	£7,721	
Net Rent	£4,024	£4,807	£5,632	£6,177	
Value	£100,610	£120,182	£140,795	£154,419	
m ²	50	70	84	97	
£/m²	£2,012	£1,717	£1,676	£1,592	

Source: HDH (November 2021)

- 4.53 On this basis, a value of £1,700/m² across the study area would be assumed, being a little over 40% of market value. The approach to deriving the affordable values was confirmed³¹ through the January 2022 consultation.
- 4.54 Through the consultation a value of 30% of market value was suggested³², however no explanation or justification was provided in this regard.

Affordable Rent

- 4.55 Under Affordable Rent, a rent of no more than 80% of the market rent for that unit can be charged. The value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit.
- 4.56 In estimating the likely level of Affordable Rent, a survey of market rents across the MSDC area has been undertaken and is set out under the Build to Rent heading above.
- 4.57 As part of the reforms to the social security system, housing benefit / local housing allowance is capped at the 3rd 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 (VOA) by Broad Rental Market Area (BRMA). 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. All the District that is assessed under this study is within the Crawley & Reigate BRMA³³.

³³ A small part of the south of the District, that is within the South Downs National Park, is within the Brighton and Hove BRMA.



³¹ C Morris, Construct Land & Homes Ltd

³² D Aplin, Mayflower Residential Ltd. Sayers Common.

Table 4.16 BRMA LHA Caps (£/week)			
Shared Accommodation	£101.61		
One Bedroom	£172.60		
Two Bedrooms	£218.63		
Three Bedrooms	£276.16		
Four Bedrooms	£356.71		

Source: VOA (January 2022)

4.58 These caps are generally more than the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

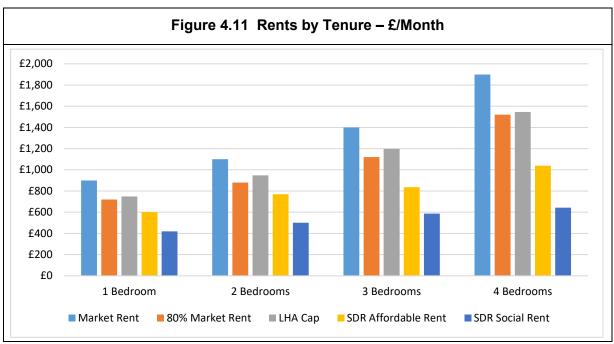
Table 4.17 Affordable Rent General Needs - MSDC				
Average weekly gross rent (£ per week) and unit counts by unit size for Mid Sussex	£ per week			
Unit Size	Gross			
	rent	count		
Non-self-contained	£0.00	0		
Bedsit	£124.10	2		
1 Bedroom	£138.43	473		
2 Bedroom	£177.60	774		
3 Bedroom	£192.86	383		
4 Bedroom	£239.51	21		
5 Bedroom	£0.00	0		
6+ Bedroom	£0.00	0		
All self-contained	£170.65	1,653		
All stock sizes	£170.65	1,653		
Owned stock. All PRPs owning Affordable Rent units - unweighted. Stock outside England is excluded.				

Source: Table11, SDR 2021 – Data Tool34

4.59 The rents, across tenures, can be summarised as follows.

³⁴ Private registered provider social housing stock in England - GOV.UK (www.gov.uk)





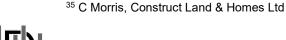
Source: Market Survey, HCA Statistical Return and VOA (January 2022)

4.60 In calculating the value of Affordable Rent, we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 5%. It is assumed that the Affordable Rent is no more than the LHA cap. On this basis affordable rented property has the following worth.

Table 4.18 Capitalisation of Affordable Rents					
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms	
Gross Rent (£/month)	£720	£880	£1,120	£1,520	
Gross Rent (£/annum)	£8,640	£10,560	£13,440	£18,240	
Net Rent	£6,912	£8,448	£10,752	£14,592	
Value	£138,240	£168,960	£215,040	£291,840	
m ²	50	70	84	97	
£/m²	£2,765	£2,414	£2,560	£3,009	

Source: HDH (April 2022)

4.61 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £2,500/m² or so is derived, being about 55% of market value. The approach to deriving the affordable values was confirmed³⁵ through the January 2022 consultation.





4.62 Through the consultation a value of 50% of market value was suggested³⁶, however no explanation was provided in this regard.

Affordable Home Ownership

- 4.63 Intermediate products for sale include Shared Ownership and shared equity products³⁷ as well as First Homes. We have assumed a value of 70% of open market value for these units. These values were based on purchasers buying an initial 30% share of a property and a 2.5%³⁸ per annum rent payable on the equity retained. The rental income is capitalised at 4% having made a 2% management allowance.
- 4.64 The following table shows 'typical' values for Shared Ownership housing at a range of proportions sold:

Table 4.19 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold Market Value % Sold Rent Value m2 £/m2 % £ % £/year £ £/m2 % OMV 4,300 408,500 10% 40,850 2.50% 9,191 225,186 266,036 2,800 65.13% 95 95 4,300 408,500 20% 81,700 2.50% 8,170 200,165 281,865 2,967 69.00% 95 4,300 408,500 30% 122,550 2.50% 7,149 175,144 297,694 3,134 72.88% 95 4,300 408,500 40% 163,400 2.50% 6,128 150,124 313,524 3,300 76.75% 95 4,300 408,500 50% 204,250 2.50% 5,106 125,103 329,353 3,467 80.63% 95 4,300 2.50% 4,085 100,083 3,634 408,500 60% 245,100 345,183 84.50%

Source: HDH (January 2022)

- 4.65 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.

³⁸ A rent of up to 3% may be charged – although we understand that in this area 2.75% is more usual.



³⁶ D Aplin, Mayflower Residential Ltd. Sayers Common.

³⁷ For the purpose of this assessment, it is assumed that the 'affordable home ownership' products, as referred to in paragraph 64 of the 2021 NPPF, fall into this definition,

- 4.66 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.
- 4.67 In relation to First Homes, the £250,000 cap is assumed to apply (meaning that some larger units will be subject to a discount of more than 30%).
- 4.68 It is important to note that there is an income cap that applies to Shared Ownership properties of £80,000/year³⁹. This means the maximum monthly charge is in effect £1,166 a month, which caps the mortgage at about £233,000 (assuming a 25-year repayment at 3.5%). Assuming a 10% deposit, this means the maximum price under such products is about £256,000.
- 4.69 The approach to deriving the affordable values was confirmed⁴⁰ through the January 2022 consultation. Additionally, the assumption in relation to Shared Ownership housing was confirmed⁴¹.

Grant Funding

4.70 It is assumed that grant is not available for market housing lead schemes of the type assessed in this Viability Study. Funding may be available in exceptional circumstances, for example to facilitate regeneration infrastructure.

Older People's Housing

4.71 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.

⁴¹ D Aplin, Mayflower Residential Ltd. Sayers Common.



³⁹ Affordable home ownership schemes: Buying through shared ownership - GOV.UK (www.gov.uk)

⁴⁰ C Morris, Construct Land & Homes Ltd

- 4.72 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.
- 4.73 A typical price of a 3 bed semi-detached home has been taken as a starting point. On this basis it is assumed Sheltered and Extracare Housing has the following worth:

Table 4.20 Worth of Sheltered and Extracare					
	Area (m²)	£	£/m²		
East Grinstead					
3 bed semi-detached		455,000			
1 bed Sheltered	50	341,250	6,825		
2 bed Sheltered	75	455,000	6,067		
1 bed Extracare	65	426,563	6,563		
2 bed Extracare	80	568,750	7,109		
Haywards Heath					
3 bed semi-detached		400,000			
1 bed Sheltered	50	300,000	6,000		
2 bed Sheltered	75	400,000	5,333		
1 bed Extracare	65	375,000	5,769		
2 bed Extracare	80	500,000	6,250		
Burgess Hill					
3 bed semi-detached		400,000			
1 bed Sheltered	50	300,000	6,000		
2 bed Sheltered	75	400,000	5,333		
1 bed Extracare	65	375,000	5,769		
2 bed Extracare	80	500,000	6,250		

Source: HDH (January 2022)

- 4.74 We have undertaken a review of older people's schemes within the District and there are few currently being marketed. The Churchill Living scheme at Garland Road, East Grinstead has asking prices that are typically in the £6,000/m² to £6,500/m² range.
- 4.75 Based on the above, a value of £6,250/m² is assumed for Sheltered Housing and for Extracare Housing. Extracare is likely to have a higher value, however we have been unable to evidence this in this area. No allowance is made for ground rents.



4.76 The value of units as affordable housing has also been considered. It has not been possible to find any directly comparable schemes where housing associations have purchased social units in a market led extracare development. 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 Market

- 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. 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.
- 5.2 Market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within the Mid Sussex Council area, there will be particular localities, and ultimately, site-specific factors, that generate different values and costs.

National Overview

5.3 The various non-residential markets in the MSDC area reflect national trends:

Headline occupier and investor demand indicators see significant improvement

- Demand growth accelerates in Q1, although respondents are cautious on the impact of macro headwinds
- Outlook for rents strengthens within the office sector as the recovery in occupier demand gains impetus
- All-property capital value expectations revised higher for the coming twelve months

The Q1 2022 RICS UK Commercial Property Survey results point to the market gaining momentum over the quarter, with demand growth accelerating in relation to both occupiers and investors at the headline level. Nevertheless, despite the general improvement in the survey results, contributors remain cautious on the outlook for the economy given pressures caused by rising living costs and higher interest rates.

Across the UK, a net balance of +32% of respondents reported an increase in occupier demand at the all-sector level. This is up noticeably from a reading of +16% in the previous quarter and marks the strongest return for this indicator since 2015. When disaggregated, the industrial sector continues to post the strongest pick-up in tenant demand, registering a net balance of +60% this time (virtually unchanged from +61% in Q4). Significantly, respondents cited a clear upward shift in demand across the office occupier market in Q1, with the net balance improving to +30% from -3% beforehand. For the retail sector, the occupier demand indicator moved into relatively neutral territory at -1%, compared to -23% in Q4.

With regards to supply, both the office and retail sectors continue to see an increase in the availability of leasable space, albeit the pace of this growth (in net balance terms) is significantly reduced compared to last year. For the industrial sector, vacancy rates declined further over the quarter, with the latest net balance coming in at -47%. Interestingly, at the all-sector level, the Q1 net balance of -9% is the first outright negative reading for the overall availability measure since 2017.

As a result, headline rental expectations for the near term moved further into expansionary territory during Q1, posting a net balance of +19% compared to +7% last time. This was mainly driven by the office sector, where the outlook turned from negative in Q4 to positive in the latest results (net balance -11% vs +9%). With respect to the next twelve months, prime office rents are now envisaged rising by a net balance of +42% of respondents (up from +18% previously). That said, expectations are flat to marginally negative for secondary office rents. On the same basis, rents are anticipated to rise by a net balance of +81% and +66% of respondents for prime and secondary industrial space respectively in the year ahead. For prime retail, the negativity



around the rental outlook seen for some time has largely diminished, with the latest net balance of -14% the least downbeat return 2017. Even so, expectations remain steeped in negative territory for secondary retail, evidence by a net balance of -29% of contributors envisaging a fall in rents.

Q1 2022 RICS UK Commercial Property Survey

Non-Residential Market

5.4 The Northern West Sussex Economic Growth Assessment, Focused Update for Mid Sussex (Lichfields, December 2021) included a detailed assessment of the local employment markets so that will not be repeated in full here.

Local Office Market

- 3.17 The office market in Mid Sussex is generally weaker than its industrial market, with Haywards Heath traditionally attracting most demand and accommodating the largest clusters of office space. The 2020 EGA noted that demand did exist in 2020 for high quality Grade A offices and that a lot of the demand could not be satisfied by the existing stock on offer.
- 3.18 The local office market experienced rising vacancy rates over the past 12 months and currently stands at around 4% based on CoStar records. Office rents grew by 2.4% over the past 12 months. However, these currently average £16.8 per sq ft, which is below the subregional equivalent of £19.7 per sq ft. The office market in Mid Sussex has been more active in terms of office transactions in recent years, though that momentum has slowed in the past year. Covid-19 remains a major disrupter to the economy and continues to create uncertainty in the market.

Local Industrial Market

- 3.33 Within the industrial, storage and distribution sectors, Mid Sussex is perceived as a strong location with mainly distribution uses driving market demand. The area has benefitted from new industrial developments in recent years including Link 23, which delivered 7,710 sq.m warehousing units located on the former Wyevale Garden Centre site on London Road. In 2020, industrial rents were around £10 per sq ft. The market in Mid Sussex, similar to Crawley and Gatwick, is largely leasehold-based, driven by institutional investment across a number of large industrial estates.
- 3.34 Recent economic uncertainty has had little impact on the District's industrial vacancy rate of 3.9%, which has remained largely unchanged from last year. Rents grew by 5.4% over the past 12 months, exceeding the 4.6% average annual change over the past decade. The District has seen a considerable amount of recent industrial construction. In particular, over the past three years, around 430,000 sq ft (i.e. 39,950 sq.m) of industrial space was delivered in Mid Sussex according to CoStar, representing a 13.2% cumulative expansion of the District's stock. This aligns with VOA records which indicate an increase of 40,000 sq.m across the last three monitoring years (see Figure 3.1).
- 5.5 The majority of business space is within the town centres. In addition, there are several significant business parks in the District. The largest is Birches Industrial Estate to the West of East Grinstead and the Charlwoods Road employment area also in East Grinstead. Within Haywards Heath there is a concentration of business uses around Bridge Road, and within Burgess Hill, to the southwest of the town.
- 5.6 At the time of this update there is little speculative non-residential development being undertaken. 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) are important.

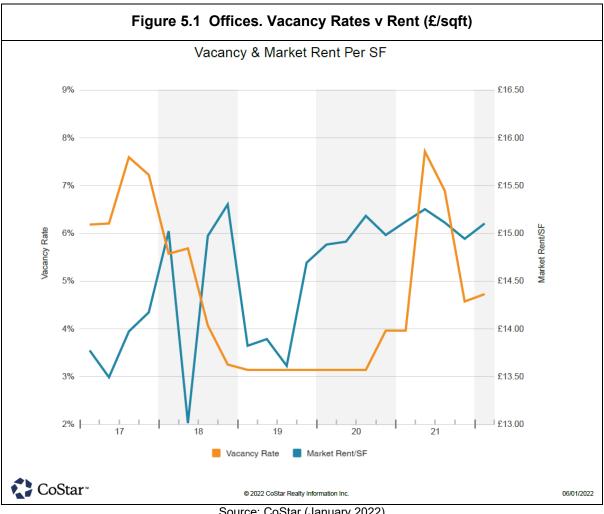


- 5.7 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.co.uk). In addition, information from CoStar (a property industry intelligence subscription service) has been used. 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. This chapter considers the value of newly developed office and industrial sites.
- 5.8 **Appendix 8** includes market data from CoStar.

Offices

- 5.9 The local office market is principally to service local businesses, rather than to serve larger scale firms. On the whole, offices tend to be mixed in with other uses, either in the town centres, or within the older industrial areas. Limited purpose-built space has come forward on the business parks.
- 5.10 CoStar data shows a notable increase in rents over the last five years and low levels of vacancies. These low levels of vacancies are reflective of the fact that there has been little development.





Source: CoStar (January 2022)

5.11 There is a reasonable supply of offices being advertised in the District, however relatively few are modern offices. High quality, larger format offices in and around Crawley are being advertised for rents of up to £300pa/m² (£27.50pa/sqft), however generally asking rents are in the £160pa/m² (£15pa/sqft) to £215pa/m² (£20pa/sqft) range. Rents are a little less in Haywards Heath and Burgess Hill that perhaps do not have a 'Gatwick premium'. This is broadly in line with the findings of the Northern West Sussex Economic Growth Assessment, Focused Update for Mid Sussex (Lichfields, December 2021) that said:

> 3.27 Office rents in Mid Sussex District are relatively affordable within the South East context, and this is highlighted in Figure 3.9 which shows that in 2021, the average market rent for offices was £16.8 per sq ft, below the Northern West Sussex rent average of £19.7 per sq ft. The market rent is forecast by CoStar to increase up to £18 per sq ft by 2026.

- 5.12 Rents for older units tend to be somewhat less than these, however, as this study relates to newbuild development these are not comparable.
- 5.13 CoStar is currently reporting rents (for all types of office), of about £190pa/m² (£17.57pa/sqft). Again, these buildings are not modern offices that are suited to current work practices. Newer offices with a flexible layout, are most likely to be around £270pa/m² (£25pa/sqft).

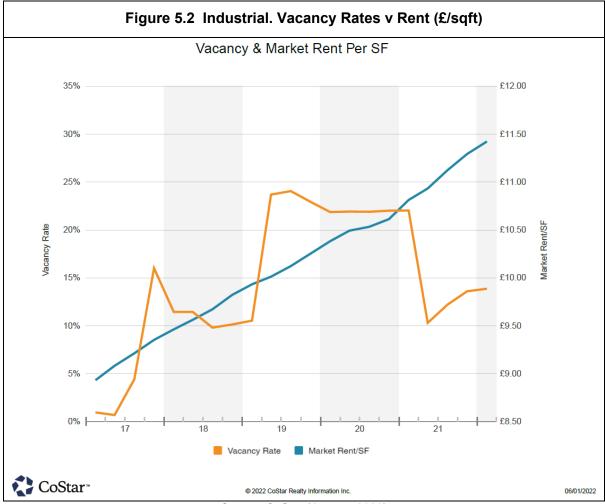


- 5.14 The yield for office uses reported by CoStar is about 5.25% (the median is less at 4.2%), but is based on a small sample. We would expect is new larger, purpose-built offices, with ample parking, let to a sound tenant, to derive a yield of 5% or so in a market such as the MSDC area. Smaller offices would attract a higher yield as these are likely to be less attractive to investors.
- 5.15 On this basis new office development would have a value of £4,885/m² (£450/sqft) on larger schemes, and about £3,600/m² (£335/sqft) on smaller schemes (having allowed for a rent free / void period of 12 months).

Industrial and Distribution

- 5.16 The industrial market in the District is focused on serving the needs of local businesses within the area, rather than being a major manufacturing centre. Having said this, there are a number of new, large-scale, logistics schemes, including the development of the St. Modwen scheme, in the very northwest corner of the District, by Junction 10 of the M23, which includes a new Amazon Logistics centre.
- 5.17 CoStar data also shows a steady increase in rents over the last five years in the industrial sector. This situation is recognised by local agents who report that reasonable industrial space is in strong demand.





Source: CoStar (January 2022)

- 5.18 There are significant schemes being advertised across the District:
 - a. The Hub, Burgess Hill. Plots are available for building of up to 14,000m² and rents are advertised in the £130pa/m² to £140pa/m² (£12pa/sqft to £13pa/sqft) range, and for sale at £2,690/m² (£250/sqft) on a design and build basis.
 - b. St. Modwen Park, Gatwick, to the west of Copthorne, has availability of buildings of up to 10,000m². Asking rents are not published. One building was developed speculatively, however the remainder is on a design and build basis.
 - c. The Sussex Junction near Bolney is a logistics led scheme that is being marketed with three units (4,320m², 2,898m² and 2,945m²). Rents are advertised in the range of £130pa/m² to £140pa/m² (£12pa/sqft to £13pa/sqft).
 - d. Centrepoint, Victoria Road, Burgess Hill, is advertising a new 4,650m² building at £125pa/m² (£11.50pa/sqft).
- 5.19 Smaller buildings tend to have lower rents in the £100pa/m² to £130pa/m² (£10pa/sqft to £12pa/sqft) range, however some older units are very much less than this. This is broadly in line with the findings of the *Northern West Sussex Economic Growth Assessment, Focused Update for Mid Sussex* (Lichfields, December 2021) that said:



- 3.43 Industrial rents in Mid Sussex, currently averaging £10.6 per sq ft, are more affordable compared to Northern West Sussex's average of £11.95 per sq ft (driven mainly by higher values in Manor Royal and around Gatwick). As shown in Figure 3.13 below, these rents have been increasing over the last few years, with the forecast suggesting similar growth rates in future.
- 3.44 The asking rent represents the monetary value the lessor is asking to lease their building/premises. Figure 3.13 shows that the trend follows the market rent growth, but from 2018 to 2020, the asking rent was above the market rent value for industrial floorspace.
- 5.20 Rents for older units tend to be somewhat less, however, as this study relates to newbuild development these are not comparable.
- 5.21 We have considered very large units in more detail as this is currently an area of particular growth. We have reviewed several sources.
 - a. Savills, in *Big Shed Briefing* (Savills, January 2021), reports rents of £7.75/sqft to £20/sqft in London and the Southeast. A prime investment yields, on a national basis, of about 3.75% for multi let units and for distribution is given. It is notable that, in the July 2020 iteration, prime investment yields, on a national basis, of about 4.25% for multi-let units, and 4.5% for distribution units was quoted.
 - b. CBRE, in UK Logistics Market Summary Q4 2020, reports for prime 'Big Box' rent in the South East submarket of £178/m²pa (£16.50 per sq. ft pa) (3.9% NIY).
 - c. Knight Frank, in London & SE Industrial Market Research, 2020 Review, reports prime rents of £215/m²pa (£20/sqft) and yields of 4%.
- 5.22 CoStar is currently reporting rents (for all types of industrial space), of about £85pa/m² (£8pa/sqft). These buildings tend not to be modern offices suited to current work practices. Newer space with a flexible layout, are most likely to be around £125pa/m² (£11.50pa/sqft).
- 5.23 The yield for office uses reported by CoStar is about 5.2% (the median is less at 4.2%). We would expect is new larger, purpose-built offices, with ample parking, let to a sound tenant, to derive a yield of 5% or so in a market such as the MSDC area. Smaller offices would attract a higher yield as these are likely to be less attractive to investors.
- 5.24 On this basis new industrial development would have a value of £2,870/m² (£260/sqft) on larger schemes, and about £1,890/m² (£175/sqft) on smaller schemes (having allowed for a rent free / void period of 12 months). The value of logistics space would be similar to that of the large format industrial space.

Appraisal Assumptions

5.25 The following assumptions were put forward to the January 2022 consultation:



Table 5.2 Commercial Values £/m² 2022								
	Rent £/m ²	Yield	Rent free period	Derived Value	Assumption			
Offices - Large	£270	5.25%	1.0	£4,886	£4,885			
Offices - Small	£270	7.00%	1.0	£3,605	£3,600			
Industrial - Large	£135	4.50%	1.0	£2,871	£2,871			
Industrial - Small	£120	6.00%	1.0	£1,887	£1,890			
Logistics	£130	4.25%	2.0	£2,815	£2,800			

Source: HDH (January 2022)

- 5.26 A consultee commented⁴² that the non-residential markets *'are far more nuanced than the residential market, with site specific locations being more of a determining factor...'*. No further evidence was submitted nor suggestions made.
- 5.27 Having reviewed the employment land allocations⁴³, we have not made a differentiation based on location. There are differentiations based on the scale of development that are shown in the above assumptions, however there is not a consistent set of evidence to robustly derive location specific values in a high-level study of this type.

⁴³ Land at Ansty Farm, Cuckfield Road, Ansty, Land to South of Reeds, Sayers Common, Land at Crabbet Park



⁴² A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield.

6. Land Values

- 6.1 Chapters 2 and 3 set out the background to, and the methodology used, in this study to assess viability. An important element of the assessment is the value of the land. Under the method set out in the updated PPG and 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 its use, and will vary 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'.
- 6.4 Whilst the *Community Infrastructure Levy and District Plan Viability Study* (BNP Paribas, July 2016) was undertaken before the approach to viability was classified in the 2018 NPPF and updated PPG, it is timely to note that the following BLV assumptions were used:

Table 6.1 2016 BLV Assumptions						
Use Benchmark £ millions per gross hed						
Greenfield (lower)	£370,000					
Greenfield (higher)	£500,000					
Commercial/PDL	£2,500,000					

Source: Table 4.38.1 Community Infrastructure Levy and District Plan Viability Study (BNP Paribas, July 2016)

Existing Use Values

- 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 <u>before planning consent is granted</u>, 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 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 emerging 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.
- 6.8 The 'model' approach is outlined below:
 - a. For sites in agricultural use, agricultural land represents the EUV. It is assumed that greenfield sites of 0.5ha or more fall into this category.
 - b. For paddock and garden land on the urban fringe, a 'paddock' value is adopted. This is assumed for greenfield sites of less than 0.5ha.
 - c. Where the development is on brownfield land or previously developed land (PDL), we have assumed an industrial value.



Residential Land

- In August 2020, MHCLG published *Land value estimates for policy appraisal 2019*⁴⁴. This was prepared by the Valuation Office Agency (VOA) and sets out land values at April 2019. The MSDC figure is £5,150,000/ha. This figure <u>assumes nil Affordable Housing</u>. As 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' 45.
- 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 10 miles of Haywards Heath) at the time of this study:

- 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.



⁴⁴ https://www.gov.uk/government/publications/land-value-estimates-for-policy-appraisal-2019

⁴⁵ The VOA assumed as follows:

Table 6.2 Development Land Asking Prices								
		ha	Units	Asking Price	£/ha	£/unit		
The Drive	Maresfield	0.27	1	£900,000	£3,333,333	£900,000	Plot with existing dwelling	
Maplehurst	Horsham	0.36	6	£850,000	£2,361,111	£141,667	6x semi-detached	
Braypool Lane	Patcham	0.096	1	£500,000	£5,208,333	£500,000	Plot with existing dwelling	
Cliffe High Street	Lewes		1	£500,000		£500,000	PP for 4 bed	
Maresfield		0.24	1	£460,000	£1,916,667	£460,000	Plot with outline planning	
Town Wood Close	Haywards Heath		1	£265,000		£265,000	Self-build plot	

Source: Market Survey (January 2022)

- 6.11 These prices are asking prices so reflect the landowner's aspiration. In setting the BLV the important point is the minimum amount a landowner will accept, rather than their aspiration.
- 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 9.** The data is summarised in the following table, the amount of affordable housing in the scheme is shown, being the key indicator of policy compliance (as required by the PPG). Only the sites for which the data is available are presented here, all sites are included in Appendix 9.
- 6.13 This table has been updated since the January 2022 consultation as there were several clear anomalies, incorporating further information submitted through that process⁴⁶.

⁴⁶ A consultee (Sigma Planning Services for Rydon Homes) had noted the areas for Land To The Rear Of Friars Oak, London Road; Land North And East Of, Bolney Cricket Club, The Pavilion, Glebe Field, The Street, Bolney; and. Land East Of, Haywards Heath Road, Balcombe, were not accurate – but don't give the 'correct' area.



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Table 6.3 Price Paid for Consented Development Land							
Date	Site Address	Area ha	Units	Aff Units	Aff %	£/ha	£/unit
04-Feb-19	Land North Of Clayton Mills, Ockley Lane, Hassocks, West Sussex	30.17 1	500	150	30%		
01-Mar-19	Land West Of Copthorne, Copthorne Way, Copthorne, West Sussex	8.819	303	91	30%	£3,213,443	£93,531
21-Feb-19	Hassocks Golf Club, London Road, Hassocks, West Sussex, BN6 9NA	9.733	165	50	30%	£1,695,298	£100,000
04-Feb-20	Land To The Rear Of Friars Oak, London Road, Hassocks, West Sussex, BN6 9NA	10.51 0	130	39	30%	£11,089	£896
20-May-19	Site Of The Former Hazeldens Nursery, London Road, Albourne, West Sussex, BN6 9BL	4.405	84	N/A (C2)		£1,271,283	£66,667
17-Dec-19	Bridge Hall, Cuckfield Road, Burgess Hill, West Sussex, RH15 8RE	0.796	40	12	30%	£3,164,239	£63,000
10-May-19	Central House, 25 - 27 Perrymount Road, Haywards Heath, West Sussex, RH16 3TP	0.270	38	11	29%	£16,099,186	£114,474
28-Apr-20	Land North and East Of, Bolney Cricket Club, The Pavilion, Glebe Field, The Street, Bolney, West Sussex, RH17 5QP	2.139	30	9	30%	£804,152	£57,333
28-Mar-19	Mid Sussex District Council, Beech Hurst Depot, Bolnore Road, Haywards Heath, West Sussex	0.466	18	9	50%	£2,680,103	£69,444
15-Feb-19	NCP Ltd, Harlands Road Car Park, Harlands Road, Haywards Heath, West Sussex	0.310	40	1	8%	£3,873,467	£70,588
03-Jun-19	Land East Of, Haywards Heath Road, Balcombe, West Sussex	0.913	16	5	31%	£2,473,425	£141,063
27-Aug-20	60 - 64 Church Walk, Burgess Hill, West Sussex, RH15 9AS	0.093	15	Off Site		£16,738,661	£103,333
11-Sep-20	Linden House, Southdowns Park, Haywards Heath, West Sussex, RH16 4SL	0.149	14	0	0%*	£4,710,633	£50,000
04-Jun-21	Kingsland Laines, Reeds Lane, Sayers Common, Hassocks, West Sussex, BN6 9JG (13 additional dwellings – 4 affordable)	5.850	13	4	31%	£3,306,227	£112,429

Source: MSDC and Land Registry (March2022) The blanks in the table are where this source does not include data. * Subject to late stage review.

6.14 These values are on a whole site basis (gross area) and range considerably. The average is about £4,542,000 /ha (£80,000/unit) and the median is about £2,680,000/ha (£70,500/unit).



6.15 In considering the above, the PPG 10-014-20190509 says:

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.

- 6.16 The price paid is the maximum the landowner could achieve. The landowner is unlikely to suggest a buyer may be paying an unrealistic amount. The BLV is not the price paid (nor the average of prices paid). As observed⁴⁷ through the January 2022 consultation, it is necessary to incur the costs of achieving a planning consent to realise the residential land value.
- 6.17 In relation to larger sites, and, in particular, larger greenfield sites, these have their own characteristics and are often subject to significant infrastructure costs and open space requirements which result in lower values.

Previously Developed Land

6.18 Land value estimates for policy appraisal provides the following values:

Table 6.4 Employment Land Values						
Industrial Land	£/ha	£1,550,000				
	£/acre	£627,275				
Commercial Land: Office Edge of City	£/ha	£2,210,000				
Centre - Brighton	£/acre	£894,000				
Commercial Land: Office Out of Town –	£/ha	£1,750,000				
Business Park - Brighton	£/acre	£708,000				

Source: Land value estimates for policy appraisal (MHCLG, August 2020)

6.19 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 10**. Whilst the sample is small, the transactions are broadly

⁴⁷ Sigma Planning Services for Rydon Homes.



- consistent with the above, suggesting an average land value of just under £2,440,000/ha (£988,000/acre),
- 6.20 Initially a figure of £2,400,000/ha was assumed for previously development land. Through the January 2022 consultation it was suggested⁴⁸ that these '*may be on the slightly low side*'. An alternative figure of £2,500,000/ha was suggested.

Agricultural and Paddocks

- 6.21 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 GB Farmland⁴⁹ reports that at 'a national level the picture is similar at both country and regional levels. The average value of prime arable and grade 3 grassland across GB is around £8,700 (£21,500/ha) and £5,500 per acre £13,600/ha) respectively'.
 - b. Strutt and Parker's English Estates & Farmland Market Review Winter 2019/2020⁵⁰ states 'that average arable values remain unchanged from 12 months ago at £9,200/acre'.
 - c. Carter Jonas' Farmland Market Update⁵¹ reports 'average arable land values shifted down slightly to end the year on £8,539 per acre (£21,100/ha)'.
- 6.22 For agricultural land, a value of £25,000/ha is assumed to apply here.
- 6.23 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha is used for sites of up to 0.5ha on the edge of the built-up area.
- 6.24 This assumption is consistent with local evidence. 0.16ha of paddock is being marketed for £25,000 at Land New Way Lane, Clayton, Hassocks, a 0.2ha parcel is being marketed for £25,000 on the Brighton Road, Clayton, and 0.21ha paddock, to the south of Horsted Keys, is being marketed for £15,000.

⁵¹ <u>https://www.carterjonas.co.uk/property-publications/</u>



⁴⁸ C Morris, Construct Land & Homes Ltd

⁴⁹ savills-mim-ukfarmland2019.pdf

⁵⁰ S&P%20EEFM-Review-Q4-2019-WEB.pdf

Existing Use Value Assumptions

6.25 In this assessment the following Existing Use Value (EUV) assumptions are used. These are applied to the gross site area.

Table 6.5 Existing Use Value Land Prices – 2021. £/ha					
PDL	£2,500,000				
Agricultural	£25,000				
Paddock	£50,000				

Source: HDH (January 2022)

6.26 Through the January 2022 consultation it was noted⁵² that the EUV '*is very generic and is likely to have far greater variances on a site-specific basis*'. Whilst no alternative approach was suggested, this is agreed as values will vary from site to site. In a study of this type, it is necessary to make some high-level assumptions, so no change has been made.

Benchmark Land Values

6.27 The setting of the Benchmark Land Values (BLV) is one of the more challenging parts of a plan-wide viability assessment. The updated PPG makes specific reference to BLV, so it is necessary to address this. As set out in Chapter 2 above, 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

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.

⁵² A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield.



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.

Where viability assessment is used to inform decision making under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan. Local authorities can request data on the price paid for land (or the price expected to be paid through an option agreement).

PPG 10-014-20190509

6.28 With regard to the landowner's premium, the PPG says:

How should the premium to the landowner be defined for viability assessment?

The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.

Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. A decision maker can give appropriate weight to emerging policies. Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).

PPG 10-016-20190509

6.29 In the pre-consultation iteration of this Viability Study, the following Benchmark Land Value assumptions are used (these are applied on a gross site area⁵³):

a. Brownfield/ Urban Sites: EUV (£2,500,000/ha) Plus 20%.

b. Greenfield Sites: EUV Plus £500,000/ha.

- 6.30 Through the January 2022 consultation it was confirmed⁵⁴ that 'the BLV assumptions made are fair and a sound representation for viability testing'.
- 6.31 Alternatively, a consultee commented⁵⁵:

⁵⁵ D Aplin, Mayflower Residential Ltd. Sayers Common.



⁵³ Through the January 2022 consultation it was suggested (A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield) that net to gross areas should be considered at this stage. The modelling in this assessment is carried out on a gross site basis, however net developable areas are taken into account in the modelling as set out in Chapter 9 below.

⁵⁴ C Morris, Construct Land & Homes Ltd

Whilst we accept the suggested BLV figures, this is expressly on the basis that such figures should not themselves be eroded by deducting abnormal or infrastructure costs. The whole rationale behind a BLV is to provide a return to a landowner which will incentivise them to promote land for development. The BLV proposed, would do so, but if that is then eroded back down to a level significantly below the BLV, the position of the landowner is completely compromised as the incentive to release land could disappear. The BLV must therefore be a "floor" after abnormal or infrastructure costs are taken into account.

6.32 It is important to note that the PPG (and inspectors' decisions) suggest that the abnormal costs, such as remediation should be reflected in the BLV. If this is not the case and policy requirements are flexed to reduce the costs to the developer and boost land prices, the planning system is in effect, acting to compensate owners of poor sites and level vales, regardless of their suitability for development.



7. Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development typologies. Through the January 2022 consultation it was confirmed⁵⁶ that 'the assumptions made do reflect current development costs'.

Development Costs

Construction costs: baseline costs

- 7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS) data using the figures re-based for the MSDC area. The cost figure for 'Estate Housing Generally' is £1,441/m² (and the costs for Flats Generally is £1,666/m²)⁵⁷, at the time of this study (**Appendix 11**). These have increased by 2.6% over the 3 months since the consultation draft.
- 7.3 Through the January 2022 consultation, it was suggested⁵⁸ that 'construction costs had inflated by broadly 34% over the last year, so these costs are likely to be underestimates in many cases'. Whilst this is noted, this is substantially more than the increase reported by the BCIS. It was also noted⁵⁹ that the BCIS costs are 'historic'. This is not the case as they incorporate an element of forecasting to give current costs.
- 7.4 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. Bearing in mind the uncertainty in this regard we have undertaken sensitivity testing around build costs (see Chapter 10 below).
- 7.5 As set out in Chapter 2 above, the Government has announced the outcome of its consultation on 'The Future Homes Standard'⁶⁰. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. This is considered in Chapter 8 below.
- 7.6 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 lower quartile cost is used for schemes of over 250 units (where economies of scale can be achieved), and the

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



⁵⁶ C Morris, Construct Land & Homes Ltd

⁵⁷ In the January 2022 iteration of this assessment the 1.1.22 BCIS figures were used (Estate Housing Generally £1,404/m² and the costs for Flats - Generally is £1,636/m²). In this iteration the 24th March 2022 figures are used.

⁵⁸ A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield.

⁵⁹ Sigma Planning Services for Rydon Homes.

median for smaller schemes. This approach was accepted through the consultation⁶¹, although it is accepted that there will be exceptions on some sites.

Other normal development costs

- 7.7 In addition to the BCIS £/m² 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.
- 7.8 Nevertheless, it is possible to generalise. Drawing on experience, 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 larger greenfield sites tend to have lower net developable areas, so more land requires work.
- 7.9 A scale of allowances for site costs has been developed for the residential sites, ranging from 5% of build costs for the smaller sites and flatted schemes within the urban area, to 15% for the larger greenfield schemes⁶².

Abnormal development costs and brownfield sites

7.10 With regard to abnormals, 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 ...

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

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

- 7.12 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.
- 7.13 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

⁶² It was noted that this inconsistent with the approach taken by HDH elsewhere – Brentwood was cited as an example where 20% was used for large greenfield sites. In other cases 12% has been used (Medway) or 13% (Harlow).



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⁶¹ D Aplin, Mayflower Residential Ltd. Sayers Common.

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.

- 7.14 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.
- 7.15 Through the January 2022 consultation it was suggested ⁶³ that a flat rate of £500,000/ha to include 'on and off-site infrastructure requirements' be used for abnormal costs. It is important to note that the normal site costs are already included as set out above, in addition, as set out in Chapter 8 below, a separate allowance of £12,000/unit (£360,000/ha) is included for strategic infrastructure and mitigation. £500,000/ha is somewhat more than the typical allowance of about £300,000/ha used on the brownfield housing sites, and broadly in line the assumption on the higher density flatted schemes. On a site such as Sayers Common, £500,000/ha would equate to over £33,000,000 or about 11% of the construction costs. Sensitivity testing has been carried out in relation to the strategic infrastructure and mitigation costs.
- 7.16 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

7.17 For residential and non-residential development, we have assumed professional fees amount to 8% of build costs. Separate allowances are made for planning fees, acquisition, sales and fees.

⁶³ D Aplin, Mayflower Residential Ltd. Sayers Common.



7.18 Whilst the was a broad agreement through the January 2022 consultation, it was suggested 64 that a separate allowance of 12% should be made for fees on infrastructure. Having reviewed the development appraisals submitted through the development management process, we have increased this allowance for the large sites to 9% overall.

Contingencies

- 7.19 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% (calculated on the total build costs, including abnormal costs) has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land. So, the 5% figure was used on the brownfield sites, and the 2.5% figure on the remainder.
- 7.20 Through the January 2022 consultation it was suggested ⁶⁵ that 5% should also be applied to the greenfield sites.

A contingency of 2.5% on larger greenfield sites is wholly unrealistic. 5% may be a realistic provision on base construction cost and external works, but a higher rate on infrastructure costs is appropriate depending on how such works are procured.

7.21 Brownfield sites are inherently more uncertain than greenfield sites as they include a greater element of unknown, for example in ground contamination or surrounding the demolition of existing buildings. It is therefore appropriate to make a distinction in this regard. It is accepted that there is uncertainty in relation to the strategic infrastructure and mitigation costs, sensitivity testing has been carried out.

S106 Contributions and the costs of strategic infrastructure

7.22 MSDC has not adopted CIL, the Council seeks Developer Contributions under the s106 regime, in line with restrictions set out on CIL Regulation 122. Additional costs, as set out in Chapter 8 below, are allowed for.

Financial and Other Appraisal Assumptions

VAT

7.23 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full⁶⁶.

⁶⁶ VAT is a complex area. Sales of new residential buildings are usually zero-rated supplies for VAT purposes (subject to various conditions). VAT incurred as part of the development can normally be recovered. Where an Appropriate 'election' is made, VAT can also be recovered in relation to commercial development – although VAT must then be charged on the income from the development. This point was re-iterated through the January 2022 consultation (A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield).



⁶⁴ D Aplin, Mayflower Residential Ltd. Sayers Common.

⁶⁵ D Aplin, Mayflower Residential Ltd. Sayers Common.

Interest rates

- 7.24 The appraisals assume 6% p.a. for total debit balances (to include interest and associated fees), 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.
- 7.25 The 6% assumption may seem high given the very 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.
- 7.26 The assumption of the 6%, is an 'all-in cost' to cover interest rate and associated finance fees, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest, particularly on the larger schemes, as most developers are required to put some equity into most projects. In this study a cautious approach is being taken. 6% is in line with Treasury assumptions (5% to 7%).

Developers' return

7.27 An allowance needs to be made for developers' return and to reflect the risk of development. As set out in Chapter 2 above, this is an area of significant change since the Council's earlier viability work that was used to support CIL. Paragraph 10-018-20190509 of the updated PPG now sets out the approach to be taken and 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 fully 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.

7.28 The purpose of including a developers' return 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 (different developers will adopt different models and have different approaches to risk). The use of developers' return 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. 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.
- 7.29 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 a developer to demonstrate a sufficient margin to protect the lender in the case of changes in prices or development costs. They also consider other factors, including the amount of equity the developer is contributing, 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.
- 7.30 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 (i.e. site-by-site or split), it is appropriate to make some broad assumptions and, 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 ... A lower figure may be more appropriate in consideration of delivery of affordable housing'.
- 7.31 In this assessment, the developers' return is assessed as 17.5% of market housing and First Homes and a contractor's return of 6% is applied to other forms of affordable housing. A 15% return is assumed for non-residential development, and Build to Rent.
- 7.32 Through the January 2022 consultation the following was noted⁶⁷:

Profit – HDH use 17.5% on market housing GDV which is realistic for a housebuilder model approach but in circumstances where a Master Developer needs to be involved, on account of infrastructure requirements, a higher profit or separate profit allowance is appropriate.

7.33 We are unclear on the rationale behind this. The strategic infrastructure and mitigation measures will be agreed and quantified at the planning application stage and include substantial allowances for contingencies (40% is normal with the highways elements). There



⁶⁷ D Aplin, Mayflower Residential Ltd. Sayers Common.



is no sales or market risk associated with this element of the project. No adjustment has been made, however sensitivity testing has been carried out.

Voids

- 7.34 On a scheme comprising mainly individual houses, one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks, this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.
- 7.35 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

- 7.36 A pre-construction period of six months (from site acquisition, following the grant of planning consent) is assumed for all of the sites. Each dwelling is assumed to be built over a ninemonth 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 considering the allocation 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.
- 7.37 We have reviewed the Council's *Housing Land Supply 5 year Housing Land Supply Statement* (December 2020)⁶⁸ which sets out average build out rates for sites of 30 to 49 units of 31 /year, for sites of 50 to 99 units of 30/year and for larger sites of 40 per year. Within these there is a considerable range from 89/year to below 10/year. Of the larger schemes delivered in a single year, or disregarding the first and last years (being part years) the range is typically in the 40/year to 50/year range.
- 7.38 A delivery rate of 11 units per outlet per quarter is assumed for large sites. On a site with 30% affordable housing this equates to 30 market units per year. This is below our normal expectations, however is used, being based on the local evidence. On the smaller sites, we have assumed slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. The higher density flatted schemes are assumed to come forward more quickly. 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 the Harman Guidance.

⁶⁸ Housing Land Supply - 5 year Housing Land Supply Statement (midsussex.gov.uk)



Site Acquisition and Disposal Costs

Site holding costs and receipts

7.39 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

- 7.40 A simplistic approach is taken, it is assumed an allowance 1% for acquisition agents' and 0.5% legal fees.
- 7.41 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.42 For market and for 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.



8. Planning Policy Requirements

- 8.1 The specific purpose of this study is to consider and inform the development of the emerging Local Plan and then, in due course, to assess the cumulative impact of the policies on the planned development. The new Local Plan will replace the adopted the *Mid Sussex District Plan* (March 2018). At the time of the pre-consultation draft report (January 2022), the Council had not developed a full set of policies as that will, in part, be informed by the wider evidence base, including this report. In this report we have reviewed the emerging policies as they stood in January 2022. These are likely to change as the plan-making process continues and they are updated in line with national policy and the Council's emerging preferences. We have not been provided with draft supporting text.
- 8.2 The policy areas that add to the costs of development over and above the normal costs of development, are set out below. In addition, recent changes that may be introduced at a national level are also considered, although at this stage, these are simply options that may or may not be progressed into the new Local Plan.
- 8.3 Through the January 2022 consultation it was confirmed⁶⁹ that 'the summaries made do reflect the situation on the ground'.

Sustainability

DPS1: Climate Change

8.4 This is a broad policy that sets out the Council's move towards zero carbon. In itself, at the time of drafting, it does not yet set out specific standards that are not elaborated on in the more detailed policies.

DPS2: Sustainable Design and Construction

8.5 The initial iteration of this policy set out a number of requirements.

All new build residential and non-residential development must meet at least BREEAM 'Excellent' and must make reasonable endeavours to achieve an 'Outstanding' rating.

8.6 In terms of BREEAM, the Technical Standards on newbuild residential development, we have been advised by BRE that the BREEAM Technical Very Good / Standard Excellent / Excellent relates to non-residential development and does not relate to residential development. They have advised that whilst it may be technically possible to apply it to residential development it is not what the Technical Standards are designed for – and they are not aware of it being used in that way. BRE do not have generic costing for applying BREEAM Technical Standards to newbuild housing. BREEAM Excellent standard is assumed to apply to non-residential



⁶⁹ C Morris, Construct Land & Homes Ltd

development but not residential development. This draft policy has been amended accordingly.

- 8.7 The performance of non-residential development is normally assessed using the BREEAM system⁷⁰. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research⁷¹ 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.
- 8.8 The Council's current preferred option is that all commercial buildings meet BREEAM 'Excellent' rating with reasonable endeavours to achieve 'Outstanding', they are also exploring the option that commercial buildings are to a net zero-carbon standard, which is somewhat more costly that BREEAM Excellent. In this instance we have assumed that this would be implemented in a similar way to the development under the London Plan. In London the GLA seeks a 15% reduction in carbon emissions from energy efficiency measures, with a total onsite reduction of 35% and the achievement of net zero regulated carbon emissions using allowable solutions, all in comparison to the emissions from a Part L 2013 compliance building with gas heating. In this regard it was estimated that the following costs were identified:

Table 8.1 Indicative cost uplifts of the potential standards to reduce carbon emissions							
Standards	Target	Percentage of construction cost					
Energy Efficiency	Minimum carbon reduction of 15%	2%					
On site saving	Total carbon reduction of 35%	1%					
Allowable solutions	Offset 65% of regulated CO ₂ emissions	2-4%					
BREEAM	BREEAM Excellent rating	1-2%					

Source: Table 9.1 Centre for Sustainable Energy Cost of carbon reduction in new buildings (Currie & Brown, December 2018)

- 8.9 A paper *UK Green Building Council, Building the Case for Net Zero (UK GBC, Advanced Net Zero, September 2020)* for Hoare Lea and JLL considered the cost of Net Zero in two scenarios on a 16 storey city office building. This estimated the additional cost for an 'intermediate' scenario to be 6.2% and a 'stretch' scenario to be between 8% and 17%.
- 8.10 A paper Towards Net Zero Carbon Achieving greater carbon reductions on site The role of carbon pricing (May 2020) considered the costs associated with a hotel, a school, and an

⁷¹ Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014.



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⁷⁰ 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.

office building in the context of carbon pricing and a 35% CO₂ saving as per the London Plan. This estimated the additional costs for hotels to be 1.2% to 2.7%, for schools to be 1.1% to 1.7% and for newbuild offices to be 0.8% to 2.1% - although these were only additional construction costs (not whole life costs).

- 8.11 It is clear from a range of data sources that the additional costs will vary tremendously depending on the specifics of the building under consideration. In this assessment non-residential buildings are tested with 10% additional costs.
- 8.12 In relation to residential development, the Council has asked that a range of Zero Carbon options are tested.
- 8.13 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.
- 8.14 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 (to be delivered through the introduction of a new 'Future Homes Standard'). It sets the target of an interim 31% reduction in CO₂ 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.
- 8.15 The costs will depend on the specific changes made and are considered in Chapter 3 of the 2019 Government Consultation⁷². These costs have been indexed and would add about 3%⁷³ to the base cost of construction and are assumed to apply in the base appraisals.
- 8.16 The revisions to Approved Document L are a step towards the introduction of the Future Homes Standard in 2025. While precise details of the Future Homes Standard are yet to be published, the 2019 Government Consultation anticipated that it would achieve a 75-80% improvement reduction in CO₂ emissions over 2013 standards for dwellings. Based on current practice, it is anticipated that some form of low carbon heating (e.g. Air Source Heat Pumps) would be used to deliver this level of improvement. In the absence of specific details, the costs for the 'Zero Regulated Carbon' option with Air Source Heat Pumps outlined in Table 8.1 below may be used as a proxy for the Future Homes Standard (although may overstate the cost).

 $^{^{73}}$ BCIS March 2022 409.0 from BCIS Oct 2018 354.2 = 15.5%. £3,134x15.5%+£3,620. £3,620/85m² = £42.60/m². £42.60/m² / BCIS Estate Housing £1,324 = 3.2%



⁷² 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).

- 8.17 MSDC is considering seeking new residential development to be Zero Carbon. There are a number of published costs. A report for the Committee on Climate Change The costs and benefits of tighter standards for new buildings, Final report 2019 (Currie & Brown, February 2019) did set out the costs of a range of standards, but these are not comparable on a like for like basis. Additionally, the Government consultation was informed by the Centre for Sustainable Energy Cost of carbon reduction in new buildings (Currie & Brown, December 2018). This report suggests:
 - a. The costs of reducing emissions by 10% on-site with no requirement for energy efficiency beyond the Part L 2013 (assuming gas heating), to be less than 1% of the build costs with a 20% reduction to add about 2% to the costs of construction⁷⁴.
 - b. The cumulative costs over Part L 2013 for certified Passivhaus is about:
 - i. £12,000 per detached house (based on 117m², £103/m² or an additional 7.6% in costs).
 - ii. £7,100 per terraced house (based on 84m², £85/m² or an additional 5.8% in costs).
 - iii. £2,750 per low rise flat (based on 70m², £39/m² or an additional 2.9% in costs).
 - c. The cost of Zero Regulated Carbon⁷⁵ and Zero Regulated and Un-Regulated Carbon⁷⁶ is set out as follows:

⁷⁶ Unregulated energy use is not controlled by Part L of Building Regulations. In homes this includes energy use for cooking, white goods and small power (eg, TVs, kettles, toasters, IT, etc). The quantity of unregulated energy in a home is estimated in SAP2012 using information on the building area. In non-domestic buildings unregulated energy also includes that used for vertical transportation (lifts and escalators) and process loads such as industrial activities or server rooms.



⁷⁴ Figure 4.10.

⁷⁵ Regulated energy use is regulated by Part L of Building Regulations. This includes energy used for space heating, hot water and lighting together with directly associated pumps (for circulating water) and fans (eg for ventilation).

Table 8.1 Cost of On-Site Carbon Reduction								
	Carbon Saving	Zero Regulated Carbon			Zero Regulated and Un- Regulated Carbon			
		% Uplift	£/m²	£/home	% Uplift	£/m²	£/home	
Gas Heated	<u>.</u>						•	
Detached	79%	6.2%	£84	£9,900	9.2%	£124	£14,500	
Semi Detached	56%	5.6%	£84	£6,800	8.7%	£126	£10,600	
Terraced	59%	6.0%	£82	£6,900	9.4%	£126	£10,600	
Low Rise Flat	34%	6.7%	£91	£6,400	10.2%	£137	£9,600	
Medium Rise Flat	24%	3.5%	£87	£4,400	5.4%	£136	£6,800	
Air Sourced Heat Pump	Heated							
Detached	95%	6.4%	£86	£10,100	9.3%	£126	£14,700	
Semi Detached	69%	6.8%	£99	£8,300	9.9%	£144	£12,100	
Terraced	72%	7.4%	£100	£8,400	10.7%	£144	£12,100	
Low Rise Flat	48%	6.9%	£93	£6,500	10.3%	£139	£9,800	
Medium Rise Flat	32%	3.8%	£96	£4,800	5.8%	£144	£7,200	

Source: Table 4.1 Centre for Sustainable Energy Cost of carbon reduction in new buildings (Currie & Brown, December 2018)

- 8.18 These additional costs are tested.
- 8.19 It is timely to note that building to higher standards that result in lower running costs does result in higher values⁷⁷.
- 8.20 The policy goes on to seek:

Major residential and non-residential development should calculate whole-lifecycle carbon emissions (including embodied carbon emissions) through a nationally recognised whole-lifecycle carbon methodology and should demonstrate actions taken to reduce whole-lifecycle carbon emissions.

8.21 This is a reporting requirement rather than a requirement to build over and above national standards. This may have a modest impact on the fees associated with development, but not the cost of construction.

All new build major residential and non-residential development is expected to take opportunities to be net zero carbon.

⁷⁷ 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.)



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8.22 This requirement is covered above and is tested. The costs in relation to climate change were accepted through the consultation⁷⁸.

All new development should incorporate design measures to minimise potential overheating such as through the layout, orientation and design of buildings. Opportunities should be maximised for passive cooling through natural ventilation and other passive means. Reliance on air conditioning systems should be avoided.

8.23 This is normal requirement that does not add to the cost of development is incorporated from the start of the design process. No additional cost allowance is made.

Residential units should meet a water consumption standard of 100 litres per person per day (including external water use);

- 8.24 Elsewhere the draft Plan requires 85l/day on the Significant Sites. The cost of reducing the use of water, in line with the enhanced building regulations (110l/day), is modest, likely to be less than £5/dwelling⁷⁹. This cost was based in 2014 so would be indexed⁸⁰ to £6/dwelling.
- 8.25 The policy goes on to mention rainwater harvesting and greywater recycling. There are few published costs, although figures of £2,000 to £3,000 are frequently quoted⁸¹. The provision of rainwater harvesting requires the capture of rainfall. This is normally done through an underground tank. A second cold water system is then installed. As this is not at 'mains' pressure, this normally utilises a pump and pressure cylinder. This additional cost is incorporated into the base assumptions.
- 8.26 In addition to the above, the Council is considering residential development to be developed in compliance with the Building Research Establishment's (BRE) Home Quality Mark (HQM). The HQM is an independently assessed (by BRE approved assessors) certification scheme for new homes that is based on star ratings for the standard of a home's design and construction. The assessments are focused on the needs and expectations of people living in the home and cover topics such as access to transport and public transport and amenities, the impact and management of ecology, recreational space, susceptibility to flood risk, the comfort of the home (including the costs energy usage), the responsible sourcing of materials and life cycle costs and well quality assurance measures.
- 8.27 It is important to note that the HMQ is not primarily a tool for assessing the impact of a building on climate change or the reduction of CO₂ emissions, however the energy usage and this CO₂ emissions are one of the elements that are included within the assessment.

⁸¹ For example by the UK Rainwater Harvesting Association.



⁷⁸ D Aplin, Mayflower Residential Ltd. Sayers Common.

⁷⁹ Paragraph 285 Housing Standards Review, Final Implementation Impact Assessment, March 2015. Department for Communities and Local Government.

⁸⁰ BCIS Index 1Q 2014, Q1 2021.

- 8.28 The BRE does not publish costs of meeting the different star ratings and the costs of assessment are agreed between a developer and assessor. From discussions with assessors, we understand that there is a 'learning curve' with the costs falling as developers and their design teams become more familiar with the different requirements. The scale of a scheme is also a material factor as.
- 8.29 In this assessment the costs meeting higher environmental standards are considered under the climate change topic as set out above.

DPS3: Renewable and Low Carbon Energy Schemes

8.30 This policy is a general enabling policy that does not impact on wider development viability.

DPS4: Flood Risk and Drainage

8.31 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 on 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.

DPS5: Water Infrastructure and Water Environment

8.32 This policy is a normal policy that does not add to the costs of development, over and above the base costs accounted for elsewhere.

DPS6: Health and Wellbeing

8.33 This is a general design policy that does not add to the costs of development, over and above the base costs accounted for elsewhere. The policy includes the following:

Proposals for major residential and major commercial developments* must set out how they address the requirements of this policy as part of a planning application. In order to satisfy this policy requirement, applicants will need to undertake a screening for a Health Impact Assessment (HIA). If necessary, a full HIA proportionate to the development proposed, will need to be prepared to demonstrate the health outcomes on the health and wellbeing of communities.

8.34 This is a reporting requirement rather than a requirement to build over and above national standards. This will have a modest impact on the fees associated with development, but not the cost of construction.



Housing

DPH1: Housing

8.35 This is a general enabling policy.

DPH2: Sustainable Development - Outside the Built-up Area

8.36 This policy is a general enabling policy that does not impact on wider development viability.

DPH3: Sustainable Development - Inside the Built-up Area

8.37 This policy is a general enabling policy that does not impact on wider development viability.

DPH4: General Development Principles for Housing Allocations

- 8.38 In most respects this is a general policy that does not add to the costs of development, over and above the base costs accounted for elsewhere.
- 8.39 There are a number of reporting requirements that are covered in the wider allowance for professional fees.
- 8.40 In addition to the above, Significant Sites must also meet the following:

Development will need to demonstrate through a Biodiversity Gain Plan that measurable and meaningful net gains for biodiversity will be achieved and will be secured and managed appropriately. The minimum percentage of biodiversity net gain required will be 20%

8.41 As set out below, development is assumed to be in line with the national requirements for biodiversity net gain (10%). 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. In achieving the 20% Biodiversity Net Gain, the costs of the design and survey work will be as for 10%, having said this, it is assumed to be 50% more expensive than 10% biodiversity net gain.

Provide a community that provides for a suitable mix of housing including affordable housing, older persons accommodation, self-build plots

Provision of older person and specialist accommodation towards the additional total identified need within the District commensurate with the overall scale of residential development proposed by the significant site development.

8.42 The requirements of these points are not quantified. The mix of housing is based on the wider mix based on the Council's SHMA (see below). Specialist older people's housing is tested on a standalone basis.

Provision of permanent pitches for Gypsies and Travellers who travel to contribute towards the additional total identified need within the District commensurate with the overall scale of residential development proposed by the significant site development.

8.43 There is a cost to providing such pitches – but they also have a value (the draft policy does not require that the pitches are affordable pitches). In terms of cost, a pitch generally costs



about a third of the cost of a conventional house, much of this cost is in the provision of services. On this basis a pitch is estimated to cost about £35,000 to provide.

8.44 There is a substantial evidence base⁸² as to the value of park-home pitches and holiday home pitches, suggesting that across the whole of England, park-home pitches have a value of about £16,000/pitch to £55,000/pitch, and holiday homes have a value of about £13,000/pitch to £30,000/pitch. These are clearly not gypsy, traveller and travelling showpeople pitches so limited weight should be given to these figures. In this study a cautious approach has been taken and no value has been attributed to pitches, with just the costs being taken into account. This requirement is only applied to the sites where this is a requirement.

To provide land for employment uses, unless it is demonstrated that there is not demand for employment land at that location

8.45 The impact of the inclusion of employment land has been considered.

DPH30: Older Persons' Housing and Specialist Accommodation

- 8.46 The provision of specialist housing is tested, using the definitions in the PPG (Retirement living or sheltered housing and Extracare housing or housing-with-care).
- 8.47 The policy goes on to seek:

Developments classified as C2 or C3 will be required to provide affordable housing in line with Policy DPH37

Whilst the provision of affordable housing is relatively straight forward in a C3 scheme where the accommodation is self-contained, this is more complex in the C2 situation where the accommodation is not self-contained, and it has facilities such as common areas, kitchens, dining rooms, laundry areas, as well as the services are likely to apply across the whole scheme. C2 includes a range of uses, including student accommodation, educational accommodation and accommodation supplied in connection with employment (such as nurses or police accommodation) and military barracks, as well as care homes. Due to the plethora of possibilities, it is assumed that these will be tested at the development management stage in line with paragraph 10-007-20190509 of the PPG.

DPH33: Gypsies, Travellers and Travelling Showpeople

8.49 This policy is a general enabling policy that does not impact on wider development viability.

⁸² Such as Sanderson Weatherall's Holiday & Caravan Park , 2021 Market Report.



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DPH34: Self and Custom Build Housing

8.50 This policy seeks a 'minimum of 5% of the residential plots on housing sites comprising of 100 or more'. This requirement is tested.

DPH35: Housing Mix and DPH36: Affordable Housing

- 8.51 These two policies are considered together as they are related, and fundamental to the modelling applied in this study. The base requirement is for 30% on-site affordable housing, with the number of units rounded up to the next whole number, on all residential and mixed-use developments providing 10 dwellings or more, or with a maximum combined gross floorspace of greater than 1,000m². A lower threshold of 6 is applied in the High Weald Area of Outstanding Natural Beauty.
- 8.52 The policy previously specified a mix of affordable housing tenure comprising 25% intermediate homes / First Homes and 75% Social or Affordable Rented. This does not align with paragraph 65 of the 2021 NPPF (see Chapter 2 above), which seeks 10% of all homes to be Affordable Home Ownership and the policy has since been amended to align with the NPPF. With 30% affordable housing, the minimum NPPF compliant amount of Affordable Home Ownership is 1/3 of the affordable housing. This forms the base modelling.
- 8.53 The following housing mix is sought.

	1 bed / 2 person	2 bed / 4 person	3 bed / 5 person	4+bed / 6 person
Market housing	5-10%	20-25%	40-45%	25-30%
Affordable Ownership	10-15%	50-55%	25-30%	5-10%
Affordable Rented	30-35%	40-45%	15-20%	5-10%

- 8.54 It is important to note that that this is not applied rigidly across all sites, rather consideration is also given to the wider scheme and factors such as the situation are also material.
- 8.55 The policy also seeks that a minimum 12% of affordable housing units on all schemes to be 'at least wheelchair-user dwellings'. This is tested under policy DPH40: Accessibility as set out below.

DPH37: First Homes

8.56 This policy confirms the national requirement for 25% of affordable home to be a First Home. This is assumed to apply. In this regard the Council has asked us to test a 40% discount as well as the base 30% discount. This will be done.

DPH39: Dwelling Space Standards

8.57 In March 2015, the Government published *Nationally Described Space Standard – technical requirements*. This says:



This standard deals with internal space within new dwellings and is suitable for application across all tenures. It sets out requirements for the Gross Internal (floor) Area of new dwellings at a defined level of occupancy as well as floor areas and dimensions for key parts of the home, notably bedrooms, storage and floor to ceiling height.

8.58 The following unit sizes are set out⁸³:

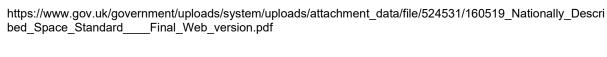
Table 8.2 National Space Standards. Minimum gross internal floor areas and storage (m²)					
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39 (37)*			1
	2p	50	58		1.5
2b	3р	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6р	95	102	108	
4b	5p	90	97	103	3
	6р	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6р	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)

8.59 In this study the units are assumed to be in line with the NDSS or larger.

DPH40: Accessibility

8.60 Lifetime Homes Standards have been superseded and the scope for councils to introduce additional standards are constrained to those within the optional Building Regulations. The additional costs of the further standards (as set out in the draft Approved Document M





amendments included at Appendix B4⁸⁴) 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)⁸⁵, 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)).
- 8.61 The cost of a wheelchair adaptable dwelling, based on the Wheelchair Housing Design Guide for a 3-bed house, is £10,111 per dwelling⁸⁶, the full wheelchair user standard is £25,136 per dwelling. The cost of Category 2 is £521⁸⁷ (this compares with the £1,097 cost for the Lifetime Homes Standard). These costs have been indexed⁸⁸ by 30% to £13,145/dwelling, £32,677/dwelling, and £680/dwelling respectively.
- 8.62 This policy is informed by the Council's updated housing evidence and requires that major development meets Category 2 accessible and adaptable dwellings under Building Regulations Approved Document M Requirement M4(2). In addition, 5% of market homes are required to meet Category 3 Wheelchair-user dwellings under Building Regulations Approved Document M Requirement M4(3)(a) (Wheelchair Adaptable), and 12% of affordable homes are required to meet Category 3 Wheelchair-user dwellings under Building Regulations Approved Document M Requirement M4(3)(b) (Wheelchair Accessible). These requires are be summarised as follows:

	Market Housing	Affordable Housing
Category 2 – accessible and adaptable dwellings under	95%	88%
Building Regulations – Approved Document M		
Requirement M4(2)		
Category 3 – Wheelchair-user dwellings under Building	5%	
Regulations – Approved Document M Requirement		
M4(3)(a) (Wheelchair Adaptable)		
Category 3 – Wheelchair-user dwellings under Building		12%
Regulations – Approved Document M Requirement		
M4(3)(b) (Wheelchair Accessible)		

⁸⁸ BCIS Index March 2022 – 409.0, March 2014 – 314.9 = 30%.



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 $^{^{84}\} https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-matching and the property of the property$

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/15032 7_-_HSR_IA_Final_Web_Version.pdf

⁸⁶ Paragraph 153 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

⁸⁷ Paragraph 157 Housing Standards Review – Final Implementation Impact Assessment (DCLG, March 2015).

8.63 This requirement is tested, however having discussed this requirement with the Council, 12% of affordable units to be wheelchair accessible is considered to be too high (based on the Council's day to day experience) and it has been agreed that the base requirement would be taken to be 4% of affordable units.

Economy

- DPE1: Sustainable Economic Development
- 8.64 This policy is a general enabling policy that does not impact on wider development viability.
 - DPE2: Existing Employment Sites
- 8.65 This policy does not impact on wider development viability.
 - DPE3: Employment Allocations
- 8.66 This policy repeats the requirements of *DPH4: General Development Principles for Housing Allocations*. See above.
 - DPE4: Town and village Centre Development, DPE5: Within Town and Village Centre Boundaries, DPE6: Development within Primary Shopping Areas
- 8.67 These policies do not impact on wider development viability.
 - DPE7: Sustainable Rural Development and the Rural Economy
- 8.68 This policy is a general enabling policy that does not impact on wider development viability.
 - DPE8: Sustainable Tourism and the Visitor Economy
- 8.69 This policy is a general enabling policy that does not impact on wider development viability.

Built Environment

8.70 The policies in this section concern design. They do not add to the costs over and above normal development costs, or costs considered elsewhere in this report.

Countryside

8.71 The policies in this section concern design and the general pattern of development. They do not add to the costs over and above normal development costs, or costs considered elsewhere in this report.

Natural Environment and Green Infrastructure

8.72 The policies in this section cover Biodiversity, Geodiversity and Nature Recovery. We have considered *DPN2: Biodiversity Net Gain* separately as it has implications for viability.



DPN2: Biodiversity Net Gain

8.73 As set out in Chapter 2 above, 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. The MSDC policy seeks

The minimum percentage of biodiversity net gain required will be 10% as set out in legislation (or as amended by the government) or greater where it is required in another policy or a Supplementary Planning Document. The Council will encourage a higher level of biodiversity net gain and developments should seek to maximise opportunities, especially where development is located in or in proximity to the Biodiversity Opportunity Areas.

A minimum percentage of biodiversity net gain of 20% will be required on Significant Sites DPH5 – DPH8.

- 8.74 It is anticipated that each development will make provision for biodiversity improvements onsite, however, an element of off-site biodiversity net gain to meet wider nature recovery objectives may be appropriate. Developers 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.
- 8.75 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.
- 8.76 The Government's impact assessment⁸⁹ suggests an average cost of scenarios including where all the provision is on-site and where all is off-site.

⁸⁹ 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



Table 8.3 Cost of Biodiversity Net Gain – South East				
2017 based c	2017 based costs			
	Scenario A	Scenario C		
	100% on-site	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

- 8.77 In this assessment it is assumed provision will be on-site on greenfield sites and off-site on brownfield sites, although it is recognised that there may be wider benefits from a range of mechanisms to secure BNG. The percentage uplift costs are used as the costs per ha/unit are a little historic.
- 8.78 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. In achieving the 20% Biodiversity Net Gain, the costs of the design and survey work will be as for 10%, having said this it is assumed to be 50% more expensive than 10% Biodiversity Net Gain.

Nutrient Neutrality

- 8.79 Whilst the Council does not have a specific policy in this regard, this topic was raised⁹⁰ through the January 2022 consultation.
- 8.80 In March 2022, Natural England issued 'Advice for development proposals with the potential to affect water quality resulting in adverse nutrient impacts on habitats sites' in the form of a letter. This letter sets out advice for development proposals that have the potential to affect water quality in such a way that adverse nutrient impacts on designated habitats sites cannot be ruled out. It also provided an update to those Local Planning Authorities whose areas include catchments where Natural England has already advised on how to assess the nutrient

⁹⁰ D Aplin, Mayflower Residential Ltd. Sayers Common.



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impacts of new development and mitigate any adverse effects. Having discussed this with the Council, we understand that none of the areas affected, are within Mid Sussex.

DPN3: Green Infrastructure

8.81 In most respects this is a general policy that does not add to the costs of development, over and above the base costs accounted for elsewhere.

DPN7: Noise Impacts

8.82 In most respects this is a general policy that does not add to the costs of development, over and above the base costs accounted for elsewhere. The policy steers development away from sites where noise is likely to be a problem.

DPN9: Air Quality

8.83 This is a general policy that does not add to the costs of development, over and above the base costs accounted for elsewhere.

Transport

- 8.84 The policies in this section concern transport. A number of the requirements are minor and are concerned with the layout and design of schemes that do not add to the costs of development over and above the costs considered elsewhere.
- 8.85 It may be necessary for developer contributions to be made to meet some of the off-site requirements of this section. A range of developer contributions are tested.
 - DPT4: Parking and Electric Vehicle Charging Infrastructure
- 8.86 This policy requires that 'all new development shall incorporate Electric Vehicle Charging points at one per dwelling'. This is in line with the national requirement announced by the Government at the end of 2021.
- 8.87 EV Charging facilities are a requirement (from 25th 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.
- 8.88 It is assumed that each new home will have a EV charging point. A cost of £976/unit⁹¹ has been modelled. In relation to high density flatted development, that do not include full parking provision, an allowance of £5,000 per 50 units is made for shared charging facilities.
- 8.89 In relation to non-residential development the policy seeks:

All new non-residential buildings with more than 10 associated parking spaces within the site boundary shall provide a minimum of 2 'Fast' (7kW) or faster, Electric Vehicle Charging points, and cable routes shall be provided for 50% of the remaining total number of spaces.

- 8.90 The West Sussex County Council: Guidance on Parking at New Developments (September 2020) seeks the following parking provision:
 - 1 space per 40m² of B2
 - 1 space per 100m² of B8
 - 1 space per 30m² of offices.
 - 1 space per bedroom for hotels.
- 8.91 The above costs are included within the appraisals.

Infrastructure

8.92 This section deals with developer contributions which do add to the cost of development.

DPI1: Securing Infrastructure, DPN3: Green Infrastructure, DPI2: Planning Obligations, DPI3: Major Infrastructure Projects, DPI6: Community and Cultural Facilities and Local Services

8.93 The policy requires that:

Development will be permitted where it is supported by, and coordinated with, the delivery and maintenance of infrastructure and/or mitigation measures to meet the additional need arising from the proposal. Both on-site and off-site provision, including beyond the district boundary, may be required to address the impacts of development, including cumulative effects on the existing infrastructure.

8.94 The Council has sought developer contributions to provide strategic infrastructure and to mitigate the impact of development for many years through the s106 / s278 regimes. It is assumed that these will continue to be provided in this way (the Council has not adopted CIL).

⁹¹ Paragraph 9 Electric Vehicle Charging in Residential and Non-Residential Buildings (DfT, July 2019).



8.95 In addition, there a number of specific requirements, including those under *DPC6: Ashdown* Forest SPA and SAC and Developer and Infrastructure Contributions SPD (July 2018).

Ashdown Forest Special Protection Area (SPA) Mitigation

- 8.96 Mitigation measures are necessary to counteract the effects of potential increasing recreational pressure on the Ashdown Forest SPA arising from new residential development within a 7km zone of influence around the Ashdown Forest SPA. There are two parts to the mitigation: Suitable Alternative Natural Greenspace (SANG) and Strategic Access Management and Monitoring (SAMM). Relevant development will need to either provide a SANG or make a financial contribution to a strategic SANG; and also to make a financial contribution towards the SAMM Strategy.
- 8.97 The current estimated contribution towards a future strategic SANG is expected to be around £5,000 per unit. Under the Ashdown Forest Special Protection Area (SPA) Strategic Access Management and Monitoring Strategy (October 2019), the current SAMM payment is £1,170 per unit.

Developer and Infrastructure Contributions SPD (July 2018)

- 8.98 This is a broad document seeking contributions under a range of headings. Some of the requirements will be superseded by the new Plan (for example the detail around the provision of affordable housing), however some will be carried forward.
- 8.99 The requirements not covered elsewhere in this report are summarised below (some of the costs are taken from the West Sussex County Council calculators). Different requirements are subject to different site thresholds and Play Space, Community Buildings, Local Community Infrastructure and Education Contributions are subject to a 33% discount.

Infrastructure type	Potential application of developer contributions	Threshold
Highways and Transport i	ncluding Sustainable Transp	oort
Infrastructure improvements required to serve new development including the strategic road network, e.g. works to highways, pedestrian and cyclist facilities and public transport provision	All development subject to assessment by relevant highway authority	Case by case basis
Sustainable Transport (Total Access Demand), i.e. schemes that promote travel other than the private car	All development subject to assessment by local highway authority.	Case by case basis
Travel Statements / Travel Plans and identified associated measures	Housing developments and commercial schemes	50 or more dwellings or 1,500 sq. m or more for commercial schemes



Open Space Leisure	e / Formal Sports Provision				
Sufficient local open space and facilities, e.g. indoor facilities, children and young people play provision, formal outdoor sports, parks and recreation grounds, leisure facilities, including to secure land/ buildings	Housing developments	5 or more dwellings			
Education and Services	for Children and Young Peor	ole			
Sufficient provision to meet new demand for services, e.g. early years provision, primary schools, secondary schools, sixth form, special education needs, tertiary and adult education, youth provision/ residential care, including to secure land/ buildings	Housing developments	5 or more dwellings			
He	Healthcare				
Sufficient provision to meet new demand for services and facilities, e.g. care and treatment in hospital and in the community, primary care (GP) services, mental health services, support and services for people living with learning disabilities, including to secure land/ buildings	Larger developments and strategic developments	50 or more dwellings			
Social and Local C	Community Infrastructure				
Sufficient provision to meet new demand for services and facilities, services, including to secure land/ buildings e.g. social, community, youth/ adult facilities including community buildings, library services, including to secure land/ buildings services, including to secure land/ buildings	Housing developments	5 or more dwellings			
Emergency Services					
Police and Fire and Rescue, including to secure land/ buildings	Larger developments and strategic developments	50 or more dwellings			

8.100 The Open Space requirement per 1,000 population is as follows:

• 1.2ha playing pitches

• 1.6ha all outdoor sports

• 0.25ha equipped designated play areas

• 0.30ha other outdoor provision

8.101 The requirement for Open Space is assessed based the following occupancy rates:

• 1 bed unit 1.3 persons

2 bed unit
 1.9 persons

• 3 bed unit 2.5 persons



• 4 bed unit 2.9 persons

• 5+ bed unit 3.3 persons

8.102 These requirements are built into the modelling. Where the site is insufficiently large, an off-site contribution would be sought at the following rates.

Table 8.4 Off-Site Contributions for Open Space (£/unit)			
Market Housing Affordable Housing			
1 bed (houses only)	£707	£474	
2 bed	£2,695	£1,806	
3 bed	£3,546	£2,376	
4 bed	£4,113	£2,755	
5+ bed	£4,680	£3,136	

Source: Developer and Infrastructure Contributions SPD (July 2018)

- 8.103 In addition, the Council seeks Local Equipped Areas for Play (LEAP) and Neighbourhood Equipped Areas for Play (NEAP). The need for these is assessed site by site however we have allowed for the provision of these on the Significant Sites. We have assumed a cost of £90,000 per LEAP and £150,000 per NEAP.
- 8.104 On sites of 200 units and larger an area for formal sport is sought. An allowance of £600,000 would be assumed (including provision of a pavilion or similar).
- 8.105 The following assumptions are also used to calculate the requirement for Social and Local Community Infrastructure:

Table 8.5 Contributions for Community Buildings (£/unit)			
Unit size Market housing Affordable housing			
1 bed	£406	£270	
2 bed	£593	£395	
3 bed	£780	£520	
4 bed	£905	£603	
5+ bed	£1,030	£686	

Source: Developer and Infrastructure Contributions SPD (July 2018)



Table 8.6 Contributions for Local Community Infrastructure (£/unit)			
Unit size Market housing Affordable housing			
1 bed	£406	£307	
2 bed	£673	£488	
3 bed	£885	£590	
4 bed	£1,027	£684	
5+ bed	£1,168	£779	

Source: Developer and Infrastructure Contributions SPD (July 2018)

8.106 In addition to the above, MSDC seeks the following contributions towards the following services:

Table 8.7 Contributions for Health (£/unit)				
Unit size Market housing Affordable housing				
1 bed	£771	£771		
2 bed	£976	£976		
3 bed	£1,285	£1,285		
4 bed	£1,542	£1,542		
5+ bed	£1,542	£1,542		

Source: Sussex Health and Care Partnership S106 Calculator.

Table 8.8 Contributions for Policing (£/unit)			
Unit size Market housing Affordable housing			
1 bed	£52	£52	
2 bed	£58	£58	
3 bed	£64	£64	
4 bed	£68	£68	
5+ bed	£72	£72	

Source: SCC S106 Calculator.

8.107 It is important to note that it is unlikely that all these costs would be applied on any particular site (as per the restrictions in CIL Regulation 122) however if they did, the combined charge would be as follows:



Table 8.9 Maximum S106 Cost (£/unit) (excluding SAMM and SANG payments)				
Unit size Market housing Affordable housing				
1 bed £2,342 £1,874		£1,874		
2 bed £4,996 £3,7		£3,724		
3 bed £6,560 £4,835		£4,835		
4 bed £7,655 £5,652		£5,652		
5+ bed £8,492 £6,215		£6,215		

Source: Developer and Infrastructure Contributions SPD (July 2018) and SCC S106 Calculators.

8.108 A range of requirements are tested. A general figure to include the above, SAMM and SANG payments and other developer contributions of £12,000/ unit is used in the base appraisals. This is close to the average collected from recent schemes. The Council is currently updating the Infrastructure Delivery Plan (IDP), which will be used to better understand the need for developer contributions. As this is an area of uncertainty, a range of contributions of up to £30,000/unit is tested.

DPI4: Communications Infrastructure

8.109 This policy does not add to the costs of development, over and above the base costs accounted for elsewhere.

DPI5: Open Space, Sport and Recreational Facilities

8.110 The Open Space requirements are set out above

DPI6: Community and Cultural Facilities and Local Services

8.111 The costs of this policy are considered under the *Developer and Infrastructure Contributions SPD* (July 2018) above.



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 policies, set out in the draft Local Plan Review document, 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 As set out in Chapter 8 above, the new Local Plan will replace the adopted *Mid Sussex District Plan* (March 2018). The capacity of sites has been estimated by the Council starting from an assumption of 30 units/ha then by considering the actual capacity, site by site, informed by a range of factors such as the location of the site, nearby development and constraints.
- 9.4 We have been provided with a working draft of the Council's SHELAA, being the long list from which the allocations in the new Local Plan are likely to be drawn. This is a working document and subject to change, but it is useful to inform the modelling. The SHELAA contains about 274 sites, of which about 24 are being taken forward into the new Plan.
- 9.5 The four Significant Sites are modelled separately.
 - **Crabbet Park**, Old Hollow, Near Crawley, for up to 2,300 units (of which about 1,000 may be in the forthcoming plan-period).
 - Land East of Ansty, for about 1,600 units and 1,000m2 of employment space.
 - Land to the West of Burgess Hill, for about 1,400 units.
 - Land at Sayers Common, for about 2,000 units⁹², 2,000m² to 4,000m² of retail space and 9,000m² of commercial space.
- 9.6 It is important to note that at this stage of the plan-making process that the details of these sites is to be confirmed, and that the numbers of units and site areas are high-level estimates and are likely to change as the Plan develops.
- 9.7 MSDC does not specify the density of development in policy. The densities used in the SHELAA range from less than 8 units/ha to 32 units/ha, with an overall average of 22units/ha.

⁹² As this report was being completed the likely capacity of this site was amended to 1,850 units. Whilst this will affect the results, the impact is unlikely to be material as the strategic infrastructure costs are calculated on a per unit basis.



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Generally, we would assume that densities of up to 150units/ha will generally be in buildings of five storeys and less, and that densities over 150units/ha will be in buildings of 6 storeys and higher. All the schemes are assumed to be 5 storeys or less.

- 9.8 The greenfield sites are modelled at the SHLAA density plus the open space requirement as set out in Chapter 8 above. The brownfield sites are assumed based on the SHLAA density, with an assumption that the open space will be provided off-site.
- 9.9 The modelling is summarised in the following tables:



г	able 9.1	Significa	nt Sites and Topologies
Crabbet Park	Units	2,300	Significant Site. Mix as per policy. Policy compliant
	Gross	127.778	POS of 17.933ha provided on-site. Whole site area of 172ha but only 45% net developable - modelled
	Net	76.667	assuming 60% net developable (127.778ha).
1	Density	30.0	
East of Ansty	Units	1,600	Significant Site. Mix as per policy. Policy compliant
	Gross	88.889	POS of 12.457ha provided on-site. Whole site area of 212ha but only 25% net developable - modelled
	Net	53.333	assuming 60% net developable (88.889ha).
2	Density	30.0	
West of Burgess Hill	Units	1,400	Significant Site. Mix as per policy. Policy compliant
	Gross	66.000	POS of 10.900ha provided on-site. 71% net developable.
	Net	46.667	'
3	Density	30.0	
Sayers Common	Units	2,000	Significant Site. Mix as per policy. Policy compliant
	Gross	88.500	POS of 15.584ha provided on-site. 75% net developable.
	Net	66.667	As this report was being completed the likely
4	Density	30.0	capacity of this site was amended to 1,850 units. Whilst this will affect the results, the impact is unlikely to be material as the strategic infrastructure costs are calculated on a per unit basis.
Green 350	Units	350	Mix as per policy. Assumes 70% net developable -
	Gross	16.667	policy compliant POS of 2.729ha provided on-site.
	Net	11.667	
5	Density	30.0	
Green 200	Units	200	Mix as per policy. Assumes 70% net developable -
	Gross	9.524	policy compliant POS of 1.557ha provided on-site.
	Net	6.667	
6	Density	30.0	
Green 100	Units	100	Mix as per policy. Assumes 70% net developable -
	Gross	4.762	policy compliant POS of 0.796ha provided on-site.
	Net	3.333	
7	Density	30.0	
Green 50	Units	50	Mix as per policy. Assumes 30units/ha plus policy
	Gross	2.381	compliant POS of 0.398ha provided on-site (80.7% net developable).
	Net	1.667	
8	Density	30.0	



Green 30	Units	30	Mix as per policy. Assumes 30units/ha plus policy
	Gross	1.429	compliant POS of 0.235ha provided on-site (81% net developable).
	Net	1.000	not developuble).
9	Density	30.0	
Green 20	Units	20	Mix as per policy. Assumes 30units/ha plus policy
	Gross	0.952	compliant POS of 0.160ha provided on-site (80.6% net developable).
	Net	0.667	, , , , , , , , , , , , , , , , , , , ,
10	Density	30.0	
Green 12	Units	12	Mix of detached, semi-detached and terraced.
	Gross	0.571	Assumes 30units/ha plus policy compliant POS of 0.103ha provided on-site (79.6% net developable).
	Net	0.400	,
11	Density	30.0	
Green 9	Units	9	Greenfield site below affordable threshold. Mix of
	Gross	0.429	detached, semi-detached and terraced. Assumes 30units/ha plus policy compliant POS of 0.079ha
	Net	0.300	provided on-site (79.8% net developable).
12	Density	30.0	
Green 9 DRA	Units	9	Greenfield site with affordable. Mix of detached,
	Gross	0.429	semi-detached and terraced. Assumes 30units/ha plus policy compliant POS of 0.078ha provided on-
	Net	0.300	site (79.35% net developable).
13	Density	30.0	
Green 5	Units	5	Greenfield site below affordable threshold. Mix of
	Gross	0.238	detached, semi-detached and terraced. Assumes 30units/ha plus policy compliant POS of 0.047ha
	Net	0.167	provided on-site (77.92% net developable).
14	Density	30.0	
Flats 100	Units	100	Higher density flatted scheme. POS provided off-
	Gross	1.429	site.
	Net	1.000	
15	Density	100.0	
Flats 40	Units	40	Flatted scheme. 0.281ha POS provided on-site,
	Gross	0.952	70% net developable.
	Net	0.667	
16	Density	60.0	
Flats 20	Units	20	Flatted scheme. 0.148ha POS provided on-site,
	Gross	0.571	73.03% net developable.
	Net	0.400	
17	Density	50.0	



Flats 10	Units	10	Flatted scheme. 0.07ha POS provided on-site,
	Gross	0.286	74.16% net developable.
	Net	0.200	
18	Density	50.0	
Flats 6	Units	6	Small flatted scheme. No affordable. 100% net
	Gross	0.133	developable.
	Net	0.133	
19	Density	45.0	
Brown 120	Units	120	Brownfield site, mix as per policy, but
	Gross	4.286	predominantly semi-detached and terraced. 0.940ha POS provided on-site. 76.14% net
	Net	3.000	developable.
20	Density	40.0	
Brown 60	Units	60	Brownfield site, mix as per policy, but
	Gross	2.143	predominantly semi-detached and terraced. 0.477ha POS provided on-site. 75.86% net
	Net	1.500	developable.
21	Density	40.0	
Brown 30	Units	30	Brownfield site, mix as per policy, but
	Gross	1.071	predominantly semi-detached and terraced. 0.234ha POS provided on site. 76.23% net
	Net	0.750	developable.
22	Density	40.0	
Brown 18	Units	18	Brownfield site, mix as per policy, but
	Gross	0.643	predominantly semi-detached and terraced. 0.143ha POS provided on-site. 75.84% net
	Net	0.450	developable.
23	Density	40.0	
Brown 12	Units	12	Small brownfield site. Terraced. 0.096ha POS
	Gross	0.429	provided on-site. 75.79% net developable.
	Net	0.300	
24	Density	40.0	
Brown 8	Units	8	Small brownfield site. Below affordable threshold.
	Gross	0.200	Terraced. 100% net developable.
	Net	0.200	
25	Density	40.0	
Brown 4	Units	4	Small brownfield site. Below affordable threshold.
	Gross	0.190	Terraced. 100% net developable.
	Net	0.133	
26	Density	30.0	



BTR 60	Units	60	Build to Rent. Housing Scheme
	Gross	2.857	
	Net	2.000	
27	Density	30.0	
BTR 60 Flats	Units	60	Build to Rent. Flatted scheme.
	Gross	1.224	
	Net	0.857	
28	Density	70.0	

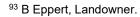
Source: HDH (January2022)



							-	Tal	ole	9.2	2 \$	Sur	nn	nar	ус	of N	loc	del	led	Si	tes	6							
Density	m2/ha	2,731	2,727	2,727	2,729	2,732	2,727	2,792	2,797	2,744	2,835	3,080	3,233	3,077	3,576	7,553	4,475	3,908	3,718	3,589	3,477	3,526	3,453	3,538	3,296	3,475	2,385	2,703	5,513
nits/ha	Net	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	100.00	00.09	50.00	50.00	45.00	40.00	40.00	40.00	40.00	40.00	40.00	30.00	30.00	70.00
Density Units/ha	Gross	18.00	18.00	30.00	30.00	21.00	21.00	21.00	21.00	21.00	21.00	21.00	21.00	21.00	21.00	70.00	42.00	35.00	35.00	45.00	28.00	28.00	28.00	28.00	28.00	40.00	21.00	21.00	49.00
	%	%0.09	%0.09	70.7%	75.3%	%0.02	70.0%	70.0%	80.7%	81.0%	80.6%	%9.62	79.1%	79.4%	77.9%	70.0%	70.4%	73.0%	74.2%	100.0%	76.1%	75.9%	76.2%	75.8%	75.8%	100.0%	70.0%	%0.02	%0.02
A Ha Net 76.667 53.333 46.667 66.667 11.667 1.000 0.300 0.300 0.000 0.167 1.000 0.167 0.400 0.167 0.400 0.200 0.200 0.200 0.200 0.200 0.200 0.300																													
Area	Gross	127.778	88.889	46.667	299.99	16.667	9.524	4.762	2.381	1.429	0.952	0.571	0.429	0.429	0.238	1.429	0.952	0.571	0.286	0.133	4.286	2.143	1.071	0.643	0.429	0.200	0.190	2.857	1.224
	Total	127.778	88.889	000.99	88.500	16.667	9.524	4.762	2.065	1.235	0.827	0.503	0.379	0.378	0.214	1.429	0.947	0.548	0.270	0.133	3.940	1.977	0.984	0.593	0.396	0.200	0.190	2.857	1.224
Units		2,300	1,600	1,400	2,000	350	200	100	20	30	20	12	6	6	5	100	40	20	10	9	120	09	30	18	12	∞	4	09	09
Current Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
		Green	Green	Green		Green		Green		Green		Green		Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown		Brown	Brown	Brown
		Crabett Park	East of Ansty	West of Burgess Hill	Sayers Common	Green 350	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 9	Green 9 DRA	Green 5	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120	Brown 60	Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats
		1	2	3	4	2	9	7	∞	6	10	11	12	13	71 (Jar	15	16	17	18	19	20	21	22	23	24	25	56	27	28

Source: HDH (January 2022)

9.10 Through January 2022 consultation it was noted⁹³ that there was not a typology that related to larger self-build plots. This is accepted, however the Council is not allocating sites for self





or custom build. This type of development is considered as part of larger schemes. It was also suggested that further information should be provided with regard to densities. No specifics were sought, however we are unclear as to what further information, beyond the number of units, the net and gross areas and the amount of development (per ha (as GIA/ha)) could be provided.

- 9.11 It was also noted ⁹⁵ that it is important to set a scenario with the lower affordable housing threshold in the High Weald AONB area. This scenario is tested. Otherwise, the typologies were considered to be representative.
- 9.12 It is important to note that conversions may qualify for Vacant Building Credit⁹⁶. The rules in this area of planning are complex.

Older People's Housing

- 9.13 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 30 x 1 bed units of 50m² and 30 x 2 bed units of 75m² to give a net saleable area of 3,750m². We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,500m².
 - b. An Extracare scheme of 36 x 1 bed units of 65m² and 24 x 2 bed units of 80m² to give a net saleable area of 4,260m². We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m².

Employment Uses

- 9.14 In line with the CIL Regulations, we have only assessed developments of over 100m². There are other types of development (such as petrol filling stations and garden centres etc). We have not included these in this high-level study due to the great diversity of project that may arise.
- 9.15 For this study, we have assessed a number of development types. We have based our modelling on the following development types:

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.



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⁹⁴ A Wardle, Stirling Real Estate Investment Management, for Hangman's Acre Farm, Lindfield.

⁹⁵ C Morris, Construct Land & Homes Ltd

⁹⁶ Vacant building credit is defined in paragraph 23b-026-20190315 of the PPG as follows:

- a. **Offices**. These are more than 250m², will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the area around 2,000m² 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 80% coverage on the office sites in the urban situation and 25% elsewhere. We have assumed three storey construction in the business park situation (although the Council is considering higher options at the time of this report), and five storey construction in the urban situation.
- b. **Large Industrial.** Modern industrial units of over 4,000m². 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 the single storey construction.
- c. **Small Industrial.** Modern industrial units of 400m². We have assumed 40% coverage which is based on the single storey construction.
- d. **Distribution.** A large modern shed is modelled, assuming 4,000m² and 35% site coverage.
- 9.16 We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.





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 Mis Sussex Council will consider, including the track record in delivering affordable housing and collecting developer contributions.
- 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 Several sets of appraisals have been run based on the assumptions provided in the previous chapters of this report, including the affordable housing requirement and developer contributions. 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

10.6 The initial appraisals are based on the following policy scenario:

a.	Affordable Housing	30%	(66.7%	Affordable	Rent,	25%	First	Homes,	8.3%

Shared Ownership).

b. Sustainability 31% CO₂ saving in line with Part L uplift. EV Charging

points.



Water conservation – including rainwater harvesting.

10% Biodiversity Net Gain on typologies, 20% on

Signifiant Sites.

c. Design Part M4(2) / Part M4(3).

Significant Sites include 4 gypsy and traveller pitches.

d. Developer Contributions £12,000/unit.

10.7 The base appraisals are included in **Appendix 12**. The appraisals are presented for the four price areas identified in Chapter 4 above.



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	_						_						_	_			Gı	_	ste				_			_	_
6	()	Site	124,241,165	25,579,636	11,678,095	6,300,545	3,229,976	2,145,385	1,313,711	748,110	986,649	744,147	556,902	1,424,398	559,723	258,693	156,149	195,641				1,145,624	716,924	689,523	316,441	1,511,076	851,985
) 0.15/V c.14:	Residual Value (±	Net ha	1,620,537	2,192,540	1,751,714	1,890,163	1,937,985	2,145,385	1,970,566	1,870,275	3,288,828	2,480,490	3,341,413	1,424,398	839,585	646,733	780,743	1,467,310	2,324,406	2,388,568	2,402,926	2,545,831	2,389,747	3,447,615	2,373,307	755,538	993,982
ď	Kes	Gross ha	972,322	1,534,778	1,226,200	1,323,114	1,564,421	1,736,915	1,588,273	1,488,747	2,600,584	1,968,357	2,603,543	997,078	590,801	472,297	579,014	1,467,310	1,769,848	1,811,923	1,831,815	1,930,675	1,811,284	3,447,615	1,661,315	528,877	695,788
: : :	Units		2,300	350	200	100	20	30	20	12	6	6	2	100	40	20	10	9	120	09	30	18	12	8	4	09	09
(24)	(na)	Net	76.67	11.67	6.67	3.33	1.67	1.00	0.67	0.40	0.30	0.30	0.17	1.00	0.67	0.40	0.20	0.13	3.00	1.50	0.75	0.45	0.30	0.20	0.13	2.00	0.86
<	Area (na)	Gross	127.78	16.67	9.52	4.76	2.38	1.43	0.95	0.57	0.43	0.43	0.24	1.43	0.95	0.57	0.29	0.13	4.29	2.14	1.07	0.64	0.43	0.20	0.19	2.86	1.22
			Agricultural	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL							
			Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown							
			Crawley	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North						
			Crabbet Park	Green 350	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 9	Green 9 DRA	Green 5	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120	Brown 60	Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats
			Site 1	Site 5	Site 6	Site 7		Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17		Site 19				Site 23	Site 24	Site 25	Site 26		Site 28



7	Та	abl	le	10).1	b	R	es	id				-	рс - /		_		_	R	es	idı	ua	١V	/al	ue	es
		Site	27,080,665	12,570,872	6,783,088	3,475,401	2,294,561	1,414,740	810,342	1,051,698	793,396	596,726	1,058,732	411,765	183,886	116,897	165,451	7,502,899	3,855,732	1,941,252	1,227,594	767,849	736,400	337,890	1,511,076	851,985
(3) or do V for bisoo		Net ha	2,321,200	1,885,631	2,034,926	2,085,241	2,294,561	2,122,111	2,025,854	3,505,661	2,644,653	3,580,354	1,058,732	617,648	459,714	584,484	1,240,879	2,500,966	2,570,488	2,588,336	2,727,986	2,559,498	3,682,000	2,534,173	755,538	993,982
0	Kes	Gross ha	1,624,840	1,319,942	1,424,448	1,683,291	1,857,689	1,710,417	1,612,588	2,772,040	2,098,626	2,789,719	741,112	434,628	335,720	433,465	1,240,879	1,904,284	1,949,925	1,973,158	2,068,815	1,939,944	3,682,000	1,773,921	528,877	695,788
- - - -	UNITS		350	200	100	20	30	20	12	6	6	2	100	40	20	10	9	120	09	30	18	12	8	4	09	09
	<u>n</u>	Net	11.67	6.67	3.33	1.67	1.00	0.67	0.40	0.30	0.30	0.17	1.00	0.67	0.40	0.20	0.13	3.00	1.50	0.75	0.45	0.30	0.20	0.13	2.00	98.0
V Sur	Area	Gross	16.67	9.52	4.76	2.38	1.43	0.95	0.57	0.43	0.43	0.24	1.43	0.95	0.57	0.29	0.13	4.29	2.14	1.07	0.64	0.43	0.20	0.19	2.86	1.22
			Agricultural	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL						
_			Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown						
			AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB						
			Green 350	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 9	Green 9 DRA	Green 5	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120	Brown 60	Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats
				Site 6	Site 7	Site 8	Site 9	Site 10 (Site 11	Site 12	Site 13	Site 14	디 Site 15 F	Site 16	Site 17 F	Site 18	Site 19 F	Site 20					Site 25 E	Site 26 E	Site 27 E	Site 28 E



	Та	ble	e 1	0.	1c								-								uk	al	Va	alu	es	3		
	Ý						Sc		_		ccl	_	in	g E	_							· ·		_	_		_	
(3	Site	114,410,360	133,844,119	30,064,602	14,345,720		3,963,523		1,614,610	934,804	1,181,798	891,894	676,372	3,252,727	1,299,513	623,419	346,415	343,874	4,788,317	2,454,425	1,230,366	799,186	500,743	502,015	230,085	1,511,076		
Residual Value (£)	Net ha	2,145,194	2,007,662	2,576,966	2,151,858	2,322,869	2,378,114	2,589,634	2,421,915	2,337,011	3,939,326	2,972,979	4,058,235	3,252,727	1,949,269	1,558,549	1,732,073	2,579,057	1,596,106	1,636,283	1,640,488	1,775,970	1,669,142	2,510,073	1,725,636	755,538	993,982	
S S	Gross ha	1,287,117	1,512,363	1,803,876	1,506,301	1,626,008	1,919,710	2,096,581	1,952,059	1,860,270	3,114,953	2,359,164	3,162,072	2,276,909	1,371,667	1,138,177	1,284,540	2,579,057	1,215,306	1,241,254	1,250,588	1,346,837	1,265,108	2,510,073	1,207,945	528,877	695,788	
Units		1,600	2,000	350	200	100	20	30	20	12	6	6	2	100	40	20	10	9	120	09	30	18	12	8	4	09	09	
Area (ha)	Net	53.33	29.99	11.67	6.67	3.33	1.67	1.00	0.67	0.40	0.30	0.30	0.17	1.00	0.67	0.40	0.20	0.13	3.00	1.50	0.75	0.45	0.30	0.20	0.13	2.00	0.86	
Area	Gross	88.89	88.50	16.67	9.52	4.76	2.38	1.43	0.95	0.57	0.43	0.43	0.24	1.43	0.95	0.57	0.29	0.13	4.29	2.14	1.07	0.64	0.43	0.20	0.19	2.86	1.22	
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	PDL	Agricultural	PDL												
		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Green	Brown												
		Anstey	Sayers Common	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South							
		East of Ansty	mmon	Green 350		Green 100	Green 50	Green 30	Green 20	Green 12	Green 9	Green 9 DRA	Green 5	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120		Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats	
		Site 2		Site 5				Site 9	Site 10		Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18		Site 20				Site 24			Site 27	\vdash	



	Ta	ab	le	10).1	d	Re	es	id	en	tia	al -	Гу	ро	lo	gi	es	_	R	esi	idı	ıa	١V	/al	ue	es		
								В	ur	ge	SS	Н	ill	an	d a	ad	jac	cer	nt									
		Site	77,299,643	22,551,218	9,876,194	5,324,712	2,733,567	1,847,033	1,111,651	623,583	856,549	641,612	477,255	-50,496	-44,035	-45,062	-1,222	73,398	5,885,311	3,021,173	1,517,352	973,680	609,690	595,769	273,543	1,511,076	851,985	
Residual Value (£)	idual value (z	Net ha	1,656,421	1,932,962	1,481,429	1,597,414	1,640,140	1,847,033	1,667,476	1,558,958	2,855,164	2,138,705	2,863,532	-50,496	-66,053	-112,656	-6,111	550,485	1,961,770	2,014,115	2,023,136	2,163,732	2,032,301	2,978,844	2,051,575	755,538	993,982	
ž Ž	- 1	Gross ha	1,171,207	1,353,073	1,037,000	1,118,190	1,323,988	1,495,368	1,343,983	1,240,937	2,257,671	1,697,138	2,231,190	-35,347	-46,480	-82,270	-4,532	550,485	1,493,730	1,527,870	1,542,291	1,640,904	1,540,361	2,978,844	1,436,103	528,877	695,788	
- Inits	SIIIO		1,400	350	200	100	50	30	20	12	6	6	5	100	40	20	10	9	120	09	30	18	12	8	4	09	09	
Area (ha)	(IIa)	Net	46.67	11.67	29.9	3.33	1.67	1.00	0.67	0.40	08.0	0.30	0.17	1.00	29.0	0.40	0.20	0.13	3.00	1.50	0.75	0.45	0.30	0.20	0.13	2.00	0.86	
Area	Alea	Gross	00.99	16.67	9.52	4.76	2.38	1.43	0.95	0.57	0.43	0.43	0.24	1.43	0.95	0.57	0.29	0.13	4.29	2.14	1.07	0.64	0.43	0.20	0.19	2.86	1.22	
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	Agricultural	PDL									
			Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Green	Brown									
			Burgess Hill	Burgess Hill	Burgess Hill	Burgess Hill	3urgess Hill	Burgess Hill	Burgess Hill	Burgess Hill	3urgess Hill	Burgess Hill	3urgess Hill	Burgess Hill	Burgess Hill	Burgess Hill	Burgess Hill	3urgess Hill	Burgess Hill	Burgess Hill	Burgess Hill	Burgess Hill	Burgess Hill					
			West of Burgess Hill E			0				Green 12 E	Green 9	DRA		Flats 100 E		Flats 20		Flats 6	Brown 120 E				2	Brown 8	Brown 4		BTR 60 Flats E	
								\neg	Site 10	Site 11	Site 12		Site 14	Site 15	Site 16	Site 17		Site 19			Site 22	$\overline{}$			Site 26		Site 28	

10.8 The results for all typologies are presented, however not all typologies apply in all areas – for example there will be little brownfield development in the AONB area and few small greenfield sites in or adjacent to Burgess Hill. The results vary across the typologies, although this is



largely due to the different assumptions around the nature of each typology. The additional costs associated with brownfield sites reduces the Residual Value.

10.9 The Residual Value is not an indication of viability by itself, simply being the maximum price that 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 the amount over and above the EUV that is sufficient for the willing landowner to sell the land for development, as set out in Chapter 6 above.

	Table 10.2a Residual Value v BLV												
		North, including Eas	st Grinstead										
			EUV	BLV	Residual Value								
Site 1	Crabbet Park	Crawley	25,000	525,000	972,322								
Site 5	Green 350	North	25,000	525,000	1,534,778								
Site 6	Green 200	North	25,000	525,000	1,226,200								
Site 7	Green 100	North	25,000	525,000	1,323,114								
Site 8	Green 50	North	25,000	525,000	1,564,421								
Site 9	Green 30	North	25,000	525,000	1,736,915								
Site 10	Green 20	North	25,000	525,000	1,588,273								
Site 11	Green 12	North	50,000	550,000	1,488,747								
Site 12	Green 9	North	50,000	550,000	2,600,584								
Site 13	Green 9 DRA	North	50,000	550,000	1,968,357								
Site 14	Green 5	North	50,000	550,000	2,603,543								
Site 15	Flats 100	North	2,500,000	3,000,000	997,078								
Site 16	Flats 40	North	2,500,000	3,000,000	590,801								
Site 17	Flats 20	North	2,500,000	3,000,000	472,297								
Site 18	Flats 10	North	2,500,000	3,000,000	579,014								
Site 19	Flats 6	North	2,500,000	3,000,000	1,467,310								
Site 20	Brown 120	North	2,500,000	3,000,000	1,769,848								
Site 21	Brown 60	North	2,500,000	3,000,000	1,811,923								
Site 22	Brown 30	North	2,500,000	3,000,000	1,831,815								
Site 23	Brown 18	North	2,500,000	3,000,000	1,930,675								
Site 24	Brown 12	North	2,500,000	3,000,000	1,811,284								
Site 25	Brown 8	North	2,500,000	3,000,000	3,447,615								
Site 26	Brown 4	North	2,500,000	3,000,000	1,661,315								
Site 27	BTR 60	North	25,000	525,000	528,877								
Site 28	BTR 60 Flats	North	2,500,000	3,000,000	695,788								



	Table	10.2b Residual Val	ue v BLV		
		Central - AONB			
			EUV	BLV	Residual Value
Site 8	Green 50	AONB	25,000	525,000	1,683,291
Site 9	Green 30	AONB	25,000	525,000	1,857,689
Site 10	Green 20	AONB	25,000	525,000	1,710,417
Site 11	Green 12	AONB	50,000	550,000	1,612,588
Site 12	Green 9	AONB	50,000	550,000	2,772,040
Site 13	Green 9 DRA	AONB	50,000	550,000	2,098,626
Site 14	Green 5	AONB	50,000	550,000	2,789,719
Site 22	Brown 30	AONB	2,500,000	3,000,000	1,973,158
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,068,815
Site 24	Brown 12	AONB	2,500,000	3,000,000	1,939,944
Site 25	Brown 8	AONB	2,500,000	3,000,000	3,682,000
Site 26	Brown 4	AONB	2,500,000	3,000,000	1,773,921



	Table	10.2c Residual Val	ue v BLV		
	So	uth, excluding Burge	ss Hill		
			EUV	BLV	Residual Value
Site 2	East of Ansty	Anstey	25,000	525,000	1,287,117
Site 4	Sayers Common	Sayers Common	25,000	525,000	1,512,363
Site 5	Green 350	South	25,000	525,000	1,803,876
Site 6	Green 200	South	25,000	525,000	1,506,301
Site 7	Green 100	South	25,000	525,000	1,626,008
Site 8	Green 50	South	25,000	525,000	1,919,710
Site 9	Green 30	South	25,000	525,000	2,096,581
Site 10	Green 20	South	25,000	525,000	1,952,059
Site 11	Green 12	South	50,000	550,000	1,860,270
Site 12	Green 9	South	50,000	550,000	3,114,953
Site 13	Green 9 DRA	South	50,000	550,000	2,359,164
Site 14	Green 5	South	50,000	550,000	3,162,072
Site 15	Flats 100	South	2,500,000	3,000,000	2,276,909
Site 16	Flats 40	South	2,500,000	3,000,000	1,371,667
Site 17	Flats 20	South	2,500,000	3,000,000	1,138,177
Site 18	Flats 10	South	2,500,000	3,000,000	1,284,540
Site 19	Flats 6	South	2,500,000	3,000,000	2,579,057
Site 20	Brown 120	South	2,500,000	3,000,000	1,215,306
Site 21	Brown 60	South	2,500,000	3,000,000	1,241,254
Site 22	Brown 30	South	2,500,000	3,000,000	1,250,588
Site 23	Brown 18	South	2,500,000	3,000,000	1,346,837
Site 24	Brown 12	South	2,500,000	3,000,000	1,265,108
Site 25	Brown 8	South	2,500,000	3,000,000	2,510,073
Site 26	Brown 4	South	2,500,000	3,000,000	1,207,945
Site 27	BTR 60	South	25,000	525,000	528,877
Site 28	BTR 60 Flats	South (April 200	2,500,000	3,000,000	695,788



	Table	10.2d Residual Va	lue v BLV		
		Burgess Hill and adja	cent		
			EUV	BLV	Residual Value
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,171,207
Site 8	Green 50	Burgess Hill	25,000	525,000	1,323,988
Site 9	Green 30	Burgess Hill	25,000	525,000	1,495,368
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	-35,347
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	-46,480
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	-82,270
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	-4,532
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	550,485
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	1,493,730
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	1,527,870
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	1,542,291
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	1,640,904
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	1,540,361
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	2,978,844
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,436,103
Site 27	BTR 60	Burgess Hill	25,000	525,000	528,877
Site 28	BTR 60 Flats	Burgess Hill	2,500,000	3,000,000	695,788

- 10.10 The results vary across typologies, although this is largely due to the different assumptions around the nature of each typology.
 - a. Almost all the typologies generate a positive Residual Value. The exceptions being the flatted schemes modelled in Burgess Hill, where the lower values and the higher costs of flatted development result in a negative Residual Value.
 - b. All of the greenfield sites generate a Residual Value that is well above the BLV indicating the sites are viable on this basis. The larger greenfield sites generate a residual value that is less than on the smaller sites. The Significant Sites are modelled with 20% Biodiversity Net Gain and the larger sites are modelled with higher requirements in relation to wheelchair accessible and adaptable standards. Further, the lower net / gross area assumptions on Crabbet Park and East of Ansty reduce the Residual Value per gross ha.
 - c. The Residual Values on the brownfield sites are less than greenfield sites. This is due to the additional costs (and contingencies) assumed to reflect the additional costs of bringing forward previously developed land. On the whole the Residual Value is less than the BLV on the brownfield sites.



- 10.11 The Council can be confident that general development will be forthcoming on greenfield sites, although on this basis brownfield sites are likely to be more challenging.
- 10.12 The results vary across the potential Significant Sites, however the Residual Value is above the BLV on all of these potential Significant Sites. It is important to note that this analysis allows for both the estimated strategic infrastructure and mitigation costs of £12,000 per unit. The Council can be confident that these sites are deliverable on this basis. Having said this, there is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that the Council continues to engage with the owners in line with the advice set out in the Harman Guidance (page 23):

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

10.13 In this context we particularly highlight paragraph 10-006 of the PPG:

... 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. 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....

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10.14 A range of further appraisals have been run, considering the individual and cumulative costs of the policy options.

Varied Developer's Return

- 10.15 The base appraisals use the assumption that the developer's return is 17.5% of the value of market housing and 6% of the value of affordable housing. The market value assumption of 17.5% is applied to First Homes. Whilst First Homes fall within the definition of affordable housing, the sales risk will lie with the developer, so it appropriate to treat this type of housing as market housing for this purpose.
- 10.16 A range of additional appraisals have been run testing the range of assumptions (15% to 20%) set out in the PPG.



			Ta	ab	le	10															Ī			s F	Re	tu	rn)	
r		.0	Lo	١.٥	_	2	2	_	~	m	0	CI	uu	21	y Is	L c	ast		4	0	-	ac	~	8	2	α	O	0	_
		20.0%	20.0%	20.0%	867,71	1,347,70	1,029,36	1,102,02	1,288,703	1,463,78	1,325,24	1,215,72	2,371,49	1,664,06	2,353,87	418,96	235,84	146,228	260,49	1,176,190	1,471,36	1,497,15	1,508,788	1,603,343	1,513,31	3,131,568	1,509,476	326,650	249,657
		20.0%	%0.9	20.0%	911,991	1,425,424	1,111,132	1,192,667	1,404,856	1,579,723	1,429,540	1,323,208	2,371,491	1,788,582	2,353,875	681,638	394,487	300,978	395,879	1,176,190	1,596,408	1,627,484	1,641,597	1,740,049	1,632,096	3,131,568	1,509,476	430,664	499,692
-		20.0%	%0.9	%0.9	930,550	1,458,274	1,145,977	1,230,051	1,454,372	1,626,687	1,476,294	1,323,830	2,371,491	1,840,671	2,353,875	778,489	458,420	359,759	450,888	1,176,190	1,653,095	1,687,876	1,703,073	1,805,441	1,698,431	3,131,568	1,509,476	430,664	499,692
control of the contro		17.5%	17.5%	17.5%	937,913	1,470,937	1,159,706	1,248,660	1,469,009	1,641,683	1,502,597	1,400,455	2,600,584	1,866,074	2,603,543	781,312	461,137	347,667	468,255	1,467,310	1,667,936	1,704,864	1,722,722	1,818,382	1,713,715	3,447,615	1,661,315	443,437	490,405
		17.5%	%0.9	17.5%	972,322	1,534,778	1,226,200	1,323,114	1,564,421	1,736,915	1,588,273	1,488,747	2,600,584	1,968,357	2,603,543	820,066	590,801	472,297	579,014	1,467,310	1,769,848	1,811,923	1,831,815	1,930,675	1,811,284	3,447,615	1,661,315	528,877	695,788
-		17.5%	%0.9	%0.9	986,704	1,561,761	1,254,759	1,353,822	1,605,094	1,775,492	1,626,678	1,489,258	2,600,584	2,011,144	2,603,543	1,076,635	643,318	519,221	623,327	1,467,310	1,815,724	1,861,531	1,882,313	1,984,390	1,865,774	3,447,615	1,661,315	528,877	695,788
		15.0%	15.0%	15.0%	1,004,235	1,594,169	1,288,658	1,395,293	1,649,315	1,819,577	1,679,955	1,585,188	2,829,676	2,068,084	2,853,211	1,143,658	682,639	544,097	673,700	1,758,430	1,862,318	1,912,576	1,936,656	2,033,420	1,914,114	3,763,661	1,813,154	560,224	731,146
	ne	15.0%	%0.9	15.0%	1,030,090	1,641,319	1,339,928	1,453,562	1,723,985	1,894,107	1,747,005	1,654,286	2,829,676	2, 148, 131	2,853,211	1,312,519	787,116	639,236	759,051	1,758,430	1,941,518	1,996,362	2,022,033	2,121,302	1,990,472	3,763,661	1,813,154	627,090	891,883
	BLV Residual Value	15.0%	%0.9	%0.9	1,040,709	1,661,241	1,361,997	1,477,594	1,755,817	1,924,298	1,777,062	1,654,686	2,829,676	2,181,616	2,853,211	1,374,781	828,216	675,960	793,731	1,758,430	1,977,421	2,035,185	2,061,553	2, 163, 340	2,033,116	3,763,661	1,813,154	627,090	891,883
	BLV				525,000	525,000	525,000	525,000	525,000	525,000	525,000	250,000	250,000	250,000	250,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	525,000	50,000
	EUV				25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	25,000	50,000
-		% Market Housing	% Affordabale Housing	% First Homes	Crawley	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North								
					Crabbet Park	Green 350		0	Green 50	Green 30	Green 20	Green 12	Green 9	Green 9 DRA	Green 5	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120	Brown 60	Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats
					Site 1	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 20	Site 21	Site 22	Site 23	Site 24	Site 25	Site 26	Site 27	



Table 10.3	b	Εí	ffe	ct									elc	p	er's	Return	l		
	l so	T _{so}	\o	0	_	ΟL	_	0	<u></u>		2	6	2	<u>е</u>	_				
	20.0%	20.0%	20.0%	1,403,629	1,580,564	1,443,352	1,335,71	2,537,620	1,789,96	2,534,245	1,645,32	1,736,80	1,637,565	3,358,603	1,618,551				
	20.0%	%0.9	20.0%	1,520,124	1,696,841	1,547,993	1,443,202	2,537,620	1,914,887	2,534,245	1,778,654	1,874,027	1,756,864	3,358,603	1,618,551				
	20.0%	%0.9	%0.9	1,570,184	1,744,897	1,595,835	1,443,824	2,537,620	1,966,975	2,534,245	1,840,784	1,939,419	1,823,200	3,358,603	1,618,551				
	17.5%	17.5%					1,524,292	2,772,040	1,996,008	2,789,719	1,863,635	┖	1,841,948	3,682,000	1,773,921				
	17.5%	%0.9			_		1,612,588 1,	2,772,040 2,	2,098,626	2,789,719 2,	1,973,158 1,	L	1,939,944 1,	3,682,000 3,	1,773,921 1,				
	17.5%	%0.9					1,613,099 1,6	2,772,040 2,7	2,141,413 2,0	2,789,719 2,7	2,024,192 1,9		1,994,434	3,682,000 3,6	1,773,921 1,7				
_	15.0%		15.0%								Ļ	L.	L						
							4 1,712,873	0 3,006,460	5 2,202,055	3 3,045,193	1 2,081,947	L	4 2,046,337	7 4,005,397	1,929,291				
9	15.0%	%0.9	15.0%	1,846,458	2,018,536	1,872,842	1,781,974	3,006,460	2,282,365	3,045,193	2,167,661	2,263,604	2, 123, 024	4,005,397	1,929,291				
Residual Value	15.0%	%0.9	6.0%	1,878,639	2,049,429	1,903,597	1,782,374	3,006,460	2,315,850	3,045,193	2,207,601	2,305,642	2,165,668	4,005,397	1,929,291				
BLV				525,000	525,000	525,000	250,000	250,000	250,000	250,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000				
EN				25,000	25,000	25,000	50,000	50,000	50,000	50,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000				
	% Market Housing	% Affordabale Housing	% First Homes	NB	NB	NB	NB	NB	NB										
-		₩ A		AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB	AONB				
				Green 50	Green 30	Green 20	Green 12	Green 9	Green 9 DRA	Green 5	3rown 30	3rown 18	Brown 12	3rown 8	Brown 4				
					Site 9	Site 10	Site 11	Site 12	dV Site 13	Site 14	Site 22 Brown 30	Site 23 Brown 18		Site 25 Brown 8	Site 26 Brown 4				



Table 10.3c Effect of Varied Developer's Return South, excluding Burgess Hill														/a	rie	ed	I C)e	ve	lo	р	er'	s	R					
							,	Sc	ut	h,	е	XC	lu	dir	ng	В	ur	ge	es	s ł	Hil	l							
	20.0%	20.0%	20.0%	1,155,789	1,365,688	1,608,619	1,300,979	1,395,123	1,632,202	1,811,542	1,677,011	1,575,688	2,869,878	2,041,753	2,894,986	1,655,724	990,888	800,328	956,862	2,261,635	934,810	945,422	947,288	1,039,170	985,770	2,223,426	1,066,239	326,650	249,657
	20.0%	%0.9	20.0%	1,208,926	1,425,290	1,687,098	1,383,427	1,486,691	1,749,379	1,928,504	1,782,333	1,683,189	2,869,878	2,167,496	2,894,986	1,923,000	1,151,412	920,879	1,088,237	2,261,635	1,058,051	1,073,901	1,078,003	1,173,823	1,102,467	2,223,426	1,066,239	430,664	499,692
	20.0%	%0.9	%0.9	1,231,742	1,450,976	1,721,092	1,419,455	1,525,388	1,800,300	1,978,286	1,831,893	1,683,811	2,869,878	2,219,584	2,894,986	2,031,663	1,223,142	1,014,971	1,147,056	2,261,635	1,109,814	1,129,073	1,134,104	1,233,806	1,163,315	2,223,426	1,066,239	430,664	499,692
	17.5%	17.5%	17.5%	1,244,413	1,464,790	1,739,412	1,439,161	1,550,791	1,823,457	2,000,505	1,865,544	1,771,966	3,114,953	2,255,875	3,162,072	2,057,361	1,239,809	1,014,511	1,176,625	2,579,057	1,114,916	1,135,717	1,143,215	1,236,230	1,169,250	2,510,073	1,207,945	443,437	490,405
	17.5%	%0.9	17.5%	1,287,117	1,512,363	1,803,876	1,506,301	1,626,008	1,919,710	2,096,581	1,952,059	1,860,270	3,114,953	2,359,164	3,162,072	2,276,909	1,371,667	1,138,177	1,284,540	2,579,057	1,215,306	1,241,254	1,250,588	1,346,837	1,265,108	2,510,073	1,207,945	528,877	695,788
	17.5%	%0.9	%0.9	1,304,798	1,532,268	1,831,460	1,535,837	1,657,795	1,961,538	2,137,473	1,992,769	1,860,781	3,114,953	2,401,951	3,162,072	2,366,168	1,430,589	1,190,824	1,332,856	2,579,057	1,257,197	1,286,574	1,296,670	1,396,109	1,315,091	2,510,073	1,207,945	528,877	695, 788
	15.0%	15.0%	15.0%	1,329,547	1,559,668	1,867,690	1,575,970	1,706,460	2,014,712	2,189,468	2,054,077	1,968,243	3,360,029	2,469,997	3,429,159	2,458,997	1,488,729	1,228,693	1,396,388	2,896,478	1,293,013	1,326,013	1,339,142	1,433,289	1,352,730	2,796,720	1,348,604	560,224	731,146
en	15.0%	%0.9	15.0%	1,361,773	1,595,815	1,915,285	1,627,737	1,765,325	2,090,041	2,264,658	2,121,785	2,037,350	3,360,029	2,550,832	3,429,159	2,630,818	1,591,922	1,325,475	1,480,843	2,896,478	1,371,068	1,408,607	1,423,173	1,519,852	1,427,750	2,796,720	1,348,604	627,090	891,883
BLV Residual Value	15.0%	%0.9	%0.9	1,375,610	1,611,393	1,935,901	1,650,556	1,790,202	2,122,776	2,296,660	2,153,644	2,037,750	3,360,029	2,584,317	3,429,159	2,700,673	1,638,035	1,366,677	1,518,655	2,896,478	1,403,853	1,444,075	1,459,237	1,558,412	1,466,866	2,796,720	1,348,604	627,090	891,883
BLV				525,000	525,000	525,000	525,000	525,000	525,000	525,000	525,000	250,000	250,000	250,000	550,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	525,000	20,000
EUV				25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	20,000	20,000	20,000	20,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000		25,000	20,000
	% Market Housing	% Affordabale Housing	% First Homes	Anstey	Sayers Common	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South	South								
				East of Ansty	Sayers Common	Green 350	Green 200	Green 100		Green 30		Green 12	Green 9	Green 9 DRA	Green 5	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120		Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats
				Site 2	Site 4	Site 5	Site 6	Site 7		Site 9		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



Tab	ole	1	0.3	3d	E	ff	ec	t	of	V	ar	rie	d	D	ev	el	op	Эе	r's	F	(e	turn
					В	ur	ge	SS	s F	Hil	Ιa	n	d a	ad	jad	се	nt					
	20 0%	20.0%	20.0%		1,016,230	986,276	1,056,240	1,230,237	-609,741	-398,881	-397,695	-305,068	282,590	1,204,204	1,222,529	1,229,093	1,323,338	1,251,642	2,677,497	1,290,712	326,650	249,657
	20 00	80.97	20.0%		1,082,889	1,048,370	1,171,711	1,345,487	-334,036	-232,369	-240,345	-170,206	282,590	1,328,348	1,351,935	1,360,855	1,459,017	1,369,379	2,677,497	1,290,712	430,664	499,692
	700.00	%0.07	%0.9		1,109,465	1,072,412	1,219,672	1,390,267	-242,328	-171,831	-186,253	-120,564	282,590	1,382,766	1,409,937	1,419,833	1,522,076	1,433,348	2,677,497	1,290,712	430,664	499,692
	17 50/	17.5%	17.5%		1,117,542	1,079,314	1,229,137	1,400,698	-258,568	-180,690	-208,062	-114,123	550,485	1,392,579	1,421,572	1,434,058	1,529,453	1,443,648	2,978,844	1,436,103	443,437	490,402
	17 50%	%0.41	17.5%		1,171,207	1,127,433	1,323,988	1,495,368	-35,347	-46,480	-82,270	-4,532	550,485	1,493,730	1,527,870	1,542,291	1,640,904	1,540,361	2,978,844	1,436,103	528,877	695,788
	47 E0/	%0.7.	%0.9		1,193,037	1,147,168	1,363,384	1,532,151	39,985	3,248	-37,838	36,245	550,485	1,537,769	1,575,514	1,590,736	1,692,702	1,592,907			528,877	695,788
	15.0%	15.0%	15.0%		1,217,376	1,168,235	1,402,033	1,571,159	88,647	34,375	-22,642	75,375	818,379	1,578,853	1,620,616	1,639,022	1,735,569	1,635,655			560,224	731,146
	15 00/.	%0.9	15.0%		1,256,998	1,203,762		1,645,248	257,880	139,409	75,804	161,142	818,379	1,657,480	1,703,806	1,723,726	1,822,791	1,711,343			627,090	891,883
onley lending Value	15 00/2	%0.91	%0.9		1,273,115	1,218,332	1,507,096		314,067	177,940	110,577	193,055	818,379	1,691,946	1,741,092	1,761,640	1,863,329 1	1,752,466			627,090	891,883
, a	DE V				525,000 1				3,000,000	3,000,000	3,000,000	3,000,000	3,000,000		3,000,000	Ť	3,000,000	3,000,000			525,000	20,000
2	2				25,000	25,000	25,000	25,000			2,500,000		2,500,000				2,500,000			3	25,000	50,000
	Saistoll to Work 10	Affordabale Housing	% First Homes		Burgess Hill	Sayers Common	Burgess Hill	Burgess Hill	Burgess Hill 2,	Burgess Hill 2,	Burgess Hill 2,				Burgess Hill 2,	Burgess Hill 2,	Burgess Hill 2,				Burgess Hill	Burgess Hill
	0	Α Δ β					Burg	Bur	Burg	Burg	Burg	Burg	Burg	Burg	Burg	Burg	Burg	Burç	Burç	Burç	Burg	Bnig
					West of Burgess Hill	Sayers Common	Green 50	Green 30	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120	Brown 60	Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats
	\dagger	\dagger			Site 3 M	Site 4 S	Site 8 G	Site 9 G	Site 15 F	Site 16 F	Site 17 F	Site 18 F		Site 20 B		Site 22 B	Site 23 B	Site 24 B				Site 28 B

10.17 When considered on the basis of the number of typologies that are shown as viable, the results are broadly similar where higher or lower assumptions are used. Whilst this is an important



factor in the appraisals, it is unlikely that, should a higher assumption be preferred, that the results of the analysis would change markedly.

Cost of Individual Policies

10.18 Each policy requirement that adds to the cost of development leads to a reduction of the Residual Value. This results in the developer being able to pay the landowner less for the land. A set of appraisals has been run with each individual policy requirement. The results are presented for each of the three price areas and show the fall in land values, per hectare.



Table 10.4 Cost of Individual Policies in £/ha								
North, including East Grinstead	Greenfield	Brownfield	All					
Water	182	249	219					
Rainwater	83,353	113,961	100,048					
50% M4(2)	9,741	13,319	11,693					
100% M4(2)	19,456	26,603	23,354					
90% M4(2), 10% M4(2)a	55,139	75,392	66,186					
93.8% M4(2), 5% M4(2)a, 1.2% M4(3)b	48,133	65,812	57,776					
92.5% M4(2), 3.5% M4(2)a, 3.6% M4(3)b *	65,115	89,032	78,160					
0 Reg CO ₂	110,269	154,355	134,316					
0 Reg CO ₂ ASHP	149,681	209,481	182,299					
0 Reg & UnReg CO ₂	228,504	319,983	278,402					
0 Reg & UnReg CO ₂ ASHP	267,916	375,270	326,473					
Central - AONB	Greenfield	Brownfield	All					
Water	196	222	207					
Rainwater	89,788	101,266	94,570					
50% M4(2)	10,494	11,835	11,053					
100% M4(2)	20,960	23,639	22,076					
90% M4(2), 10% M4(2)a	59,400	66,994	62,564					
93.8% M4(2), 5% M4(2)a, 1.2% M4(3)b	51,852	58,481	54,614					
92.5% M4(2), 3.5% M4(2)a, 3.6% M4(3)b *	70,147	79,114	73,883					
0 Reg CO ₂	120,032	127,740	123,244					
0 Reg CO₂ ASHP	162,900	173,362	167,259					
0 Reg & UnReg CO ₂	248,638	264,605	255,291					
0 Reg & UnReg CO ₂ ASHP	291,506	310,226	299,306					
South, excluding Burgess Hill	Greenfield	Brownfield	All					
Water	182	249	219					
Rainwater	83,347	113,961	100,045					
50% M4(2)	9,741	13,319	11,693					
100% M4(2)	19,456	26,603	23,354					
90% M4(2), 10% M4(2)a	55,139	75,392	66,186					
93.8% M4(2), 5% M4(2)a, 1.2% M4(3)b	48,133	65,812	57,776					
92.5% M4(2), 3.5% M4(2)a, 3.6% M4(3)b *	65,115	89,032	78,160					
0 Reg CO ₂	110,246	154,355	134,305					
0 Reg CO ₂ ASHP	149,619	209,481	182,271					
0 Reg & UnReg CO ₂	228,366	319,735	278,204					
0 Reg & UnReg CO ₂ ASHP	267,739	374,862	326,170					
Burgess Hill and adjacent	Greenfield	Brownfield	All					
Water	186	247	239					
Rainwater	85,109	112,860	109,391					
50% M4(2)	9,947	13,191	12,785					
100% M4(2)	19,868	26,346	25,536					
90% M4(2), 10% M4(2)a	56,305	74,664	72,369					
93.8% M4(2), 5% M4(2)a, 1.2% M4(3)b	49,150	65,177	63,173					
92.5% M4(2), 3.5% M4(2)a, 3.6% M4(3)b *	66,491	88,172	85,462					
0 Reg CO ₂	112,127	151,418	146,507					
0 Reg CO ₂ ASHP	152,173	205,664	198,977					
0 Reg & UnReg CO ₂	232,264	314,155	303,919					
0 Reg & UnReg CO ₂ ASHP	272,309	368,401	356,390					

*92.5% M4(2), 3.5% M4(2)a, 3.6% M4(3)b equates to the Housing Evidence mix of Category 2 – accessible and adaptable dwellings under Building Regulations – Approved Document M Requirement M4(2). In addition, 5% of market homes are required to meet Category 3 – Wheelchair-user dwellings under Building Regulations – Approved Document M Requirement M4(3)(a) (Wheelchair Adaptable), and 12% of affordable homes are required to meet Category 3 – Wheelchair-user dwellings under Building Regulations – Approved Document M Requirement M4(3)(b) (Wheelchair Accessible)

Source: HDH (April 2022)

10.19 The higher density typologies, which are the brownfield typologies, are subject to a greater impact of each policy than the lower density, greenfield typologies.



- 10.20 The cost of some requirements such as the basic increased water standard or the provision of Accessible and Adaptable Standards (Part M(4)2) are modest, at less than £25,000/ha or so, although the cost of the mix as informed the by the housing evidence (including 12% of affordable homes as wheelchair accessible is notably more at about £80,000/ha. The costs of other requirements are very much more.
- 10.21 When considering these it is important to note that the above costs are just the cost of incorporating that element of policy compliance, however these changes can have an impact on the wider economics of the project.
- 10.22 The above analysis does not consider affordable housing. A further set of appraisals has been run to establish the cost of providing affordable housing (in the absence of other policy requirements).

Table 10.5 Cost of 10% Affordable Housing in £/ha									
Greenfield Brownfield									
North, including East Grinstead	238,782	218,898	227,270						
Central - AONB	298,259	203,467	262,712						
South, excluding Burgess Hill	265,127	220,926	239,537						
Burgess Hill and adjacent	177,962	202,212	198,481						

- 10.23 The results show that a 10% requirement for affordable housing on average, across the typologies, leads to a fall in the Residual Value of about £220,000/ha, although this does vary across the typologies (largely being a factor of the density assumptions) and the areas. The significance of this is that for each 10% increase in amount of affordable housing, the developer can afford to pay the landowner about £220,000/ha less.
- 10.24 The above analysis does not consider developer contributions. A further set of appraisals has been run to establish the cost of developer contributions (in the absence of other policy requirements).

Table 10.6 Cost of £5,000/unit Developer Contributions in £/ha									
Greenfield Brownfield A									
North, including East Grinstead	107,168	175,530	145,117						
Central - AONB	114,209	145,976	127,445						
South, excluding Burgess Hill	107,131	175,530	145,100						
Burgess Hill and adjacent 115,117 176,194 16									

Source: HDH (April 2022)

10.25 The results show that a £5,000/unit increase in amount of developer contributions on average, across the typologies, leads to a fall in the Residual Value of about £110,000/ha on greenfield



sites and £175,000/ha on brownfield sites, the difference largely being a factor of the density assumptions. For each £5,000/unit increase in amount of developer contributions, the developer can afford to pay the landowner about £140,000/ha less.

Affordable Housing Mix and First Homes

- 10.26 The Council's base requirement is for 30% on-site affordable housing, on developments providing 10 dwellings or more. A lower threshold of 6 is applied in the High Weald Area of Outstanding Natural Beauty. As set out in Chapter 8 above, an earlier draft of the policy, specified a mix of affordable housing tenure comprising 25% intermediate homes / First Homes and 75% Social or Affordable Rented. This does not align with paragraph 65 of the 2021 NPPF (see Chapter 2 above), which seeks 10% of all homes to be Affordable Home Ownership. With 30% affordable housing, the minimum NPPF compliant amount of Affordable Home Ownership is 1/3rd of the affordable housing. The policy has been amended to align with the NPPF and this forms the base modelling.
- 10.27 The base analysis assumes a mix that aligns with national policy and that the affordable housing for rent is provided as Affordable Rent. Two further sets of appraisals have been run where 50% and where 100% of the affordable housing for rent is provided as Social Rent.
- 10.28 This analysis shows the Residual Value is about £230,000/ha higher where all the affordable housing for rent is provided as Affordable Rent rather than Social Rent. Where the affordable housing for rent is provided as 50% Affordable Rent and 50% Social Rent, the Residual Value is about £115,000/ha less than where all the affordable housing for rent is provided as Affordable Rent. If the Council were to seek affordable housing for rent to be provided as Social Rent rather than Affordable Rent this will have an adverse impact on viability.
- 10.29 The PPG requires that 25% of affordable housing is provided as First Homes, where the First Homes are discounted by 30% against market value. Paragraph 70-004-20210524 says, subject to certain conditions, that a higher discount of 40% or 50% can be set. A further set of appraisals has been run to test the impact of this.
- 10.30 The analysis suggests that increasing the First Homes discount from 30% to 40% is likely to reduce the Residual Value by about £25,000/ha on greenfield sites and by about £50,000/ha on brownfield sites. Increasing the First Homes discount from 30% to 50% has a greater impact and is likely to reduce the Residual Value by about £60,000/ha on greenfield sites and by about £100,000/ha on brownfield sites. Whilst the Council does not currently plan to seek a greater discount than 30%, if it does it may be necessary to reconsider viability.

Affordable Housing v Developer Contributions

10.31 The core balance in the plan-making process is the balance between affordable housing and developer contributions. A set of appraisals has been run with varied levels of developer contribution at different levels of affordable housing. As set out in Chapter 8 above, based on discussions with the Council, the base assumption is for a 30% affordable housing requirement and a s106 payment of £12,000/unit. Bearing in mind the uncertainly in this



regard (including the uncertainty due to possible changes in national policy), a range of costs of up to £30,000/unit is tested.

10.32 At the time of this report (April 2022) the Council has not settled on a preferred set of overall policy requirements. Two sets of appraisals have been run, the first with the following requirements.

a. Affordable Housing 30% (66.7% Affordable Rent, 25% First Homes, 8.3%

Shared Ownership).

b. Sustainability 31% CO₂ saving in line with Part L uplift. EV Charging

points.

Water conservation – including rainwater harvesting.

10% Biodiversity Net Gain on typologies, 20% on

Signifiant Sites.

c. Design Part M4(2) / Part M4(3).

Significant Sites include 4 gypsy and traveller pitches.

d. Developer Contributions £12,000/unit.

- 10.33 These are referred to as the lower requirement. The second set are as above, but with zero regulated and un-regulated carbon, these are referred to as the higher requirement.
- 10.34 **Appendix 13** includes the appraisal results, with varied levels of affordable housing and varied levels of developer contributions.
- 10.35 This analysis shows that whilst the Residual Value is somewhat less in the higher policy scenario that a similar proportion of typologies are shown as viable.

Conclusions and Recommendations

- 10.36 In the preceding analysis a range of policy costs are tested, before the analysis brings together two policy scenarios.
 - a. The first of these includes those items that are considered, by the Council, necessary for a sound Local Plan. On the whole these are normal requirements that respond to the wider Local Plan Evidence base. Having said this, of particular note is the requirement for rainwater harvesting which we understand is a requirement due to the particular circumstances in the Mid Sussex area. This is a significant cost and is included in the base appraisals.
 - b. The second scenario adds the requirement for zero regulated and un-regulated carbon, without the use of fissile fuels (i.e. using Air Source Heat Pumps).
- 10.37 In the higher policy scenario, all the greenfield sites are able to bear 30% affordable housing and at least £30,000/unit in developer contributions. £30,000/unit in developer contributions is substantially higher than the Council's estimate of future developer contributions so there is



a high likelihood that such development would be deliverable, and the Council can be confident that it will be forthcoming. This comment applies to both the Significant Sites and the development represented by the typologies.

10.38 To a large extent these results are as expected. The 30% affordable housing requirement is less than some of the neighbouring councils and Mid Sussex has not adopted CIL.

Council	Affordable Housing	Residential CIL
Crawley	40%	£100/m ²
	(2015)	(2016)
Tandridge	'Up to' 34%	£120/m ²
	(2008)	(2014)
Wealden	35%	Higher (North) - £200/m ²
	(2016)	Lower (South) - £100/m ²
		(2015)
Lewes	40% (2016)	Low Zone (South of SDNP, i.e. the coastal towns) - £90/m2
	(20.0)	High Zone (North of SDNP) - £150/m²
		(2015)
Brighton & Hove	40%	£75/m ² to £175/m ²
	(2016)	(2020)
Adur	30%	Not Adopted
	(2017)	(2017)
Horsham	35%	£135/m ²
	(2015)	Strategic sites £0/m²
		(2017)

Source: Council Websites (April 2022)

- 10.39 In this context, a rate of CIL of £100/m² would equate to about £10,000 per market house.
- 10.40 Across the typologies, the results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology.
- 10.41 The Residual Values on the brownfield sites are less than greenfield sites. This is due to the additional costs (and contingencies) assumed to reflect the higher costs of bringing forward previously developed land. On the whole the Residual Value is less than the BLV on the brownfield sites. There are very few brownfield allocations proposed in the emerging Plan, however the Council should be cautious in relying on such sites to deliver housing development in the short to medium term.
- 10.42 With the exception of brownfield sites, the Council can be confident that development will be forthcoming if it pursues the proposed policies and a zero-carbon strategy.



Impact of Change in Values and Costs

- 10.43 Whatever policies are adopted, the Plan 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 produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 8.4% over the next 3 years⁹⁷. We have tested a range of scenarios with varied increases in build costs.
- 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 tested several price change scenarios. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. In the appraisals (see **Appendix 14**), only the costs of construction and the value of the market housing are altered.
- 10.45 The analysis demonstrates that a relatively small increase in build costs will adversely impact on viability, although this is unlikely to be sufficient to impact on the deliverability of the Plan. Conversely a modest increase in value could have a significant impact in improving viability.

Review

- 10.46 The direction of the market, as set out in Chapter 4 above, is improving, and there is an improved sentiment that the economy and property markets are improving. There is however some level of uncertainty. Bearing in mind Mid Sussex Council's wish to develop housing, and the requirements to fund infrastructure, it is recommended that the Council keeps viability under review; should the economics of development change significantly it should consider undertaking a limited review of the Plan to adjust the affordable housing requirements or levels of developer contribution.
- 10.47 In this regard it is timely to highlight paragraph 10-009-20180724 of the PPG.

How should viability be reviewed during the lifetime of a project?

Plans should set out circumstances where review mechanisms may be appropriate, as well as clear process and terms of engagement regarding how and when viability will be reassessed over the lifetime of the development to ensure policy compliance and optimal public benefits through economic cycles. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies.

Where contributions are reduced below the requirements set out in policies to provide flexibility in the early stages of a development, there should be a clear agreement of how policy compliance can be achieved over time. As the potential risk to developers is already accounted for in the assumptions for developer return in viability assessment, realisation of risk does not in itself necessitate further viability assessment or trigger a review mechanism. Review mechanisms are not a tool to protect a return to the developer, but to strengthen local authorities' ability to seek compliance with relevant policies over the lifetime of the project.

⁹⁷ BCIS General Building Cost Index April 2022 – 414.4 (provisional), April 2025 449.2 (Forecast).



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Paragraph: 009 Reference ID: 10-009-20190509

10.48 It is recommended that, on sites where the policy requirements are flexed, the Council includes review mechanisms.

Older People's Housing

- 10.49 As well as mainstream housing, we have considered the Sheltered and Extracare housing sectors separately. Appraisals were run for a range of affordable housing requirements ⁹⁸ with the other policy requirements used above. The results of these are summarised as follows. In each case allowance has been made for a s106 contribution of £500/unit.
- 10.50 The full appraisals are set out in **Appendix 15** below:

⁹⁸ It is assumed that all the affordable homes are affordable homes to rent. Bearing in mind First Homes are restricted to first time buyers, this tenure is not included in the mix.



	Table 10.8 Older People's Housing, Appraisal Results (£/ha)								
		Affordable %	EUV	BLV	Residual Value				
Site 1	Sheltered Green	0%	50,000	550,000	12,113,496				
Site 2		5%	50,000	550,000	11,299,495				
Site 3		10%	50,000	550,000	10,434,558				
Site 4		15%	50,000	550,000	9,620,557				
Site 5		20%	50,000	550,000	8,755,620				
Site 6		25%	50,000	550,000	7,941,619				
Site 7		30%	50,000	550,000	7,075,459				
Site 8	Sheltered Brown	0%	2,500,000	3,000,000	10,677,383				
Site 9		5%	2,500,000	3,000,000	10,009,651				
Site 10		10%	2,500,000	3,000,000	8,998,445				
Site 11		15%	2,500,000	3,000,000	8,174,870				
Site 12		20%	2,500,000	3,000,000	7,319,507				
Site 13		25%	2,500,000	3,000,000	6,495,932				
Site 14		30%	2,500,000	3,000,000	5,639,345				
Site 15	Extracare Green	0%	50,000	550,000	10,885,966				
Site 16		5%	50,000	550,000	9,945,761				
Site 17		10%	50,000	550,000	9,005,556				
Site 18		15%	50,000	550,000	7,998,193				
Site 19		20%	50,000	550,000	7,057,988				
Site 20		25%	50,000	550,000	6,117,783				
Site 21		30%	50,000	550,000	5,176,212				
Site 22	Extracare Brown	0%	2,500,000	3,000,000	9,032,396				
Site 23		5%	2,500,000	3,000,000	8,092,190				
Site 24		10%	2,500,000	3,000,000	7,151,985				
Site 25		15%	2,500,000	3,000,000	6,144,622				
Site 26		20%	2,500,000	3,000,000	5,204,417				
Site 27		25%	2,500,000	3,000,000	4,264,212				
Site 28		30%	2,500,000	3,000,000	3,322,641				

- 10.51 Based on this analysis, greenfield and brownfield, sheltered housing and extracare housing sites are able to bear 30% affordable housing and the wider policy requirements. This type of development is most likely to come forward on brownfield sites within the towns or on the Significant Sites, rather than on smaller greenfield sites.
- 10.52 When considering the above, it is important to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of specialist older people's housing will



be considered at the development management stage. It is therefore not necessary to differentiate within policy for this sector.





11. Non-Residential Appraisals

- 11.1 Based on the assumptions set out previously, we have run a set of financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 16** 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 Value (EUV 'plus').
- 11.3 It is important to note that 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 site is shown as viable does not necessarily mean that it 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, and what planning applications are being determined and on what basis.
- 11.4 In the appraisal the costs are based on the BCIS costs, adjusted for BREEAM and Zero Carbon.

Employment uses

11.5 Firstly, the main employment uses are considered.

	Table 11.1 Employment Appraisal Results									
GREENFIELD										
		Offices -	Offices - Park	Offices - Park	Industrial	Industrial -	Distribution			
		Central		(Small)		Small				
CIL	£/m2		0	0	0	0	0			
RESIDUAL VALUE	Site		1,272,473	-159,301	4,077,837	-140,283	4,089,902			
Existing Use Value	£/ha		25,000	25,000	25,000	25,000	25,000			
Viability Threshold	£/ha		525,000	525,000	525,000	525,000	530,000			
Residual Value	£/ha		4,771,776	-2,389,508	4,077,837	-1,402,830	3,578,665			
BROWNFIELD										
		Offices -	Offices - Park	Offices - Park	Industrial	Industrial -	Distribution			
		Central		(Small)		Small				
CIL	£/m2	0				0				
RESIDUAL VALUE	Site	850,131				-206,803				
Evicting Health	C/ha	3 400 000				2 400 000				
Existing Use Value	£/ha	2,400,000	-			2,400,000				
Viability Threshold	£/ha	2,880,000				2,880,000				
Residual Value	£/ha	17,002,619				-2,068,031				



- 11.6 To a large extent the above results are reflective of the current market in the Mid Sussex area and more widely. Office and smaller industrial development are shown as being unviable, but the larger format industrial and logistics uses being shown as viable. Having said this, employment space of all types is being delivered.
- 11.7 Employment development is only being brought forward to a limited extent on a speculative basis by the development industry. Much of the development tends to be from existing businesses and / or for operational reasons, for example, existing businesses moving to more appropriate and better located town edge properties.
- 11.8 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the Mid Sussex area is 'user led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.9 It is clear that the delivery of the employment uses is challenging in the current market. We would suggest caution in relation to setting policy requirements for employment uses that would unduly impact on viability.



12. Findings and Recommendations

- 12.1 This 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, a technical document that is prepared to address the 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 Mid Sussex District Council (MSDC, the Council) adopted the *Mid Sussex District Plan* in March 2018. The District Plan contains a commitment to undertake a review within 5 years, commencing in 2021, to review the policies within the adopted District Plan and assess which policies are still in-date. The new District Plan will cover the period 2021 to 2038 and is likely to include a number of new housing allocations and policies.
- 12.3 HDH Planning & Development Ltd (HDH) has been appointed to update the Council's viability evidence and produce this Local Plan Viability Study as required by the NPPF and relevant guidance. As part of its preparation, the new Local Plan needs to be tested to ensure it remains viable and deliverable in line with tests set out in the NPPF and National Planning Practice Guidance (PPG). This includes:
 - assessing the cumulative impact of the emerging policies, including affordable housing and open space requirements.
 - testing the deliverability of the emerging development site allocations that are earmarked to come forward over the course of the Local Plan.
 - considering the ability of development to accommodate developer contributions alongside other policy requirements.
- 12.4 This document sets out the methodology and the assumptions adopted. It contains an assessment of the effect of the emerging local policies, and national policies, in relation to planned development.

Compliance

12.5 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 (1st 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.



COVID-19

12.6 This update is being carried out during the coronavirus pandemic. There are uncertainties around the values of property and the costs of construction that are a direct result of the COVID-19 pandemic. It is not the purpose of this assessment to predict what the impact may be and how long the effect will be. We recommend that the Council keeps the assessment under frequent review.

Viability Testing under the NPPF and PPG

- 12.7 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the NPPF. 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.'
- 12.8 This study is based on typologies that are representative of the sites to be allocated in the new Local Plan. The emerging Significant Sites are also tested.
- 12.9 The updated PPG sets out that viability should be tested using 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+).

12.10 The Benchmark Land Value (BLV) is the amount the Residual Value must exceed for the development to be considered viable.

Viability Guidance

12.11 There is no specific technical guidance on how to test viability in the NPPF or the 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 PPG, this study is based on 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.



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

Gross Development Value

(The combined value of the complete development)
LESS

Cost of creating the asset, including a profit margin

(Construction + fees + finance charges)

RESIDUAL VALUE

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- 12.13 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).
- 12.14 The 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.
- 12.15 Consultation formed part of the preparation of this study. An event was held in January 2022. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited to take part.
- 12.16 As this report was being completed 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 to review this report, as and when the Levy Regulations are published.

Residential Market

- 12.17 An assessment of the housing market was undertaken.
- 12.18 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for MSDC is 64th (out of 331) at £546,675. To set this in context, the Council at the middle of the rank, has an average price of £302,826. The MSDC median price is lower than the average at £405,000.
- 12.19 The Mid Sussex housing market peaked early in 2008 and then fell considerably in the 2008/2009 recession during what became known as the 'Credit Crunch'. Locally, average house prices in the area did not recover to their pre-recession peak until February 2014, but are now about 53% above the 2008 peak. These increases are substantial but are a little less



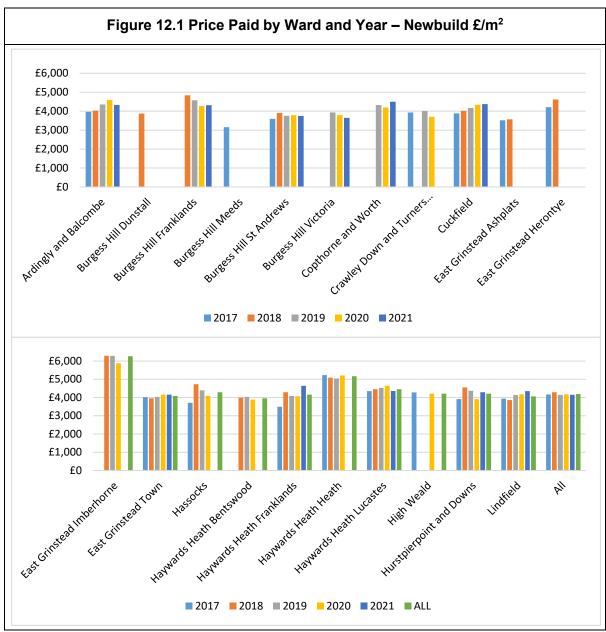
than those seen across West Sussex (55%), but more than across England and Wales (50%), over the same period.

12.20 This report is being completed after the United Kingdom has left the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. A further uncertainty is around the ongoing coronavirus pandemic. There are uncertainties around the values of property that are a direct result of the COVID-19 pandemic but it is not the purpose of this assessment to predict what the impact may be and how long the effect may last. There is anecdotal evidence of an increased demand for larger units (with space for working from home) and with private outdoor space. Conversely, employees in some sectors that have been particularly affected by the coronavirus have found their ability to secure a loan restricted.

The Local Market

12.21 A survey of asking prices across the Council area, was carried out using online tools such as rightmove.co.uk and zoopla.co.uk. As part of the research, data from Landmark has been used which brings together data from several sources and allows the transactions recorded by the Land Registry to be analysed by floor area and number of bedrooms.





Source: Landmark (December 2021)

- 12.22 On average, newbuild houses are about 6% more than existing houses, however are similarly priced when considered on a £/m² basis. Newbuild flats are about 26% more than existing flats, and when considered on a £/m² basis houses are 14% more expensive than existing flats. Newbuild houses are about 78% more expensive than newbuild flats but when considered on a £/m² basis, the value is similar.
- 12.23 Across newbuild and existing homes, average sales prices in the highest priced ward are about 150% higher than those in the lowest priced ward. The difference is much less when considered on a £/m² basis, where across newbuild and existing homes, average sales prices in the highest priced ward are about 20% higher than those in the lowest priced ward



Price Assumptions for Financial Appraisals

- 12.24 It is necessary to form a view about the appropriate prices for the schemes to be appraised in this study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. It is necessary to relate this to the pattern of development expected to come forward in the future. Bringing together the evidence above (which we acknowledge is varied) the following approach is taken.
- 12.25 Based on prices paid, the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and the wider data presented, the prices put to the consultation are as in the table below.
 - a. The area to the north of the High Weald AONB, including East Grinstead.
 - b. High Weald AONB, which includes a number of small settlements and villages. Most development in this area will be on small greenfield sites.
 - c. The area to the south of the High Weald AONB, excluding Burgess Hill. Values do vary within this area, however the differences tend to be as a result of local factors. Within this area, most of the brownfield development is most likely to be with the builtup area of Haywards Heath.
 - d. Burgess Hill and sites adjacent to the town. Burgess Hill is a lower value area, however the villages around the town are not noticeably of lower value that the wider area.

Table 12.1 2022 Residential Price Assumptions – £/m²								
North AONB South Burgess H								
Greenfield	4,300	4,400	4,600	4,100				
Previously Developed Land	4,300	4,400	3,900	4,100				
Flatted Development	4,600	3,700						

Source: HDH (April 2022)

Affordable Housing

12.26 In this study, it is assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP). The following values are used across the area:

a. Social Rent £1,700/ m^2 .

b. Affordable Rent £2,500/ m^2 .

c. First Homes 70% of Market Value (£250,000 cap).

d. Affordable Home Ownership 70% of Market Value.

Non-Residential Market

12.27 The following value assumptions have been used:



Table 12.2 Commercial Values £/m² 2022										
	Rent £/m²	Yield	Rent free period	Derived Value	Assumption					
Offices - Large	£270	5.25%	1.0	£4,886	£4,885					
Offices - Small	£270	7.00%	1.0	£3,605	£3,600					
Industrial - Large	£135	4.50%	1.0	£2,871	£2,871					
Industrial - Small	£120	6.00%	1.0	£1,887	£1,890					
Logistics	£130	4.25%	2.0	£2,815	£2,800					
Retail - Central	£450	6.00%	1.0	£7,075	£7,000					
Retail (Elsewhere)	£225	8.00%	1.0	£2,604	£2,600					
Supermarket	£250	4.50%	0.0	£5,556	£5,550					
Retail Warehouse	£200	5.50%	2.0	£3,267	£3,250					

Source: HDH (January 2022)

Land Values

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

Table 12.3 Existing Use Value Land Prices – 2021 £/ha							
PDL	£2,500,000						
Agricultural	£25,000						
Paddock	£50,000						

Source: HDH (January 2022)

12.29 The PPG makes specific reference to Benchmark Land Values (BLV). The following Benchmark Land Value assumptions are used:

a. Brownfield/ Urban Sites: EUV (£2,500,000/ha) Plus 20%.

b. Greenfield Sites: EUV Plus £500,000/ha.

Development Costs

12.30 These are the costs and other assumptions required to produce the financial appraisals.

Construction costs: baseline costs

12.31 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for the MSDC area. The cost figure for 'Estate Housing – Generally' is £1,441/m² (and the costs for Flats - Generally is £1,666/m²), at the time of this study. These have increased by 2.6% over the 3 months since the consultation draft. The use of the BCIS data is suggested in the PPG, 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.



12.32 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.

Other normal development costs

12.33 In addition to the BCIS £/m² 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). A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for flatted schemes, to 15% for the larger greenfield schemes.

Abnormal development costs and brownfield sites

12.34 An additional allowance is made for abnormal costs associated with greenfield sites of 2.5% of the BCIS costs and for abnormal costs associated with brownfield sites of 5% of the BCIS costs. 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

12.35 Generally, for residential and non-residential development, we have assumed professional fees amount to 8% of build costs. A higher allowance of 9% is used in relation to the larger residential sites.

Contingencies

12.36 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% (calculated on the total build costs, including abnormal costs) has been allowed for, with a higher figure of 5% on more risky types of development, on previously developed land.

S106 Contributions and the costs of strategic infrastructure

12.37 MSDC has not adopted CIL. The Council seeks developer contributions under the s106 regime, in line with restrictions set out in CIL Regulation 122. An assumption of £12,000/unit is allowed for.

Financial and Other Appraisal Assumptions

12.38 The appraisals assume interest of 6% p.a. for total debit balances. No allowance is made for equity provided by the developer.

Developers' return

12.39 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'. The purpose of including a developers' return 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' return 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.

12.40 An assumption of 17.5% is used across market housing and First Homes, and 6% for affordable housing.

Site Acquisition and Disposal Costs

12.41 An allowance of 1.5% is made for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates. For market and for affordable housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts.

Local Plan Policy Requirements

- 12.42 The specific purpose of this study is to consider and inform the development of the emerging Local Plan and then, in due course, to assess the cumulative impact of the policies on the planned development. The new Local Plan will replace the adopted the *Mid Sussex District Plan* (March 2018). At the time of the pre-consultation draft report (January 2022), the Council had not developed a full set of policies as that will, in part, be informed by the wider evidence base, including this report.
- 12.43 In this report we have reviewed the emerging policies as they stood in January 2022. These are likely to change as the plan-making process continues and they are updated in line with national policy and the Council's emerging preferences. The policy areas that add to the costs of development over and above the normal costs of development, are considered. The recent announced at a national level are also considered.

Modelling

- 12.44 The approach is to model a set of development sites (typologies) that are broadly representative of the type of the residential and non-residential development that is likely to come forward.
- 12.45 Four potential Significant Sites are modelled individually:
 - a. Crabbet Park, Old Hollow, Near Crawley, for up to 2,300 units.
 - b. **Land East of Ansty,** for about 1,600 units and 1,000m² of employment space.
 - c. **Land to the West of Burgess Hill,** for about 1,400 units.
 - d. **Land at Sayers Common,** for about 2,000 units, 2,000m² to 4,000m² of retail space and 9,000m² of commercial space.



Residential Appraisals

- 12.46 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).
- 12.47 Sets of appraisals have been run based on the assumptions provided in this report, including the affordable housing requirement and developer contributions and other policy requirements. The base appraisals are based on the following assumptions.
- 12.48 The initial appraisals are based on the following policy scenario:

a. Affordable Housing 30% (66.7% Affordable Rent, 25% First Homes, 8.3%

Shared Ownership).

b. Sustainability 31% CO₂ saving in line with Part L uplift. EV Charging

points.

Water conservation – including rainwater harvesting.

10% Biodiversity Net Gain on typologies, 20% on

Signifiant Sites.

c. Design Part M4(2) / Part M4(3).

Significant Sites include 4 gypsy and traveller pitches.

d. Developer Contributions £12,000/unit.

12.49 The output of the appraisals is the Residual Value, however 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 the amount over and above the EUV that is sufficient to provide the willing landowner to sell the land for development.



	Table 12.4a Residual Value v BLV									
	North, including East Grinstead									
			EUV	BLV	Residual Value					
Site 1	Crabbet Park	Crawley	25,000	525,000	972,322					
Site 5	Green 350	North	25,000	525,000	1,534,778					
Site 6	Green 200	North	25,000	525,000	1,226,200					
Site 7	Green 100	North	25,000	525,000	1,323,114					
Site 8	Green 50	North	25,000	525,000	1,564,421					
Site 9	Green 30	North	25,000	525,000	1,736,915					
Site 10	Green 20	North	25,000	525,000	1,588,273					
Site 11	Green 12	North	50,000	550,000	1,488,747					
Site 12	Green 9	North	50,000	550,000	2,600,584					
Site 13	Green 9 DRA	North	50,000	550,000	1,968,357					
Site 14	Green 5	North	50,000	550,000	2,603,543					
Site 15	Flats 100	North	2,500,000	3,000,000	997,078					
Site 16	Flats 40	North	2,500,000	3,000,000	590,801					
Site 17	Flats 20	North	2,500,000	3,000,000	472,297					
Site 18	Flats 10	North	2,500,000	3,000,000	579,014					
Site 19	Flats 6	North	2,500,000	3,000,000	1,467,310					
Site 20	Brown 120	North	2,500,000	3,000,000	1,769,848					
Site 21	Brown 60	North	2,500,000	3,000,000	1,811,923					
Site 22	Brown 30	North	2,500,000	3,000,000	1,831,815					
Site 23	Brown 18	North	2,500,000	3,000,000	1,930,675					
Site 24	Brown 12	North	2,500,000	3,000,000	1,811,284					
Site 25	Brown 8	North	2,500,000	3,000,000	3,447,615					
Site 26	Brown 4	North	2,500,000	3,000,000	1,661,315					
Site 27	BTR 60	North	25,000	525,000	528,877					
Site 28	BTR 60 Flats	North	2,500,000	3,000,000	695,788					



	Table 12.4b Residual Value v BLV								
	Central - AONB								
			EUV	BLV	Residual Value				
Site 8	Green 50	AONB	25,000	525,000	1,683,291				
Site 9	Green 30	AONB	25,000	525,000	1,857,689				
Site 10	Green 20	AONB	25,000	525,000	1,710,417				
Site 11	Green 12	AONB	50,000	550,000	1,612,588				
Site 12	Green 9	AONB	50,000	550,000	2,772,040				
Site 13	Green 9 DRA	AONB	50,000	550,000	2,098,626				
Site 14	Green 5	AONB	50,000	550,000	2,789,719				
Site 22	Brown 30	AONB	2,500,000	3,000,000	1,973,158				
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,068,815				
Site 24	Brown 12	AONB	2,500,000	3,000,000	1,939,944				
Site 25	Brown 8	AONB	2,500,000	3,000,000	3,682,000				
Site 26	Brown 4	AONB	2,500,000	3,000,000	1,773,921				



Table 12.4c Residual Value v BLV								
South, excluding Burgess Hill								
			EUV	BLV	Residual Value			
Site 2	East of Ansty	Anstey	25,000	525,000	1,287,117			
Site 4	Sayers Common	Sayers Common	25,000	525,000	1,512,363			
Site 5	Green 350	South	25,000	525,000	1,803,876			
Site 6	Green 200	South	25,000	525,000	1,506,301			
Site 7	Green 100	South	25,000	525,000	1,626,008			
Site 8	Green 50	South	25,000	525,000	1,919,710			
Site 9	Green 30	South	25,000	525,000	2,096,581			
Site 10	Green 20	South	25,000	525,000	1,952,059			
Site 11	Green 12	South	50,000	550,000	1,860,270			
Site 12	Green 9	South	50,000	550,000	3,114,953			
Site 13	Green 9 DRA	South	50,000	550,000	2,359,164			
Site 14	Green 5	South	50,000	550,000	3,162,072			
Site 15	Flats 100	South	2,500,000	3,000,000	2,276,909			
Site 16	Flats 40	South	2,500,000	3,000,000	1,371,667			
Site 17	Flats 20	South	2,500,000	3,000,000	1,138,177			
Site 18	Flats 10	South	2,500,000	3,000,000	1,284,540			
Site 19	Flats 6	South	2,500,000	3,000,000	2,579,057			
Site 20	Brown 120	South	2,500,000	3,000,000	1,215,306			
Site 21	Brown 60	South	2,500,000	3,000,000	1,241,254			
Site 22	Brown 30	South	2,500,000	3,000,000	1,250,588			
Site 23	Brown 18	South	2,500,000	3,000,000	1,346,837			
Site 24	Brown 12	South	2,500,000	3,000,000	1,265,108			
Site 25	Brown 8	South	2,500,000	3,000,000	2,510,073			
Site 26	Brown 4	South	2,500,000	3,000,000	1,207,945			
Site 27	BTR 60	South	25,000	525,000	528,877			
Site 28	BTR 60 Flats	South	2,500,000	3,000,000	695,788			



Table 12.4d Residual Value v BLV							
Burgess Hill and adjacent							
			EUV	BLV	Residual Value		
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,171,207		
Site 8	Green 50	Burgess Hill	25,000	525,000	1,323,988		
Site 9	Green 30	Burgess Hill	25,000	525,000	1,495,368		
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	-35,347		
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	-46,480		
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	-82,270		
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	-4,532		
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	550,485		
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	1,493,730		
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	1,527,870		
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	1,542,291		
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	1,640,904		
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	1,540,361		
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	2,978,844		
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,436,103		
Site 27	BTR 60	Burgess Hill	25,000	525,000	528,877		
Site 28	BTR 60 Flats	Burgess Hill	2,500,000	3,000,000	695,788		

- 12.50 The results vary across the typologies, although this is largely due to the different assumptions around the nature of each typology.
 - a. Almost all the typologies generate a positive Residual Value. The exceptions being the flatted schemes modelled in Burgess Hill, where the lower values and the higher costs of flatted development result in a negative Residual Value.
 - b. All of the greenfield sites generate a Residual Value that is well above the BLV indicating the sites are viable on this basis. The larger greenfield sites generate a Residual Value that is less than the smaller sites. The Significant Sites are modelled with 20% Biodiversity Net Gain and the larger sites are modelled with higher requirements in relation to wheelchair accessible and adaptable standards. Further, the lower net / gross area assumptions on Crabbet Park and East of Anstey reduce the Residual Value per gross ha.
 - c. The Residual Values on the brownfield sites are less than greenfield sites. This is due to the additional costs (and contingencies) assumed to reflect the additional costs of bringing forward previously developed land. On the whole the Residual Value is less than the BLV on the brownfield sites.



- 12.51 The Council can be confident that general development will be forthcoming on this basis on greenfield sites, although on this basis brownfield sites are likely to be more challenging.
- 12.52 A range of further appraisals have been run, considering the individual and cumulative costs of the policy options.

Cost of Individual Policies

- 12.53 Each policy requirement that adds to the cost of development leads to a reduction of the Residual Value. This results in the developer being able to pay the landowner less for the land. A set of appraisals has been run with each individual policy requirement.
- 12.54 The higher density typologies, which are the brownfield typologies, are subject to a greater impact of each policy than the lower density, greenfield typologies. The cost of some requirements such as the basic increased water standard or the provision of Accessible and Adaptable Standards (Part M(4)2) are modest, at less than £25,000/ha or so, although the cost of the mix as informed the by the housing evidence (including 12% of affordable homes as wheelchair accessible is notably more at about £80,000/ha). The costs of some other requirements are very much more.
- 12.55 A further set of appraisals has been run to establish the cost of providing affordable housing (in the absence of other policy requirements). A 10% increase in the amount of affordable housing on average, across the typologies, leads to a fall in the Residual Value of about £220,000/ha, although this does vary across the typologies (largely being a factor of the density assumptions) and the areas. The significance of this is that for each 10% increase in amount of affordable housing, the developer can afford to pay the landowner about £220,000/ha less.
- 12.56 In addition, a set of appraisals has been run to establish the cost of developer contributions (in the absence of other policy requirements). The results show that a £5,000 increase in amount of developer contributions on average, across the typologies, leads to a fall in the Residual Value of about £110,000/ha on greenfield sites and £175,000/ha on brownfield sites, the difference largely being a factor of the density assumptions. For each £5,000/unit increase in amount of developer contributions, the developer can afford to pay the landowner about £140,000/ha less.

Affordable Housing Mix and First Homes

12.57 The Council's base requirement is for 30% on-site affordable housing, on all residential and mixed-use developments providing 10 dwellings or more, or with a maximum combined gross floorspace of greater than 1,000m². A lower threshold of 6 is applied in the High Weald AONB. As previously drafted, the policy specifies a mix of affordable housing tenure comprising 25% intermediate homes / First Homes and 75% Social or Affordable Rented. This does not align with paragraph 65 of the NPPF which seeks 10% of all homes to be Affordable Home Ownership. With 30% affordable housing, the minimum NPPF compliant amount of Affordable Home Ownership is 1/3rd of the affordable housing. The policy has been amended to align with the NPPF and this forms the base modelling.



- 12.58 The base analysis assumes a mix that aligns with national policy and that the affordable housing for rent is provided as Affordable Rent. Two further sets of appraisals have been run where 50% and where 100% of the affordable housing for rent is provided as Social Rent.
- 12.59 This analysis shows the Residual Value is about £230,000/ha higher where all the affordable housing for rent is provided as Affordable Rent rather than Social Rent. Where the affordable housing for rent is provided as 50% Affordable Rent and 50% Social Rent, the Residual Value is about £115,000/ha less than where all the affordable housing for rent is provided as Affordable Rent. If the Council were to seek affordable housing for rent to be provided as Social Rent rather than Affordable Rent this will have an adverse impact on viability.
- 12.60 The PPG requires that 25% of affordable housing is provided as First Homes, where the First Homes are discounted by 30% against market value. Subject to certain conditions that a higher discount of 40% or 50% can be set. A further set of appraisals has been run to test the impact of this. The analysis suggests that increasing the First Homes discount from 30% to 40% is likely to reduce the Residual Value by about £25,000/ha on greenfield sites and by about £50,000/ha on brownfield sites. Increasing the Frist Homes discount from 30% to 50% has a greater impact and is likely to reduce the Residual Value by about £60,000/ha on greenfield sites and by about £100,000/ha on brownfield sites. Whilst the Council does not currently plan to seek a greater discount than 30%, if it does, it may be necessary to reconsider viability.

Affordable Housing v Developer Contributions

- 12.61 The core balance in the plan-making process is the balance between affordable housing and developer contributions. A set of appraisals has been run with varied levels of developer contribution at different levels of affordable housing. Based on discussions with the Council, the base assumption is for a 30% affordable housing requirement and a s106 payment of £12,000/unit. Bearing in mind the uncertainly in this regard (including the uncertainty due to possible changes in national policy), a range of costs of up to £30,000/unit is tested.
- 12.62 At the time of this report (April 2022) the Council has not settled on a preferred set of overall policy requirements. Two sets of appraisals have been run, the first with the following requirements.

a. Affordable Housing 30% (66.7% Affordable Rent, 25% First Homes, 8.3%

Shared Ownership).

b. Sustainability 31% CO₂ saving in line with Part L uplift. EV Charging

points.

Water conservation – including rainwater harvesting.

10% Biodiversity Net Gain on typologies, 20% on Signifiant

Sites.

c. Design Part M4(2) / Part M4(3).

Significant Sites include 4 gypsy and traveller pitches.



- d. Developer Contributions £12,000/unit.
- 12.63 These are referred to as the lower requirement. The second set are as above, but with zero regulated and un-regulated carbon, these are referred to as the higher requirement.
- 12.64 This analysis shows that, whilst the Residual Value is somewhat less in the higher policy scenario, a similar proportion is shown as viable.

Older People's Housing

- 12.65 As well as mainstream housing, we have considered the Sheltered and Extracare housing sectors separately. Appraisals were run for a range of affordable housing requirements ⁹⁹ with the other policy requirements used above. The results of these are summarised as follows. In each case allowance has been made for a s106 contribution of £500/unit.
- 12.66 On greenfield and brownfield, sheltered housing and extracare housing sites are able to bear 30% affordable housing and the wider policy requirements. In considering this analysis it is important to note that this type of development is most likely to come forward on brownfield sites within the towns or on the Significant Sites, rather than on smaller greenfield sites. It is important to note that the PPG specifically anticipates that the viability of specialist older people's housing will be considered at the development management stage

Non-Residential Appraisals

- 12.67 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 Value (EUV 'plus').
- 12.68 It is important to note that 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 site is shown as viable does not necessarily mean that it 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, and what planning applications are being determined and on what basis.
- 12.69 In the appraisal the costs are based on the BCIS costs, adjusted for BREEAM and zero carbon.

⁹⁹ It is assumed that all the affordable homes are affordable homes to rent. Bearing in mind First Homes are restricted to first time buyers, this tenure is not included in the mix.



175

- 12.70 The main employment uses are considered. To a large extent the results are reflective of the current market in the Mid Sussex area and more widely. Office and smaller industrial development are shown as being unviable, but the larger format industrial and logistics uses being shown as viable. Having said this, employment space of all types is being delivered.
- 12.71 Employment development is only being brought forward to a limited extent on a speculative basis by the development industry. Much of the development tends to be from existing businesses and / or for operational reasons, for example, existing businesses moving to more appropriate and better located town edge properties.
- 12.72 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the Mid Sussex area is 'user led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 12.73 It is clear that the delivery of the employment uses is challenging in the current market. We would suggest caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

Conclusions

- 12.74 In terms of property development, the Mid Sussex Council area is active and development of all types is coming forward across the District. Overall, the market is perceived to be active, with a strong market for the right scheme in the right place. Most schemes that are coming forward are meeting the full local and national policy requirements, including for affordable housing. To a large extent this is to be expected. The 30% affordable housing requirement is less than that of the neighbouring councils and the MSDCt has not adopted CIL.
- 12.75 In this Local Plan Viability Study a range of policy costs are tested, before the analysis brings together two policy scenarios.
 - a. The first of these includes those items that are considered, by the Council, necessary for a sound Local Plan. On the whole these are normal requirements that respond to the wider Local Plan Evidence base. Having said this, of particular note is the requirement for rainwater harvesting which we understand is a requirement due to the particular circumstances in the Mid Sussex area. This is a significant cost and is included in the base appraisals.



- b. The second scenario adds the requirement for zero regulated and un-regulated carbon, without the use of fossil fuels (ie using Air Source Heat Pumps).
- 12.76 In the higher policy scenario, all the greenfield sites are able to bear 30% affordable housing and at least £30,000/unit in developer contributions. £30,000/unit in developer contributions is substantially higher than the Council's estimate of future developer contributions so there is a high likelihood that such development would be deliverable and the Council can be confident that it will be forthcoming. This comment applies to both the Significant Sites and the development represented by the typologies.
- 12.77 There is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council continues to engage with the owners and promoters of the Significant Sites in line with the advice set out in the Harman Guidance and paragraph 10-006-20180724 of the PPG:
- 12.78 The Residual Values on the brownfield sites are less than greenfield sites. This is due to the additional costs (and contingencies) assumed to reflect the additional costs of bringing forward previously developed land. On the whole the Residual Value is less than the BLV on the brownfield sites. There are very few brownfield allocations proposed in the emerging Plan, however the Council should be cautious in relying on such sites to deliver housing development in short to medium term.
- 12.79 With the exception of brownfield sites, the Council can be confident that development will be forthcoming if it pursues the proposed policies and a zero carbon strategy.





Appendix 1 – Project Specification

Project Brief

1 Background

- 1.1 Mid Sussex District Council (the Council) adopted the Mid Sussex District Plan in March 2018. It sets out an overall development strategy and implementation policies for Mid Sussex district; excluding the area within the South Downs National Park.
- 1.2 The District Plan contains a commitment (policy DP4: Housing) to undertake a review within 5 years, commencing in 2021 with submission to the Secretary of State in 2023. This project brief sets out the scope of work that will contribute towards the evidence base that will inform the District Plan Review for the period up to 2038.
- 1.3 The purpose of the District Plan Review exercise is to review the policies within the adopted District Plan and assess which policies are still in-date, and which ones require an update due to changes in national or local circumstances, updated evidence base, or other ambitions/aims. Any updated policies will be contained within a new District Plan.
- 1.4 The new District Plan will cover the period 2021 to 2038. Government's Standard Methodology currently sets out an annual housing need figure of 1,093 dwellings; 18,581 dwellings in total. This figure does not include any unmet need that the Council will have to consider as part of its Duty to Cooperate. Consequently, the Council needs to ensure that it has a robust assessment of its housing capacity for consideration in the District Plan review. The updated District Plan is likely to include a number of housing allocations to meet this need.
- 1.5 The Council is seeking to commission consultants to prepare a Mid Sussex Viability Study. It is necessary to understand the potential implications on viability with the proposed policy amendments, additional requirements, proposed allocations and in order to demonstrate the plan is ultimately deliverable.

2 Previous relevant studies

- 2.1 The key purpose of the study is to look ahead to 2038 and to build upon and update previous evidence work, to support the District Plan Review. Previous studies undertaken to support the current policies in the adopted Local Plan and emerging Site Allocations Development Plan Document (Sites DPD) include:
 - Community Infrastructure Levy and District Plan Viability Study (2016)
 - Site Allocations Document Viability Review

3 Planning Policies

3.1 The scope of the District Plan Review of existing policies is contained at Appendix 2 below; the table highlights those which are due to be updated along with a list of proposed new policies. Note that this list is subject to change but provides the current position.

4 Methodology and Outputs

Aims and Objectives

4.1 The overall aim of the project is to provide the Council with an independent assessment of the ability of the range of development (both commercial and residential) identified in the emerging district plan review to be viably developed over the plan period. The study will need to take account of the cumulative impact of the council's existing and emerging planning policy requirements, in line with the latest version of the National Planning Policy Framework (NPPF) and associated Planning Practice Guidance (PP) as well as relevant industry guidance; most notably those published by the Royal Institute of Chartered Surveyors (RICS): Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019) and Assessing viability in planning under the National Planning Policy Framework 2019 for England (1st edition, March 2021. In addition, the study shall take account of changes in development economics.



- 4.2 The study shall test the ability of development in the Mid Sussex District Plan Review to be viably developed over the plan period. The Study shall take account of the cumulative impact of the policy requirements, identify any risks associated with viability and make any appropriate recommendations to ensure implementation of the plan is not put at serious risk.
- 4.3 The scope of the District Plan review is broadly covered at Appendix 2 and the specific policy wording is evolving. The Council are seeking to introduce a number of new policies and more demanding requirements for some existing policies; particularly in respect of sustainability and biodiversity, along with policies to reflect current housing requirements. The implications on viability need to be fully assessed and understood by the Council to inform the submission draft of the plan. For some policies (indicated in Appendix 2), there are alternative approaches/options for consideration and a preferred option has not yet been decided. Information related to viability may be a determining factor (e.g. where alternative options for sustainability standards are proposed) the study should outline the viability impacts of each option.
- 4.4 The draft plan is also likely to include a number of new employment and housing allocations across the district (circa 30 sites), including potential strategic allocations of over 1000 dwellings. The Council is currently considering the potential for these significant sites to have site specific policy requirements which are more ambitious than the general policy requirements in the District Plan Review. As the plan evolves and once a preferred development scenario is agreed, work with the individual site promoters will commence to explore options on these sites. The Council will require any site specific or significant site specific requirements to be viability tested to ensure delivery will not be adversely affected.

Methodology and study outputs

Two stages:

- **Draft report to support Regulation 18** owing to time constraints and the requirement to consult the development industry, the Council would wish to ensure a draft report including the methodology, assumptions and assessment of the policy costs is available to publish with the Regulation 18 consultation of the draft plan.
- Detailed work building upon Regulation 18 consultation, to support Regulation 19 the analysis and final report will be produced following consultation and will include sensitivity testing to inform the detailed policy requirements for the submission version of the plan.
- The full methodology to be employed should be outlined in the quotation and will be reviewed, if necessary, and agreed at the inception meeting.
- 4.5 Reporting, including methodologies, results and analyses will be supplied in draft to Mid Sussex District Council for checking and agreement prior to production of the final report. Information should be provided in charts, tables, text and diagrams as appropriate for the material to be clearly communicated. Diagrams should be produced to a scale whereby text and numerical annotations can be easily read.
- 4.6 Reporting should be in a form that can be easily understood. Any terms that could be considered jargon should be avoided where practical or explained where it is essential to use them for precision of meaning. It should include an Executive Summary that provides a brief outline of the study, together with the main findings and conclusions.
- 4.7 The quotations provided by consultants should clearly set out the data sources that will be drawn upon, and the information and support required from the Council so that this can be collated and provided to the consultant in a timely manner.
- 4.8 To identify any significant barriers to delivery of the plan and the study shall:
 - provide a clear transparent methodology for the study;
 - · include details of any consultation process;
 - provide a succinct review of the latest national policy position; and



- a review of development economics, the economy and housing market and their implications for Mid Sussex;
- clearly set out all assumptions to be applied to produce a set of viability appraisals;
 and
- testing a selection of development typologies ability to accommodate the full 'policy on' requirements;
- highlight where more detailed assessment or sensitivity assessment may be required in respect of affordable housing and developer contributions; particularly on strategic sites;
- 4.9 As part of the study's conclusions, an assessment of the appropriateness of the policies in the emerging District Plan Review (contained at Appendix 2); and any recommendations to the Council and/or amends to the plan shall be provided to ensure its delivery.
- 4.10 The final report should also be provided in electronic format (MS Word). Any associated data should be provided in MS Excel enabling the Council to interrogate the results.
- 4.11 The Council will be the owner of the study data and report, which should remain confidential until the Council has formally considered the study conclusions and implications. Permission will have to be obtained from the Council prior to any reproduction of any part of the study. The Council has the right to reproduce any material from the study.

5 Fees

- 5.1 The consultant should provide a full breakdown of the costs involved in undertaking the study within the necessary timescale taking account of the Council's indicative timetable below.
- 5.2 The Council may require the consultants to appear as an expert witness at the District Plan examination to defend policies and allocations based on the results of the study, or at appeals. The quotation should therefore provide the consultant's current daily fee rate for appearing at examination or appeals, and also the daily fee rate for pre meetings or proof preparations, should the rate be different. These items should not be included in the quotation price and should be provided separately.

6 Timetable

6.1 An indicative timetable for the study is set out below (provisional).

Deadline for submission of consultant bids	29 November
Appointment of consultant	3 December
Inception meeting / data gathering	w/c 6 December
Draft findings – methodology, assumptions and modelling, assessment of policy costs	w/c 17 January
Consultation / workshop (4 weeks)	To coincide with 6 week Reg18 consultation period
Draft Report	4 weeks after the close of the consultation
Comments back to consultant	Within 1 week of receipt
Study conclusion/ final report	Within 1 week of final comments

6.2 Consultants bidding for this project will be expected to provide a detailed timetable and work programme as part of the quotation submitted. If it is considered that the above timetable is



not deliverable please submit an alternative timetable along with a justification for this proposal for the Council's consideration.



Appendix 2 - Consultees

The following parties were invited to the consultation and sent a copy of the draft report.

Alison Guyton Henry Adams LLP

Andrew Black na Andrew Davey na

Andrew Farquhar Antler Homes PLC

Anthony Wardle Sterling Real Estate Investment Management LLP

Brendan Coakley Frontier

Carl Morris Construct Land and Homes
Charlie Snell Taylor Wimpey South Thames

Chris Carey and Claire Onslow MSDC

Chris Hough Rydon Homes
Chris Locke Henry Adams LLP
Chris White Antler Homes PLC
Christine Dadswell Batcheller Monkhouse
Christopher Pickering Fluid Architecture Ltd

Colin Whelan Glenbeigh
Damian Wood Frontier

Daniel Corcoran Devine Homes PLC
David Pascotts Hill & Company

Deborah Aplin Mayfield Market Towns Ltd

Edmund Christopher Limerick CHIDDINGLYE

Edward Till Aster

Ellie White Henry Adams LLP Faye Goodson Reside Group

Grace Ballantyne Taylor Wimpey South Thames

Harriet Richardson Batcheller Monkhouse

Hazel Courteney na Helena Griffiths na

Iain Williams Vail Williams LLP

Ian Hannah na

Jack Crabtree Moat Housing Association

James Newton Taylor Wimpey South Thames

Jonathan Ordidge Thakeham
Judith Ashton Wates

Julian Black Kember Loudon Williams

Katherine Robins na

Kathryn Block Nexsus Planning

Katie Lamb Redrow

Katy Lister Planning Potential

Leigh-Anne Francis Sage

Marie Riordan Stonewater Housing Association

Megan Green Thakeham Homes Ltd



Michael Gray Guinness South
Nic Burchell Balcombe Estate
Nigel Clowes Nigel Clowes

Nigel Greenhalgh

Paul Lemar

Polly Canning

Richard Naylor

Village Developments

Clarion Housing Group

Kember Loudon Williams

Gladman Developments Ltd

Robert Nicholas CBRE LTD

Robin Cross Construction

Sarah Conlan Rodway Planning Consultancy Limited

Sarah Stillwell na

Sean Havis Barratt Homes

Simon Boakes Boakes Land Project LTD Stephen Clements Raven Housing Trust

Steven Doel na

Tim Hardwicke Stiles Harold Williams
Tim North Tim North & Associates

Tim Rodway Planning Consultancy Limited

Zac Denton Henry Adams LLP



Appendix 3 - Consultation Presentation

The pages in this appendix are not numbered.







Local Plan and CIL Viability Study Consultation Event

20th January 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



1

The New Local Plan

- Development
 - New allocations (including Significant Sites)
- New polices to
 - respond to climate change
 - respond to updated evidence
- Respond to national changes
 - Future Homes Standard
 - First Homes 25% of affordable, AHO 10% of all
 - % Biodiversity Net Gain
 - EV Charging



Agenda

2021 NPPF, PPG and Guidance

Methodology

- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward



2

Key issue

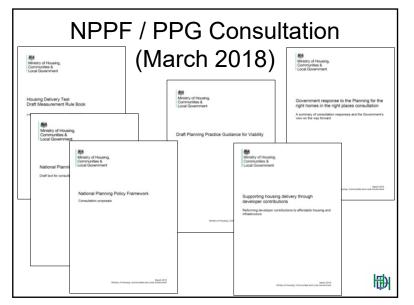
- Delivery of Planned Development
- Reduced scope for viability testing at Development Management.
 - Based on 'changes since the plan was brought into force' and 'should be based upon and refer back to the viability assessment that informed the plan'



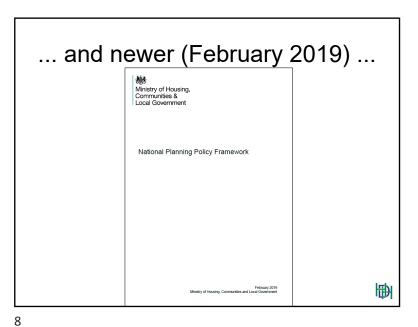


5





6



,

... and newest (July 2021).



National Planning Policy Framework



9

2020 White Paper

- Reform of developer contributions
 - Options not specifics
 - Don't directly impact on viability (yet)



The Future?



啣

10

12

2020 White Paper - Viability

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 environ 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.



11

2020 White Paper – Pillar Three

- 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 nationallyset rate or rates and the current system of planning obligations abolished.
- Proposal 21: The reformed Infrastructure Levy should deliver affordable housing provision



13

2012 NPPF - Footnote 11

11 To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

2021 NPPF - glossary

Deliverable: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:

- sites which do not involve major development and have planning permission. and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).
- b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.

The big change...

2012 NPPF

173

... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

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the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle

PPG 2018 / 2019

10-009-20190509

... ensure policy compliance and optimal public benefits through economic cycles...

10-010-20180724

and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

14

2014 PPG 10-001

... plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened....

PPG 10-001-20190509

...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 10-002-20190509

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 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



17

PPG Standardised inputs

- 10-010
 - 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
- 10-011
 - average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data



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

18



18

PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium for the landowner'



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.



PPG Landowners' Premium

10-016

 The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.



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PPG Developer's 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 ...



Abnormal and IDP Costs

- Normal abnormals v abnormal abnormals
- Site Infrastructure Costs

'These costs should be taken into account when defining benchmark land value'.

Are reflected in a lower land price! But when is it too low?



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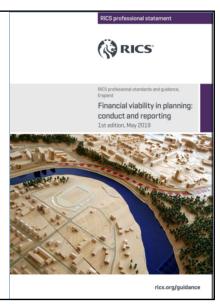
'New' / Current issues – for this project

- · Cumulative impact of policy
- Greater emphasis on plan making stage only include deliverable sites
- Reduced scope for viability at application stage
- Greater transparency
- 4 Strategic Sites

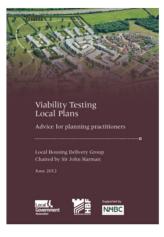


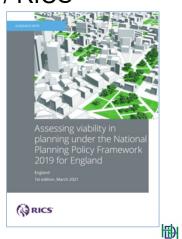
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Mandatory RICS Guidance



Harman / RICS





26

28

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
- · incudes appropriate sensitivity testing
- · responsible for sub-contractors / specialists
- · (value engineering)

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Review existing evidence Agree model & assumptions Review existing evidence Partners working together during together durin

Standard Viability Test - Residual Value

STEP 1

29

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

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Methodology

- Data Gathering
 - Values
 - Costs
 - Land
- Modelling
 - Typologies
 - Residential, employment, retail
- Appraisals
 - Residual Value v EUV Plus

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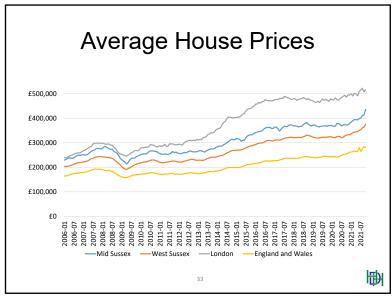
Key Assumptions

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Newbuild track existing

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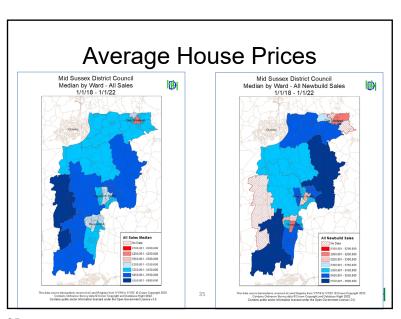
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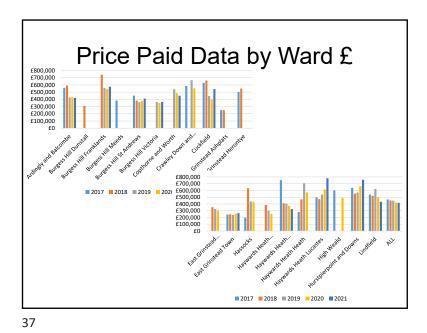


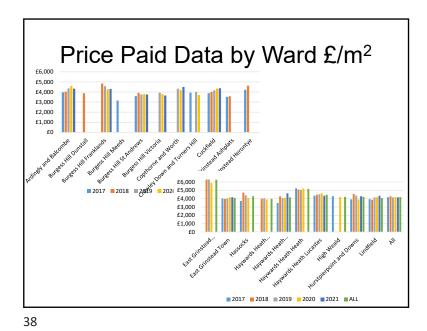
Median Asking Prices

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Newbuild Asking Prices

	Table 4.8 Ave	erage (mean) N	ewbuild Asking	g Prices	
Average of Asking Pri					
	Detached	Flat	Semi- detached	Terrace	All
Burgess Hill		£270,000			£270,000
Crawley		£245,000			£245,000
Felbridge	£615,499	£375,999	£455,499		£482,332
Hassocks	£673,328		£463,328		£568,328
Haywards Heath	£588,328	£299,950	£474,995	£404,995	£490,821
Pease Pottage	£644,999	£271,250		£675,000	£482,222
Sayers Common	£542,500	£410,000	£405,833	£495,000	£458,214
All	£620,069	£295,996	£443,720	£524,998	£468,457
Average of £/m ²	•	•		•	•
	Detached	Flat	Semi- detached	Terrace	All
Burgess Hill					
Crawley		£3,946			£3,946
Felbridge	£5,156	£5,514	£5,599		£5,467
Hassocks	£4,889				£4,889
Haywards Heath	£4,674	£4,411	£4,524	£5,400	£4,726
Pease Pottage	£5,177	£4,118		£4,018	£4,502
Sayers Common	£4,792	£4,767	£5,162	£4,950	£4,937
All	£4.913	£4,300	£5,209	£4.789	£4.746

Price Assumptions (£/m²)

Table 4.10 2021 Pre-0	Consultation	Residential P	Table 4.10 2021 Pre-Consultation Residential Price Assumptions – £/m ²											
	North	AONB	South	Burgess										
				Hill										
Greenfield	4,300	4,400	4,600	4,100										
Previously Developed	4,300	4,400	3,900	4,100										
Land				·										
Flatted Development	4,100	4,000	4,600	3,700										



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Build to Rent

Tab	e 4.13 Capitalisation	of Private Rents	
	1 bed	2 bed	3 bed
Gross Rent (£/month)	£900	£1,100	£1,400
Gross Rent (£/annum)	£10,800	£13,200	£16,800
Net Rent (£/annum)	£8,640	£10,560	£13,440
Value	£192,000	£234,667	£298,667
m ²	50	70	84
£/m²	£3,840	£3,352	£3,556



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Older Peoples Housing

Table 4.20	Worth of Sheltered	d and Extracare	
	Area (m ²)	£	£/m²
East Grinstead			
3 bed semi-detached		455,000	
I bed Sheltered	50	341,250	6,825
2 bed Sheltered	75	455,000	6,067
1 bed Extracare	65	426,563	6,563
2 bed Extracare	80	568,750	7,109
Haywards Heath			
3 bed semi-detached		400,000	
I bed Sheltered	50	300,000	6,000
2 bed Sheltered	75	400,000	5,333
1 bed Extracare	65	375,000	5,769
2 bed Extracare	80	500,000	6,250
Burgess Hill			
3 bed semi-detached		400,000	
I bed Sheltered	50	300,000	6,000
2 bed Sheltered	75	400,000	5,333
1 bed Extracare	65	375,000	5,769
2 bed Extracare	80	500,000	6,250

Affordable Housing

Affordable Rent

LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield $^{4\%}$

=£3,200/m²

Social Rent

Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4%

=£1,700/m²

Affordable Home Ownership

50% Share; Rent 2.75%

= 70% OMV

· First Homes

= 70% OMV / £250,000 cap



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Non-Residential Values

	Table 5.2	Commercial	Values £/m ² 2	021	
	Rent £/m ²	Yield	Rent free	Derived	Assumption
			period	Value	
Offices - Large	£270	5.25%	1.0	£4,886	£4,885
Offices - Small	£270	7.00%	1.0	£3,605	£3,600
Industrial - Large	£135	4.50%	1.0	£2,871	£2,871
Industrial - Small	£120	6.00%	1.0	£1,887	£1,890
Logistics	£130	4.25%	2.0	£2,815	£2,800
Retail - Central	£450	6.00%	1.0	£7,075	£7,000
Retail (elsewhere)	£225	8.00%	1.0	£2,604	£2,600
Supermarket	£250	4.50%	0.0	£5,556	£5,550
Retail warehouse	£200	5.50%	2.0	£3,267	£3,250



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			_				
	Land - La	nd	R	6019	:trv	PPI)	
				ed Development L		<u> </u>	
Date Decision	Site Address	Area ha	Units	Aff %	s106/ unit	£/ha	£/unit
04-Feb-19	Land North Of Clayton Mills, Ockley Lane, Hassocks, West Sussex	0.351	500	30%	£7,679		
01-Mar-19	Land West Of Copthorne, Copthorne Way, Copthorne, West Sussex.	0.035	303	0%	£23,157	£807,407,407	£93,531
21-Feb-19	Hassocks Golf Club, London Road, Hassocks, West Sussex, BN6 9NA.	0.133	165	30%	£11,779	£123,688,156	£100,000
14-Feb-20	Land At 37 - 55 Perrymount Road, Haywards Heath, West Sussex, RH16 3BN,	0.310	145	30%	£5,534		
04-Feb-20	Land To The Rear Of Friars Oak, London Road, Hassocks, West Sussex, BN6 9NA,	0.043	130	30%	£2,028	£2,691,455	£896
20-May-19	Site Of The Former Hazeldens Nursery, London Road, Albourne, West Sussex, BN6 9BL,	0.515	84	0%	£334	£10,873,786	£66,667
26-Apr-19	Rookery Farm , Rocky Lane, Haywards Heath, West Sussex,	0.381	72	22%	£2,033		
17-Dec-19	Bridge Hall, Cuckfield Road, Burgess Hill, West Sussex, RH15 8RE,	1.191	40	30%	£12,156	£2,115,691	£63,000
10-May-19	Central House, 25 - 27 Perrymount Road, Haywards Heath, West Sussex, RH16 3TP,	0.615	38	29%	£4,325	£7,076,623	£114,474
20-Nov-20	Bell Hammer, East Grinstead, West Sussex, RH19 4EF,	0.221	35	31%	£1,561		
17-Dec-19	11A Crawley Down Road, Felbridge, West Sussex, ,	0.913	32	31%	£17,187		
28-Apr-20	Land North And East Of, Bolney Cricket Club, The Pavilion, Glebe Field, The Street, Bolney, West Sussex, RH17 5QP,	0.098	30	30%	£64,782	£17,497,457	£57,333
20-Sep-21	Woodfield House, Isaacs Lane, Burgess Hill, West Sussex, RH15 8RA,	0.093	30	30%	£5,122		
26-Feb-21	Land Parcel North Of 99, Franklands Village, Haywards Heath, West Sussex, ,	1.345	24	33%	£8,015		
28-Mar-19	Mid Sussex District Council, Beech Hurst Depot, Bolnore Road, Haywards Heath, West Sussex,	9.733	18	50%	£13,057	£128,432	£69,444
15-Feb-19	NCP Ltd, Harlands Road Car Park, Harlands Road, Haywards Heath, West Sussex, ,	2.139	17	18%	£13,093	£561,036	£70,588
03-Jun-19	Land East Of, Haywards Heath Road, Balcombe, West Sussex, ,	8.819	16	31%	£16,386	£255,919	£141,063
26-Jul-19	23 And 25 Bolnore Road, Haywards Heath, West Sussex, RH16 4AB,	4.405	15	£199,692	£17,612		
27-Aug-20	60 - 64 Church Walk, Burgess Hill, West Sussex,	0.466	15	£126,000	£15,066	£3,323,328	£103,333

Existing Use Value £/ha

• Agricultural Land £25,000/ha

Paddock Land £50,000/ha

• Previously Developed £2,400,000/ha

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Development Costs 1

Construction BCIS

- 250+ units Lower Q

Other sites Median

• Site Costs 5% to 15% (+ Bio gain)

• Brownfield +5%

• Fees 8%

• Contingencies 2.5% / 5%

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Development Costs 2

• Interest 6%

• Developer's Return 17.5% Market Housing

6% Affordable

• Sales 2.5% + 1%

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Base Policies

Affordable Housing 30% (66.7% Affordable Rent, 25% First

Homes, 8.3% Shared Ownership).

Sustainability 31% CO₂ saving.

EV Charging points

Water conservation - including rainwater

harvesting.

10% Biodiversity net gain on typologies, 20%

on Significant Sites.

Design 85% Part M4(2), 17% Part M4(3).

Significant Sites include 4 gypsy and traveller

pitches.

Developer Contributions £12,000/unit.



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A Pragmatic Viability Test

We are NOT trying to replicate a particular business model Test should be broadly representative

'Existing use value plus'

- reality checked against market value

- Will EUV Plus provide landowner's premiums?
- Land owner's have expectations (life changing?)
- · Will land come forward?



Modelling – based likely allocations and windfalls

			Current Use	Units		Area			Density U	nits/ha	Density
					Total	Gross	Net	%	Gross	Net	m2/ha
1	Crabett Park	Green	Agricultural	2,300		127.778	76.667	60.0%	18.00	30.00	2,731
2	East of Ansty	Green	Agricultural	1,600	88.889	88.889	53.333	60.0%	18.00	30.00	2,727
3	West of Burgess Hill	Green	Agricultural	1,400	66.000	46.667	46.667	70.7%	30.00	30.00	2,727
4	Sayers Common	Green	Agricultural	2,000		66.667	66.667	75.3%	30.00	30.00	2,729
5	Green 350	Green	Agricultural	350		16.667	11.667	70.0%	21.00	30.00	2,732
6	Green 200	Green	Agricultural	200	9.524	9.524	6.667	70.0%	21.00	30.00	2,727
7	Green 100	Green	Agricultural	100	4.762	4.762	3.333	70.0%	21.00	30.00	2,792
3	Green 50	Green	Agricultural	50		2.381	1.667	80.7%	21.00	30.00	2,797
9	Green 30	Green	Agricultural	30		1.429	1.000	81.0%	21.00	30.00	2,744
10	Green 20	Green	Agricultural	20		0.952	0.667	80.6%	21.00	30.00	2,835
11	Green 12	Green	Agricultural	12		0.571	0.400	79.6%	21.00	30.00	3,080
12	Green 9	Green	Paddock	9	0.379	0.429	0.300	79.1%	21.00	30.00	3,233
13	Green 9 DRA	Green	Paddock	9	0.378	0.429	0.300	79.4%	21.00	30.00	3,077
14	Green 5	Green	Paddock	5	0.214	0.238	0.167	77.9%	21.00	30.00	3,576
15	Flats 100	Brown	PDL	100	1.429	1.429	1.000	70.0%	70.00	100.00	7,553
16	Flats 40	Brown	PDL	40	0.947	0.952	0.667	70.4%	42.00	60.00	4,475
17	Flats 20	Brown	PDL	20		0.571	0.400	73.0%	35.00	50.00	3,908
18	Flats 10	Brown	PDL	10	0.270	0.286	0.200	74.2%	35.00	50.00	3,718
19	Flats 6	Brown	PDL	6	0.133	0.133	0.133	100.0%	45.00	45.00	3,589
20	Brown 120	Brown	PDL	120	3.940	4.286	3.000	76.1%	28.00	40.00	3,477
21	Brown 60	Brown	PDL	60		2.143	1.500	75.9%	28.00	40.00	3,526
22	Brown 30	Brown	PDL	30	0.984	1.071	0.750	76.2%	28.00	40.00	3,453
23	Brown 18	Brown	PDL	18		0.643	0.450	75.8%	28.00	40.00	3,538
24	Brown 12	Brown	PDL	12		0.429	0.300	75.8%	28.00	40.00	3,296
25	Brown 8	Brown	PDL	8	0.200	0.200	0.200	100.0%	40.00	40.00	3,475
26	Brown 4	Brown	PDL	4	0.139	0.190	0.133	70.0%	21.00	30.00	2,385
27	BTR 60	Green	Agricultural	60		2.857	2.000	70.0%	21.00	30.00	2,703
28	BTR 60 Flats	Brown	PDL	60	1.224	1.224	0.857	70.0%	49.00	70.00	5,513

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Benchmark Land Value?

- Brownfield Site
 - EUV (£2,400,000/ha) + 20%
- Greenfield Sites
 - EUV (£25,000/ha / £50,000/ha) + £500,000/ha



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Early Results

- Subject to change as a result of this consultation
- Should be given little weight
- For illustrative purposes



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Central - AONB

					Area	(ha)	Units	Res	idual Value (£)
					Gross	Net		Gross ha	Net ha	Site
Site 5 Gre	en 350	AONB	Green	Agricultural	16.67	11.67	350	1,871,659	2,673,799	31,194,321
Site 6 Gre	en 200	AONB	Green	Agricultural	9.52	6.67	200	1,498,608	2,140,868	14,272,454
Site 7 Gre	en 100	AONB	Green	Agricultural	4.76	3.33	100	1,610,061	2,300,088	7,666,958
Site 8 Gre	en 50	AONB	Green	Agricultural	2.38	1.67	50	1,910,437	2,366,627	3,944,378
Site 9 Gre	en 30	AONB	Green	Agricultural	1.43	1.00	30	2,066,633	2,552,643	2,552,643
Site 10 Gre	en 20	AONB	Green	Agricultural	0.95	0.67	20	1,896,580	2,353,082	1,568,721
Site 11 Gre	en 12	AONB	Green	Agricultural	0.57	0.40	12	1,834,442	2,304,564	921,826
Site 12 Gre	en 9	AONB	Green	Paddock	0.43	0.30	9	2,332,394	2,949,662	884,899
Site 13 Gre	en 9 DRA	AONB	Green	Paddock	0.43	0.30	9	2,331,409	2,938,002	881,401
Site 14 Gre	en 5	AONB	Green	Paddock	0.24	0.17	5	2,805,881	3,601,096	600,183
Site 15 Flat	s 100	AONB	Brown	PDL	1.43	1.00	100	1,154,777	1,649,682	1,649,682
Site 16 Flat	s 40	AONB	Brown	PDL	0.95	0.67	40	681,742	968,820	645,880
Site 17 Flat	s 20	AONB	Brown	PDL	0.57	0.40	20	587,126	803,973	321,589
Site 18 Flat	s 10	AONB	Brown	PDL	0.29	0.20	10	621,907	838,580	167,716
Site 19 Flat	s 6	AONB	Brown	PDL	0.13	0.13	6	1,175,783	1,175,783	156,771
Site 20 Bro	wn 120	AONB	Brown	PDL	4.29	3.00	120	1,486,098	1,951,747	5,855,241
Site 21 Bro	wn 60	AONB	Brown	PDL	2.14	1.50	60	1,506,905	1,986,478	2,979,717
Site 22 Bro	wn 30	AONB	Brown	PDL	1.07	0.75	30	1,515,062	1,987,418	1,490,564
Site 23 Bro	wn 18	AONB	Brown	PDL	0.64	0.45	18	1,594,043	2,101,941	945,873
Site 24 Bro	wn 12	AONB	Brown	PDL	0.43	0.30	12	1,465,371	1,933,362	580,009
Site 25 Bro	wn 8	AONB	Brown	PDL	0.20	0.20	8	2,576,963	2,576,963	515,393
Site 26 Bro	wn 4	AONB	Brown	PDL	0.19	0.13	4	1,241,013	1,772,875	236,383
Site 27 BTR	R 60	AONB	Green	Agricultural	2.86	2.00	60	1,014,496	1,449,281	2,898,561
Site 28 BTR	R 60 Flats	AONB	Brown	PDL	1.22	0.86	60	1,809,104	2,584,435	2,215,230

North, including East Grinstead

					Area	(ha)	Units	Res	idual Value (£)
					Gross	Net		Gross ha	Net ha	Site
Site 1	Crabett Park	Crawley	Green	Agricultural	127.78	76.67	2,300	1,136,428	1,894,047	145,210,242
Site 5	Green 350	North	Green	Agricultural	16.67	11.67	350	1,779,562	2,542,231	29,659,362
Site 6	Green 200	North	Green	Agricultural	9.52	6.67	200	1,402,406	2,003,437	13,356,245
Site 7	Green 100	North	Green	Agricultural	4.76	3.33	100	1,506,381	2,151,973	7,173,245
Site 8	Green 50	North	Green	Agricultural	2.38	1.67	50	1,787,828	2,214,739	3,691,232
Site 9	Green 30	North	Green	Agricultural	1.43	1.00	30	1,945,859	2,403,467	2,403,467
Site 10	Green 20	North	Green	Agricultural	0.95	0.67	20	1,774,435	2,201,537	1,467,691
Site 11	Green 12	North	Green	Agricultural	0.57	0.40	12	1,710,517	2,148,880	859,552
Site 12	Green 9	North	Green	Paddock	0.43	0.30	9	2,199,941	2,782,156	834,647
Site 13	Green 9 DRA	North	Green	Paddock	0.43	0.30	9	2,194,099	2,764,967	829,490
Site 14	Green 5	North	Green	Paddock	0.24	0.17	5	2,619,705	3,362,155	560,359
Site 15	Flats 100	North	Brown	PDL	1.43	1.00	100	1,412,113	2,017,305	2,017,305
Site 16	Flats 40	North	Brown	PDL	0.95	0.67	40	838,803	1,192,019	794,679
Site 17	Flats 20	North	Brown	PDL	0.57	0.40	20	721,095	987,423	394,969
Site 18	Flats 10	North	Brown	PDL	0.29	0.20	10	765,834	1,032,651	206,530
Site 19	Flats 6	North	Brown	PDL	0.13	0.13	6	1,402,214	1,402,214	186,962
Site 20	Brown 120	North	Brown	PDL	4.29	3.00	120	1,903,734	2,500,244	7,500,733
Site 21	Brown 60	North	Brown	PDL	2.14	1.50	60	1,936,830	2,553,226	3,829,839
Site 22	Brown 30	North	Brown	PDL	1.07	0.75	30	1,952,616	2,561,390	1,921,042
Site 23	Brown 18	North	Brown	PDL	0.64	0.45	18	2,035,143	2,683,585	1,207,613
Site 24	Brown 12	North	Brown	PDL	0.43	0.30	12	1,878,251	2,478,101	743,430
Site 25	Brown 8	North	Brown	PDL	0.20	0.20	8	3,280,119	3,280,119	656,024
Site 26	Brown 4	North	Brown	PDL	0.19	0.13	4	1,580,845	2,258,350	301,113
Site 27	BTR 60	North	Green	Agricultural	2.86	2.00	60	1,014,496	1,449,281	2,898,561
Site 28	BTR 60 Flats	North	Brown	PDL	1.22	0.86	60	1,809,104	2,584,435	2,215,230

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South, excluding Burgess Hill

					Area	(ha)	Units	Res	idual Value	(£)
					Gross	Net		Gross ha	Net ha	Site
Site 2	East of Ansty	Anstey	Green	Agricultural	88.89	53.33	1,600	1,472,535	2,454,225	130,891,992
Site 4	Sayers Common	Sayers Common	Green	Agricultural	66.67	66.67	2,000	1,732,777	2,300,262	153,350,768
Site 5	Green 350	South	Green	Agricultural	16.67	11.67	350	2,054,814	2,935,449	34,246,906
Site 6	Green 200	South	Green	Agricultural	9.52	6.67	200	1,691,011	2,415,731	16,104,871
Site 7	Green 100	South	Green	Agricultural	4.76	3.33	100	1,817,421	2,596,316	8,654,386
Site 8	Green 50	South	Green	Agricultural	2.38	1.67	50	2,155,656	2,670,401	4,450,668
Site 9	Green 30	South	Green	Agricultural	1.43	1.00	30	2,308,180	2,850,995	2,850,995
Site 10	Green 20	South	Green	Agricultural	0.95	0.67	20	2,140,869	2,656,171	1,770,781
Site 11	Green 12	South	Green	Agricultural	0.57	0.40	12	2,082,293	2,615,932	1,046,373
Site 12	Green 9	South	Green	Paddock	0.43	0.30	9	2,597,300	3,284,676	985,403
Site 13	Green 9 DRA	South	Green	Paddock	0.43	0.30	9	2,606,028	3,284,073	985,222
Site 14	Green 5	South	Green	Paddock	0.24	0.17	5	3,178,234	4,078,977	679,830
Site 15	Flats 100	South	Brown	PDL	1.43	1.00	100	897,441	1,282,059	1,282,059
Site 16	Flats 40	South	Brown	PDL	0.95	0.67	40	524,681	745,622	497,081
Site 17	Flats 20	South	Brown	PDL	0.57	0.40	20	453,061	620,394	248,158
Site 18	Flats 10	South	Brown	PDL	0.29	0.20	10	476,439	642,430	128,486
Site 19	Flats 6	South	Brown	PDL	0.13	0.13	6	945,891	945,891	126,119
Site 20	Brown 120	South	Brown	PDL	4.29	3.00	120	2,321,371	3,048,741	9,146,224
Site 21	Brown 60	South	Brown	PDL	2.14	1.50	60	2,366,754	3,119,973	4,679,960
Site 22	Brown 30	South	Brown	PDL	1.07	0.75	30	2,390,170	3,135,361	2,351,521
Site 23	Brown 18	South	Brown	PDL	0.64	0.45	18	2,476,243	3,265,229	1,469,353
Site 24	Brown 12	South	Brown	PDL	0.43	0.30	12	2,291,130	3,022,841	906,852
Site 25	Brown 8	South	Brown	PDL	0.20	0.20	8	3,983,276	3,983,276	796,655
Site 26	Brown 4	South	Brown	PDL	0.19	0.13	4	1,918,663	2,740,948	
Site 27	BTR 60	South	Green	Agricultural	2.86	2.00	60	1,014,496	1,449,281	2,898,561
Site 28	BTR 60 Flats	South	Brown	PDL	1.22	0.86	60	1,809,104	2,584,435	

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Burgess Hill and Adjacent

		_											
					Area	(ha)	Units	Res	sidual Value (£)			
					Gross	Net		Gross ha	Net ha	Sit			
Site 3	West of Burgess Hill	Burgess Hill	Green	Agricultural	46.67	46.67	1,400	1,388,782	1,964,134	91,659,59			
Site 5	Green 350	Burgess Hill	Green	Agricultural	16.67	11.67	350	1,594,941	2,278,487	26,582,35			
Site 6	Green 200	Burgess Hill	Green	Agricultural	9.52	6.67	200	1,210,002	1,728,574	11,523,82			
Site 7	Green 100	Burgess Hill	Green	Agricultural	4.76	3.33	100	1,299,022	1,855,745	6,185,81			
Site 8	Green 50	Burgess Hill	Green	Agricultural	2.38	1.67	50	1,542,609	1,910,965	3,184,94			
Site 9	Green 30	Burgess Hill	Green	Agricultural	1.43	1.00	30	1,704,312	2,105,115	2,105,11			
Site 10	Green 20	Burgess Hill	Green	Agricultural	0.95	0.67	20	1,530,145	1,898,447	1,265,63			
Site 11	Green 12	Burgess Hill	Green	Agricultural	0.57	0.40	12	1,462,667	1,837,512	735,00			
Site 12	Green 9	Burgess Hill	Green	Paddock	0.43	0.30	9	1,935,035	2,447,142	734,14			
Site 13	Green 9 DRA	Burgess Hill	Green	Paddock	0.43	0.30	9	1,919,480	2,418,897	725,669			
Site 14	Green 5	Burgess Hill	Green	Paddock	0.24	0.17	5	2,247,352	2,884,274	480,71			
Site 15	Flats 100	Burgess Hill	Brown	PDL	1.43	1.00	100	382,769	546,813	546,81			
Site 16	Flats 40	Burgess Hill	Brown	PDL	0.95	0.67	40	209,013	297,027	198,01			
Site 17	Flats 20	Burgess Hill	Brown	PDL	0.57	0.40	20	175,454	240,256	96,10			
Site 18	Flats 10	Burgess Hill	Brown	PDL	0.29	0.20	10	182,913	246,640	49,32			
Site 19	Flats 6	Burgess Hill	Brown	PDL	0.13	0.13	6	484,106	484,106	64,54			
Site 20	Brown 120	Burgess Hill	Brown	PDL	4.29	3.00	120	1,625,310	2,134,580	6,403,73			
Site 21	Brown 60	Burgess Hill	Brown	PDL	2.14	1.50	60	1,650,214	2,175,394	3,263,09			
Site 22	Brown 30	Burgess Hill	Brown	PDL	1.07	0.75	30	1,660,913	2,178,742	1,634,05			
Site 23	Brown 18	Burgess Hill	Brown	PDL	0.64	0.45	18	1,741,076	2,295,822	1,033,12			
Site 24	Brown 12	Burgess Hill	Brown	PDL	0.43	0.30	12	1,602,998	2,114,942	634,48			
Site 25	Brown 8	Burgess Hill	Brown	PDL	0.20	0.20	8	2,811,349	2,811,349	562,27			
Site 26	Brown 4	Burgess Hill	Brown	PDL	0.19	0.13	4	1,355,633	1,936,618	258,21			
ite 27	BTR 60	Burgess Hill	Green	Agricultural	2.86	2.00	60	1,014,496	1,449,281	2,898,56			
Site 28	BTR 60 Flats	Burgess Hill	Brown	PDL	1.22	0.86	60	1,809,104	2,584,435	2,215,23			

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		Table 10.2a Resid	lual Value v BLV		
		Central -	AONB		
			EUV	BLV	Residual Value
Site 7	Green 100	AONB	25,000	525,000	1,610,06
Site 8	Green 50	AONB	25,000	525,000	1,910,43
Site 9	Green 30	AONB	25,000	525,000	2,066,63
Site 10	Green 20	AONB	25,000	525,000	1,896,580
Site 11	Green 12	AONB	50,000	550,000	1,834,442
Site 12	Green 9	AONB	50,000	550,000	2,332,394
Site 13	Green 9 DRA	AONB	50,000	550,000	2,331,409
Site 14	Green 5	AONB	2,400,000	2,880,000	2,805,88
Site 22	Brown 30	AONB	2,400,000	2,880,000	1,515,06
Site 23	Brown 18	AONB	2,400,000	2,880,000	1,594,04
Site 24	Brown 12	AONB	2,400,000	2,880,000	1,465,37
Site 25	Brown 8	AONB	2,400,000	2,880,000	2,576,963
Site 26	Brown 4	AONB	2,400,000	2,880,000	1,241,013

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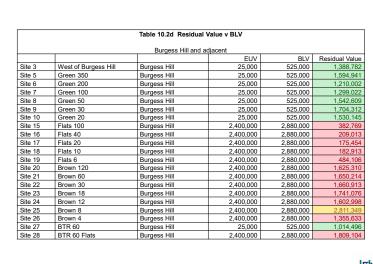
Table 10.2a Residual Value v BLV North, including East Grinstead					
Site 1	Crabett Park	Crawley	25,000	525,000	1,136,428
Site 5	Green 350	North	25,000	525,000	1,779,562
Site 6	Green 200	North	25,000	525,000	1,402,406
Site 7	Green 100	North	25,000	525,000	1,506,381
Site 8	Green 50	North	25,000	525,000	1,787,828
Site 9	Green 30	North	25,000	525,000	1,945,859
Site 10	Green 20	North	25,000	525,000	1,774,435
Site 11	Green 12	North	50,000	550,000	1,710,517
Site 12	Green 9	North	50,000	550,000	2,199,941
Site 13	Green 9 DRA	North	50,000	550,000	2,194,099
Site 14	Green 5	North	2,400,000	2,880,000	2,619,705
Site 15	Flats 100	North	2,400,000	2,880,000	1,412,113
Site 16	Flats 40	North	2,400,000	2,880,000	838,803
Site 17	Flats 20	North	2,400,000	2,880,000	721,095
Site 18	Flats 10	North	2,400,000	2,880,000	765,834
Site 19	Flats 6	North	2,400,000	2,880,000	1,402,214
Site 20	Brown 120	North	2,400,000	2,880,000	1,903,734
Site 21	Brown 60	North	2,400,000	2,880,000	1,936,830
Site 22	Brown 30	North	2,400,000	2,880,000	1,952,616
Site 23	Brown 18	North	2,400,000	2,880,000	2,035,143
Site 24	Brown 12	North	2,400,000	2,880,000	1,878,251
Site 25	Brown 8	North	2,400,000	2,880,000	3,280,119
Site 26	Brown 4	North	2,400,000	2,880,000	1,580,845
Site 27	BTR 60	North	25,000	525,000	1,014,496
Site 28	BTR 60 Flats	North	2,400,000	2,880,000	1,809,104

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		Table 10.2c Residual	Value v BLV			
South, excluding Burgess Hill						
			EUV	BLV	Residual Value	
Site 2	East of Ansty	Anstey	25,000	525,000	1,472,535	
Site 4	Sayers Common	Sayers Common	25,000	525,000	1,732,777	
Site 5	Green 350	South	25,000	525,000	2,054,814	
Site 6	Green 200	South	25,000	525,000	1,691,011	
Site 7	Green 100	South	25,000	525,000	1,817,421	
Site 8	Green 50	South	25,000	525,000	2,155,656	
Site 9	Green 30	South	25,000	525,000	2,308,180	
Site 10	Green 20	South	25,000	525,000	2,140,869	
Site 11	Green 12	South	50,000	550,000	2,082,293	
Site 12	Green 9	South	50,000	550,000	2,597,300	
Site 13	Green 9 DRA	South	50,000	550,000	2,606,028	
Site 14	Green 5	South	2,400,000	2,880,000	3,178,234	
Site 15	Flats 100	South	2,400,000	2,880,000	897,441	
Site 16	Flats 40	South	2,400,000	2,880,000	524,681	
Site 17	Flats 20	South	2,400,000	2,880,000	453,061	
Site 18	Flats 10	South	2,400,000	2,880,000	476,439	
Site 19	Flats 6	South	2,400,000	2,880,000	945,891	
Site 20	Brown 120	South	2,400,000	2,880,000	2,321,371	
Site 21	Brown 60	South	2,400,000	2,880,000	2,366,754	
Site 22	Brown 30	South	2,400,000	2,880,000	2,390,170	
Site 23	Brown 18	South	2,400,000	2,880,000	2,476,243	
Site 24	Brown 12	South	2,400,000	2,880,000	2,291,130	
Site 25	Brown 8	South	2,400,000	2,880,000	3,983,276	
Site 26	Brown 4	South	2,400,000	2,880,000	1,918,663	
Site 27	BTR 60	South	25,000	525,000	1,014,496	
Site 28	BTR 60 Flats	South	2,400,000	2,880,000	1,809,104	

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Retail Uses GREENFIELD Retail Secondary Supermarket Retail Warehouse £/m2 RESIDUAL VALUE Site Existing Use Value £/ha Viability Threshold £/ha 525,000 525,000 525,000 Residual Value 8,462,69 6,260,040 BROWNFIELD Central Retail Secondary Supermarke Retail Warehouse £/m2 RESIDUAL VALUE Site Existing Use Value £/ha 2,400,000 Viability Threshold £/ha 2,880,000 2,880,000 2,880,000

Employment Uses

GREENFIELD							
		Offices -	Offices - Park	Offices - Park	Industrial	Industrial -	Distribution
		Central		(Small)		Small	
CIL	£/m2		0	0	0	0	
RESIDUAL VALUE	Site		913,759	-248,979	3,826,974	26,610	4,931,71
Existing Use Value	£/ha		25,000	25,000	25,000	25,000	25,00
			525,000				
Residual Value	£/ha		3,426,597	-3,734,687	3,826,974	266,097	4,315,24
BROWNFIELD							
		Offices -	Offices - Park	Offices - Park	Industrial	Industrial -	Distributio
		Central		(Small)		Small	
CIL	£/m2	0				0	
RESIDUAL VALUE	Site	464,959				-27,601	
Existing Use Value	£/ha	2,400,000				2,400,000	
	£/ha	2,880,000				2,880,000	
	£/ha	9,299,189				-276,011	

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Moving Forward

- · Circulate presentation
- Circulate rough and ready first draft of report
- Comments by midday Friday 25th February 2022
- To: planningpolicy@midsussex.gov.uk

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Appendix 4 – Consultation Questionnaire

The pages in this appendix are not numbered.





Name	
Firm / Developer	
On behalf of	
Site	
Date	

Mid Sussex District Council Local Plan Assessment – January 2022 Consultation

- 1. MSDC is in the process of reviewing the Local Plan to cover the period up to 2038. The new Local Plan will set out new and revised planning policies for the District and site allocations for a range of land uses. HDH Planning & Development Ltd has been appointed to update the Council's viability evidence as required by the 2021 NPPF and relevant guidance.
- 2. A pre-consultation draft report has been prepared for comment. It is an early working draft setting out the proposed methodology, modelling and assumptions. It is inevitable that some of these will change as a result of the consultation. This early draft report does not include results or recommendations, these will be included following feedback on the base assumptions and thus ensure that the analysis is firmly based and robust.
- 3. This questionnaire is being circulated to landowners, site promoters, developers, housing associations, agents and others involved in the local development markets. Consultees are invited to comment on any aspect of this draft report. This questionnaire has been prepared to facilitate comments, however there is no specific need to use the questionnaire form, or to limit the responses to the particular questions or topics.
- 4. The pre-consultation draft report sets out the evidence as collated by HDH. It draws on a wide range of sources. It is important that responses submitted through this consultation are supported by evidence. Comments that simply observe a particular assumption is too low or too high are not helpful in establishing the correct assumption. Responses need to be supported by evidence, or alternatively point to sources of evidence that HDH can draw on and use to evidence the changes made in the next iteration of this viability assessment.
- 5. Please do not feel that you need to comment to all aspects of the report please comment of those areas where you have expertise. Where there are areas of agreement it is useful for these to be acknowledged.
- 6. Please return to <u>planningpolicy@midsussex.gov.uk</u> by midday Friday 25th February 2022.
- 7. The pre-consultation report is set out in Chapters as follows:

Chapter 1

- 8. This chapter sets out the context to this report.
- 9. It is important to note that the HDH is a firm of Chartered Surveyors and is therefore regulated by the RICS. The report is prepared in line with the requirements of *Financial viability in planning: conduct and reporting. 1st edition, May 2019.* It is mandatory for Chartered Surveyors to follow this guidance, including surveyors responding to this consultation.
- 10. Please provide any comments on the context and scope of the project.

Context		
Response.		

Chapter 2

- 11. This chapter sets out the approach to viability testing, including a review of the requirements of the 2021 NPPF and the updated PPG.
- 12. Please provide any comments on the overall approach taken.

Regulation and Framework.		
Response.		

Chapter 3

- 13. This chapter sets out the methodology used.
- 14. Please provide any comments with regard to the methodology used, including the use of the 'Existing Use Value Plus' approach.

Methodology	
Response.	

Ch	ap	te	r 4

15.	This chapter sets out an assessment of the housing market, including market and affordable
	housing, with the purpose of establishing the worth of different types of housing in different
	geographical areas. Please provide any comments on the assumptions proposed, providing
	evidence to support the comments made:

16.	The market housing	assumptions are set	out in Table 4 10
IU.	THE HIAIKEL HOUSING	assumptions are set	OUL III TADIE 4. IU.

M	arket Housing Values - Typologies
	esponse.
Γh	e value assumptions for the Build to Rent sector are set out in paragraph 4.13.
В	uild to Rent Housing Values
	esponse.
Γh	e affordable housing assumptions are set out in paragraphs 4.57, 4.64 and 4.65.
Α	ffordable Housing Values
R	esponse.
Γh	e assumptions for specialist older peoples housing are set out in paragraph 4.75.

Chapter 5

Non-Residential Values
Response.
Chapter 6
This chapter includes an assessment of the approach to Existing Use Value and establishing Benchmark Land Value.
The EUV assumptions are set out in Table 6.4. Are these in line with the current market?
EUV Assumptions
Response.

	Ch	ap	te	r	7
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Construction and Development Costs
Response.
Chapter 8
This chapter includes a summary of the Council's existing policy requirements that apply to new development, together with our understanding of how they are implemented and whether they add to the costs of development. In addition, details of the emerging policy areas are set out.
Does this correspond to the working of the policies on the ground?
Current local policy requirements
Response.
Are there other emerging areas of national policy that should be taken into account?
Are there other emerging areas of national policy that should be taken into account? Emerging national policy requirements

Cha	pter	9
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28.	The modelling is based on the expected development over the period until the Local Plan is reviewed.
29.	Do the typologies reflect the expected range of residential development?
	Typologies
	Response.
30.	Do the assumptions (such as gross/net and density) reflect local practice?
	Modelling Assumptions
	Response.
31 .	Several non-residential uses have been modelled, do others need to be included?
	Non-residential development modelling assumptions
	Response.

Chapter 10

- 32. In due course this chapter will set the results of the appraisals and consideration of residential development. It is planned to test the following scenarios:
 - a. Cost of Individual Policies including:
 - i. Accessible and Adaptable Standards
 - ii. Water Efficiency Standards
 - iii. Towards zero carbon, including Future Homes Standard, Zero Carbon, BREEAM, EV Charging, Rainwater Harvesting, District Heating.
 - b. Cumulative Costs of Policies
 - c. Affordable Housing Impact of tenure mixes and First Homes
 - d. Developer Contributions and the relationship between Developer Contributions and Affordable Housing
 - e. 'Preferred' Policy Mix
 - f. Sensitivity Testing costs and values
 - g. Specialist Older People's Housing
- 33. Should further sensitivity testing be carried out?

Development Scenarios and Sensitivity Testing	
Response.	

Chapter 11

34. In due course this chapter will set the results of the appraisals and consideration of residential development.

Chapter 12

35. In due course this chapter will set out the findings and recommendations.

Thank you for your assistance with this consultation. Please return this questionnaire (or other response as per the instructions on Page 1.

Appendix 5 – Consultation Notes

MSDC Viability workshop notes 20th January 2022

No questions were raised about viability testing under the NPPF or PPG.

There was a consensus the general approach was appropriate.

No comments were made with regard to the assumptions used, although some concern was express about the Land Registry Data for approved development sites.

A housebuilder commented that the price of greenfield land was rising in the area generally.

In spite of the limited comments, SDH thanked consultees for attending and urged them to respond with evidence to ensure that the assumptions were well grounded.





Appendix 6 – Landmark Price Paid Data

2018, 2019, 2020 2021

Existing - Average Price (£)

	Flat		House
Row Labels	Count of Sal	Average of !	Count of Sal Average of
Ardingly and Balcombe	43	£226,903	219 £554,513
Ashurst Wood	17	£227,147	122 £473,311
Bolney	6	£253,750	93 £760,183
Burgess Hill Dunstall	11	£173,882	286 £365,568
Burgess Hill Franklands	26	£194,535	247 £513,189
Burgess Hill Leylands	8	£172,250	246 £355,703
Burgess Hill Meeds	84	£220,277	145 £371,704
Burgess Hill St Andrews	29	£200,181	251 £362,722
Burgess Hill Victoria	52	£235,713	272 £348,304
Copthorne and Worth	25	£230,080	207 £452,184
Crawley Down and Turners	5 Hi 14	£199,054	306 £529,918
Cuckfield	21	£223,190	223 £669,300
East Grinstead Ashplats	15	£244,267	282 £391,257
East Grinstead Baldwins	44	£210,040	200 £420,337
East Grinstead Herontye	14	£237,500	197 £481,210
East Grinstead Imberhorne	53	£240,509	202 £480,711
East Grinstead Town	166	£200,735	153 £427,320
Hassocks	54	£223,446	376 £495,062
Haywards Heath Ashengro	un 41	£203,469	251 £398,931
Haywards Heath Bentswoo	od 53	£227,694	241 £387,097
Haywards Heath Frankland	s 63	£217,495	187 £484,432
Haywards Heath Heath	168	£215,167	181 £541,131
Haywards Heath Lucastes	158	£241,970	262 £530,187
High Weald	4	£432,250	201 £594,825
Hurstpierpoint and Downs	26	£218,152	304 £572,587
Lindfield	47	£296,935	409 £529,266
Grand Total	1,242	£223,426	6,063 £475,370



Newbuild - Average Price (£)

	Flat	н	ouse	
Row Labels	Count of Sal	Average of !C	ount of Sal A	verage of S
Ardingly and Balcombe	7	£220,714	73	£499,294
Burgess Hill Dunstall	4	£276,250	3	£349,167
Burgess Hill Franklands			23	£586,728
Burgess Hill St Andrews	66	£258,821	244	£404,844
Burgess Hill Victoria	15	£278,800	23	£409,893
Copthorne and Worth			6	£489,000
Crawley Down and Turners	Hill		21	£568,783
Cuckfield	24	£249,354	123	£488,623
East Grinstead Ashplats	1	£250,000		
East Grinstead Herontye			1	£550,000
East Grinstead Imberhorne	14	£347,423		
East Grinstead Town	109	£252,450		
Hassocks	3	£379,500	73	£459,242
Haywards Heath Bentswoo	d 42	£256,226	12	£401,667
Haywards Heath Frankland	s 4	£305,750	57	£407,864
Haywards Heath Heath	35	£335,756	24	£909,591
Haywards Heath Lucastes	59	£351,705	115	£599,168
High Weald	4	£281,250	12	£559,170
Hurstpierpoint and Downs			75	£591,917
Lindfield	1	£299,995	111	£558,471
Grand Total	388	£282,422	996	£502,159



Existing - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of I	Count of £/r	Average of I
Ardingly and Balcombe	40	£3,722	196	£4,240
Ashurst Wood	15	£3,763	109	£4,348
Bolney	5	£3,978	81	£4,413
Burgess Hill Dunstall	10	£3,630	251	£4,376
Burgess Hill Franklands	23	£3,086	231	£4,276
Burgess Hill Leylands	7	£4,053	223	£4,014
Burgess Hill Meeds	81	£3,724	133	£4,033
Burgess Hill St Andrews	29	£3,692	233	£4,013
Burgess Hill Victoria	46	£3,525	247	£3,988
Copthorne and Worth	21	£3,440	184	£4,128
Crawley Down and Turners	Hi 12	£3,199	263	£4,089
Cuckfield	17	£3,746	193	£4,573
East Grinstead Ashplats	12	£4,424	256	£4,348
East Grinstead Baldwins	40	£3,857	180	£4,307
East Grinstead Herontye	13	£4,358	169	£4,238
East Grinstead Imberhorne	52	£3,778	178	£4,503
East Grinstead Town	152	£3,493	134	£4,201
Hassocks	50	£3,806	345	£4,575
Haywards Heath Ashengrou	n 40	£3,634	221	£4,222
Haywards Heath Bentswood	d 41	£3,785	223	£4,157
Haywards Heath Franklands	55	£3,556	168	£4,197
Haywards Heath Heath	150	£3,828	162	£4,588
Haywards Heath Lucastes	139	£3,745	232	£4,169
High Weald	4	£3,938	190	£4,412
Hurstpierpoint and Downs	25	£4,430	255	£4,805
Lindfield	41	£4,183	365	£4,806
Grand Total	1,120	£3,729	5,422	£4,326



Newbuild - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of I	Count of £/r	Average of I
Ardingly and Balcombe	7	£4,835	73	£4,336
Burgess Hill Dunstall	4	£3,839	3	£3,922
Burgess Hill Franklands			23	£4,418
Burgess Hill St Andrews	66	£3,631	244	£3,865
Burgess Hill Victoria	15	£3,686	23	£4,015
Copthorne and Worth			6	£4,268
Crawley Down and Turners	Hill		21	£3,746
Cuckfield	24	£4,413	123	£4,188
East Grinstead Ashplats	1	£3,571		
East Grinstead Herontye			1	£4,622
East Grinstead Imberhorne	14	£6,264		
East Grinstead Town	108	£4,101		
Hassocks	3	£4,234	73	£4,312
Haywards Heath Bentswood	d 42	£3,974	12	£3,914
Haywards Heath Franklands	5 4	£4,039	57	£4,175
Haywards Heath Heath	35	£5,259	24	£4,858
Haywards Heath Lucastes	59	£4,581	115	£4,465
High Weald	4	£3,463	12	£4,457
Hurstpierpoint and Downs			75	£4,322
Lindfield	1	£3,846	111	£4,090
Grand Total	387	£4,269	996	£4,168



2018

Existing - Average Price (£)

	Flat		House
Row Labels	Count of Sa	Average of !	Count of Sal Average of
Ardingly and Balcombe	15	£210,730	51 £492,563
Ashurst Wood	5	£250,900	36 £483,917
Bolney	1	£250,000	21 £660,683
Burgess Hill Dunstall	3	£221,667	67 £343,984
Burgess Hill Franklands	7	£199,214	64 £467,674
Burgess Hill Leylands	5	£177,600	70 £350,609
Burgess Hill Meeds	33	£228,388	38 £350,050
Burgess Hill St Andrews	13	£189,904	78 £341,691
Burgess Hill Victoria	10	£237,285	67 £349,278
Copthorne and Worth	9	£234,222	53 £426,906
Crawley Down and Turners	5 Hi 5	£227,600	100 £513,151
Cuckfield	8	£231,313	57 £697,987
East Grinstead Ashplats	6	£274,583	82 £376,633
East Grinstead Baldwins	17	£207,250	56 £405,563
East Grinstead Herontye	6	£223,833	41 £466,085
East Grinstead Imberhorne	17	£263,882	71 £477,944
East Grinstead Town	67	£201,791	38 £411,934
Hassocks	17	£228,847	102 £464,713
Haywards Heath Ashengro	un 10	£208,995	77 £384,906
Haywards Heath Bentswoo	od 22	£236,659	58 £391,394
Haywards Heath Frankland	s 24	£231,208	52 £461,998
Haywards Heath Heath	53	£221,623	48 £483,327
Haywards Heath Lucastes	41	£251,241	68 £462,659
High Weald	1	£324,000	53 £540,036
Hurstpierpoint and Downs	7	£217,993	87 £589,592
Lindfield	21	£292,902	102 £505,540
Grand Total	423	£227,875	1,637 £454,011



Newbuild - Average Price (£)

	Flat		House
Row Labels	Count of Sal	Average of !	Count of Sal Average of S
Ardingly and Balcombe			23 £590,172
Burgess Hill Dunstall	4	£276,250	3 £349,167
Burgess Hill Franklands			4 £742,250
Burgess Hill St Andrews	20	£268,413	91 £408,056
Cuckfield			13 £660,027
East Grinstead Ashplats	1	£250,000	
East Grinstead Herontye			1 £550,000
East Grinstead Imberhorne	e 12	£353,081	
East Grinstead Town	17	£248,500	
Hassocks	1	£195,000	7 £695,000
Haywards Heath Bentswoo	bo		7 £384,286
Haywards Heath Frankland	ds		22 £410,661
Haywards Heath Heath	21	£338,012	8 £813,718
Haywards Heath Lucastes	37	£336,245	54 £564,363
Hurstpierpoint and Downs	5		25 £551,852
Lindfield			27 £519,254
Grand Total	113	£309,018	285 £509,631



Existing - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of I	Count of £/r	Average of I
Ardingly and Balcombe	14	£3,540	42	£4,034
Ashurst Wood	4	£3,748	35	£4,299
Bolney	1	£4,310	16	£4,380
Burgess Hill Dunstall	3	£3,974	53	£4,321
Burgess Hill Franklands	4	£3,807	59	£4,085
Burgess Hill Leylands	5	£4,376	60	£4,088
Burgess Hill Meeds	32	£3,900	32	£4,164
Burgess Hill St Andrews	13	£3,595	68	£3,915
Burgess Hill Victoria	10	£3,481	59	£4,084
Copthorne and Worth	7	£3,320	47	£3,814
Crawley Down and Turners	Hi 5	£3,745	86	£3,999
Cuckfield	6	£3,868	46	£4,521
East Grinstead Ashplats	5	£4,451	74	£4,304
East Grinstead Baldwins	17	£4,217	49	£4,208
East Grinstead Herontye	5	£4,317	28	£4,245
East Grinstead Imberhorne	16	£3,933	59	£4,312
East Grinstead Town	57	£3,656	32	£4,154
Hassocks	15	£3,772	96	£4,405
Haywards Heath Ashengrou	ın 9	£3,804	68	£4,044
Haywards Heath Bentswoo	d 18	£4,010	55	£4,024
Haywards Heath Frankland	s 21	£3,704	46	£4,253
Haywards Heath Heath	48	£3,937	43	£4,619
Haywards Heath Lucastes	31	£3,953	58	£4,007
High Weald	1	£3,520	49	£4,376
Hurstpierpoint and Downs	6	£4,628	74	£4,802
Lindfield	18	£4,237	87	£5,083
Grand Total	371	£3,871	1,421	£4,269



Newbuild - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of I	Count of £/r	Average of I
Ardingly and Balcombe			23	£4,024
Burgess Hill Dunstall	4	£3,839	3	£3,922
Burgess Hill Franklands			4	£4,834
Burgess Hill St Andrews	20	£3,498	91	£3,999
Cuckfield			13	£4,016
East Grinstead Ashplats	1	£3,571		
East Grinstead Herontye			1	£4,622
East Grinstead Imberhorne	12	£6,294		
East Grinstead Town	17	£3,957		
Hassocks	1	£3,900	7	£4,850
Haywards Heath Bentswoo	d		7	£3,989
Haywards Heath Frankland	S		22	£4,288
Haywards Heath Heath	21	£5,262	8	£4,649
Haywards Heath Lucastes	37	£4,519	54	£4,410
Hurstpierpoint and Downs			25	£4,550
Lindfield			27	£3,865
Grand Total	113	£4,542	285	£4,190



2019

Existing - Average Price (£)

	Flat		House	
Row Labels	Count of Sal	Average of !	Count of Sal A	verage of S
Ardingly and Balcombe	14	£268,068	57	£527,325
Ashurst Wood	6	£231,833	32	£497,141
Bolney	2	£247,500	29	£735,672
Burgess Hill Dunstall	4	£179,438	76	£372,695
Burgess Hill Franklands	8	£191,056	68	£523,101
Burgess Hill Leylands	3	£163,333	74	£341,789
Burgess Hill Meeds	24	£213,800	45	£370,576
Burgess Hill St Andrews	6	£197,417	59	£357,102
Burgess Hill Victoria	29	£238,828	87	£349,146
Copthorne and Worth	9	£229,222	62	£437,490
Crawley Down and Turners H	li 4	£241,875	83	£548,120
Cuckfield	4	£181,875	61	£678,089
East Grinstead Ashplats	4	£211,875	78	£377,244
East Grinstead Baldwins	14	£213,339	54	£399,983
East Grinstead Herontye	3	£193,333	58	£471,137
East Grinstead Imberhorne	17	£225,265	54	£438,556
East Grinstead Town	48	£197,108	44	£388,534
Hassocks	18	£216,516	99	£474,337
Haywards Heath Ashengroun	n 18	£192,793	62	£421,463
Haywards Heath Bentswood	6	£219,333	78	£386,385
Haywards Heath Franklands	16	£211,619	60	£498,225
Haywards Heath Heath	42	£199,728	46	£553,102
Haywards Heath Lucastes	36	£229,076	72	£543,422
High Weald	2	£480,000	60	£583,067
Hurstpierpoint and Downs	10	£201,600	76	£536,192
Lindfield	12	£329,671	123	£547,051
Grand Total	359	£219,266	1,697	£470,496



Newbuild - Average Price (£)

	Flat	I	House
Row Labels	Count of Sal	Average of !	Count of Sal Average of S
Ardingly and Balcombe	1	£220,000	15 £440,313
Burgess Hill Franklands			3 £558,333
Burgess Hill St Andrews	38	£255,439	99 £403,361
Burgess Hill Victoria	10	£285,700	16 £409,347
Copthorne and Worth			1 £540,000
Crawley Down and Turners	Hill		3 £665,583
Cuckfield	10	£242,250	66 £478,206
East Grinstead Imberhorne	1	£326,950	
East Grinstead Town	22	£239,457	
Hassocks			38 £435,903
Haywards Heath Bentswoo	od 16	£262,438	5 £426,000
Haywards Heath Frankland	ls		29 £405,302
Haywards Heath Heath	7	£374,336	14 £872,889
Haywards Heath Lucastes	16	£369,969	43 £603,475
Hurstpierpoint and Downs			30 £568,636
Lindfield	1	£299,995	48 £628,481
Grand Total	122	£277,377	410 £499,279



Existing - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of	Count of £/r	Average of I
Ardingly and Balcombe	12	£4,221	50	£4,001
Ashurst Wood	5	£3,631	30	£4,300
Bolney	1	£3,041	26	£4,275
Burgess Hill Dunstall	3	£3,591	66	£4,240
Burgess Hill Franklands	8	£3,364	63	£4,067
Burgess Hill Leylands	2	£3,245	66	£3,968
Burgess Hill Meeds	23	£3,636	40	£3,927
Burgess Hill St Andrews	6	£3,740	56	£4,103
Burgess Hill Victoria	24	£3,660	75	£3,979
Copthorne and Worth	8	£3,405	54	£4,134
Crawley Down and Turners	Hi 4	£4,046	67	£3,992
Cuckfield	3	£3,268	52	£4,541
East Grinstead Ashplats	3	£4,006	66	£4,291
East Grinstead Baldwins	12	£3,709	45	£4,281
East Grinstead Herontye	3	£4,443	54	£4,010
East Grinstead Imberhorne	17	£3,667	45	£4,463
East Grinstead Town	45	£3,358	35	£3,970
Hassocks	16	£4,014	91	£4,543
Haywards Heath Ashengrou	ın 18	£3,532	51	£4,163
Haywards Heath Bentswoo	d 4	£3,457	70	£4,096
Haywards Heath Franklands	12	£3,164	52	£4,087
Haywards Heath Heath	35	£3,648	41	£4,514
Haywards Heath Lucastes	32	£3,814	63	£4,064
High Weald	2	£4,277	55	£4,384
Hurstpierpoint and Downs	10	£4,226	61	£4,855
Lindfield	11	£3,970	110	£4,723
Grand Total	319	£3,669	1,484	£4,249



Newbuild - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of I	Count of £/r	Average of I
Ardingly and Balcombe	1	£3,729	15	£4,394
Burgess Hill Franklands			3	£4,575
Burgess Hill St Andrews	38	£3,704	99	£3,771
Burgess Hill Victoria	10	£3,676	16	£4,094
Copthorne and Worth			1	£4,320
Crawley Down and Turners	s Hill		3	£4,006
Cuckfield	10	£4,330	66	£4,150
East Grinstead Imberhorne	2 1	£6,288		
East Grinstead Town	21	£4,033		
Hassocks			38	£4,395
Haywards Heath Bentswoo	od 16	£4,111	5	£3,809
Haywards Heath Frankland	ls		29	£4,086
Haywards Heath Heath	7	£5,461	14	£4,842
Haywards Heath Lucastes	16	£4,583	43	£4,510
Hurstpierpoint and Downs			30	£4,369
Lindfield	1	£3,846	48	£4,147
Grand Total	121	£4,105	410	£4,159



2020

Existing - Average Price (£)

	Flat		House	
Row Labels	Count of Sa	Average of S	Count of Sal	Average of S
Ardingly and Balcombe	8	£220,744	69	£592,348
Ashurst Wood	2	£156,000	30	£428,017
Bolney	2	£298,750	27	£802,987
Burgess Hill Dunstall	3	£146,650	79	£354,076
Burgess Hill Franklands	6	£175,000	71	£503,107
Burgess Hill Leylands			58	£355,301
Burgess Hill Meeds	21	£206,635	29	£404,294
Burgess Hill St Andrews	7	£213,857	65	£380,235
Burgess Hill Victoria	8	£229,344	66	£343,870
Copthorne and Worth	5	£213,800	48	£477,053
Crawley Down and Turners H	li 3	£88,750	59	£487,919
Cuckfield	6	£234,917	57	£612,820
East Grinstead Ashplats	3	£260,000	60	£402,042
East Grinstead Baldwins	8	£206,500	43	£421,820
East Grinstead Herontye	1	£97,000	47	£442,619
East Grinstead Imberhorne	12	£223,917	39	£521,500
East Grinstead Town	37	£211,315	36	£480,594
Hassocks	11	£238,536	105	£513,782
Haywards Heath Ashengroun	า 7	£208,857	61	£381,853
Haywards Heath Bentswood	14	£215,549	60	£370,633
Haywards Heath Franklands	14	£218,232	44	£509,625
Haywards Heath Heath	41	£209,255	50	£553,975
Haywards Heath Lucastes	42	£238,804	67	£563,320
High Weald	1	£445,000	46	£583,533
Hurstpierpoint and Downs	4	£212,000	77	£587,235
Lindfield	10	£260,900	103	£528,133
Grand Total	276	£218,427	1,496	£481,249



Newbuild - Average Price (£)

	Flat	I	House	
Row Labels	Count of Sal	Average of !	Count of Sal	Average of 9
Ardingly and Balcombe	6	£220,833	34	£466,170
Burgess Hill Franklands			11	£543,068
Burgess Hill St Andrews	8	£250,906	46	£400,575
Burgess Hill Victoria	5	£265,000	6	£418,833
Copthorne and Worth			4	£486,000
Crawley Down and Turners	s Hill		18	£552,650
Cuckfield	14	£254,429	41	£447,040
East Grinstead Imberhorne	1	£300,000		
East Grinstead Town	54	£255,491		
Hassocks	2	£471,750	28	£431,977
Haywards Heath Bentswoo	od 26	£252,404		
Haywards Heath Frankland	ls 3	£299,333	6	£409,992
Haywards Heath Heath	7	£290,407	2	£1,550,000
Haywards Heath Lucastes	6	£398,333	17	£688,196
High Weald	4	£281,250	12	£559,170
Hurstpierpoint and Downs			17	£662,554
Lindfield			34	£498,217
Grand Total	136	£266,674	276	£497,286



Existing - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of I	Count of £/r	Average of I
Ardingly and Balcombe	8	£3,832	64	£4,389
Ashurst Wood	2	£3,951	25	£4,041
Bolney	2	£4,505	25	£4,549
Burgess Hill Dunstall	3	£3,803	73	£4,333
Burgess Hill Franklands	6	£2,110	66	£4,473
Burgess Hill Leylands			54	£3,842
Burgess Hill Meeds	20	£3,638	28	£4,060
Burgess Hill St Andrews	7	£3,888	63	£3,892
Burgess Hill Victoria	7	£3,326	63	£3,906
Copthorne and Worth	5	£3,406	43	£4,267
Crawley Down and Turners	Hi 3	£1,161	49	£4,138
Cuckfield	5	£3,784	52	£4,601
East Grinstead Ashplats	2	£4,854	58	£4,320
East Grinstead Baldwins	6	£3,537	40	£4,396
East Grinstead Herontye	1	£1,940	45	£4,216
East Grinstead Imberhorne	12	£3,845	37	£4,474
East Grinstead Town	36	£3,461	33	£4,233
Hassocks	11	£3,596	94	£4,520
Haywards Heath Ashengrou	ın 7	£3,624	56	£4,278
Haywards Heath Bentswoo	d 11	£3,517	54	£4,136
Haywards Heath Frankland	13	£3,576	39	£4,125
Haywards Heath Heath	36	£3,812	45	£4,655
Haywards Heath Lucastes	40	£3,438	61	£4,247
High Weald	1	£3,678	44	£4,436
Hurstpierpoint and Downs	4	£4,485	67	£4,629
Lindfield	8	£4,124	94	£4,652
Grand Total	256	£3,584	1,372	£4,319



Newbuild - Average Price (£/m²)

	Flat		Hou	se	
Row Labels	Count of	£/ı A	verage of Cou	nt of £/r Av	erage of I
Ardingly and Balcombe		6	£5,019	34	£4,522
Burgess Hill Franklands				11	£4,271
Burgess Hill St Andrews		8	£3,617	46	£3,824
Burgess Hill Victoria		5	£3,705	6	£3,863
Copthorne and Worth				4	£4,198
Crawley Down and Turners	s Hill			18	£3,702
Cuckfield		14	£4,473	41	£4,292
East Grinstead Imberhorne	2	1	£5,882		
East Grinstead Town		54	£4,155		
Hassocks		2	£4,402	28	£4,065
Haywards Heath Bentswoo	od	26	£3,889		
Haywards Heath Frankland	ls	3	£3,837	6	£4,191
Haywards Heath Heath		7	£5,047	2	£5,805
Haywards Heath Lucastes		6	£4,958	17	£4,530
High Weald		4	£3,463	12	£4,457
Hurstpierpoint and Downs				17	£3,911
Lindfield				34	£4,174
Grand Total	1	36	£4,197	276	£4,162



2021

Existing - Average Price (£)

	Flat		House	
Row Labels	Count of Sa	Average of S	Count of Sal	Average of S
Ardingly and Balcombe	6	£179,500	42	£604,481
Ashurst Wood	4	£226,000	24	£482,250
Bolney	1	£180,000	16	£862,969
Burgess Hill Dunstall	1	£90,000	64	£393,885
Burgess Hill Franklands	5	£216,990	44	£580,342
Burgess Hill Leylands			44	£387,736
Burgess Hill Meeds	6	£249,317	33	£369,536
Burgess Hill St Andrews	3	£218,333	49	£379,734
Burgess Hill Victoria	5	£224,700	52	£351,268
Copthorne and Worth	2	£256,000	44	£476,210
Crawley Down and Turners H	l i 2	£207,500	64	£571,227
Cuckfield	3	£233,167	48	£691,136
East Grinstead Ashplats	2	£194,500	62	£417,792
East Grinstead Baldwins	5	£215,950	47	£459,969
East Grinstead Herontye	4	£326,250	51	£540,390
East Grinstead Imberhorne	7	£249,214	38	£503,921
East Grinstead Town	14	£180,157	35	£437,989
Hassocks	8	£206,813	70	£540,514
Haywards Heath Ashengrou	n 6	£220,000	51	£413,139
Haywards Heath Bentswood	11	£229,782	45	£404,744
Haywards Heath Franklands	9	£190,222	31	£459,611
Haywards Heath Heath	32	£232,311	37	£583,882
Haywards Heath Lucastes	39	£247,535	55	£555,987
High Weald			42	£693,129
Hurstpierpoint and Downs	5	£256,400	64	£575,068
Lindfield	4	£309,988	81	£533,575
Grand Total	184	£228,811	1,233	£503,304



Newbuild - Average Price (£)

	F	lat		H	louse		
Row Labels	<u> </u>	Count of Sal	Avera	ge of !C	Count of S	al A	verage of S
Ardingly and Balcombe						1	£420,000
Burgess Hill Franklands						5	£575,400
Burgess Hill St Andrews						8	£411,200
Burgess Hill Victoria						1	£365,000
Copthorne and Worth						1	£450,000
Cuckfield						3	£543,332
East Grinstead Town		16	£26	4,250			
Haywards Heath Frankland	ls	1	£32	5,000			
Haywards Heath Lucastes						1	£779,950
Hurstpierpoint and Downs						3	£758,328
Lindfield						2	£432,000
Grand Total		17	£26	7,824	2	25	£518,021



Existing - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/ı	Average of I	Count of £/r	Average of I
Ardingly and Balcombe	6	£3,004	40	£4,519
Ashurst Wood	4	£3,847	19	£4,918
Bolney	1	£3,529	14	£4,462
Burgess Hill Dunstall	1	£2,195	59	£4,630
Burgess Hill Franklands	5	£3,237	43	£4,544
Burgess Hill Leylands			43	£4,198
Burgess Hill Meeds	6	£3,410	33	£4,011
Burgess Hill St Andrews	3	£3,554	46	£4,215
Burgess Hill Victoria	5	£3,242	50	£3,989
Copthorne and Worth	1	£4,737	40	£4,339
Crawley Down and Turners	Hill		61	£4,281
Cuckfield	3	£3,918	43	£4,631
East Grinstead Ashplats	2	£4,551	58	£4,496
East Grinstead Baldwins	5	£3,373	46	£4,358
East Grinstead Herontye	4	£4,949	42	£4,550
East Grinstead Imberhorne	7	£3,576	37	£4,886
East Grinstead Town	14	£3,347	34	£4,452
Hassocks	8	£3,743	64	£4,955
Haywards Heath Ashengro	un 6	£3,699	46	£4,480
Haywards Heath Bentswoo	d 8	£3,812	44	£4,445
Haywards Heath Frankland	s 9	£3,705	31	£4,389
Haywards Heath Heath	31	£3,880	33	£4,546
Haywards Heath Lucastes	36	£3,844	50	£4,391
High Weald			42	£4,467
Hurstpierpoint and Downs	5	£4,558	53	£4,976
Lindfield	4	£4,642	74	£4,801
Grand Total	174	£3,752	1,145	£4,507



Newbuild - Average Price (£/m²)

	Flat		House	
Row Labels	Count of £/	Average of	Count of £/r	Average of I
Ardingly and Balcombe			1	£4,330
Burgess Hill Franklands			5	£4,313
Burgess Hill St Andrews			8	£3,747
Burgess Hill Victoria			1	£3,650
Copthorne and Worth			1	£4,500
Cuckfield			3	£4,371
East Grinstead Town	16	£4,159		
Haywards Heath Franklands	5 1	£4,643		
Haywards Heath Lucastes			1	£4,357
Hurstpierpoint and Downs			3	£4,289
Lindfield			2	£4,354
Grand Total	17	£4,188	25	£4,123



Appendix 7 – Newbuild Asking Prices. December 2021

Agent/ Developer	Scheme Name	Address	Address 2	Postcode	Name	Bedrooms	D/F/S/T	m2		Asking Price	£/m2
Bellway	Kingsland Gate		Hassocks	BN6 9NA	Bowyer	4	D		118	£624,995	£5,297
Bellway	Kingsland Gate		Hassocks	BN6 9NA	Philosopher	4	D		140	£664,995	£4,750
Bellway	Kingsland Gate		Hassocks	BN6 9NA	Weaver	4	D		158	£729,995	£4,620
Bellway	Kingsland Gate		Hassocks	BN6 9NA	Scrivener	4	D				
Bellway	Kingsland Gate		Hassocks	BN6 9NA	Potter	2	S			£399,995	
Bellway	Kingsland Gate		Hassocks	BN6 9NA	Mason	3	S			£484,995	
Bellway	Kingsland Gate		Hassocks	BN6 9NA	Mason	3	S			£504,995	
Bellway	Riverbrook Place	Tinsley Green	Crawley	RH10 3NH							
Connells	Albert Court	Victoria Road	Burgess Hill			2	F			£270,000	
Crest Nicholson	Primrose Court at Hoadlands Grange	Handcross	Haywards Heath	RH17 6DS	no 82	2	F		68	£299,950	£4,411
Croudace Homes	Kings Weald	Kings Way	Burgess Hill	RH15 OTH							
DWH	Wychwood Park	Rocky Lane	Haywards Heath	RH16 4RN	Hadley	3	D		88	£479,995	£5,454
DWH	Wychwood Park	Rocky Lane	Haywards Heath	RH16 4RN	Exeter x2	4	D		150	£634,995	£4,233
DWH	Wychwood Park	Rocky Lane	Haywards Heath	RH16 4RN	Avondale	4	D		150	£649,995	£4,333
DWH	Wychwood Park	Rocky Lane	Haywards Heath	RH16 4RN	Greenwood	3	S		105	£474,995	£4,524
DWH	Wychwood Park	Rocky Lane	Haywards Heath	RH16 4RN	Archford Plus	3	T		75	£404,995	£5,400
Linden	Manor View		East Grinstead	RH19 4LX							
Linden	Sayers Meadow	Sayers Common	Sayers Common	BN6 9HT	Becket x2	3	D		95	£450,000	£4,737
Linden	Sayers Meadow	Sayers Common	Sayers Common	BN6 9HT	Pembroke x2	4	D		131	£635,000	£4,847
Linden	Sayers Meadow	Sayers Common	Sayers Common	BN6 9HT	Elmslie	3	F		86	£410,000	£4,767
Linden	Sayers Meadow	Sayers Common	Sayers Common	BN6 9HT	Mylne	4	S		111	£575,000	£5,180
Linden	Sayers Meadow	Sayers Common	Sayers Common	BN6 9HT	Cartwright	2	S		70	£360,000	£5,143
Linden	Sayers Meadow	Sayers Common	Sayers Common	BN6 9HT	St Aubyn Court Apt	2	S			£282,500	
Linden	Sayers Meadow	Sayers Common	Sayers Common	BN6 9HT	Aldridge x3	4	T		100	£495,000	£4,950
Persimmon	Forge Wood	Watersfield Road	Crawley	RH10 3ZJ	Giles House	1	F		50	£215,000	£4,300
Persimmon	Forge Wood	Watersfield Road	Crawley	RH10 3ZJ	Giles House	2	F		68	£260,000	£3,824
Persimmon	Forge Wood	Watersfield Road	Crawley	RH10 3ZJ	Holton House x3	2	F		70	£260,000	£3,714
Vanderbilt Homes	Chestnur Grange		Felbridge	RH19 2NT	x1	3	D		96	£494,999	£5,156
Vanderbilt Homes	Chestnur Grange		Felbridge	RH19 2NT	x1	3	D			£735,999	
Vanderbilt Homes	Chestnur Grange		Felbridge	RH19 2NT	Apt x2	2	F			£365,999	
Vanderbilt Homes	Chestnur Grange		Felbridge	RH19 2NT	x3	2	FOG		70	£385,999	£5,514
Vanderbilt Homes	Chestnur Grange		Felbridge	RH19 2NT	x3	2	S		71	£420,999	£5,930
Vanderbilt Homes	Chestnur Grange		Felbridge	RH19 2NT	x5	3	S		93	£489,999	£5,269
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Elsted	4	D			£775,000	
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Warnham	4	D		113	£599,995	£5,310
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Wilmington	4	D		121	£595,000	£4,917
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Runcton	3	D		115	£610,000	£5,304
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Carina Apt	2	F		70.7	£295,000	£4,173
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Orion Apt	2	F		70.7	£290,000	£4,102



Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Carina Apt	1	F	50.24	£245,000	£4,877
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Central Apt	1	F	76.83	£255,000	£3,319
Woodgate	Woodgate Pease Pottage	Parish Lane	Pease Pottage	RH11 9AA	Villas style 1	4	T	168	£675,000	£4,018



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

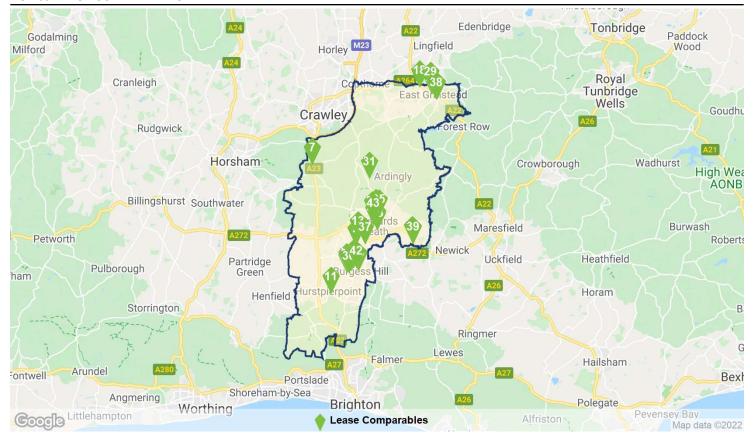
53

£17.46

£17.57

11

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	35	£10.00	£17.46	£16.86	£34.48
Achieved Rent Per SF	11	£8.88	£17.57	£17.09	£23.55
Net Effective Rent Per SF	7	£9.38	£18.70	£19.64	£23.17
Asking Rent Discount	3	-11.4%	3.8%	3.8%	5.8%
TI Allowance	1	£0.00	£0.00	£0.00	£0.00
Rent Free Months	4	3	10	12	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	47	1	11	8	70
Deal Size	53	140	2,887	1,464	25,635
Lease Deal in Months	20	12.0	73.0	60.0	240.0
Floor Number	53	LL	GRND	GRND	4

				Leas	se		Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
1	21-27 Perrymount Rd	****	2,370	1st	11/1/2021	New	£16.00	Asking	
2	Hookhouse Stable Isaac's Ln	****	960	GRND	10/20/2021	New	£20.83	Asking	
1	21-27 Perrymount Rd	****	3,434	GRND	9/6/2021	New	£16.00	Asking	
3	Commercial House 52 Perrymount Rd	****	281	1st	7/21/2021	New	£17.79	Asking	
4	Chelsea House 8-14 The Broadway	****	2,097	3rd	7/15/2021	New	£25.03	Asking	
5	35 Perrymount Rd	****	1,924	4th	6/11/2021	New	£21.04	Asking	
6	Gemini House Mill Green Rd	****	14,955	GRND,1-2	6/8/2021	New	-	-	
7	The Carpenter's Workshop London Rd	****	1,126	GRND	5/6/2021	New	£12.00	Asking	
8	Hayworthe Villa, Market Boltro Rd	****	5,733	GRND,1	4/21/2021	New	-	-	
9	Hayworthe House Market Pl	****	2,199	GRND	4/21/2021	New	£23.00	Asking	
10	Burns House Harlands Rd	****	7,163	GRND,1-2	3/19/2021	New	£20.00	Asking	
7	The Carpenter's Workshop London Rd	****	1,335	GRND	3/17/2021	New	£12.00	Asking	
	128 High St	****	1,448	BSMT,G	2/1/2021	New	-	-	
2	Hookhouse Stable Isaac's Ln	****	960	GRND	12/15/2020	New	£20.83	Asking	
12	89A London Rd	****	140	GRND	11/19/2020	New	£19.64	Effective	
13	Heasewood Farm Isaacs Ln	****	818	GRND	11/16/2020	New	£18.33	Asking	
14	161-163 London Rd	****	232	GRND	10/7/2020	New	£34.48	Asking	
15	5 Hazelgrove Rd	****	553	1st	10/1/2020	New	£16.27	Asking	
16	Jubilee House Church Walk	****	1,623	1st	9/9/2020	New	£10.00	Starting	
17	Old Stone Link 9-10 Ship St	****	652	GRND	8/11/2020	New	-	-	
18	Leo House Imberhorne Ln	****	6,264	GRND,1	6/24/2020	Renewal	£12.00	Effective	

				Leas		Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
19	The Cartlodge - Springfi Lewes Rd	****	362	GRND	5/12/2020	New	£21.54	Asking
20	Victoria Way	****	528	GRND	5/12/2020	New	-	-
21	Maple House 192-196 London Rd	****	1,392	GRND	3/24/2020	New	£14.40	Starting
22	The Center 201-203 London Rd	****	660	GRND	2/12/2020	New	-	-
23	Graphic House 14-16 Sussex Rd	****	1,050	2nd	1/31/2020	New	£10.48	Asking
24	Jubliee Rd	****	3,229	GRND,1	1/8/2020	New	£10.83	Asking
25	Regent Business Centre 6 Jubilee Rd	****	3,380	GRND,1	1/2/2020	New	£9.38	Effective
26	Greenacre Court Station Rd	****	5,969	GRND,2	1/1/2020	New	£14.00	Asking
23	Graphic House 14-16 Sussex Rd	****	1,580	1-2	1/1/2020	New	£11.32	Asking
27	1 College Rd	****	1,088	BSMT,G	12/19/2019	New	£14.33	Starting
28	Crown House High St	****	290	1st	12/16/2019	New	£20.68	Asking
29	91-93 Lingfield Rd	****	351	1st	11/19/2019	New	£17.09	Starting
9	Hayworthe House Market Pl	****	5,816	BSMT,G	11/18/2019	New	£19.80	Asking
30	NBK House 64a Victoria Rd	****	1,600	GRND,1	11/18/2019	New	-	-
9	Hayworthe House Market Pl	****	5,816	BSMT,G	11/15/2019	New	£16.82	Effective
31)	Balcombe Place Stables Haywards Heath Rd	****	415	GRND	11/12/2019	New	£16.86	Asking
30	NBK House 64a Victoria Rd	****	1,200	1st	10/31/2019	New	-	-
32	Chester House Harlands Rd	****	7,055	1st	10/30/2019	New	£15.00	Asking
33	Capital House 1-5 Perrymount Rd	****	25,635	LL,GRN	9/10/2019	New	£21.40	Effective
34	K B F House 55 Victoria Rd	****	3,200	GRND	8/22/2019	New	£10.00	Asking
35	Jyw House Bridge Rd	****	718	GRND	7/12/2019	New	£25.99	Asking



				Leas	se		Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
36	Victoria Gdns	****	4,747	GRND,1	7/2/2019	New	£10.00	Asking	
37	Brooklands Quad Rocky Ln	****	4,123	GRND	6/18/2019	New	£17.50	Asking	
38	Constitutional Buildings High St	****	758	1st	6/12/2019	New	£16.49	Asking	
39	Springfield Farm Lewes Rd	****	700	GRND	5/22/2019	New	£13.71	Asking	
40	54A Church Rd	****	145	1st	5/1/2019	New	£23.17	Effective	
41)	7 The Broadway	****	2,022	GRND	4/5/2019	New	-	-	
42	113 Lower Church Rd	****	281	GRND	4/1/2019	New	£23.13	Asking	
43	4 Milton	****	6,405	1st	4/1/2019	New	£20.94	Effective	

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£17.46

£17.57

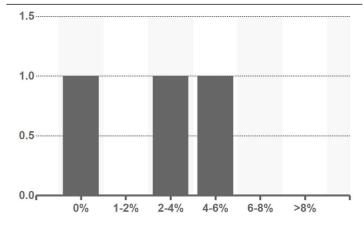
£18.70

9.5

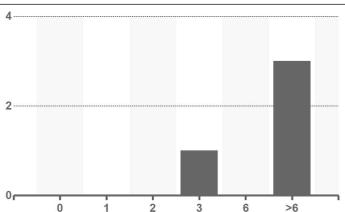
DEALS BY GROSS ASKING, GROSS STARTING, AND GROSS EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

	Comps Statistics											
	Low	Average	Median	High	Count							
Sale Price	£750,000	£3,671,304	£3,156,574	£13,000,000	14							
NIA	742 SF	19,400 SF	5,996 SF	251,024 SF	23							
Price per SF	£25.37	£132.46	£297.62	£2,604.89	14							
Net Initial Yield	5.80%	6.10%	6.10%	6.39%	2							
Days on Market	29	283	72	943	5							
Sale Price to Asking Price Ratio	10.71%	10.71%	10.71%	10.71%	1							

Totals

Sold Transactions Total Sales Volume: £51,398,258 Total Sales Transactions: 23

Survey Criteria

basic criteria: Type of Property - Office; Sale Date - from 06/01/2018; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Mid Sussex (Gatwick)

Sale Comps Map & List Report

Sale Comparables

Avg. NI Yield

Avg. Price/SF

Avg. Vacancy At Sale

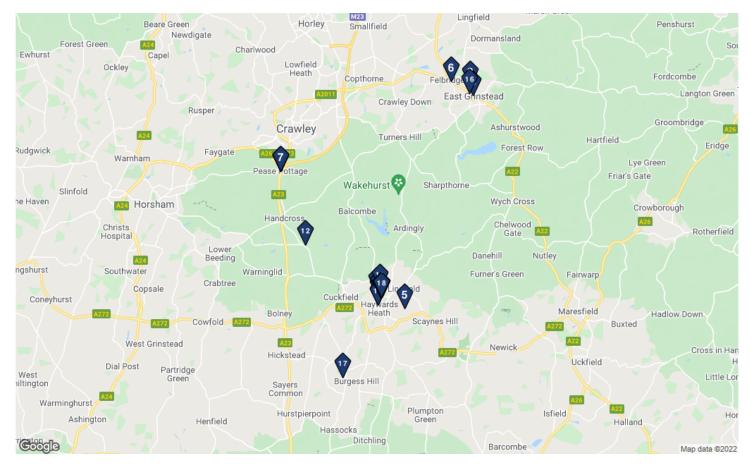
23

5.2%

£482

_

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£750,000	£3,671,304	£3,156,574	£13,000,000
Price Per SF	£25	£482	£298	£3K
NI Yield	4.2%	5.2%	4.2%	7.9%
Time Since Sale in Months	4.6	30.0	29.6	46.7

Property Attributes	Low	Average	Median	High
Building SF	742 SF	19,400 SF	5,996 SF	251,024 SF
Floors	1	3	2	5
Typical Floor	257 SF	6,222 SF	4,002 SF	51,024 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1718	1955	1979	2007
Star Rating	****	★★★★ 2.6	★★★★★ 3.0	****

Sale Comps Map & List Report

			Pro	perty			Sale		
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
•	Chester House Harlands Rd Haywards Heath, RH16&	Office/Residential ★★★★★	1963	29,560 SF	-	19/08/2021	£750,000	£25/SF	-
2	Phoenix House 53-59 Lingfield Rd East Grinstead, RH19&	Office ★★★★	1967	12,959 SF	-	19/07/2021	Price Not Dis- closed	-	7.9%
3	Chelsea House 8-14 The Broadway Haywards Heath, RH16&	Office ★★★★	1928	18,578 SF	-	24/06/2021	£3,625,000	£195/SF	-
4	Chalegrove House 34-36 Perrymount Rd Haywards Heath, RH16&	Office ★★★★	1988	10,870 SF	-	05/11/2020	£4,025,000	£370/SF	5.8%
5	Northlands Wood 7 Walnut Park Haywards Heath, RH16&	Medical ★★★★	2007	5,996 SF	-	01/05/2020	£2,041,257 Part of Portfolio	£340/SF	-
6	Hawker House Imberhorne Ln East Grinstead, RH19&	Office ★★★★	1980	2,500 SF	-	13/02/2020	Price Not Dis- closed	-	-
?	The Pavilions Brighton Rd Crawley, RH11 9BJ	Office ★★★★	2001	5,988 SF	-	30/08/2019	£3,266,983 Part of Portfolio	£546/SF	4.2%
?	The Pavilions Brighton Rd Crawley, RH11 9BJ	Office ★★★★	2001	5,000 SF	-	30/08/2019	£3,190,379 Part of Portfolio	£638/SF	4.2%
?	The Pavilions Brighton Rd Crawley, RH11 9BJ	Office ★★★★	2001	4,894 SF	-	30/08/2019	£3,122,768 Part of Portfolio	£638/SF	4.2%
?	The Pavilions & Brighton Rd Crawley, RH11 9BJ	Office ★★★★	2000	5,000 SF	-	30/08/2019	£2,919,871 Part of Portfolio	£584/SF	4.2%
8	East Grinstead House London Rd East Grinstead, RH19&	Office ★★★★	1979	251,024 SF	-	25/07/2019	£13,000,000	£52/SF	-
9	6 Boltro Rd & Haywards Heath, RH16&	Office ★★★★	1980	2,886 SF	-	17/07/2019	Price Not Dis- closed	-	6.4%

Sale Comps Map & List Report

			Pro	perty			Sale		
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
10	Hayworthe House Market Pl Haywards Heath, RH16&	Office ★★★★	1718	12,802 SF	-	10/01/2019	£2,511,784 Part of Portfolio	£196/SF	-
10	Hayworthe Villa, Mar Boltro Rd Haywards Heath, RH16&	Office ★★★★	1800	8,439 SF	-	10/01/2019	£2,150,216 Part of Portfolio	£255/SF	_
•	Concorde House © Balcombe Rd Haywards Heath, RH16&	Office ★★★★	-	7,608 SF	-	07/12/2018	£1,000,000	£131/SF	_
12	Forge © Cuckfield Rd Haywards Heath, RH17&	Office ★★★★	1972	4,200 SF	-	05/11/2018	Price Not Dis- closed	-	_
13	Multi-Property Sale © 5A Muster Green Haywards Heath, RH16&	Office ★★★★	-	742 SF	-	12/10/2018	Price Not Disclosed Part of Portfolio	-	-
13	Multi-Property Sale 3A Muster Green Haywards Heath, RH16&	Office ★★★★	1956	771 SF	-	12/10/2018	Price Not Disclosed Part of Portfolio	-	-
14	45-47 Perrymount Rd Haywards Heath, RH16&	Office ★★★★	1933	2,455 SF	-	18/06/2018	£6,395,000	£2,605/SF	-
15	Stuart House 41-43 Perrymount Rd Haywards Heath, RH16&	Office ★★★★	1975	7,368 SF	-	18/06/2018	Price Not Dis- closed	-	-
16	Garland Court © Garland Rd East Grinstead, RH19&	Office ★★★★	1988	19,800 SF	-	21/05/2018	£3,400,000	£172/SF	_
•	Kendal House Victoria Way Burgess Hill, RH15 9NF	Office ★★★★	1987	25,290 SF	-	28/03/2018	Price Not Disclosed Part of Portfolio	-	-
18	49 Perrymount Rd © Haywards Heath, RH16&	Office ★★★★	1933	1,467 SF	-	14/02/2018	Price Not Dis- closed	-	-

Lease Comps Report

Deals Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

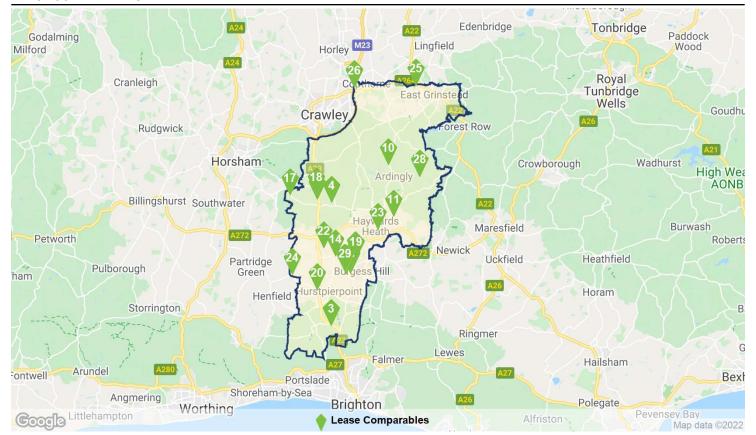
37

£9.73

£8.03

9

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	26	£5.40	£9.73	£10.30	£16.93
Achieved Rent Per SF	10	£5.50	£8.03	£7.58	£15.52
Net Effective Rent Per SF	8	£5.78	£8.35	£7.42	£15.52
Asking Rent Discount	4	0.0%	1.9%	1.4%	11.3%
TI Allowance	-	-	-	-	-
Rent Free Months	6	0	1	0	5

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	31	2	9	6	35
Deal Size	37	554	9,350	3,239	100,000
Lease Deal in Months	16	60.0	102.0	108.0	180.0
Floor Number	37	GRND	GRND	GRND	MEZZ

				Leas	se		Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
1	1 Albert Dr	****	15,000	GRND,	10/25/2021	New	£9.91	Effective	
2	Copthorne Way	****	64,752	GRND,1	10/8/2021	New	-	-	
3	1 Wayfield Farm	****	9,800	GRND	8/9/2021	New	£5.50	Starting	
4	The Green Unit, Holmste Staplefield Rd	****	4,479	GRND,	7/12/2021	New	£8.48	Asking	
5	Unit 5 York Rd	****	13,868	GRND,1	7/12/2021	New	£11.54	Asking	
6	William Way	****	2,267	GRND	7/9/2021	New	£11.69	Starting	
7	Avocet House Victoria Gdns	****	1,593	GRND,	6/8/2021	New	£10.04	Asking	
3	4 York Rd	****	10,400	GRND,1	6/1/2021	New	£11.53	Asking	
	Nursery Ln	****	10,000	GRND	5/12/2021	New	-	-	
0	Little London Garage Selsfied Rd	****	1,292	GRND	4/16/2021	New	£6.96	Asking	
	Lindfield Enterprise Park Lewes Rd	****	1,348	GRND,	4/1/2021	New	£11.13	Asking	
2	The Sovereign Centre, U Victoria Rd	****	8,840	GRND,1	3/9/2021	New	£9.05	Asking	
3	Marchants Way	****	1,029	GRND	2/17/2021	New	£13.60	Asking	
4	Roche Diagnostics A2300	****	20,000	GRND	2/12/2021	New	-	-	
5	Marchants Way	****	738	GRND	12/1/2020	New	£16.93	Asking	
6	Teknol House Victoria Rd	****	2,840	GRND	11/11/2020	New	£7.74	Asking	
6	Teknol House Victoria Rd	****	3,239	GRND	11/11/2020	New	£5.40	Asking	
7	Eastlands Park Farm, Un Warninglid	****	554	GRND	11/11/2020	New	£10.55	Asking	
3	Marchants Way	****	1,244	GRND	11/1/2020	New	£12.86	Asking	
8	London Rd	****	11,046	GRND,1	10/1/2020	New	£11.50	Asking	
	Lindfield Enterprise Park Lewes Rd	****	1,409	GRND	9/29/2020	New	£10.85	Asking	

				Leas	se		Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Typ	
9	Marchants Way	****	4,720	GRND,	9/1/2020	New	£5.59	Asking	
0	25a Firsland Park Estate Albourne	****	1,510	GRND	8/1/2020	New	£7.61	Asking	
1	Cinder Hill Ln	****	5,353	GRND,1	8/1/2020	New	£6.18	Effectiv	
2	Unit 43, Bolney Grange Stairbridge	****	1,700	GRND	7/9/2020	New	£10.00	Asking	
3	ATS Gower	****	1,274	GRND	5/13/2020	New	£14.12	Asking	
4	Hurstpierpoint	****	17,325	GRND	3/2/2020	New	-	-	
9	Marchants Way	****	4,176	GRND	2/28/2020	New	£6.23	Effectiv	
3	Marchants Way	****	714	GRND	1/31/2020	New	£8.05	Asking	
5	The Felbridge Centre Imberhorne Ln	****	5,225	GRND,1	11/21/2019	Renewal	£8.61	Effectiv	
6	William Way	****	2,168	GRND	10/9/2019	New	£10.00	Effectiv	
6	Unit 1 Copthorne Way	****	100,000	GRND,1	9/26/2019	New	-	-	
7	York Rd	****	2,800	GRND	8/14/2019	New	£15.00	Asking	
8	Cinder Hill Ln	****	3,929	GRND	6/24/2019	New	£5.78	Effectiv	
3	Marchants Way	****	986	GRND	4/1/2019	New	£12.68	Asking	
9	York Rd	****	2,191	GRND	3/24/2019	New	£15.52	Effectiv	
	York Rd	****	6,165	GRND	3/22/2019	New	£6.16	Effectiv	

Rents

Lease Comps Report

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£9.73

£8.03

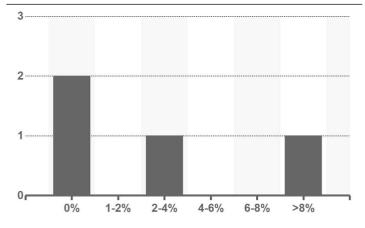
£8.35

8.0

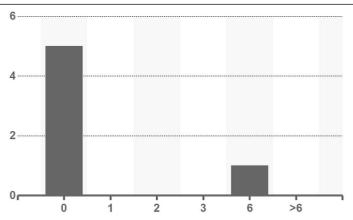
DEALS BY ASKING, STARTING AND EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

For Sale & UC/Pending

Sold Transactions

	Comps	Statistics			
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£1,595,000	£1,595,000	£1,595,000	£1,595,000	1
Sold Transactions	£150,000	£4,887,476	£3,100,000	£13,300,000	18
NIA					
For Sale & UC/Pending	4,000 SF	4,000 SF	4,000 SF	4,000 SF	1
Sold Transactions	1,680 SF	25,204 SF	23,271 SF	57,510 SF	24
Price per SF					
For Sale & UC/Pending	£398.75	£398.75	£398.75	£398.75	1
Sold Transactions	£12.39	£175.36	£163.69	£302.42	18
Net Initial Yield					
For Sale & UC/Pending	6.13%	6.13%	6.13%	6.13%	1
Sold Transactions	4.37%	4.90%	4.86%	5.50%	4
Days on Market					
For Sale & UC/Pending	325	325	325	325	1
Sold Transactions	14	240	219	493	11
Sale Price to Asking Price Ratio					
Sold Transactions	96.67%	110.65%	109.92%	120.00%	5
	To	tals			

Asking Price Total:
Total Sales Volume:

£1,595,000 £87,974,567 Total For Sale Transactions:
Total Sales Transactions:

1 24

25

Total Included in Analysis:

£89,569,567

Total Included in Analysis:

Survey Criteria

basic criteria: Type of Property - Industrial; Sale Date - from 06/01/2018; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Mid Sussex (Gatwick)

Sale Comparables

Avg. NI Yield

Avg. Price/SF

Avg. Vacancy At Sale

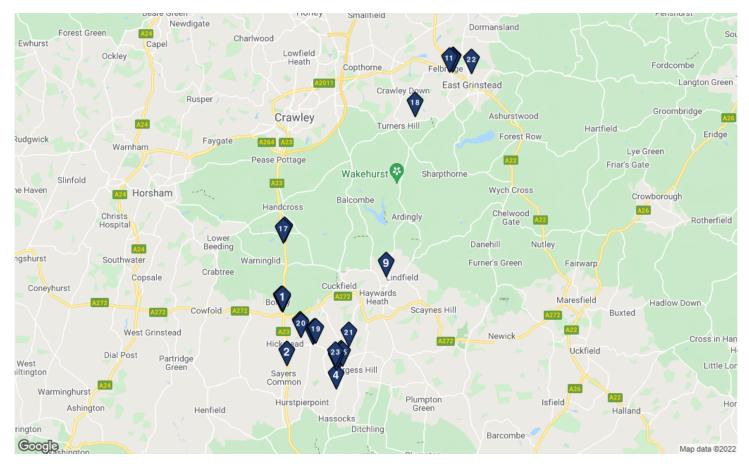
25

5.1%

£178

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SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£150,000	£4,714,188	£2,600,000	£13,300,000
Price Per Unit	£12	£178	£168	£399
NI Yield	4.4%	5.1%	5.0%	6.1%
Time Since Sale in Months	1.2	22.0	26.4	47.9

Property Attributes	Low	Average	Median	High
Building SF	1,680 SF	24,356 SF	20,710 SF	57,510 SF
Ceiling Height	10"	1'7"	1'8"	2'2"
Docks	0	0	0	4
Vacancy Rate at Sale	-	-	-	-
Year Built	1970	2001	2000	2022
Star Rating	****	★★★★ ★ 2.8	★★★★★ 3.0	****

			Pro	perty			Sale	•	
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
•	Sussex Junction Unit 1 Cowfold Rd Haywards Heath, RH17&	Industrial ★★★★★	2022	46,500 SF	-	01/12/2021	£10,626,143 Part of Portfolio	£229/SF	-
•	Sussex Junction Unit 3 Cowfold Rd Haywards Heath, RH17&	Industrial ★★★★	2022	31,700 SF	-	01/12/2021	£7,244,059 Part of Portfolio	£229/SF	-
•	Sussex Junction Unit 2 Cowfold Rd Haywards Heath, RH17&	Industrial ★★★★	2022	31,200 SF	-	01/12/2021	£7,129,799 Part of Portfolio	£229/SF	-
2	FM House London Rd Hassocks, BN6 9HS	Warehouse ★★★★	1985	40,943 SF	-	09/11/2021	Price Not Dis- closed	-	-
3	1 Albert Dr © Burgess Hill, RH15 9TN	Distribution ★★★★	1984	15,000 SF	-	12/10/2021	£1,800,000	£120/SF	-
4	Hammonds Hill Farm, Condon Rd Hassocks, BN6 9NB	Warehouse	2000	9,406 SF	-	04/10/2021	£1,500,000	£159/SF	-
5	Link23 Nursery Ln Haywards Heath, RH17&	Warehouse	2019	42,911 SF	-	10/09/2021	£9,500,000	£221/SF	5.0%
6	DX Freight Imberhorne Way East Grinstead, RH19&	Warehouse	1980	14,800 SF	-	01/08/2021	£2,600,000	£176/SF	5.5%
?	Duaris House Imberhorne Ln East Grinstead, RH19&	Industrial ★★★★	2000	8,636 SF	-	01/06/2021	£1,450,000	£168/SF	-
8	Industrial Unit Stairbridge Ln Haywards Heath, RH17&	Industrial ★★★★★	1993	3,454 SF	-	05/06/2020	Price Not Disclosed Unit Sale	-	-
9	House Bridge Rd Haywards Heath, RH16&	Industrial ★★★★★	1990	1,759 SF	-	28/05/2020	Price Not Disclosed Unit Sale	-	-
10	Roche UK Gothard Green Way Hassocks, BN6 9LG	Warehouse ★★★★	2020	57,510 SF	-	28/10/2019	£5,304,566	£92/SF	-

			Pro	perty			Sale		
Pı	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
•	Unit 5 w Imberhorne Ln East Grinstead, RH19&	Manufactur- ing ★★★★	2010	20,173 SF	-	18/10/2019	£1,550,000	£77/SF	-
12	Roche Diagnostics & A2300 Hassocks, BN6 9LG	Manufactur- ing ★★★★	2020	53,400 SF	-	01/10/2019	£13,300,000	£249/SF	4.7%
13	16 Victoria Way © Burgess Hill, RH15 9NF	Warehouse ★★★★	1980	20,710 SF	-	19/09/2019	£1,900,000	£92/SF	-
14	Link23 & London Rd Haywards Heath, RH17&	Warehouse ★★★★	2019	43,000 SF	-	01/07/2019	Price Not Dis- closed	-	-
15	Victoria Way & Burgess Hill, RH15 9NF	Warehouse ★★★★	1970	31,264 SF	-	29/03/2019	£3,600,000	£115/SF	-
16	Soverign Business Albert Dr Burgess Hill, RH15 9TY	Warehouse ★★★★	1989	25,832 SF	-	26/03/2019	£320,000	£12/SF	-
1	Link23 © Nursery Ln Haywards Heath, RH17&	Warehouse ★★★★	2019	42,911 SF	-	01/03/2019	£6,500,000	£151/SF	-
18	East St © Crawley, RH10 4QQ	Industrial ★★★★★	2000	4,960 SF	-	25/09/2018	£1,500,000	£302/SF	-
19	DPD Group UK Limit Surgess Hill Hassocks, BN6 9LG	Industrial ★★★★	2018	43,077 SF	-	15/05/2018	£12,000,000	£279/SF	4.4%
20	Bolney Grange Busi Stairbridge Ln Haywards Heath, RH17&	Industrial ★★★★	2010	3,295 SF	-	27/03/2018	Price Not Disclosed Unit Sale	-	-
21	Sheddingdean Indus Marchants Way Burgess Hill, RH15 8QY	Warehouse	1990	10,778 SF	-	21/02/2018	Price Not Dis- closed	-	-
22	Industrial Unit Charlwoods Rd East Grinstead, RH19&	Industrial ★★★★	1987	1,680 SF	-	10/01/2018	£150,000 Unit Sale	£89/SF	-

		Property				Sale			
Pre	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
23	53 Victoria Rd © Burgess Hill, RH15 9LR	Service ★★★★	1988	4,000 SF	-	-	£1,595,000	£399/SF	6.1%

Lease Comps Report

Deals Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

51

£26.80

£14.89

9

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	31	£10.36	£26.80	£25.35	£73.35
Achieved Rent Per SF	25	£0.02	£14.89	£16.54	£53.17
Net Effective Rent Per SF	16	£5.28	£17.08	£16.47	£39.94
Asking Rent Discount	7	-0.1%	17.0%	0.0%	99.9%
TI Allowance	-	-	-	-	-
Rent Free Months	12	0	4	3	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	34	1	9	6	46
Deal Size	51	171	1,607	986	9,490
Lease Deal in Months	28	12.0	107.0	120.0	240.0
Floor Number	50	LL	GRND	GRND	2

Lease Comps Summary

Lease Comps Report

				Leas			Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type	
1	4 High	****	468	GRND	11/29/2021	New	£39.53	Asking	
2	Orchard Shopping Centre The Orchards	****	721	GRND	11/24/2021	New	£48.54	Asking	
3	85 High St	****	681	GRND	11/4/2021	New	£25.70	Asking	
4	18 Keymer Rd	****	594	GRND	10/25/2021	New	£25.25	Asking	
5	Adastra Place 38 Keymer Rd	****	1,930	GRND	8/1/2021	New	£10.36	Asking	
6	8-10 London Rd	****	1,280	GRND	7/29/2021	New	£44.53	Asking	
7	176 London Rd	****	1,227	GRND	7/16/2021	New	£73.35	Asking	
2	Orchard Shopping Centre The Orchards	****	500	GRND	7/7/2021	New	£58.00	Asking	
8	Queens Walk 1-2 Queens Walk	****	6,711	GRND	6/24/2021	New	£5.96	Starting	
9	16 The Broadway	****	975	GRND	6/22/2021	New	£20.51	Asking	
0	57 The Broadway	****	1,328	BSMT,G	5/27/2021	New	£24.99	Effective	
1	207 Lower Church Rd	****	570	GRND	3/30/2021	New	£10.53	Starting	
2	50 High St	****	375	GRND	3/8/2021	New	£21.33	Starting	
3	Victoria Gate 119-127 South Rd	****	1,088	LL,GRND	3/2/2021	Renewal	£15.30	Effective	
4	2-8 South Rd	****	3,003	GRND	1/29/2021	New	£17.48	Asking	
4	2-8 South Rd	****	3,078	GRND	1/29/2021	New	£12.00	Effective	
5	93 London Rd	****	1,420	GRND	1/14/2021	New	£13.51	Effective	
6	56-58 London Rd	****	2,101	GRND,1	12/25/2020	New	£16.66	Starting	
7	54 High St	****	188	GRND	11/13/2020	New	£53.17	Starting	
8	26 High St	****	707	GRND	11/1/2020	New	£35.36	Asking	
9	1 Middle Row	****	893	BSMT,G	11/1/2020	New	£30.50	Asking	

Lease Comps Summary

Lease Comps Report

				Lea	se		Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
20	78 London	****	1,622	1-2	9/29/2020	Renewal	£34.59	Effective
21	33-35 South Rd	****	2,071	GRND	9/10/2020	New	£19.31	Starting
22	1-9 Commercial Sq	****	700	GRND	7/1/2020	New	-	-
23	82 South	****	842	GRND	3/16/2020	New	£39.94	Effective
24	56-58 The Broadway	****	1,222	GRND	3/14/2020	New	£28.64	Asking
25	188-190 London	****	3,788	GRND	1/31/2020	New	£5.28	Effective
26	126-140 South Rd	****	1,300	GRND	1/23/2020	New	£29.23	Asking
27	Orchards House 32-36 South Rd	****	1,993	GRND	11/29/2019	Renewal	£22.58	Effective
28	97 Keymer Rd	****	506	GRND	11/25/2019	New	£13.68	Effective
29	2-8 Sussex Rd	****	2,917	GRND	11/25/2019	New	£8.29	Effective
30	91-93 Lingfield Rd	****	171	GRND	11/19/2019	New	£32.90	Effective
31)	5 High St	****	472	GRND	9/26/2019	New	£38.14	Starting
32	49-51 South Rd	****	9,490	GRND,1	9/25/2019	New	£9.69	Starting
33	Whitehall Parade 5-9 London Rd	****	1,281	GRND	8/14/2019	Renewal	£15.61	Effective
34	19 Church Rd	****	423	GRND	7/29/2019	New	£29.55	Asking
35	208 London Rd	****	9,106	GRND	7/26/2019	New	£21.16	Effective
36	14 High St	****	377	GRND	7/25/2019	New	£55.70	Asking
37	188-188a London Rd	****	677	GRND	7/25/2019	New	£16.25	Starting
38	84 London Rd	****	941	GRND	7/11/2019	New	£22.85	Asking
39	34 Cyprus	****	1,915	GRND	5/31/2019	New	-	-
40	1 Keymer Parade	****	687	GRND	5/31/2019	New	£0.02	Starting



Lease Comps Summary

Lease Comps Report

				Leas	se		Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
41	Aviation House 1-7 Sussex Rd	****	1,983	1st	5/9/2019	New	£13.11	Asking
42	25-25a Church Rd	****	986	Unkwn	4/12/2019	New	£25.35	Asking
42	25-25a Church Rd	****	1,173	GRND	4/4/2019	New	£17.32	Effective
43	97 Church Walk	****	700	GRND	4/1/2019	New	£17.86	Effective
44	101 High St	****	373	GRND	3/22/2019	New	£22.12	Asking
45	37-39 Keymer Rd	****	773	GRND	3/20/2019	New	£24.58	Asking
38	84 London Rd	****	1,808	BSMT,G	3/20/2019	New	£9.83	Effective
46	5-7 Mill Rd	****	740	GRND	2/25/2019	New	£17.91	Asking

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£26.80

£14.89

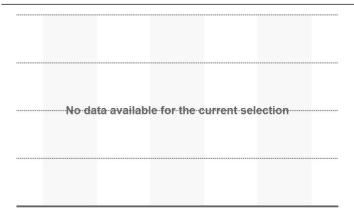
£17.08

3.8

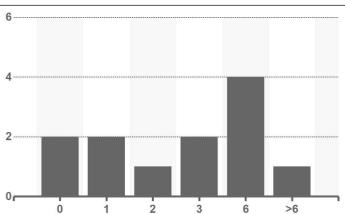
DEALS BY NNN ASKING, NNN STARTING, AND NNN EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

	Comps	Statistics			
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£270,000	£542,500	£425,000	£1,050,000	4
Sold Transactions	£90,000	£2,439,137	£1,083,090	£24,885,000	32
Centre Size					
For Sale & UC/Pending	1,018 SF	2,188 SF	2,080 SF	3,576 SF	4
Sold Transactions	425 SF	10,011 SF	4,283 SF	83,420 SF	43
Price per SF					
For Sale & UC/Pending	£182.48	£247.89	£241.88	£343.81	4
Sold Transactions	£68.72	£270.62	£236.10	£633.87	32
Net Initial Yield					
For Sale & UC/Pending	3.14%	4.43%	4.43%	5.71%	2
Sold Transactions	3.20%	6.29%	5.84%	12.01%	15
Days on Market					
For Sale & UC/Pending	107	536	603	829	4
Sold Transactions	4	187	174	556	25
Sale Price to Asking Price Ratio					
Sold Transactions	73.23%	98.28%	97.09%	126.32%	17
	To	otals			

For Sale & UC/Pending	Asking Price Total:	£2,170,000	Total For Sale Transactions:	4
Sold Transactions	Total Sales Volume:	£78,052,391	Total Sales Transactions:	43
	Total Included in Analysis:	£80,222,391	Total Included in Analysis:	47

Survey Criteria

basic criteria: Type of Property - Retail; Sale Date - from 06/01/2018; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Mid Sussex (Gatwick)

Sale Comparables

Avg. NI Yield

Avg. Price/SF

Avg. Vacancy At Sale

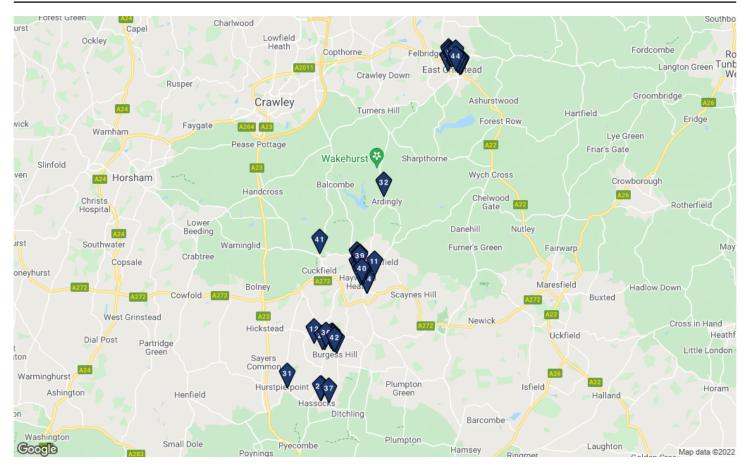
47

6.7%

£274

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SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£90,000	£2,228,400	£1,022,000	£24,885,000
Price Per SF	£69	£274	£236	£634
NI Yield	3.1%	6.7%	5.8%	12.4%
Time Since Sale in Months	1.2	28.8	29.3	47.8

Property Attributes	Low	Average	Median	High
Building SF	425 SF	9,345 SF	3,576 SF	83,420 SF
Floors	1	2	2	8
Typical Floor	2 SF	7,644 SF	1,804 SF	74,687 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1873	1945	1950	2017
Star Rating	****	★★★★ ★ 2.6	★★★★★ 3.0	****

			Pro	perty			Sale	!	- /SF 5.8% /SF 5.6% /SF - /SF -		
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield		
•	43-43A The Broadway © Haywards Heath, RH16&	Storefront ★★★★★	1930	1,990 SF	-	30/11/2021	Price Not Dis- closed	-	-		
2	56-58 London Rd © East Grinstead, RH19&	Bank ★★★★	1930	2,101 SF	-	02/09/2021	£571,000	£272/SF	5.8%		
3	49-51 South Rd	Storefront ★★★★	1998	9,490 SF	-	20/07/2021	£1,550,000	£163/SF	5.6%		
4	Victoria Gate 119-127 South Rd Haywards Heath, RH16&	Storefront Retail/Residential	1989	5,214 SF	-	15/06/2021	£3,305,000	£634/SF	5.3%		
5	Busy Bees at Hay Southdowns Park Haywards Heath, RH16&	Day Care Centre ★★★★	1970	4,283 SF	-	12/02/2021	£2,579,633 Part of Portfolio	£602/SF	-		
5	Busy Bees East Grin © 72-74 Moat Rd East Grinstead, RH19&	Day Care Centre	1896	6,399 SF	-	12/02/2021	£2,006,689 Part of Portfolio	£314/SF	-		
6	Fraser House Triangle Rd Haywards Heath, RH16&	Restaurant ★★★★	1890	2,406 SF	-	04/12/2020	£400,000	£166/SF	-		
?	66 Church Walk & Burgess Hill, RH15 9AU	Storefront Retail/Office	1900	7,234 SF	-	12/11/2020	£775,000	£107/SF	-		
8	30-32 Station Rd Burgess Hill, RH15 9DS	Storefront ★ ★ ★ ★	1979	6,193 SF	-	04/11/2020	£1,500,000	£242/SF	-		
9	188-188a London Rd © East Grinstead, RH19&	Storefront Retail/Residential	1900	677 SF	-	21/07/2020	£90,000	£133/SF	12.0%		
10	J Sainbury plc Bannister Way Haywards Heath, RH16&	Retail ★★★★	2000	83,420 SF	-	27/05/2020	£2,904,363 Part of Portfolio	£137/SF	12.4%		
10	Sainsburys Brooklands Way East Grinstead, RH19&	Storefront ★★★★	-	67,950 SF	-	27/05/2020	£2,617,226 Part of Portfolio	£151/SF	12.4%		

			Pro	perty			Sale		
Pre	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
•	38 America Ln	Retail ★★★★★	1900	747 SF	-	06/03/2020	Price Not Dis- closed	-	-
12	The Weald Inn 119 Royal George Rd Burgess Hill, RH15 9SJ	Pub ★★★★	1960	2,582 SF	-	20/02/2020	£1,122,180	£435/SF	-
13	1 Cyprus Rd & Burgess Hill, RH15 8DX	Retail ★★★★	1960	5,395 SF	-	28/01/2020	£1,044,000	£194/SF	-
14	79-81 High St © East Grinstead, RH19&	Storefront ★★★★★	1936	813 SF	-	17/01/2020	£420,300	£517/SF	4.0%
15	219 London Rd © East Grinstead, RH19&	Freestanding	-	24,000 SF	-	18/12/2019	£7,500,000	£313/SF	-
16	Orchards House 32-36 South Rd Haywards Heath, RH16&	Storefront ★★★★	1950	6,751 SF	-	09/12/2019	£600,000	£89/SF	7.1%
*	Carpetright 220-228 London Rd East Grinstead, RH19&	Freestanding	1960	9,939 SF	<u>-</u>	01/12/2019	£2,700,000	£272/SF	-
18	Waitrose © 61-69 Perrymount Rd Haywards Heath, RH16&	Storefront ★★★★	2017	47,534 SF	-	01/09/2019	£24,885,000	£524/SF	4.1%
19	42B Keymer Rd Rassocks, BN6 8AP	Retail ★★★★	-	726 SF	-	06/08/2019	Price Not Dis- closed	-	8.0%
20	1-3 Kings St © East Grinstead, RH19&	Storefront ★★★★	1890	1,816 SF	-	26/07/2019	£315,000	£173/SF	-
21	80 CHURCH Walk & Burgess Hill, RH15 9AS	Storefront Retail/Office	1980	1,001 SF	-	11/06/2019	Price Not Dis- closed	-	5.9%
22	42A Keymer Rd Rd Hassocks, BN6 8AP	Retail ★★★★	2005	485 SF	-	08/04/2019	Price Not Dis- closed	-	-

			Pro	perty			Sale		
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
23	208 London Rd © Burgess Hill, RH15 9RD	Storefront ★★★★	-	21,850 SF	-	01/03/2019	£5,025,000	£230/SF	3.2%
24	Busy Bees at Hay Southdowns Park Haywards Heath, RH16&	Day Care Centre ★★★★	1970	4,283 SF	-	14/02/2019	£2,170,000	£507/SF	5.0%
25	2-8 Sussex Rd	Storefront ★★★★★	1969	14,735 SF	-	03/01/2019	£1,335,000	£91/SF	8.0%
26	36 Keymer Rd Rd Hassocks, BN6 8AA	Retail ★★★★	1980	11,009 SF	-	14/12/2018	Price Not Dis- closed	-	-
27	Wickes 256-269 London Rd Burgess Hill, RH15 9QU	Freestanding	1986	23,984 SF	-	06/11/2018	£6,300,000	£263/SF	-
28	1 Keymer Parade © Burgess Hill, RH15 0AD	Storefront Retail/Residential	1979	839 SF	-	01/11/2018	£250,000	£298/SF	-
29	9 Middle Row © East Grinstead, RH19&	Retail ★★★★	-	425 SF	-	16/10/2018	£200,000	£471/SF	6.0%
30	29-31 London Rd © East Grinstead, RH19&	Storefront Retail/Residential	1980	2,040 SF	-	04/10/2018	Price Not Dis- closed	-	-
31	126 High St & BN6 9PX	Storefront Retail/Residential	1910	716 SF	-	28/07/2018	Price Not Dis- closed	-	-
32	Oak Inn Street Ln Haywards Heath, RH17&	Storefront Retail/Resi- dential	1873	3,414 SF	-	04/07/2018	Price Not Dis- closed	-	-
33	182 London Rd © East Grinstead, RH19&	Storefront Retail/Resi- dential	1965	466 SF	-	26/06/2018	£267,000	£573/SF	-
34	25-25a Church Rd Burgess Hill, RH15 9AP	Retail ★★★★	1980	6,051 SF	-	12/06/2018	£500,000	£83/SF	-

			Pro	perty			Sale		
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	NI Yield
35	22 Gower Rd & Haywards Heath, RH16&	Retail ★★★★	1990	6,061 SF	-	08/06/2018	£750,000	£124/SF	5.4%
36	151 Lower Church Rd Burgess Hill, RH15 9AA	Storefront ★★★★	1922	756 SF	-	25/04/2018	Price Not Dis- closed	-	-
37	Stafford House 91 Keymer Rd Hassocks, BN6 8QJ	Day Care Centre ★★★★	-	18,811 SF	-	12/04/2018	£2,770,000	£147/SF	-
38	Busy Bees East Grin 72-74 Moat Rd East Grinstead, RH19&	Day Care Centre ★★★★	1896	6,399 SF	-	09/03/2018	Price Not Dis- closed	-	-
39	53 Perrymount Rd © Haywards Heath, RH16&	Storefront ★★★★	1884	1,072 SF	-	14/02/2018	£220,000	£205/SF	-
40	42-44 South Rd © Haywards Heath, RH16&	Storefront Retail/Office ★★★★	1930	5,530 SF	-	06/02/2018	£380,000	£69/SF	9.0%
41	Wealdon House © Haywards Heath, RH17&	Storefront Retail/Residential	1900	2,889 SF	-	12/01/2018	£1,000,000	£346/SF	-
42	25-27 Station Rd © Burgess Hill, RH15 9DE	Storefront ★★★★	1930	3,576 SF	-	-	£1,050,000	£294/SF	5.7%
43	31 London Rd © East Grinstead, RH19&	Storefront Retail/Residential	1920	2,740 SF	-	-	£500,000	£182/SF	-
44	90-92 London Rd © East Grinstead, RH19&	Storefront ★★★★	1950	1,018 SF	-	-	£350,000	£344/SF	3.1%
45	93 London Rd © East Grinstead, RH19&	Storefront Retail/Residential	1900	1,420 SF	-	-	£270,000	£190/SF	-

Appendix 9 – Land Registry Development Land Data

Date	Site Address	Area	Unit	Aff Units	Aff %	£/ha	£/unit	LR Title	Price Paid	Date	Notes	S106
Decision		ha	s									
04-Feb-19	Land North Of Clayton Mills, Ockley Lane, Hassocks, West Sussex	30.171	500	150	30%			WSX282293	No Price Data	05/11/2019	Gleeson beneficiary	£3,839,717
01-Mar-19	Land West Of Copthorne, Copthorne Way, Copthorne, West Sussex	8.819	303	91	30%	£3,213,443	£93,531	WSX405936	£28,340,000	08/10/2018	St Modwen	£7,016,435
21-Feb-19	Hassocks Golf Club, London Road, Hassocks, West Sussex, BN6 9NA	9.733	165	50	30%	£1,695,298	£100,00 0	WSX406388	£16,500,000 excluding VAT.	08/01/2019	Bellway	£1,943,456
14-Feb-20	Land At 37 - 55 Perrymount Road, Haywards Heath, West Sussex, RH16 3BN	0.615	145	44	30%			Built out, multiple owners				£802,386
04-Feb-20	Land To The Rear Of Friars Oak, London Road, Hassocks, West Sussex, BN6 9NA	10.510	130	39	30%	£11,089	£896	WSX300253	£116,540	08/05/2006	Rydon Homes beneficiary	£263,649
20-May-19	Site Of The Former Hazeldens Nursery, London Road, Albourne, West Sussex, BN6 9BL	4.405	84	0		£1,271,283	£66,667	WSX422421	£5,600,000.00	23/12/2020		£28,078
26-Apr-19	Rookery Farm , Rocky Lane, Haywards Heath, West Sussex	1.704	23	7	30%			WSX394747	No Price Data	01/11/2017	BDW	£146,346
17-Dec-19	Bridge Hall, Cuckfield Road, Burgess Hill, West Sussex, RH15 8RE	0.796	40	12	30%	£3,164,239	£63,000	WSX123240 , WSX31029	£2,520,000	11/12/2018		£486,256
10-May-19	Central House, 25 - 27 Perrymount Road, Haywards Heath, West Sussex, RH16 3TP	0.270	38	11	32%	£16,099,18 6	£114,47 4	WSX277895	£4,350,000	25/09/2014		£164,350



20-Nov-20	Bell Hammer, East Grinstead, West Sussex, RH19 4EF	0.351	35	11	31%			WSX7481	No Price Data	27/07/2006	MOAT HOMES LIMITED	£54,622
17-Dec-19	11A Crawley Down Road, Felbridge, West Sussex	1.191	32	10	31%			SY476401, WSX333449 , WSX257900 , WSX36070, WSX81798, WSX298747	Incomplete £340,000/ £100,000/ no price/ no price/ £5,000/ no price	26/08/2011, 19/2/2010, 07/09/2001, 26/07/1995 29/6/2011, 02/05/2006	This is not the whole plot	£549,999
28-Apr-20	Land North And East Of, Bolney Cricket Club, The Pavilion, Glebe Field, The Street, Bolney, West Sussex, RH17 5QP	2.139	30	9	30%	£804,152	£57,333	WSX427575	£1,720,000	23/08/2021	Rydon Homes	£1,943,456
20-Sep-21	Woodfield House, Isaacs Lane, Burgess Hill, West Sussex, RH15 8RA	1.393	30	9	30%			WSX33921	No Price Data	13/02/1987	Applications pending	£153,645
26-Feb-21	Land Parcel North Of 99, Franklands Village, Haywards Heath, West Sussex	0.381	24	8	33%			SX5756, SX5489	no Price Data	no date	Housing assoc	£192,371
28-Mar-19	Mid Sussex District Council, Beech Hurst Depot, Bolnore Road, Haywards Heath, West Sussex	0.466	18	9	50%	£2,680,103	£69,444	WSX420753	£1,250,000	29/10/2020	Shanly Developments	£235,022
15-Feb-19	NCP Ltd, Harlands Road Car Park, Harlands Road, Haywards Heath, West Sussex	0.310	40	3	8%	£3,873,467	£70,588	WSX207195	£1,200,000	14 July 2015		£222,587
03-Jun-19	Land East Of, Haywards Heath Road, Balcombe, West Sussex	0.913	16	5	31%	£2,473,425	£141,06	WSX416832 , WSX420644	£2,000,000/ £257,000	11/03/2020, 27/11/2020	Rydon Homes/Raven Housing Trust	£262,168
26-Jul-19	23 And 25 Bolnore Road, Haywards Heath, West Sussex, RH16 4AB	0.515	15					WSX416277 , SX93541	1600000/ no price	24/02/2020, 09/10/1967	Applications pending	£264,181



27-Aug-20	60 - 64 Church Walk, Burgess Hill, West Sussex, RH15 9AS	0.093	15	Off Site		£16,738,66 1	£103,33	SX151732	£1,550,000	04/03/2013	04-Mar-13	£2,225,997
11-Sep-20	Linden House, Southdowns Park, Haywards Heath, West Sussex, RH16 4SL	0.149	14			£4,710,633	£50,000	WSX374368	£700,000	24/07/2015		£126,675
04-Jun-21	Kingsland Laines, Reeds Lane, Sayers Common, Hassocks, West Sussex, BN6 9JG	5.850	120	36	30%	£2,306,227	£112,42 9	WSX411674 , WSX414663	£13,491,429	03/06/2019	Linden inc more land	£124,841





Appendix 10 – CoStar Industrial Land

The pages in this appendix are not numbered.





Sale Comparables Avg. NI Yield Avg. Price/SF Avg. Vacancy At Sale

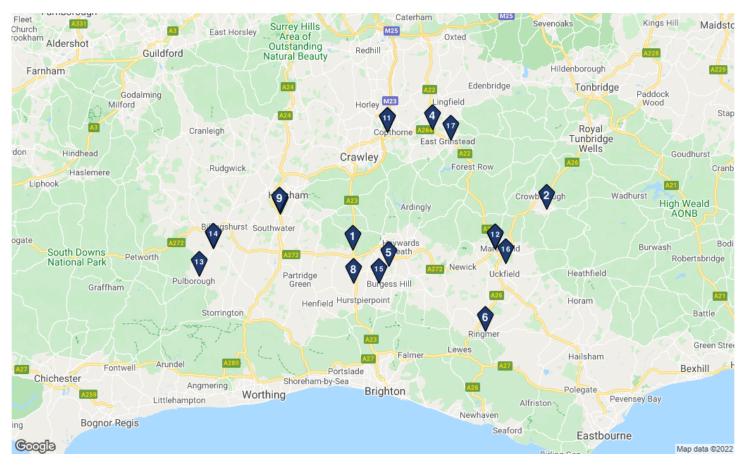
18

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£41

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SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£350,000	£9,460,098	£4,110,640	£31,944,936
Price Per SF	£7	£41	£25	£187
NI Yield	-	-	_	-
Time Since Sale in Months	4.5	29.3	31.3	45.9

Property Attributes	Low	Average	Median	High
Building SF	-	-	-	-
Floors	-	-	-	-
Typical Floor	-	-	-	-
Vacancy Rate at Sale	-	-	-	-
Year Built	-	-	-	-
Star Rating	****	★★★★ 2.3	★★★★★ 2.0	****

			Pro	perty			Sale	e	
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/Area	NI Yield
•	London Rd	Land	-	5.28 AC	-	23/08/2021	£1,720,000	£325,753/AC	-
2	Walshes Rd © Crowborough, TN6 3RE	Land	-	4.679 AC	-	11/03/2021	£1,650,000	£352,669/AC	-
3	Land at Phases 3 and Copthorne Way Crawley, RH10 3PD	Land	-	20.299 AC	-	25/11/2020	Price Not Dis- closed	-	-
4	Land Crawley Down Rd East Grinstead, RH19&	Land	-	6.896 AC	-	30/10/2020	£8,033,333	£1,164,848/AC	-
5	Phase 1A / Freeks Freeks Ln Burgess Hill, RH15 8GA	Land	-	40.825 AC	-	14/02/2020	£31,944,936	£782,493/AC	-
6	Land - Ringmer Foot Anchor Fld Lewes, BN8 5QN	Land ★★★★	-	2.694 AC	-	19/11/2019	£4,921,280	£1,826,984/AC	-
?	Plot A Wilberforce Way Horsham, RH13 9RT	Land ★★★★	-	1.8 AC	-	02/07/2019	Price Not Dis- closed	-	-
8	Land & Condon Rd Hassocks, BN6 9HT	Land	-	13.868 AC	-	03/06/2019	£13,491,429	£972,814/AC	-
9	Plot C Wilberforce Way Horsham, RH13 9RT	Land ★★★★	-	1.9 AC	-	22/05/2019	Price Not Dis- closed	-	-
10	Brinsbury Fields Stane St Pulborough, RH20 1DJ	Land ★★★★	-	16.0 AC	-	09/01/2019	Price Not Dis- closed	-	-
•	Land at Phases 3 and © Copthorne Way Crawley, RH10 3PD	Land	-	20.12 AC	-	08/10/2018	£28,340,000	£1,408,549/AC	-
12	Site 7	Land ★★★★	-	0.825 AC	-	08/10/2018	Price Not Disclosed Part of Portfolio	-	-

			Pro	perty			Sale		
Pr	operty Name - Address	Туре	Yr Built	Size	Vacancy	Sale Date	Price	Price/Area	NI Yield
12	Site 6 & Batts Bridge Rd Uckfield, TN22 2HN	Land ★★★★	-	0.929 AC	-	08/10/2018	Price Not Disclosed Part of Portfolio	-	-
13	Former Pulborough Moat Ln Pulborough, RH20 2AP	Land ★★★★★	-	0.25 AC	-	18/06/2018	Price Not Dis- closed	-	-
14	Brinsbury Fields Stane St Pulborough, RH20 1DJ	Land ★★★★★	-	12.0 AC	-	18/04/2018	Price Not Dis- closed	-	-
15	Land at was Hammonds Rd Burgess Hill, RH15 9QT	Land ★★★★	-	3.7 AC	-	08/03/2018	£3,300,000	£891,892/AC	-
16	Regency Close © Uckfield, TN22 1DS	Land	-	0.45 AC	-	-	£850,000	£1,888,889/AC	-
*	Land at 70-72 London Rd East Grinstead, RH19&	Land ★★★★★	-	0.043 AC	-	-	£350,000	£8,158,508/AC	-

Quick Stats Report

	Comps	Statistics			
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£350,000	£600,000	£600,000	£850,000	2
Sold Transactions	£1,650,000	£11,675,122	£6,477,306	£31,944,936	8
Parcel Size					
For Sale & UC/Pending	0.04 AC	0.25 AC	0.25 AC	0.45 AC	2
Sold Transactions	0.25 AC	10.43 AC	5.79 AC	40.82 AC	14
Price per Acre					
For Sale & UC/Pending	£1,888,889	£2,434,571	£5,023,699	£8,158,508	2
Sold Transactions	£352,669	£988,155	£972,814	£1,826,984	7
Days on Market					
For Sale & UC/Pending	304	1,542	1,542	2,781	2
Sold Transactions	725	1,610	1,116	3,940	6
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
	To	tals		<u> </u>	

For Sale & UC/Pending Sold Transactions

Asking Price Total: £1,200,000
Total Sales Volume: £93,400,978

Total For Sale Transactions:
Total Sales Transactions:

Total Included in Analysis:

£94,600,978

Total Included in Analysis:

Survey Criteria

basic criteria: Type of Property - Land; Sale Date - from 06/01/2018; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Geography - User Defined Polygon Search

2

16

18

Appendix 11 – BCIS Data. March 2022

Rebased to Mid Sussex (111; sample 15) Edit £/m2 study

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 26-Mar-2022 00:40

Maximum age of results:

Building function		£/	m² gross int	ernal floor	area	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
New build			quartiioo		quartiioo	
282. Factories						
Generally (20)	1,240	287	693	1,018	1,476	4,715
Up to 500m2 GFA (20)	1,589	1,017	1,157	1,346	1,993	2,725
500 to 2000m2 GFA (20)	1,313	287	769	1,173	1,470	4,715
Over 2000m2 GFA (20)	1,053	519	619	857	1,146	2,676
282.2 Purpose built factories						
Generally (30)	1,355	<u>287</u>	714	<u>1,154</u>	<u>1,725</u>	4,715
Up to 500m2 GFA (30)	1,575	839	1,097	1,343	2,119	2,411
500 to 2000m2 GFA (30)	1,464	287	765	1,083	1,644	4,715
Over 2000m2 GFA (30)	1,251	382	684	1,156	1,679	2,520
282.22 Purpose built factories/Offices -	1,048	523	864	1,042	1,168	1,868
mixed facilities (15)						
284. Warehouses/stores						
Generally (15)	<u>1,087</u>	<u>431</u>	<u>655</u>	<u>871</u>	<u>1,144</u>	<u>5,060</u>
Up to 500m2 GFA (15)	2,102	<u>717</u>	<u>1,082</u>	<u>1,483</u>	2,644	<u>5,060</u>
500 to 2000m2 GFA (15)	<u>1,003</u>	<u>517</u>	<u>733</u>	<u>899</u>	<u>1,144</u>	<u>1,748</u>
Over 2000m2 GFA (15)	<u>817</u>	<u>431</u>	<u>617</u>	<u>657</u>	942	<u>1,723</u>
284.1 Advance warehouses/stores (15)	<u>879</u>	<u>445</u>	<u>650</u>	<u>897</u>	<u>1,105</u>	<u>1,450</u>
284.2 Purpose built warehouses/stores						
Generally (15)	<u>1,151</u>	<u>431</u>	<u>657</u>	<u>871</u>	<u>1,291</u>	<u>5,060</u>
Up to 500m2 GFA (15)	<u>2,510</u>	717	<u>1,483</u>	<u>2,105</u>	<u>3,182</u>	<u>5,060</u>
500 to 2000m2 GFA (15)	<u>960</u>	<u>517</u>	<u>700</u>	<u>872</u>	<u>1,094</u>	<u>1,748</u>
Over 2000m2 GFA (15)	<u>856</u>	<u>431</u>	<u>637</u>	<u>757</u>	<u>1,015</u>	<u>1,723</u>
284.5 Cold stores/refrigerated stores (25)	<u>1,387</u>	<u>1,023</u>	-	<u>1,096</u>	-	2,042
315. Local admin buildings (15)	2,787	<u>1,463</u>	2,350	<u>2,726</u>	<u>3,308</u>	4,071
317. Law courts (25)	3,730	<u>3,467</u>	-	<u>3,711</u>	-	<u>4,030</u>
320. Offices						
Generally (15)	<u>2,292</u>	<u>1,136</u>	<u>1,644</u>	<u>2,149</u>	<u>2,700</u>	<u>5,560</u>
Air-conditioned						
Generally (15)	2,276	1,332	1,820	2,203	2,601	3,947
<u>1-2 storey (15)</u>	2,267	<u>1,332</u>	<u>1,983</u>	2,121	2,262	3,947
3-5 storey (15)	2,142	<u>1,524</u>	<u>1,694</u>	2,138	<u>2,619</u>	3,098
6 storey or above (20)	<u>2,845</u>	<u>1,967</u>	<u>2,332</u>	<u>2,544</u>	<u>2,855</u>	<u>5,038</u>
Not air-conditioned	0.074	4 400	4 500	0.400	0.700	0.000
Generally (15)	2,271	<u>1,136</u>	<u>1,589</u>	<u>2,160</u>	2,796	3,803
1-2 storey (15)	<u>2,325</u>	<u>1,302</u>	<u>1,630</u>	<u>2,160</u>	<u>2,864</u>	3,595
3-5 storey (15)	2,211	<u>1,136</u>	<u>1,586</u>	2,043	<u>2,756</u>	3,803
6 storey or above (20)	<u>2,689</u>	<u>2,085</u>	-	<u>2,786</u>	-	<u>3,100</u>
341.1 Retail warehouses Generally (25)	1.054	E21	015	051	1.004	2 1 1 1
Up to 1000m2 (25)	1,054 1,223	<u>531</u>	815 930	951	1,094 1,131	3,144
	1,223 1,041	845 521		<u>1,008</u>		3,144
1000 to 7000m2 GFA (25) 344. Hypermarkets, supermarkets	1,041	<u>531</u>	<u>798</u>	944	<u>1,141</u>	<u>2,244</u>
Generally (30)	1,839	<u>758</u>	<u>1,275</u>	1,622	2,473	3,197
1000 to 7000m2 GFA (30)	1,826	758	1,273 1,165	1,627	2,473 2,480	3,197 3,197
345. Shops	1,020	<u>730</u>	1,105	1,021	<u>2,400</u>	<u>3, 137</u>
Generally (30)	<u>1,816</u>	<u>682</u>	992	<u>1,464</u>	2,346	4,783
1-2 storey (30)	1,833	682	991	1,404	2,340 2,370	4,783
447. Care homes for the elderly	1,000	002	<u>331</u>	1,423	<u> 2,010</u>	+,100
Generally (15)	2,084	1,306	1,546	2,000	2,353	4,358
500 to 2000m2 GFA (15)	2,503	1,300 1,337	1,340	2,000 2,087	<u>2,333</u> <u>3,481</u>	4,358
Over 2000m2 GFA (15)	<u>2,303</u> <u>1,975</u>	1,337 1,306	1,656	<u>2,067</u> <u>1,990</u>	2,225	2,805
OVEL 2000HIZ OF A (10)	1,310	1,500	1,000	1,000	<u> </u>	<u>2,000</u>



810.1 Estate housing						
Generally (15)	<u>1,496</u>	<u>729</u>	<u>1,276</u>	<u>1,441</u>	<u>1,636</u>	<u>5,180</u>
Single storey (15)	<u>1,680</u>	<u>955</u>	<u>1,434</u>	<u>1,625</u>	<u>1,866</u>	<u>5,180</u>
<u>2-storey (15)</u>	<u>1,446</u>	<u>729</u>	<u>1,257</u>	<u>1,405</u>	<u>1,577</u>	<u>3,141</u>
3-storey (15)	<u>1,543</u>	<u>933</u>	<u>1,239</u>	<u>1,471</u>	<u>1,730</u>	3,072
4-storey or above (15)	<u>3,151</u>	<u>1,531</u>	2,532	2,827	4,209	<u>4,657</u>
810.11 Estate housing detached (15)	<u>1,928</u>	<u>1,106</u>	<u>1,518</u>	<u>1,670</u>	<u>1,940</u>	<u>5,180</u>
810.12 Estate housing semi detached						
Generally (15)	<u>1,493</u>	<u>884</u>	<u>1,282</u>	<u>1,460</u>	<u>1,636</u>	<u>2,757</u>
Single storey (15)	<u>1,662</u>	<u>1,096</u>	<u>1,443</u>	<u>1,637</u>	<u>1,833</u>	<u>2,757</u>
<u>2-storey (15)</u>	<u>1,451</u>	<u>884</u>	<u>1,281</u>	<u>1,425</u>	<u>1,590</u>	<u>2,569</u>
<u>3-storey (15)</u>	<u>1,423</u>	<u>1,060</u>	<u>1,131</u>	<u>1,400</u>	<u>1,519</u>	<u>2,149</u>
810.13 Estate housing terraced						
Generally (15)	<u>1,541</u>	<u>933</u>	<u>1,269</u>	<u>1,451</u>	<u>1,697</u>	<u>4,657</u>
Single storey (15)	<u>1,733</u>	<u>1,135</u>	<u>1,488</u>	<u>1,631</u>	<u>1,990</u>	<u>2,449</u>
<u>2-storey (15)</u>	<u>1,483</u>	<u>939</u>	<u>1,252</u>	<u>1,426</u>	<u>1,630</u>	<u>3,141</u>
<u>3-storey (15)</u>	<u>1,570</u>	<u>933</u>	<u>1,232</u>	<u>1,457</u>	<u>1,768</u>	3,072
816. Flats (apartments)						
Generally (15)	<u>1,760</u>	<u>871</u>	<u>1,467</u>	<u>1,666</u>	<u>1,987</u>	6,053
<u>1-2 storey (15)</u>	<u>1,670</u>	<u>1,023</u>	<u>1,415</u>	<u>1,591</u>	<u>1,870</u>	3,086
3-5 storey (15)	<u>1,735</u>	<u>871</u>	<u>1,464</u>	<u>1,657</u>	<u>1,964</u>	<u>3,675</u>
6 storey or above (15)	2,092	<u>1,276</u>	<u>1,705</u>	<u>1,975</u>	2,224	6,053
843. Supported housing						
Generally (15)	1,892	966	<u>1,585</u>	<u>1,749</u>	2,086	3,852
Single storey (15)	<u>2,186</u>	<u>1,369</u>	<u>1,750</u>	<u>1,889</u>	2,321	3,852
<u>2-storey (15)</u>	<u>1,882</u>	<u>966</u>	<u>1,576</u>	<u>1,712</u>	2,086	<u>3,353</u>
3-storey (15)	<u>1,740</u>	<u>978</u>	<u>1,577</u>	<u>1,670</u>	<u>1,921</u>	2,610
4-storey or above (15)	<u>1,976</u>	<u>1,201</u>	<u>1,570</u>	<u>1,813</u>	2,022	<u>3,725</u>
852. Hotels (15)	2,491	<u>1,369</u>	2,000	2,410	<u>3,084</u>	3,591
853. Motels (20)	<u>1,805</u>	<u>1,526</u>	<u>-</u>	<u>1,930</u>	<u>-</u>	<u>1,958</u>
856.2 Students' residences, halls of	<u>2,278</u>	<u>1,293</u>	<u>2,035</u>	<u>2,256</u>	<u>2,524</u>	<u>3,661</u>
residence, etc (15)						



Appendix 12 – Appraisals, Residential Development

The pages in this appendix are not numbered.





North Cover



Mid Sussex DC (April 2022) - Post-Consultation

ark							Ī		Rounde	d	Modelling		,	Area ha			Characterist	tics				
	UNITS		2300		Aff - rented	67% %	of Aff	459.954	46		Density	30		Total	127.778		Sub Area					
	Affordal	ble	30%	690	Shared Ow	8%		57.55	5	8	Net:Gross	60%		Gross	127.778 h	a	Green Brov	Green				
					First Home	25% %	of Aff	172.5	17	_			1	Net	76.667 h	a	Use	Agricultural				
								690	69	1												
					N	/larket						Affordable				Shared O	wnership			First H		
	Beds	m2	Circulation	1610		Rounded	m2		m2	Circulation	460		Rounded	m2			Rounded	m2	173		Rounded	m2
Terrace	2	73	0.0%	20%	322.00	322	23,506		70	0.0%	25%	115.00	115	8,050	25%	14.50	15	1,050	25%	43.25	43	3,010
Terrace	3	86	0.0%	15%	241.50	242	20,812		84	0.0%	10%	46.00	46	3,864	20%	11.60	12	1,008	20%	34.60	35	2,940
Terrace	4	97	0.0%		0.00	0	0		97	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0		79	0.0%	20%	92.00	92	7,268	25%	14.50	15	1,185	25%	43.25	43	3,397
Semi	3	98	0.0%	25%	402.50	403	39,494		93	0.0%	10%	46.00	46	4,278	15%	8.70	9	837	15%	25.95	26	2,418
Semi	4	106	0.0%	5%	80.50	81	8,586		106	0.0%	5%	23.00	23	2,438	5%	2.90		318	5%	8.65	9	954
Det	3	120	0.0%	5%	80.50	81	9,720		102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%	15%	241.50	242	31,460		115	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%	10%	161.00	161	22,540		119	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	80.50	78	3,432		39	10.0%	30%	138.00	138	5,920	10%	5.80	4	172	10%	17.30	17	729
Flat to5	2	65	10.0%		0.00	0	0		61	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0		74	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0		39	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0		61	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0		74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
				100%	1,610.00	1,610	159,550				100%	460.00	460	31,818	100%	58.00	58	4,570	100%	173.00	173	13,448
														•		50.00	30	,	100,0			-,
																55.00	30	, , , , , ,	10070			
			BCIS								Occupants			Population		30.00	ha per 1,00	0			_	
			BCIS Lower Q	Median	Used	m2						Beds		Population per unit		30.00	ha per 1,00					, ,
Terrace	2		+	Median	Used 1,252	m2 35,616	44,591,232							per unit 1.900	941	30.00	ha per 1,00	0	hes			
Terrace Terrace	2 3		Lower Q 1,252 1,252	Median			44,591,232 35,837,248				·	Beds	Count I	per unit		90.00	ha per 1,000 1.200 1.600	0 Playing pitcl	hes			, ,
			Lower Q 1,252	Median	1,252	35,616					Terrace	Beds 2	Count 495	per unit 1.900	941		ha per 1,000 1.200 1.600	0 Playing pitc Outdoor spo Play areas	hes		·	, ,
Terrace	3		Lower Q 1,252 1,252	Median	1,252 1,252	35,616 28,624					Terrace Terrace	Beds 2 3	Count 495 335	per unit 1.900 2.500	941	35.03	ha per 1,00 1.200 1.600 0.250	0 Playing pitc Outdoor spo Play areas	hes		·	, .
Terrace Terrace	3 4 2 3		Lower Q 1,252 1,252 1,252 1,281 1,281	Median	1,252 1,252 1,252 1,281 1,281	35,616 28,624 0 11,850 47,027	35,837,248 0				Terrace Terrace Terrace	Beds 2 3 4 2 3	Count 495 335 0	1.900 2.500 2.900 1.900 2.500	941 838 0 285 1,210	35.03	ha per 1,00 1.200 1.600 0.250	0 Playing pitc Outdoor spo Play areas	hes			
Terrace Terrace Semi	3 4 2		1,252 1,252 1,252 1,252 1,281	Median	1,252 1,252 1,252 1,281 1,281 1,281	35,616 28,624 0 11,850 47,027 12,296	35,837,248 0 15,179,850				Terrace Terrace Terrace Semi	Beds 2 3 4 2	Count 495 335 0 150	1.900 2.500 2.900 1.900	941 838 0 285 1,210	35.03	ha per 1,00 1.200 1.600 0.250	0 Playing pitc Outdoor spo Play areas	hes orts		e Required	17.933
Terrace Terrace Semi Semi	3 4 2 3		1,252 1,252 1,252 1,252 1,281 1,281 1,281 1,518	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518	35,616 28,624 0 11,850 47,027 12,296 9,720	35,837,248 0 15,179,850 60,241,587				Terrace Terrace Terrace Semi Semi	Beds 2 3 4 2 3	Count 495 335 0 150 484 116 81	1.900 2.500 2.900 1.900 2.500	941 838 0 285 1,210 336 203	33.33	ha per 1,00 1.200 1.600 0.250	0 Playing pitc Outdoor spo Play areas	hes orts			17.933 51.111
Terrace Terrace Semi Semi Semi	3 4 2 3 4		1,252 1,252 1,252 1,252 1,281 1,281	Median	1,252 1,252 1,252 1,281 1,281 1,281	35,616 28,624 0 11,850 47,027 12,296	35,837,248 0 15,179,850 60,241,587 15,751,176				Terrace Terrace Terrace Semi Semi	Beds 2 3 4 2 3 4	Count 495 335 0 150 484 116	1.900 2.500 2.900 1.900 2.500 2.900	941 838 0 285 1,210	33.33	ha per 1,00 1.200 1.600 0.250	O Playing pitcl Outdoor spo Play areas Other	hes orts C	Open Space		17.933
Terrace Terrace Semi Semi Semi Det	3 4 2 3 4 3		1,252 1,252 1,252 1,252 1,281 1,281 1,281 1,518	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518	35,616 28,624 0 11,850 47,027 12,296 9,720	35,837,248 0 15,179,850 60,241,587 15,751,176 14,754,960				Terrace Terrace Terrace Semi Semi Semi Det	Beds 2 3 4 2 3 4 3	Count 495 335 0 150 484 116 81	1.900 2.500 2.900 1.900 2.500 2.500 2.500	941 838 0 285 1,210 336 203	3500	ha per 1,000 1.200 1.600 0.250 0.300	O Playing pitcl Outdoor spo Play areas Other	hes orts C	Open Space Gross - Net		17.933 51.111
Terrace Terrace Semi Semi Semi Det Det	3 4 2 3 4 3 4		1,252 1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518	35,616 28,624 0 11,850 47,027 12,296 9,720 31,460	35,837,248 0 15,179,850 60,241,587 15,751,176 14,754,960 47,756,280				Terrace Terrace Semi Semi Semi Det Det	Beds 2 3 4 2 3 4 4 3 4 4	Count 495 335 0 150 484 116 81 242	1.900 2.500 2.900 1.900 2.500 2.900 2.500 2.500 2.900	941 838 0 285 1,210 336 203 702	35.00	ha per 1,000 1.200 1.600 0.250 0.300	O Playing pitcl Outdoor spo Play areas Other	hes orts C	Open Space Gross - Net		17.933 51.111
Terrace Terrace Semi Semi Semi Det Det Det	3 4 2 3 4 3 4 5		1,252 1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518	35,616 28,624 0 11,850 47,027 12,296 9,720 31,460 22,540	35,837,248 0 15,179,850 60,241,587 15,751,176 14,754,960 47,756,280 34,215,720				Terrace Terrace Terrace Semi Semi Semi Det Det Det	Beds 2 3 4 2 3 4 3 4 5	Count 495 335 0 150 484 116 81 242 161	1.900 2.500 2.900 1.900 2.500 2.500 2.900 2.500 2.900 3.300	941 838 0 285 1,210 336 203 702 531	35.00	ha per 1,000 1.200 1.600 0.250 0.300	O Playing pitcl Outdoor spo Play areas Other	hes orts C	Open Space Gross - Net	Surplus	17.933 51.111
Terrace Terrace Semi Semi Det Det Det Flat to5	3 4 2 3 4 3 4 5		1,252 1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518 1,464	35,616 28,624 0 11,850 47,027 12,296 9,720 31,460 22,540 10,253	35,837,248 0 15,179,850 60,241,587 15,751,176 14,754,960 47,756,280 34,215,720				Terrace Terrace Terrace Semi Semi Det Det Det Flat to5	Beds 2 3 4 2 3 4 3 4 5 5 1	A 495 335 0 150 484 116 81 242 161 237	1.900 2.500 2.900 1.900 2.500 2.500 2.900 2.500 2.900 3.300 1.300	941 838 0 285 1,210 336 203 702 531	33.00	ha per 1,000 1.200 1.600 0.250 0.300	O Playing pitcl Outdoor spo Play areas Other	hes orts C	Open Space Gross - Net hortfall / S	Surplus	17.933 51.111 33.178
Terrace Terrace Semi Semi Det Det Det Flat to5 Flat to5	3 4 2 3 4 3 4 5 1		1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518 1,518 1,464	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518 1,464 1,464	35,616 28,624 0 11,850 47,027 12,296 9,720 31,460 22,540 10,253	35,837,248 0 15,179,850 60,241,587 15,751,176 14,754,960 47,756,280 34,215,720				Terrace Terrace Terrace Semi Semi Det Det Det Flat to5 Flat to5	Beds 2 3 4 2 3 4 4 5 5 1 2	Count 495 335 0 150 484 116 81 242 161 237 0	1.900 2.500 2.900 1.900 2.500 2.500 2.900 2.500 2.900 3.300 1.300	941 838 0 285 1,210 336 203 702 531	33.00	ha per 1,000 1.200 1.600 0.250 0.300	0 Playing pitc Outdoor sp Play areas Other	hes orts C G S	Open Space Gross - Net hortfall / S Constr	Surplus	17.933 51.111 33.178
Terrace Terrace Semi Semi Semi Det Det Det Flat to5 Flat to5	3 4 2 3 4 3 4 5 1 2		1,252 1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518 1,464 1,464	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518 1,464 1,464	35,616 28,624 0 11,850 47,027 12,296 9,720 31,460 22,540 10,253 0	35,837,248 0 15,179,850 60,241,587 15,751,176 14,754,960 47,756,280 34,215,720				Terrace Terrace Terrace Semi Semi Det Det Det Flat to5 Flat to5 Flat to5	Beds 2 3 4 2 3 4 3 4 5 1 2 3	Count 495 495 335 0 150 484 116 81 242 161 237 0	1.900 2.500 2.900 1.900 2.500 2.500 2.900 2.500 2.900 3.300 1.300 1.900 2.500	941 838 0 285 1,210 336 203 702 531		ha per 1,000 1.200 1.600 0.250 0.300 3.350	Playing pitc Outdoor sp Play areas Other	hes orts <u>C</u> <u>G</u> <u>S</u>	Open Space Gross - Net hortfall / S Constr m2	Surplus uction Average	17.933 51.111 33.178 Salea m2
Terrace Terrace Semi Semi Semi Det Det Flat to5 Flat to5 Flat 6+	3 4 2 3 4 3 4 5 1 2		1,252 1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518 1,518 1,464 1,464 1,464	Median	1,252 1,252 1,252 1,281 1,281 1,281 1,518 1,518 1,518 1,464 1,464 1,464	35,616 28,624 0 11,850 47,027 12,296 9,720 31,460 22,540 10,253 0 0	35,837,248 0 15,179,850 60,241,587 15,751,176 14,754,960 47,756,280 34,215,720				Terrace Terrace Terrace Semi Semi Det Det Det Det Flat to5 Flat to5 Flat 6+	Beds 2 3 4 4 2 3 4 4 5 5 1 2 3 1 1	Count 495 495 335 0 150 484 116 81 242 161 237 0	per unit 1.900 2.500 2.900 1.900 2.500 2.900 2.500 2.900 3.300 1.300 1.300 1.300	941 838 0 285 1,210 336 203 702 531		ha per 1,000 1.200 1.200 0.020 0.300 3.350 Summary Market Hou	0 Playing pitc Outdoor sp. Play or sp. Other Other ha	hes orts	Open Space Fross - Net hortfall / S Constr m2 159,550	ourplus uction Average 99.10	17.933 51.111 33.178 Salea m2 159,238

2,301 209,386

208,454

1,353 £/m2

st of Ansty								Ro	ounded	ī	Modelling			Area ha			Characteris	stics					
2	UNITS		1600		Aff - rented	67% 9	6 of Aff	319.968	320)	Density	30	units/ha	Total	88.889		Sub Area	Anstey					
	Affordab	le	30%	480 5	Shared Ow	8%		40.03	40)	Net:Gross	60%		Gross	88.889 h	na	Green Brov	Green					
					First Home	25% %	6 of Aff	120	120)				Net	53.333 h	na	Use	Agricultura					
			_					480	480)													
						Market				_		Affordable	for Rent			Shared C	wnership			First H	lomes		
	Beds	m2	Circulation	1120		Rounded	m2		m2	Circulation	320		Rounded	m2	40		Rounded	m2	120		Rounded	m2	1
Terrace	2	73	0.0%	20%	224.00	224	16,352		70	0.0%	25%	80.00	80	5,600	25%	10.00	10	700	25%	30.00	30	2,100	1
Terrace	3	86	0.0%	15%	168.00	168	14,448		84	0.0%	10%	32.00	32	2,688	20%	8.00	8	672	20%	24.00	24	2,016	
Terrace	4	97	0.0%		0.00	0	0		97	0.0%		0.00	0			0.00	0	-	0%	0.00	0	0	
Semi	2	81	0.0%		0.00	0	0		79	0.0%	20%	64.00	64	-,	25%	10.00	10		25%	30.00	30	2,370	
Semi	3	98	0.0%	25%	280.00	280	27,440		93	0.0%	10%	32.00	32		15%	6.00			15%	18.00	18	1,674	
Semi	4	106	0.0%	5%	56.00	56	5,936		106	0.0%	5%	16.00	16	1,696	5%	2.00			5%	6.00	6	636	1
Det	3	120	0.0%	5%	56.00	56	6,720		102	0.0%		0.00	0			0.00			0%	0.00	0	0	
Det	4	130	0.0%	15%	168.00	168	21,840		115	0.0%		0.00	0			0.00	0		0%	0.00	0	0	1
Det	5	140	0.0%	10%	112.00	112	15,680		119	0.0%		0.00	0			0.00		-	0%	0.00	0	0	
Flat to5	1	40	10.0%	5%	56.00	56	2,464		39	10.0%	30%	96.00	96	, -	10%	4.00			10%	12.00	12	515	
Flat to5	2	65	10.0%		0.00	0	0		61	10.0%		0.00	0			0.00		_	0%	0.00	0	0	1
Flat to5	3	80	10.0%		0.00	0	0		74	10.0%		0.00	0			0.00	0		0%	0.00	0	0	
Flat 6+	1	40	15.0%		0.00	0	0		39	15.0%		0.00	0			0.00	0		0%	0.00	0	0	1
Flat 6+	2	65	15.0%		0.00	0	0		61	15.0%		0.00	0			0.00			0%	0.00	0	0	1
Flat 6+	3	80	15.0%		0.00	0	0		74	15.0%		0.00	0	·		0.00	0	Ū	0%	0.00	0	0	1
				100%	1,120.00	1,120	110,880				100%	320.00	320	22,134	100%	40.00	40	3,104	100%	120.00	120	9,311	
	1 1		DCIC			1		I			0			Dl-4:			h 1 00	20					
			BCIS	Mardia - I	U	m2					Occupants	D	Ct	Population			ha per 1,00						
Torrage	2		Lower Q 1,252	Median	Used 1,252	m2 24,752	30,989,504					Beds 2	Count 344	per unit	654			Urban park Playground	-	ns			
Terrace Terrace	3		1,252		1,252	19,824	24,819,648				Terrace Terrace	3	232		580			Outdoor sp					
Terrace	4		1,252		1,252	19,824	24,813,048				Terrace	4	0		360			Allotments	ort racinties	•			
Semi	2		1,232		1,232	8,216	10,524,696				Semi	2	104		198			Amenity Or	on Enaco (I	nformal Boo	roation)		
Semi	3		1,281		1,281	32,648	41,822,088				Semi	3	336		840		0.000	Amenity Of	icii space (I	ormai Net	a cationj		
Semi	4		1,281		1,281	8,480	10,862,880				Semi	4	80		232		0.000		1	Open Space	Required	12.457	
Det	3		1,518		1,518	6,720	10,200,960				Det	3	56		140		0.000			Gross - Net	cquireu	35.556	
Det	4		1,518		1,518	21,840	33,153,120				Det	4	168		487		3.350	ha		Shortfall / S	iurplus	23.099	
Det	5		1,518		1,518	15,680	23,802,240				Det	5	112		370				ı				
Flat to5	1		1,464		1,464	7,269	10,641,523				Flat to5	1	168		218								
Flat to5	2		1,464		1,464	0	0				Flat to5	2	0		0		Summary			Constr	uction	Salea	able
Flat to5	3		1,464		1,464	0	0				Flat to5	3	0	2.5	0				Units	m2	Average	m2	Average
Flat 6+	1		1,705		1,705	0	0				Flat 6+	1	0		0		Market Ho	using	1,120	110,880	99.00	110,656	98.80
Flat 6+	2		1,705		1,705	0	0				Flat 6+	2	0	1.9	0		Aff - rented	Ü	320	22,134	69.17	21,760	68.0
Flat 6+	3		1,705		1,705	0	0				Flat 6+	3	0		0		Shared Ow	nership	40	3,104	77.59	3,088	77.20
						145,429	196,816,659							Residents	3,718		First Home	S	120	9,311	77.59	9,264	77.20

1,353 £/m2

1,600 145,429

144,768

of Burgess Hill								F	Rounded		Modelling		,	Area ha			Characteri	stics					
3	UNITS		1400		Aff - rented	67% %	of Aff	279.972	280		Density	30	units/ha	Total	66.000		Sub Area	Burgess Hill					
	Affordab	ole	30%	420	Shared Ow	8%		35.03	35		Net:Gross	100%		Gross	66.000	ha	Green Bro	Green					
					First Home	25% %	of Aff	105	105					Net	46.667	ha	Use	Agricultural					
								420	420		_												
					ı	Market						Affordable	e for Rent			Shared O	wnership			First H			
	Beds	m2	Circulation	980		Rounded	m2			Circulation	280		Rounded	m2	35		Rounded		105		Rounded	m2	
Terrace	2	73	0.0%	20%	196.00	196	14,308		70	0.0%	25%	70.00	70	4,900	25%	8.75	9	630	25%	26.25	26	1,820	
Terrace	3	86	0.0%	15%	147.00	147	12,642		84	0.0%	10%	28.00	28	2,352	20%	7.00	7	588	20%	21.00	21	1,764	
Terrace	4	97	0.0%		0.00	0	0		97	0.0%		0.00	0	0		0.00	0	ŭ	0%	0.00	0	0	
Semi	2	81	0.0%		0.00	0	0		79	0.0%	20%	56.00	56	4,424	25%	8.75	9	/11	25%	26.25	26	2,054	
Semi	3	98	0.0%	25%	245.00	245	24,010		93	0.0%	10%	28.00	28	2,604	15%	5.25	5	.05	15%	15.75	16	1,488	
Semi	4	106	0.0%	5%	49.00	49	5,194		106	0.0%	5%	14.00	14	1,484	5%	1.75	2	212	5%	5.25	5	530	
Det	3	120	0.0%	5%	49.00	49	5,880		102	0.0%		0.00	0	0		0.00	0	U	0%	0.00	0	0	
Det	4	130	0.0%	15%	147.00	147	19,110		115	0.0%		0.00	0	0		0.00	0		0%	0.00	0	0	
Det	5	140	0.0%	10%	98.00	98	13,720		119	0.0%		0.00	0	0		0.00	0	U	0%	0.00	0	0	
Flat to5	1	40	10.0%	5%	49.00	49	2,156		39	10.0%	30%	84.00	84	3,604	10%	3.50	3	129	10%	10.50	11	472	
Flat to5	2	65	10.0%		0.00	0	0		61	10.0%		0.00	0	0		0.00	0	ŭ	0%	0.00	0	0	
Flat to5	3	80	10.0%		0.00	0	0		74	10.0%		0.00	0	0		0.00	0	·	0%	0.00	0	0	
Flat 6+	1	40	15.0%		0.00	0	0		39	15.0%		0.00	0	0		0.00	0		0%	0.00	0	0	
Flat 6+	2	65	15.0%		0.00	0	0		61	15.0%		0.00	0	0		0.00	0	·	0%	0.00	0	0	
Flat 6+	3	80	15.0%		0.00	0	0		74	15.0%		0.00	0	0		0.00	0	Ü	0%	0.00	0	0	
				100%	980.00	980	97,020				100%	280.00	280	19,368	100%	35.00	35	2,735	100%	105.00	105	8,128	
			BCIS								Occupants		l.	Population			ha per 1.00	20					
				Median	Used	m2					Occupants	Beds		per unit			- - ,-	Urban parks	s and garde	nc			
Terrace	2		1,252	iviculari	1,252	21,658	27,115,816				Terrace	2	301	1.9	572			Playgrounds	_	113			
Terrace	3		1,252		1,252	17,346	21,717,192				Terrace	3	203	2.5	508			Outdoor spe					
Terrace	4		1,252		1,252	17,540	21,717,132				Terrace	4	0	2.9	0			Allotments	ort racinties				
Semi	2		1,281		1,281	7,189	9,209,109				Semi	2	91	1.9	173			Amenity Op	en Space (I	nformal Rec	reation)		
Semi	3		1,281		1,281	28,567	36,594,327				Semi	3	294	2.5	735		0.000		rem space (ii		·cation,		
Semi	4		1,281		1,281	7,420	9,505,020				Semi	4	70	2.9	203		0.000		ſ	Open Space	Required	10.900	
Det	3		1,518		1,518	5.880	8,925,840				Det	3	49	2.5	123		0.000			Gross - Net		19.333	
Det	4		1,518		1,518	19,110	29,008,980				Det	4	147	2.9	426		3.350	ha	ļ	Shortfall / S	urplus	8.434	
Det	5		1,518		1,518	13,720	20,826,960				Det	5	98	3.3	323				L	, -			
Flat to5	1		1,464		1,464	6,360	9,311,333				Flat to5	1	147	1.3	191								
Flat to5	2		1,464		1,464	0	0				Flat to5	2	0	1.9	0		Summary		J	Constru	uction	Saleabl	e
Flat to5	3		1,464		1,464	0	0				Flat to5	3	0	2.5	0				Units	m2	Average		Αve
Flat 6+	1		1,705		1,705	0	0				Flat 6+	1	0	1.3	0		Market Ho	using	980	97,020	99.00	96,824	ç
Flat 6+	2		1,705		1,705	0	0				Flat 6+	2	0	1.9	0		Aff - rente	ŭ	280	19,368	69.17	19,040	
Flat 6+	3		1,705		1,705	0	0				Flat 6+	3	0	2.5	0		Shared Ow	nership	35	2,735	78.13	2,723	7
						127,250	172,214,577							Residents	3,254		First Home	es	105	8,128	77.41	8,085	7
	•						1,353	f/m2											1.400	127,250		126,672	_

ommon								Rou	nded	Modelling			Area ha			Characteris	stics					
4	UNITS		2000		Aff - rented	67%	% of Aff	399.96	400	Density	30	units/ha	Total	88.500		Sub Area	Sayers Com	imon				
	Affordal	ble	30%	600	Shared Ow	8%		50.04	50	Net:Gross	100%		Gross	88.500 h	ia	Green Brow	Green					
					First Home	25%	% of Aff	150	150				Net	66.667 h	ia	Use	Agricultura	I				
								600	600													_
					N	/larket					Affordabl	e for Rent			Shared O	wnership			First H	omes		
	Beds	m2	Circulation	1400		Rounded	m2	m	2 Circulatio			Rounded	m2	50		Rounded	m2	150		Rounded	m2	
Terrace	2	73	0.0%	20%	280.00	280	20,440	7		25%	100.00	100	7,000	25%	12.50	13		25%	37.50	38	2,660	
Terrace	3	86	0.0%	15%	210.00	210	18,060	8	4 0.0%	10%	40.00	40	3,360	20%	10.00	10	840	20%	30.00	30	2,520	1
Terrace	4	97	0.0%		0.00	0	0	9	7 0.0%		0.00	0	0		0.00	0	·	0%	0.00	0	0	_
Semi	2	81	0.0%		0.00	0	0	7		20%	80.00	80	6,320	25%	12.50	13		25%	37.50	38	3,002	_
Semi	3	98	0.0%	25%	350.00	350	34,300	9	3 0.0%	10%	40.00	40	3,720	15%	7.50	8	744	15%	22.50	23	2,139	_
Semi	4	106	0.0%	5%	70.00	70	7,420	10	0.0%	5%	20.00	20	2,120	5%	2.50	3	318	5%	7.50	8	848	_
Det	3	120	0.0%	5%	70.00	70	8,400	10			0.00	0	0		0.00	0		0%	0.00	0	0	1
Det	4	130	0.0%	15%	210.00	210	27,300	1:			0.00	0	0		0.00			0%	0.00	0	0	1
Det	5	140	0.0%	10%	140.00	140	19,600	11			0.00	0	0		0.00	0		0%	0.00	0	0	1
Flat to5	1	40	10.0%	5%	70.00	70	3,080	3		30%	120.00	120	5,148	10%	5.00	3	129	10%	15.00	13	558	1
Flat to5	2	65	10.0%		0.00	0	0	6			0.00	0	0		0.00	0	0	0%	0.00	0	0	1
Flat to5	3	80	10.0%		0.00	0	0	7			0.00	0	0		0.00	0	·	0%	0.00	0	0	1
Flat 6+	1	40	15.0%		0.00	0	0	3			0.00	0	0		0.00	0	0	0%	0.00	0	0	1
Flat 6+	2	65	15.0%		0.00	0	0	6			0.00	0	0		0.00	0	·	0%	0.00	0	0	-
Flat 6+	3	80	15.0%		0.00	0	0	7	4 15.0%		0.00	0	0		0.00	0		0%	0.00	0	0	1
				100%	1,400.00	1,400	138,600			100%	400.00	400	27,668	100%	50.00	50	3,968	100%	150.00	150	11,727]
	1		D CIC			1							n I				20	1				
			BCIS	NA-di	II	2				Occupants	D - d -	Court	Population			ha per 1,00						
T	2		Lower Q 1,252	Median	Used 1,252	m2 31,010	38,824,520			T	Beds 2	Count 431	per unit	819			Urban park Playground	_	ns			
Terrace Terrace	3		1,252		1,252	24,780	31,024,560			Terrace Terrace	3	290	1.9 2.5	725			Outdoor sp					
Terrace	4		1,252		1,252	24,780	31,024,300			Terrace	4	290	2.9	723			Allotments	ort raciities				
Semi	2		1,232		1,232	10,349	13,257,069			Semi	2	131	1.9	249			Amenity Or	on Space (I	nformal Boc	roation)		
Semi	3		1,281		1,281	40,903	52,396,743			Semi	3	421	2.5	1,053		0.000	Afficility Of	ben space (ii	illorillar Nec	reaction		
Semi	4		1,281		1,281	10,706	13,714,386			Semi	4	101	2.9	293		0.000		ſ	Open Space	Required	15.584	1
Det	3		1,518		1,518	8,400	12,751,200			Det	3	70	2.5	175		0.000		l .	Gross - Net	cquireu	21.833	-
Det	4		1,518		1,518	27,300	41,441,400			Det	4	210	2.9	609		3.350	ha	l .	Shortfall / S	urplus	6.249	-
Det	5		1,518		1,518	19,600	29,752,800			Det	5	140	3.3	462		5.550		ı		2100	0.243	
Flat to5	1		1,464		1,464	8,914	13,050,682			Flat to5	1	206	1.3	268								
Flat to5	2		1,464		1,464	0,311	0			Flat to5	2	0	1.9	0		Summary		Ī	Constru	uction	Sale	eable
Flat to5	3		1,464		1,464	0	0			Flat to5	3	0	2.5	0				Units	m2	Average	m2	
Flat 6+	1		1,705		1,705	0	0			Flat 6+	1	0	1.3	0		Market Ho	using	1,400	138,600	99.00	138,320	T
	2		1,705		1,705	0	0			Flat 6+	2	0	1.9	0		Aff - rented	Ū	400	27,668	69.17	27,200	Т
Flat 6+											_		2.5	0		Shared Ow		50	3,968	79.35	3,956	
Flat 6+	3		1,705		1,705	0	U			Flat 6+	3	U	2.5	U		Jilai eu Ow	ilei silip	30	3,900	/9.55	3,330	1
	3		1,705		1,705	181,962	246,213,360			Flat 6+	3	U	Residents	4,652		First Home	•	150	11,727	79.33	11,676	

50							Г	Rounde	ad	Modelling			Area ha			Characteris	tics				
5	UNITS		350		Aff - rente	67%	% of Aff		70	Density	30	units/ha	Total	16.667		Sub Area	North				
3	Affordal	hla	30%		Shared Ow		70 OI AII	8.76	9	Net:Gross	70%		Gross	16.667		Green Brov					
	Alloludi	oie.	30/0		First Home		% of Aff		26	Net. 01033	7070		Net	11.667			Agricultural				
					111361101116	25/0	70 OI AII	105 10					IVEL	11.007	iia	OSE	Agricultural				
						Market		240			Affordabl	e for Rent			Shared O	wnership			First H	lomes	
	Beds	m2	Circulation	245		Rounded	m2	m2	Circulation	70		Rounded	m2	9		Rounded	m2	26		Rounded	m2
Terrace	2	73	0.0%	20%	49.00	49	3,577	70	0.0%	25%	17.50	18	1,260	25%	2.25	3	210	25%	6.50	7	490
Terrace	3	86	0.0%	15%	36.75	37	3,182	84	0.0%	10%	7.00	7	588	20%	1.80	2	168	20%	5.20	5	420
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%	20%	14.00	14	1,106	25%	2.25	2	158	25%	6.50	7	553
Semi	3	98	0.0%	25%	61.25	61	5,978	93	0.0%	10%	7.00	7	651	15%	1.35	1	93	15%	3.90	4	372
Semi	4	106	0.0%	5%	12.25	12	1,272	106	0.0%	5%	3.50	4	424	5%	0.45	0	0	5%	1.30	1	106
Det	3	120	0.0%	5%	12.25	12	1,440	102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%	15%	36.75	37	4,810	115	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%	10%	24.50	25	3,500	119	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	12.25	12	528	39	10.0%	30%	21.00	20	858	10%	0.90	1	43	10%	2.60	2	86
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
				100%	245.00	245	24,287			100%	70.00	70	4,887	100%	9.00	9	672	100%	26.00	26	2,027
			BCIS							Occupants			Population			ha per 1,00	00				
			Lower Q	Median	Used	m2					Beds	Count	per unit			1.200	Urban parks	and gardens	S		
Terrace	2		1,252		1,252	5,537	6,932,324			Terrace	2	77		146			Playgrounds				
Terrace	3		1,252		1,252	4,358	5,456,216			Terrace	3	51		128		0.250	Outdoor spo	ort facilities			
Terrace	4		1,252		1,252	0	0			Terrace	4	0		0		0.300	Allotments				
Semi	2		1,281		1,281	1,817	2,327,577			Semi	2	23		44	ļ	0.000	Amenity Op	en Space (Inf	formal Rec	reation)	
Semi	3		1,281		1,281	7,094	9,087,414			Semi	3	73		183		0.000		_			
Semi	4		1,281		1,281	1,802	2,308,362			Semi	4	17		49	ļ	0.000		0	pen Space	Required	2.729
Det	3		1,518		1,518	1,440	2,185,920			Det	3	12		30	ļ	0.000		_	iross - Net		5.000
Det	4		1,518		1,518	4,810	7,301,580			Det	4	37		107	ļ	3.350	ha	S	hortfall / S	urplus	2.271
Det	5		1,518		1,518	3,500	5,313,000			Det	5	25		83							
Flat to5	1		1,464		1,464	1,515	2,217,521			Flat to5	1	35		46				_			
Flat to5	2		1,464		1,464	0	0			Flat to5	2	0		0		Summary			Constr	uction	Saleable
Flat to5	3		1,464		1,464	0	0			Flat to5	3	0		0	ļ			Units	m2	Average	m2 A
Flat 6+	1		1,705		1,705	0	0			Flat 6+	1	0		0	ļ	Market Ho	using	245	24,287	99.13	24,239
Flat 6+	2		1,705		1,705	0	0			Flat 6+	2	0	1.5	0	ļ	Aff - rented		70	4,887	69.81	4,809
Flat 6+	3		1,705		1,705	0	0			Flat 6+	3	0	2.0	0	ļ	Shared Ow	nership	9	672	74.66	668
1	1	l				31 873	43 129 914					l	Residents	815		First Home		26	2 027	77 95	2 019

31,873

43,129,914

1,353 £/m2

First Homes

Residents

2,027

31,873

26

77.95

2,019

31,735

77.65

Green	200
	6

	ĺ		1arket	1		1	Affordable	for Pont			Shared (Ownershin		1
				60	60									
		First Home	25% % of Aff	15	15				Net	6.667 l	ha	Use	Agricultura	ıl
Affordable	30%	60 Shared Ow	8%	5.00	5	Net:Gross	70%		Gross	9.524 l	ha	Green Brow	Green	
UNITS	200	Aff - rentec	67% % of Aff	39.996	40	Density	30 u	units/ha	Total	9.524		Sub Area	North	
					Rounded	Modelling			Area ha			Characteris	stics	

						Market	
	Beds	m2	Circulation	140		Rounded	m2
Terrace	2	73	0.0%	20%	28.00	28	2,044
Terrace	3	86	0.0%	15%	21.00	21	1,806
Terrace	4	97	0.0%		0.00	0	0
Semi	2	81	0.0%		0.00	0	0
Semi	3	98	0.0%	25%	35.00	35	3,430
Semi	4	106	0.0%	5%	7.00	7	742
Det	3	120	0.0%	5%	7.00	7	840
Det	4	130	0.0%	15%	21.00	21	2,730
Det	5	140	0.0%	10%	14.00	14	1,960
Flat to5	1	40	10.0%	5%	7.00	7	308
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0
				100%	140.00	140	13,860

6	0		• "				61 10						
			Affordable				Snared O	wnership			First F	lomes	
m2	Circulation	40		Rounded	m2	5		Rounded	m2	15		Rounded	m2
70	0.0%	25%	10.00	10	700	25%	1.25	1	70	25%	3.75	4	280
84	0.0%	10%	4.00	4	336	20%	1.00	1	84	20%	3.00	3	252
97	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
79	0.0%	20%	8.00	8	632	25%	1.25	1	79	25%	3.75	4	316
93	0.0%	10%	4.00	4	372	15%	0.75	1	93	15%	2.25	2	186
106	0.0%	5%	2.00	2	212	5%	0.25	0	0	5%	0.75	1	106
102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
115	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	C
119	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	(
39	10.0%	30%	12.00	12	515	10%	0.50	1	43	10%	1.50	1	43
61	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	C
74	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	C
39	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
61	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	C
74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	C
		100%	40.00	40	2,767	100%	5.00	5	369	100%	15.00	15	1,183

		BCIS				
		Lower Q	Median	Used	m2	
Terrace	2		1,426	1,426	3,094	4,412,044
Terrace	3		1,426	1,426	2,478	3,533,628
Terrace	4		1,426	1,426	0	0
Semi	2		1,425	1,425	1,027	1,463,475
Semi	3		1,425	1,425	4,081	5,815,425
Semi	4		1,425	1,425	1,060	1,510,500
Det	3		1,670	1,670	840	1,402,800
Det	4		1,670	1,670	2,730	4,559,100
Det	5		1,670	1,670	1,960	3,273,200
Flat to5	1		1,657	1,657	909	1,505,550
Flat to5	2		1,657	1,657	0	0
Flat to5	3		1,657	1,657	0	0
Flat 6+	1		1,975	1,975	0	0
Flat 6+	2		1,975	1,975	0	0
Flat 6+	3		1,975	1,975	0	0
					18,179	27,475,722
		•			•	1,511

			Residents	465
Flat 6+	3	0	2.5	0
Flat 6+	2	0	1.9	0
Flat 6+	1	0	1.3	0
Flat to5	3	0	2.5	0
Flat to5	2	0	1.9	0
Flat to5	1	21	1.3	27
Det	5	14	3.3	46
Det	4	21	2.9	61
Det	3	7	2.5	18
Semi	4	10	2.9	29
Semi	3	42	2.5	105
Semi	2	13	1.9	25
Terrace	4	0	2.9	0
Terrace	3	29	2.5	73
Terrace	2	43	1.9	82
	Beds	Count	per unit	
Occupants			Population	

a per 1,00	00			
1.200	Urban park	s and garde	ns	
1.600	Playground	s		
0.250	Outdoor sp	ort facilities	5	
0.300	Allotments			
0.000	Amenity Op	oen Space (I	nformal Recreation)	
0.000				
0.000			Open Space Required	1.557
0.000			Gross - Net	2.857
3.350	ha		Shortfall / Surplus	1.300

Summary		Constr	uction	Saleable		
	Units	m2	Average	m2	Average	
Market Housing	140	13,860	99.00	13,832	98.80	
Aff - rented	40	2,767	69.17	2,720	68.00	
Shared Ownership	5	369	73.78	365	73.00	
First Homes	15	1,183	78.86	1,179	78.60	
	200	18,179		18,096		

Green 100

Rounded Modelling Area ha Characteristics UNITS 100 Aff - rentec 67% % of Aff 19.998 Density 30 units/ha Total 4.762 Sub Area North 30% 2.50 Affordable 30 Shared Ow 8% Net:Gross 70% Gross 4.762 ha Green Brov Green 25% % of Aff First Home Net 3.333 ha Agricultural 30

								30	
						Market		-	
	Beds	m2	Circulation	70		Rounded	m2		m2
Terrace	2	73	0.0%	20%	14.00	14	1,022		70
Terrace	3	86	0.0%	15%	10.50	11	946		84
Terrace	4	97	0.0%		0.00	0	0		97
Semi	2	81	0.0%		0.00	0	0		79
Semi	3	98	0.0%	25%	17.50	18	1,764		93
Semi	4	106	0.0%	5%	3.50	4	424		106
Det	3	120	0.0%	5%	3.50	4	480		102
Det	4	130	0.0%	15%	10.50	11	1,430		115
Det	5	140	0.0%	10%	7.00	7	980		119
Flat to5	1	40	10.0%	5%	3.50	1	44		39
Flat to5	2	65	10.0%		0.00	0	0		61
Flat to5	3	80	10.0%		0.00	0	0		74
Flat 6+	1	40	15.0%		0.00	0	0		39
Flat 6+	2	65	15.0%		0.00	0	0		61
Flat 6+	3	80	15.0%		0.00	0	0		74
				100%	70.00	70	7,090		

31	_											
_		Affordable	e for Rent		Shared Ownership				First Homes			
Circulation	20		Rounded	m2	3		Rounded	m2	8		Rounded	m2
0.0%	25%	5.00	5	350	25%	0.75	1	70	25%	2.00	2	140
0.0%	10%	2.00	2	168	20%	0.60	1	84	20%	1.60	2	168
0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
0.0%	20%	4.00	4	316	25%	0.75	1	79	25%	2.00	2	158
0.0%	10%	2.00	2	186	15%	0.45	0	0	15%	1.20	1	93
0.0%	5%	1.00	1	106	5%	0.15	0	0	5%	0.40	0	0
0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
10.0%	30%	6.00	6	257	10%	0.30	0	0	10%	0.80	1	43
10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
	100%	20.00	20	1,383	100%	3.00	3	233	100%	8.00	8	602

		BCIS				
		Lower Q	Median	Used	m2	
Terrace	2		1,426	1,426	1,582	2,255,932
Terrace	3		1,426	1,426	1,366	1,947,916
Terrace	4		1,426	1,426	0	C
Semi	2		1,425	1,425	553	788,025
Semi	3		1,425	1,425	2,043	2,911,275
Semi	4		1,425	1,425	530	755,250
Det	3		1,670	1,670	480	801,600
Det	4		1,670	1,670	1,430	2,388,100
Det	5		1,670	1,670	980	1,636,600
Flat to5	1		1,657	1,657	344	570,505
Flat to5	2		1,657	1,657	0	0
Flat to5	3		1,657	1,657	0	C
Flat 6+	1		1,975	1,975	0	C
Flat 6+	2		1,975	1,975	0	C
Flat 6+	3		1,975	1,975	0	C
					9,308	14,055,203
	•					1,510

			Residents	238
Flat 6+	3	0	2.5	0
Flat 6+	2	0	1.9	0
Flat 6+	1	0	1.3	0
Flat to5	3	0	2.5	0
Flat to5	2	0	1.9	0
Flat to5	1	8	1.3	10
Det	5	7	3.3	23
Det	4	11	2.9	32
Det	3	4	2.5	10
Semi	4	5	2.9	15
Semi	3	21	2.5	53
Semi	2	7	1.9	13
Terrace	4	0	2.9	0
Terrace	3	16	2.5	40
Terrace	2	22	1.9	42
	Beds	Count	per unit	
Occupants			Population	

a per 1,00	0			
1.200	Urban park	s and garde	ns	
1.600	Playground	s		
0.250	Outdoor sp	ort facilities	5	
0.300	Allotments			
0.000	Amenity Op	oen Space (I	nformal Recreation)	
0.000				
0.000			Open Space Required	0.796
0.000			Gross - Net	1.429
3.350	ha		Shortfall / Surplus	0.633

Summary		Constr	uction	Sale	able
	Units	m2	Average	m2	Average
Market Housing	70	7,090	101.29	7,086	101.23
Aff - rented	20	1,383	69.17	1,360	68.00
Shared Ownership	3	233	77.67	233	77.67
First Homes	8	602	75.24	598	74.75
	101	9.308		9.277	

Green 50 Rounded Modelling Characteristics Area ha 67% % of Aff 9.999 UNITS 50 Aff - rentec 30 units/ha Density Total Sub Area North 30% 1.25 Affordable 15 Shared Ow 8% Net:Gross 70% Gross 2.381 ha Green Brov Green 3.75 First Home 25% % of Aff Net 1.667 ha Use Agricultural Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation 35 Rounded m2 m2 Circulation 10 Rounded m2 Rounded m2 Rounded m2 25% 2 73 0.0% 20% 7.00 511 70 0.0% 25% 2.50 210 25% 0.25 70 1.00 70 Terrace 15% 5.25 430 10% 1.00 20% 0.20 20% 0.80 84 86 0.0% 84 0.0% 84 Terrace 3 0 97 0.00 0 97 0.00 0.00 0% 0.00 Terrace 4 0.0% 0.0% Semi 2 81 0.0% 0.00 79 0.0% 20% 2.00 158 25% 0.25 0 25% 1.00 Semi 3 98 0.0% 25% 8.75 882 93 0.0% 10% 1.00 93 15% 0.15 0 15% 0.60 93 Semi 106 0.0% 5% 1.75 212 106 0.0% 5% 0.50 106 5% 0.05 5% 0.20 120 0.0% 5% 1.75 240 102 0.00 0.00 0% 0.00 0 Det 3 0.0% Det 130 0.0% 15% 5.25 650 115 0.0% 0.00 0.00 0 0% 0.00 0 10% 3.50 0.00 0% 0 Det 5 140 0.0% 560 119 0.0% 0.00 0.00 Flat to5 1 40 10.0% 5% 1.75 44 39 10.0% 30% 3.00 86 10% 0.10 10% 0.40 0 Flat to5 0.00 61 0.00 0.00 0% 0.00 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 80 10.0% 10.0% 3 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0.00 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0% 0.00 100% 35.00 35 3,529 100% 10.00 10 737 100% 1.00 70 100% 4.00 326 BCIS Population ha per 1,000 Occupants Lower Q Median m2 1.200 Urban parks and gardens Used Beds Count per unit 1,227,786 2 1,426 1,426 861 1.600 Playgrounds Terrace Terrace 1.9 1,426 598 852,748 2.5 18 Terrace 3 1,426 Terrace 3 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 237 337,725 emi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 1,068 1,521,900 emi 11 2.5 0.000 Semi Semi 4 1,425 1,425 318 453,150 Semi 4 2.9 0.000 Open Space Required 0.398 Det 3 1,670 1,670 240 400,800 Det 3 2.5 0.000 Gross - Net 0.714 4 2.9 0.316 Det 1,670 1,670 650 1.085.500 Det 4 3.350 ha Shortfall / Surplus Det 5 1,670 1,670 560 935,200 Det 5 3.3 Flat to5 1 1,657 1,657 130 215,079 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 3,529 Flat 6+ 1,975 Flat 6+ 1.3 Market Housing 35 100.83 3,525 100.71 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented 10 737 73.68 729 72.90 Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 70 70.00 70 70.00

Residents

119

First Homes

326

4,662

50

81.50

326

4,650

81.50

4,662

7,029,888

1.508 £/m2

Green 30 Rounded Modelling Characteristics Area ha 67% % of Aff 5.9994 UNITS 30 Aff - rentec 30 units/ha 1.235 9 Density Total Sub Area North 30% 0.75 Affordable 9 Shared Ow 8% Net:Gross 70% Gross 1.429 ha Green Brov Green 2.25 First Home 25% % of Aff Net 1.000 ha Use Agricultural Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation 21 Rounded m2 m2 Circulation Rounded m2 Rounded m2 Rounded m2 292 2 73 0.0% 20% 4.20 70 0.0% 25% 1.50 140 25% 0.25 70 25% 0.50 70 Terrace 15% 3.15 258 84 10% 0.60 84 20% 0.20 20% 0.40 86 0.0% 0.0% Terrace 3 0 97 0.00 0 97 0.00 0.00 0% 0.00 Terrace 4 0.0% 0.0% Semi 2 81 0.0% 0.00 79 0.0% 20% 1.20 79 25% 0.25 0 25% 0.50 Semi 3 98 0.0% 25% 5.25 490 93 0.0% 10% 0.60 93 15% 0.15 0 15% 0.30 0 Semi 4 106 0.0% 5% 1.05 212 106 0.0% 5% 0.30 5% 0.05 5% 0.10 0 120 0.0% 5% 1.05 120 102 0.00 0.00 0% 0.00 0 Det 3 0.0% Det 130 0.0% 15% 3.15 390 115 0.0% 0.00 0.00 0 0% 0.00 0 10% 2.10 280 0.00 0% 0 Det 5 140 0.0% 119 0.0% 0.00 0.00 Flat to5 1 40 10.0% 5% 1.05 44 39 10.0% 30% 1.80 43 10% 0.10 10% 0.20 0 0.00 61 0.00 0.00 0% 0.00 Flat to 5 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 3 80 10.0% 10.0% 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0 0.00 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0% 0.00 100% 21.00 21 2,086 100% 6.00 439 100% 1.00 70 100% 2.00 149 BCIS Population ha per 1,000 Occupants Lower Q Median m2 1.200 Urban parks and gardens Used Beds Count per unit 815,672 2 1,426 1,426 572 1.9 1.600 Playgrounds Terrace Terrace 1,426 342 487,692 2.5 Terrace 3 1,426 Terrace 3 10 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 158 225,150 Semi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 583 830,775 emi 2.5 0.000 Semi Semi 4 1,425 1,425 212 302,100 Semi 4 2.9 0.000 Open Space Required 0.235 Det 3 1,670 1,670 120 200,400 Det 3 2.5 0.000 Gross - Net 0.429 4 1,670 390 651.300 2.9 0.193 Det 1,670 Det 4 3.350 ha Shortfall / Surplus Det 5 1,670 1,670 280 467,600 Det 5 3.3 Flat to5 1 1,657 1,657 87 143,993 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 2 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 2,086 Flat 6+ 1,975 Flat 6+ 1.3 Market Housing 21 99.33 2,082 99.14 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented 439 73.15 435 72.50 Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 70 70.00 70 70.00 2,744 4,124,682 Residents First Homes 149 74.50 149 74.50

1.503 £/m2

2,744

2,736

30

Green 20 Rounded Modelling Characteristics Area ha 67% % of Aff 3.9996 UNITS 20 Aff - rentec 30 units/ha 0.827 10 Density Total Sub Area North 30% 0.50 Affordable 6 Shared Ow Net:Gross 70% Gross 0.952 ha Green Brov Green First Home 25% % of Aff 1.5 Net 0.667 ha Use Agricultural Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation 14 Rounded m2 m2 Circulation Rounded m2 Rounded m2 Rounded m2 219 2 73 0.0% 20% 2.80 70 0.0% 25% 1.00 140 25% 0.25 70 25% 0.50 70 Terrace 15% 2.10 172 84 10% 0.40 20% 0.20 20% 0.40 86 0.0% 0.0% Terrace 3 0 97 0.00 0 97 0.00 0.00 0% 0.00 Terrace 4 0.0% 0.0% 0 Semi 2 81 0.0% 0.00 79 0.0% 20% 0.80 79 25% 0.25 0 25% 0.50 Semi 3 98 0.0% 25% 3.50 392 93 0.0% 10% 0.40 15% 0.15 0 15% 0.30 0 Semi 4 106 0.0% 5% 0.70 106 106 0.0% 5% 0.20 5% 0.05 5% 0.10 0 120 0.0% 5% 0.70 120 102 0.0% 0.00 0.00 0% 0.00 0 Det 3 Det 130 0.0% 15% 2.10 260 115 0.0% 0.00 0.00 0 0% 0.00 0 10% 1.40 140 0.00 0% 0 Det 5 140 0.0% 119 0.0% 0.00 0.00 Flat to5 1 40 10.0% 5% 0.70 39 10.0% 30% 1.20 43 10% 0.10 10% 0.20 0 0.00 61 0.00 0.00 0% 0.00 Flat to 5 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 3 80 10.0% 10.0% 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0 0.00 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0% 0.00 100% 14.00 14 1,409 100% 4.00 262 100% 1.00 70 100% 2.00 149 BCIS Population ha per 1,000 Occupants 1.200 Urban parks and gardens Lower Q Median m2 Used Beds Count per unit 711,574 2 1,426 1,426 499 1.9 1.600 Playgrounds Terrace Terrace 1,426 172 245,272 2.5 Terrace 3 1,426 Terrace 3 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 158 225,150 Semi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 392 558,600 emi 2.5 0.000 Semi Semi 4 1,425 1,425 106 151,050 Semi 4 2.9 0.000 Open Space Required 0.160 Det 3 1,670 1,670 120 200,400 Det 3 2.5 0.000 Gross - Net 0.286 4 1,670 434,200 2.9 0.125 Det 1,670 260 Det 4 3.350 ha Shortfall / Surplus Det 5 1,670 1,670 140 233.800 Det 5 3.3 Flat to5 1 1,657 1,657 43 71,085 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 2 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 Flat 6+ 1,975 Flat 6+ 1.3 Market Housing 14 1,409 100.64 1,409 100.64 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented 262 65.48 258 64.50 Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 70 70.00 70 70.00 1,890 2,831,131 Residents First Homes 149 74.50 149 74.50

1.498 £/m2

1,890

21

1.886

een 12									Rounded	1	Modelling			Area ha			Characteris	stics				
11	UNITS		12		Aff - rented	67% %	of Aff	2.39976	2		Density	30	units/ha	Total	0.503		Sub Area	North				
	Affordal	ble	30%	3.6	Shared Ow	8%		0.30	0		Net:Gross	70%		Gross	0.571	ha	Green Brow	Green				
					First Home	25% %	of Aff	0.9	1					Net	0.400	ha	Use	Agricultural				
								3.6	3													
						Market							e for Rent			Shared O	wnership			First H		
	Beds	m2	Circulation	8.4		Rounded	m2		m2	Circulation	2		Rounded		0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0		70	0.0%	50%			70		0.00	0	0	0%	0.00	0	0
Terrace	3	86	0.0%		0.00	0	0		84	0.0%	50%			. 84	100%	0.00	0	0	100%	1.00	1	84
Terrace	4	97	0.0%		0.00	0	0		97	0.0%		0.00	0			0.00	0		0%	0.00	0	0
Semi	2	81	0.0%	20%	1.68	2	162		79	0.0%		0.00	0			0.00	0		0%	0.00	0	0
Semi	3	98	0.0%	20%	1.68	2	196		93	0.0%		0.00				0.00	0		0%	0.00	0	0
Semi	4	106	0.0%	20%	1.68	1	106		106	0.0%		0.00	0			0.00	0		0%	0.00	0	0
Det	3	120	0.0%	200/	0.00	0	0		102	0.0%		0.00	0	·		0.00	0		0%	0.00	0	0
Det	4	130	0.0%	30% 10%	2.52 0.84	3	390		115	0.0%		0.00	0			0.00	0		0%	0.00	0	0
Det	5	140	0.0%	10%	0.84	0	140		119	0.0%		0.00	0	- J		0.00	0		0% 0%	0.00	0	0
Flat to5	1	40 65	10.0%		0.00	0	0		39 61	10.0%		0.00	0	- J		0.00	0		0%	0.00	0	0
Flat to5 Flat to5	2 3	80	10.0% 10.0%		0.00	0	0		74	10.0% 10.0%		0.00	·	U		0.00	0		0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0		39	15.0%		0.00	0			0.00	0		0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0		61	15.0%		0.00	0			0.00	0		0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0		74	15.0%		0.00	0			0.00	0		0%	0.00	0	0
i ide o	3	00	15.070	100%	8.40	9	994		, -	13.070	100%		_		100%	0.00	0		100%	1.00	1	84
				10070	00		33.				20070		_		20070	0.00			20070	2.00	_	<u> </u>
			BCIS								Occupants			Population			ha per 1,00	00				
			Lower Q	Median	Used	m2						Beds	Count	per unit			1.200	Urban park	s and garder	S		
Terrace	2			1,426	1,426	70	99,820				Terrace	2	1	1.9	2		1.600	Playground	s			
Terrace	3			1,426	1,426	168	239,568				Terrace	3	2	2.5	5		0.250	Outdoor sp	ort facilities			
Terrace	4			1,426	1,426	0	0				Terrace	4	0	2.9	0		0.300	Allotments				
Semi	2			1,425	1,425	162	230,850				Semi	2	2	1.5	4		0.000	Amenity Op	en Space (In	formal Rec	reation)	
Semi	3			1,425	1,425	196	279,300				Semi	3	2	2.3	5		0.000		_			
Semi	4			1,425	1,425	106	151,050				Semi	4	1	2.9	3		0.000		-	Open Space		0.103
Det	3			1,670	1,670	0	0				Det	3	0		0		0.000		-	Gross - Net		0.171
Det	4			1,670	1,670	390	651,300				Det	4	3	2.3	9		3.350	ha	5	Shortfall / S	urplus	0.069
Det	5			1,670	1,670	140	233,800				Det	5	1	. 5.5	3							
Flat to5	1			1,657	1,657	0	0				Flat to5	1	0	2.0	0				-			
Flat to5	2			1,657	1,657	0	0				Flat to5	2	0	1.5	0		Summary			Constr		Saleable
Flat to5	3			1,657	1,657	0	0				Flat to5	3	0	2.3	0			L	Units	m2	Average	m2 Average
Flat 6+	1			1,975	1,975	0	0				Flat 6+	1	0	2.0	0		Market Ho		9	994	110.44	994 110.44
Flat 6+	2			1,975	1,975	0	0				Flat 6+	2	0	1.5	0		Aff - rented		2	154	77.00	154 77.00
Flat 6+	3			1,975	1,975	0	1 005 600				Flat 6+	3	0	2.5	0		Shared Ow		0	0	84.00	0 1.00
				<u> </u>		1,232	1,885,688						l	Residents	31		First Home	S	1	84	84.00	84 1.00
							1,531	±/m2											12	1,232		1,232

								Rounde	d	Modelling			ea ha			Characteris					
2	UNITS		9		Aff - rentec	67% % c	of Aff	0	0	Density		units/ha To		0.379		Sub Area					
	Affordat	ole	0%	0	Shared Ow	8%		0.00	0	Net:Gross	70%		oss	0.429		Green Brov					
					First Home	25% % c	of Aff		0			Ne	t	0.300	ha	Use	Paddock				
				<u> </u>				0	0	-	•"				61 10		1				
			6. 1	9		Market Rounded	-	2	c: I ::			e for Rent	-	n	Shared O			0	First H		
т	Beds	m2		9	0.00	Rounded	m2	m2	Circulation	50%		Rounded	m2	U	0.00	Rounded	m2	0%	0.00	Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%	50%			0	100%	0.00	0	0	100%	0.00	0	0
Terrace	4	86	0.0%		0.00	0	0	84 97	0.0%	50%	0.00		0	100%	0.00	0	0	0%	0.00	0	0
Terrace	2	97 81	0.0% 0.0%	20%		2	162	97 79	0.0% 0.0%		0.00		0		0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%	20%		2	196	93	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi Semi	4	106	0.0%	20%		2	212	106	0.0%		0.00	٥	0		0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%	20%	0.00	0	212	100	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%	30%		2	260	115	0.0%		0.00	Ŭ	0		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%	10%		1	140	119	0.0%		0.00		0		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	10/6	0.90	0	140	39	10.0%		0.00		0		0.00	0	Ŭ	0%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00		0		0.00	0		0%	0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0		0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
	_			100%		9	970			100%			0	100%	0.00	0	0		0.00	0	0
					0.00	-													0.00		
			BCIS							Occupants		Po	pulation			ha per 1,00	0				
			Lower Q	Median	Used	m2					Beds	Count pe	r unit			1.200	Urban park	s and gardens			
Terrace	2			1,426	1,426	0	0			Terrace	2	0	1.9	0		1.600	Playground	s			
Terrace	3			1,426	1,426	0	0			Terrace	3	0	2.5	0		0.250	Outdoor sp	ort facilities			
Terrace	4			1,426	1,426	0	0			Terrace	4	0	2.9	0		0.300	Allotments				
Semi	2			1,425	1,425	162	230,850			Semi	2	2	1.9	4		0.000	Amenity Op	en Space (Inf	ormal Rec	reation)	
Semi	3			1,425		196	279,300			Semi	3	2	2.5	5	[0.000		_			
Semi	4			1,425		212	302,100			Semi	4	2	2.9	6	ļ	0.000		0	pen Space	Required	0.079
Det	3			1,670	1,670	0	0			Det	3	0	2.5	0	ļ	0.000		_	ross - Net		0.129
Det	4			1,670	1,670	260	434,200			Det	4	2	2.9	6	Į	3.350	ha	SI	nortfall / S	urplus	0.049
Det	5			1,670	1,670	140	233,800			Det	5	1	3.3	3							
Flat to5	1			1,657	1,657	0	0			Flat to5	1	0	1.3	0				_			
Flat to5	2			1,657	1,657	0	0			Flat to5	2	0	1.9	0	Ē	Summary			Constr		Saleabl
Flat to5	3			1,657	1,657	0	0			Flat to5	3	0	2.5	0]			Units	m2	Average	m2 /
Flat 6+	1			1,975	1,975	0	0			Flat 6+	1	0	1.3	0		Market Hou	ŭ	9	970	107.78	970
Flat 6+	2			1,975		0	0			Flat 6+	2	0	1.9	0		Aff - rented		0	0	107.78	0
Flat 6+	3			1,975	1,975	0	0			Flat 6+	3	0	2.5	0	,	Shared Ow		0	0	107.78	0
				l		970	1,480,250					Re	esidents	24	ļ	First Home	S	0	0	107.78	0
							1,526	£/m2										9	970		970

Green 9 DRA Rounded Modelling Characteristics Area ha 67% % of Aff 1.79982 UNITS Aff - rentec 30 units/ha 0.378 13 Density Total Sub Area North 30% 0.23 Affordable 2.7 Shared Ow 8% Net:Gross 70% Gross 0.429 ha Green Brov Green First Home 25% % of Aff 0.675 Net 0.300 ha Use Paddock 2.7 Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation 6.3 Rounded m2 m2 Circulation Rounded m2 Rounded m2 Rounded m2 0% 2 73 0.0% 0.00 0 70 0.0% 50% 1.00 70 0.00 0.00 Terrace 0.00 0 84 50% 1.00 84 100% 0.00 100% 1.00 84 86 0.0% 0.0% Terrace 3 0 97 0.00 0 97 0.00 0.00 0% 0.00 Terrace 4 0.0% 0.0% 0 Semi 2 81 0.0% 20% 1.26 81 79 0.0% 0.00 0.00 0 0% 0.00 Semi 3 98 0.0% 20% 1.26 98 93 0.0% 0.00 0.00 0 0% 0.00 0 Semi 4 106 0.0% 20% 1.26 106 106 0.0% 0.00 0.00 0 0% 0.00 0 120 0.0% 0.00 102 0.0% 0.00 0.00 0% 0.00 0 Det 3 Det 130 0.0% 30% 1.89 260 115 0.0% 0.00 0.00 0 0% 0.00 0 10% 140 0.00 0.00 0% 0 Det 5 140 0.0% 0.63 119 0.0% 0.00 Flat to5 1 40 10.0% 0.00 0 39 10.0% 0.00 0.00 0% 0.00 0 Flat to5 0.00 61 0.00 0.00 0% 0.00 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 3 80 10.0% 10.0% 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0 0.00 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0% 0.00 100% 6.30 685 100% 2.00 154 100% 0.00 100% 1.00 BCIS Population ha per 1,000 Occupants 1.200 Urban parks and gardens Lower Q Median m2 Used Beds Count per unit 99,820 2 1,426 1,426 1.9 1.600 Playgrounds Terrace 70 Terrace 1,426 168 239,568 2.5 Terrace 3 1,426 Terrace 3 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 81 115,425 Semi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 98 139,650 emi 2.5 0.000 Semi Semi 4 1,425 1,425 106 151,050 Semi 4 2.9 0.000 Open Space Required 0.078 Det 3 1,670 1,670 Det 3 2.5 0.000 Gross - Net 0.129 4 1,670 434,200 2.9 0.051 Det 1,670 260 Det 4 3.350 ha Shortfall / Surplus Det 5 1,670 1,670 140 233.800 Det 5 3.3 Flat to5 1 1,657 1,657 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 685 Flat 6+ 1,975 Flat 6+ 1.3 Market Housing 114.17 685 114.17 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented 154 77.00 154 77.00 Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 923 1,413,513 Residents First Homes 84 84.00 84 84.00 923 1.531 £/m2 923

Green 5 Rounded Modelling Characteristics Area ha 67% % of Aff UNITS Aff - rentec 30 units/ha Total 0.214 14 Density Sub Area North 0% 0.00 Affordable 0 Shared Ow 8% Net:Gross 70% Gross 0.238 ha Green Brov Green First Home 25% % of Aff Net 0.167 ha Use Paddock Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation Rounded m2 m2 Circulation Rounded m2 Rounded m2 0 Rounded m2 0% 2 73 0.0% 0.00 0 70 0.0% 50% 0.00 0.00 0.00 Terrace 0.00 0 84 50% 0.00 100% 0.00 100% 0.00 86 0.0% 0.0% Terrace 3 0 4 97 0.00 0 97 0.00 0.00 0% 0.00 Terrace 0.0% 0.0% 0 Semi 2 81 0.0% 0.00 79 0.0% 0.00 0.00 0 0% 0.00 Semi 3 98 0.0% 40% 2.00 196 93 0.0% 0.00 0.00 0 0% 0.00 0 Semi 4 106 0.0% 0.00 106 0.0% 0.00 0.00 0 0% 0.00 0 120 0.0% 0.00 102 0.0% 0.00 0.00 0% 0.00 0 Det 3 Det 130 0.0% 40% 2.00 260 115 0.0% 0.00 0.00 0 0% 0.00 0 20% 1.00 140 0.00 0.00 0% 0 Det 5 140 0.0% 119 0.0% 0.00 Flat to5 1 40 10.0% 0.00 0 39 10.0% 0.00 0.00 0% 0.00 0 0.00 61 0.00 0.00 0% 0.00 Flat to5 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 3 80 10.0% 10.0% 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0.00 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0 0% 0.00 100% 5.00 596 100% 0.00 100% 0.00 100% BCIS Population ha per 1,000 Occupants 1.200 Urban parks and gardens Lower Q Median m2 Used Beds Count per unit 2 1,426 1,426 1.9 1.600 Playgrounds Terrace Terrace 1,426 2.5 Terrace 3 1,426 Terrace 3 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 Semi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 196 279,300 emi 2.5 0.000 Semi Semi 4 1,425 1,425 0 Semi 4 2.9 0.000 Open Space Required 0.047 Det 3 1,670 1,670 0 Det 3 0 2.5 0.000 Gross - Net 0.071 4 1,670 434,200 4 2.9 Shortfall / Surplus 0.024 Det 1,670 260 Det 3.350 ha Det 5 1,670 1,670 140 233.800 Det 5 3.3 Flat to5 1 1,657 1,657 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 596 596 Flat 6+ 1,975 Flat 6+ 1.3 Market Housing 119.20 119.20 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 119.2 596 947,300 Residents First Homes 119.20 596 596 1.589 £/m2

00								Roun		Modelling			Area ha			Characterist					
15	UNITS		100		Aff - rented		of Aff	19.998	20	Density		units/ha	Total	1.429		Sub Area					
	Afforda	ble	30%		Shared Ow			2.50	3	Net:Gross	70%		Gross	1.429 h		Green Brov					
					First Home	25% %	of Aff	7.5	8				Net	1.000 h	na	Use	PDL				
						Market		30	31		A ffordale	le for Rent			Charad O	wnership			First H		
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulatio	20		Rounded	m2	3	Snareu U	Rounded	m2	8	FIISU	Rounded	m2
Terrace	2	73	0.0%	70	0.00	0	0	70		20	0.00		0	3	0.00	0	0	0%	0.00	Nounded	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00		·		0.00	0	0	0%	0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79			0.00		- v		0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93			0.00				0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106			0.00				0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0	102			0.00				0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0	115			0.00				0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%		0.00	0	0	119			0.00				0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	3.50	3	132	39		35%				15%	0.45	0	0	15%	1.20	1	43
Flat to5	2	65	10.0%	40%	28.00	28	2,002	61	10.0%	45%				55%	1.65	2	134	55%	4.40	5	336
Flat to5	3	80	10.0%	55%	38.50	39	3,432	74		20%				30%	0.90	1	81	30%	2.40	2	163
Flat 6+	1	40	15.0%		0.00	0	0	39			0.00	0	1		0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00		0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
				100%	70.00	70	5,566			100%	20.00	20	1,230	100%	3.00	3	216	100%	8.00	8	541
						_											•				
			BCIS							Occupants			Population			ha per 1,00	0				
			Lower Q	Median	Used	m2					Beds	Count	per unit			1.200	Urban park	s and garden	S		
Terrace	2			1,426	1,426	0	0			Terrace	2	0	1.9	0			Playground:				
Terrace	3			1,426	1,426	0	0			Terrace	3	0	2.5	0		0.250	Outdoor sp	ort facilities			
Terrace	4			1,426	1,426	0	0			Terrace	4	0	2.9	0			Allotments				
Semi	2			1,425	1,425	0	0			Semi	2	0	2.0	0			Amenity Op	en Space (In	formal Rec	reation)	
Semi	3			1,425	1,425	0	0			Semi	3	0	2.3	0		0.000		_			
Semi	4			1,425	1,425	0	0			Semi	4	0	2.9	0		0.000		-	Open Space	Required	0.713
Det	3			1,670	1,670	0	0			Det	3	0		0		0.000		<u> </u>	Gross - Net		0.429
Det	4			1,670	1,670	0	0			Det	4	0	2.9	0		3.350	ha	9	hortfall / S	urplus	-0.285
Det	5			1,670	1,670	0	0			Det	5	0		0							
Flat to5	1			1,657	1,657	475	787,406			Flat to5	1	11		14				Г			
Flat to5	2			1,657	1,657	3,076	5,096,269			Flat to5	2	44		84		Summary			Constr		Saleable
Flat to5	3			1,657	1,657	4,002	6,630,983			Flat to5	3	46		115				Units	m2	Average	m2 Averag
Flat 6+	1			1,975	1,975	0	0			Flat 6+	1	0	1.3	0		Market Hou	ŭ	70	5,566	79.51	5,060 72.2
Flat 6+	3			1,975	1,975	0	0			Flat 6+	2	0	1.9 2.5	0		Aff - rented		20	1,230	61.49	1,118 55.9
Flat 6+	3			1,975	1,975		12 514 650			Flat 6+	3	- 0		212		Shared Own			216	71.87	196 65.3
		l		l		7,553	12,514,658	s/2			<u> </u>	l	Residents	213		First Homes	i	8	541	67.65	492 61.5
							1,657	±/m2										101	7,553		6,866

6	UNITS		40		Aff - rentec	67% %	of Aff	7.9992	unded 8		Modelling Density	60	units/ha	Area ha Total	0.947		Characterist Sub Area					
	Affordat	ble	30%	12	Shared Ow	8%		1.00	1		Net:Gross	70%		Gross	0.952 l	ha	Green Brov	Brown				
					First Home	25% %	of Aff	3	3					Net	0.667 l	ha	Use	PDL				
								12	12													
						Market							le for Rent			Shared O	wnership			First H		
	Beds	m2	Circulation	28		Rounded	m2			Circulation	8		Rounded	1	1		Rounded	m2	3		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0		70	0.0%		0.00		,		0.00	0	0	0%	0.00	0	0
Terrace	3	86	0.0%		0.00	0	0		84	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Terrace	4	97	0.0%		0.00	0	0		97	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0		79	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%		0.00	0	0		93	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%		0.00	0	0		106	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0		102	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0		115	0.0%		0.00		_		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%		0.00	0	0		119	0.0%		0.00		·		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	1.40	1	44		39	10.0%	35%	2.80			15%	0.15	0	0	15%	0.45	0	0
Flat to5	2	65	10.0%	40%	11.20	12	858		61	10.0%	45%	3.60		200	55%	0.55	1	67	55%	1.65	2	134
Flat to5	3	80	10.0%	55%	15.40	15	1,320		74	10.0%	20%	1.60		. 81	30%	0.30	0	0	30%	0.90	1	81
Flat 6+	1	40	15.0%		0.00	0	0		39	15.0%		0.00				0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0		61	15.0%		0.00		_		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0		74	15.0%		0.00				0.00	0	0	0%	0.00	0	0
				100%	28.00	28	2,222				100%	8.00	8	479	100%	1.00	1	67	100%	3.00	3	216
			BCIS				1				Occupants	l		Population			ha per 1,00	0				
	-		Lower Q	Median	Used	m2					Occupants	Beds	Count	per unit					s and garder	· ·		
Terrace	2		Lower Q	1,426	1,426	0	0				Terrace	2	Count	1.9	0			Playground:		15		
Terrace	3			1,426	1,426	0	0				Terrace	3	0		0				ort facilities			
Terrace	4			1,426	1,426	0	0				Terrace	4	0		0			Allotments	ort racinties			
Semi	2			1,425	1,425	0	0				Semi	2	0	1	0				en Space (Ir	oformal Rec	reation)	
Semi	3			1,425	1,425	0	0				Semi	3	0		0		0.000	Amenity Op	Jen Space (II	normal nec	i eation)	
Semi	4			1,425	1,425	0	0				Semi	4	0		0		0.000		ſ	Open Space	Required	0.281
Det	3			1,670	1,670	0	0				Det	3	0		0		0.000		-	Gross - Net		0.286
Det	4			1,670	1,670	0	0				Det	4	0		0		3.350	ha	F-	Shortfall / S		0.005
Det	5			1,670	1,670	0	0				Det	5	0		0		0.000		L	511011111111 / 1	a.p.us	0.005
Flat to5	1			1,657	1,657	173	286,164				Flat to5	1	4		5							
Flat to5	2			1,657	1,657	1,328	2,199,999				Flat to5	2	19		36		Summary		Г	Constr	uction	Saleable
Flat to5	3			1,657	1,657	1,483	2,457,000				Flat to5	3	17						Units	m2	Average	m2 Aver
Flat 6+	1			1,975	1,975	0	0				Flat 6+	1	0		0		Market Hou	ısing	28	2,222	79.36	2,020 72
Flat 6+	2			1,975	1,975	0	0				Flat 6+	2	0		0		Aff - rented	ŭ	8	479	59.81	435 54
Flat 6+	3			1,975	1,975	0	0				Flat 6+	3	0		0		Shared Owr		1	67	67.10	61 61
				,	,	2,983	4,943,162					-	 		84		First Homes		3	216	71.87	196 65
						2.9651								Residents	841						/1.0/1	

7	UNITS Affordal	ble	20 30%		Aff - rente		5 % of Aff	3.9996 0.50	Rounded 4		Modelling Density Net:Gross	50 70%	units/ha	Area ha Total Gross	0.548 0.571	ha	Characteris Sub Area Green Brow	North				
					First Home		% of Aff	1.5	2					Net	0.400			PDL				
								6	7													
						Market	1					Affordabl				Shared O				First Ho		
	Beds	m2	Circulation	14		Rounded	l m:	2	m2	Circulation	4		Rounded	m2	1		Rounded				Rounded	m2
Terrace	2	73	0.0%		0.00)	2	70	0.0%		0.00	0	0		0.00	0	v		0.00	0	0
Terrace	3	86	0.0%		0.00)	2	84	0.0%		0.00	0	0		0.00	0			0.00	0	0
Terrace	4	97	0.0%		0.00		<u>'</u>	2	97	0.0%		0.00	0	0		0.00	0			0.00	0	0
Semi	2	81	0.0%		0.00		`	2	79	0.0%		0.00	0	0		0.00	0	·	0,0	0.00	0	0
Semi	3	98	0.0%		0.00			2	93	0.0%		0.00	0	0		0.00	0		4 ,1	0.00	0	0
Semi	4	106	0.0%		0.00			2	106	0.0%		0.00	0	0		0.00	0	ŭ		0.00	0	0
Det	3	120	0.0%		0.00			2	102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00)	4	115	0.0%		0.00	0	0		0.00	0			0.00	- 0	0
Det	5	140	0.0%		0.00)	<u> </u>	119	0.0%		0.00	0	0		0.00	0	0		0.00	- 0	0
Flat to5	1	40	10.0%	5%	0.70		. 4	_	39	10.0%	35%	1.40	1	43	15%	0.15	0			0.30	- 0	0
Flat to5	2	65	10.0%	40%	5.60		429		61	10.0%	45%	1.80	2	134	55%	0.55	1	67		1.10	1	67
Flat to5	3	80	10.0%	55%	7.70		61	2	74	10.0%	20%	0.80	1	81	30%	0.30	0		30%	0.60	1	81
Flat 6+	1	40	15.0%		0.00		`	4	39	15.0%		0.00	0	0		0.00	0			0.00	- 0	0
Flat 6+	2	65	15.0%		0.00		<u> </u>	4	61	15.0%		0.00	0	·		0.00	0	0	0%	0.00	- 0	0
Flat 6+	3	80	15.0%	4000/	0.00			4	74	15.0%	4000/	0.00	Ů	0	1000/	0.00	0	67		0.00	- 0	- 0
				100%	14.00	14	1,08	킨			100%	4.00	4	259	100%	1.00	1	6/	100%	2.00	2	149
			BCIS				1	٦			Occupants			Population			ha per 1,00	20	1			
-			Lower Q	Median	Used	m2						Beds	Count	per unit					」 ks and garde	nc		
Terrace	2		Lower Q	1,426	1,426			1			Terrace	2	Count	1.9	0			Playground		115		
Terrace	3			1,426	1,426			(Terrace	3	0	2.5	0				oort facilities			
Terrace	4			1,426	1,426			<u></u>			Terrace	4	0	2.9	0			Allotments		•		
Semi	2			1,425	1,425			<u></u>			Semi	2	0	1.9	0				_	nformal Recr	eation)	
Semi	3			1,425	1,425			<u></u>			Semi	3	0	2.5	0		0.000	Amenity 0	T space (i	inormal neer	cation	
Semi	4			1,425	1,425			ก			Semi	4	0	2.9	0		0.000		1 1	Open Space	Required	0.148
Det	3			1,670	1,670			2			Det	3	0	2.5	0		0.000			Gross - Net		0.171
Det	4			1,670	1,670			5			Det	4	0	2.9	0		3.350	ha	-	Shortfall / Su	ırplus	0.024
Det	5			1,670	1,670			5			Det	5	0	3.3	0				<u>.</u>		,	
Flat to5	1			1,657	1,657			3			Flat to5	1	2	1.3	3							
Flat to5	2			1,657	1,657			-			Flat to5	2	10	1.9	19		Summary			Constru	ction	Saleable
Flat to5	3			1,657	1,657						Flat to5	3	9	2.5	23				Units	m2	Average	m2 Av
Flat 6+	1			1,975	1,975			0			Flat 6+	1	0	1.3	0		Market Ho	using	14	1,089	77.79	990
Flat 6+	2			1,975	1,975			D			Flat 6+	2	0	1.9	0		Aff - rented		4	259	64.63	235
Flat 6+	3			1,975	1,975			D			Flat 6+	3	0	2.5	0		Shared Ow	nership	1	67	74.25	61
						1,563	2,590,05	7					1	Dar-Islands	44		First Home	· ·	2	149	74.25	135
						1,303	2,350,03	' I						Residents	44		FIIST HOITIE			145	74.25	133

								Round	ed	Modelling			Area ha			Characteris	tics				
18	UNITS		10		Aff - rented	67% % of	Aff	1.9998	2	Density	50	units/ha	Total	0.270		Sub Area	North				
	Affordal	ble	30%	3	Shared Ow	8%		0.25	0	Net:Gross	70%		Gross	0.286 l	na	Green Brov	Brown				
					First Home	25% % of	Aff	0.75	1				Net	0.200 H	na	Use	PDL				
								3	3												
					ı	Market					Affordab	e for Rent			Shared O	wnership			First H	omes	
	Beds	m2	Circulation	7		Rounded	m2	m2	Circulation	2		Rounded	d m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%		0.00	0	0	70	0.0%		0.00	(0		0.00	0	0	0%	0.00	0	0
Terrace	3	86	0.0%		0.00	0	0	84	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Terrace	4	97	0.0%		0.00	0	0	97	0.0%		0.00		, ,		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00		, ,		0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00		, ·		0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00		, ,		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%	==/	0.00	0	0	119	0.0%		0.00				0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	0.35	0	0	39	10.0%	35%			L 43	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%	40% 55%	2.80 3.85	3	215	61	10.0%	45% 20%				55% 30%	0.00	0	0	55% 30%	0.55 0.30	0	67
Flat to5	3	80	10.0%	55%	0.00	-	352	74	10.0%	20%	0.40		1	30%	0.00	0	0	0%	0.30	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39 61	15.0%		0.00		, ,		0.00	0	0	0%	0.00	0	0
Flat 6+ Flat 6+	2	65 80	15.0% 15.0%		0.00	0	0	74	15.0% 15.0%		0.00		, ,		0.00	0	0	0%	0.00	0	0
rial 0+	3	80	15.0%	100%	7.00	7	567	/4	15.0%	100%	2.00			100%	0.00	0	0	100%	1.00	1	67
				100%	7.00	,	307			100%	2.00		110	100%	0.00	U	U	100%	1.00	1	67
			BCIS							Occupants			Population			ha per 1,00	0				
			Lower Q	Median	Used	m2					Beds	Count	per unit					s and garden	ıs		
Terrace	2			1,426	1,426	0	0			Terrace	2	(0			Playground				
Terrace	3			1,426	1,426	0	0			Terrace	3	(0				ort facilities			
Terrace	4			1,426	1,426	0	0			Terrace	4	(2.9	0		0.300	Allotments				
Semi	2			1,425	1,425	0	0			Semi	2	(1.9	0		0.000	Amenity Op	en Space (Ir	nformal Rec	reation)	
Semi	3			1,425	1,425	0	0			Semi	3	(2.5	0		0.000		_			
Semi	4			1,425	1,425	0	0			Semi	4	(2.9	0		0.000		(Open Space	Required	0.070
Det	3			1,670	1,670	0	0			Det	3	(0		0.000	_		Gross - Net		0.086
Det	4			1,670	1,670	0	0			Det	4	(2.5	0		3.350	ha	9	Shortfall / S	urplus	0.016
Det	5			1,670	1,670	0	0			Det	5	(5.5	0							
Flat to5	1			1,657	1,657	43	71,085			Flat to5	1	1	1.3	1				_			
Flat to5	2			1,657	1,657	349	577,796			Flat to5	2	Ę	2.5	10		Summary			Constr		Saleable
Flat to5	3			1,657	1,657	352	583,264			Flat to5	3	4	7 2.3	10				Units	m2	Average	m2 Aver
Flat 6+	1			1,975	1,975	0	0			Flat 6+	1	(0		Market Hou	Ŭ	7	567	80.93	515 73
Flat 6+	2			1,975	1,975	0	0			Flat 6+	2	(2.5	0		Aff - rented		2	110	55.00	100 50
Flat 6+	3			1,975	1,975	0	0			Flat 6+	3	(2.5	0		Shared Own	_	0	0	67.10	0 61
						744	1,232,145						Residents	21		First Homes	5	1	67	67.10	61 61
							1,657	£/m2										10	744		676

19	UNITS Affordab	ole	6 0%	0	Aff - rente Shared Ow First Home	8%	% of Aff % % of Aff	0 0.00 0	Rounded 0 0		Modelling Density Net:Gross	45 100%	units/ha	Area ha Total Gross Net	0.133 0.133 0.133		Characteris Sub Area Green Brow Use	North				
						Market						Affordabl	e for Rent			Shared C	wnership			First Homes		
	Beds	m2	Circulation	6		Rounded	d m2	1	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0	Round	led m2	
Terrace	2	73	0.0%		0.00) (5	70	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0 0	
Terrace	3	86	0.0%		0.00	() (<u> </u>	84	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0 0	
Terrace	4	97	0.0%		0.00) ()	97	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0 0	
Semi	2	81	0.0%		0.00	C) ()	79	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0 0	
Semi	3	98	0.0%		0.00	C) ()_	93	0.0%		0.00	0	0		0.00	0	0		0.00	0 0	
Semi	4	106	0.0%		0.00	C) ()	106	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0 0	
Det	3	120	0.0%		0.00) ()	102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0 0	
Det	4	130	0.0%		0.00) (<u> </u>	115	0.0%		0.00	0	0		0.00	0			0.00	0 0	
Det	5	140	0.0%		0.00) (<u>)</u>	119	0.0%		0.00	0	0		0.00	0	0		0.00	0 0	
Flat to5	1	40	10.0%	5%	0.30)	39	10.0%	35%	0.00	0	0	15%	0.00				0.00	0 0	
Flat to5	2	65	10.0%	40%	2.40		215		61	10.0%	45%	0.00	0	0	55%	0.00	0		00,1	0.00	0 0	
Flat to5	3	80	10.0%	55%	3.30		, 20	<u> </u>	74	10.0%	20%	0.00	0	0	30%	0.00	0		30%	0.00	0 0	
Flat 6+	1	40	15.0%		0.00		<u> </u>	<u> </u>	39	15.0%		0.00	0	0		0.00		·		0.00	0 0	
Flat 6+	2	65	15.0%		0.00		<u> </u>	4	61	15.0%		0.00	0	0		0.00	0	·	0%	0.00	0 0	
Flat 6+	3	80	15.0%		0.00			4	74	15.0%		0.00	0	0		0.00	0			0.00	0 0	
				100%	6.00	E	479	Ц			100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0 0	
			BCIS			1	1	1			Ossunants		1	Donulation			ha per 1,00	20	1			
			Lower Q	Median	Used	m2		-			Occupants	Beds	Count	Population per unit					」 ks and garde⊢			
Terrace	2		Lower Q	1,426	1,426		,				Terrace	2	Count	1.9	0			Playground		115		
Terrace	3			1,426	1,426			1			Terrace	3	0	2.5	0				oort facilities			
Terrace	4			1,426	1,426) (Terrace	4	0	2.9	0			Allotments				
Semi	2			1,425	1,425) (1			Semi	2	0	1.9	0				_	nformal Recreation	١	
Semi	3			1,425	1,425) (,			Semi	3	0	2.5	0		0.000				•	
Semi	4			1,425	1,425) (Semi	4	0	2.9	0		0.000		1 1	Open Space Requir	ed 0.044	
Det	3			1,670	1,670) (<u> </u>			Det	3	0	2.5	0		0.000		:	Gross - Net	0.000	
Det	4			1,670	1,670			1			Det	4	0	2.9	0		3.350	ha	-1 1	Shortfall / Surplus	-0.044	
Det	5			1,670	1,670) (1			Det	5	0	3.3	0							
Flat to5	1			1,657	1,657			1			Flat to5	1	0	1.3	0							
Flat to5	2			1,657	1,657	215	355,42	1			Flat to5	2	3	1.9	6		Summary			Construction	Saleable	e
Flat to5	3			1,657	1,657	264	437,448				Flat to5	3	3	2.5	8				Units	m2 Avera	nge m2 A	Average
Flat 6+	1			1,975	1,975						Flat 6+	1	0	1.3	0		Market Ho	using	6	479 79	.75 435	72.50
Flat 6+	2			1,975	1,975) (Flat 6+	2	0	1.9	0		Aff - rented	d	0			72.50
Flat 6+	3			1,975	1,975		, ,	<u> </u>			Flat 6+	3	0	2.5	0		Shared Ow	nership	0	0 79	.75 0	72.50
						479	792,875	<u>i</u>						Residents	13		First Home	!S	0	0 79		72.50
							1 65	£/m2									ı	1	6	479	435	

120 20	UNITS Affordal	ole	120 30%	36	Aff - rented Shared Ow First Home	8%	% of Aff % of Aff	23.9976 3.00 9	24 3 9	Modelling Density Net:Gross	40 70%	units/ha	Area ha Total Gross Net	3.940 4.286 3.000	ha	Characteristic Sub Area N Green Brov B Use P	lorth					
			ĺ			Market		36	36		Δffordahl	e for Rent			Shared O	wnershin			First H	lomes		1
	Beds	m2	Circulation	84		Rounded	m2	m:	2 Circulatio	n 24		Rounded	m2	3	Sharea o	Rounded	m2	9		Rounded	m2	
Terrace	2	73	0.0%	20%	16.80	17	1,241	70		45%	10.80		770	50%	1.50	1	70	50%	4.50	4	280	4
Terrace	3	86	0.0%	15%	12.60	13	1,118	84		20%	4.80		420	50%	1.50	2	168	50%	4.50	5	420	1
Terrace	4	97	0.0%		0.00	0	0	97		5%	1.20	1	97		0.00	0	0	0%	0.00	0	0	
Semi	2	81	0.0%		0.00	0	0	79			0.00	0	0		0.00	0	0	0%	0.00	0	0	
Semi	3	98	0.0%	30%	25.20	25	2,450	93	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Semi	4	106	0.0%	20%	16.80	17	1,802	10	6 0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Det	3	120	0.0%		0.00	0	0	10	2 0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Det	4	130	0.0%		0.00	0	0	11	5 0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Det	5	140	0.0%	10%	8.40	8	1,120	11	9 0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Flat to5	1	40	10.0%	5%	4.20	4	176	39	10.0%	30%	7.20	7	300		0.00	0	0	0%	0.00	0	0	
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Flat to5	3	80	10.0%		0.00	0	0	74	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0	
				100%	84.00	84	7,907			100%	24.00	24	1,587	100%	3.00	3	238	100%	9.00	9	700	
			,							_												
			BCIS							Occupants			Population			ha per 1,000						
			Lower Q	Median	Used	m2					Beds		per unit					s and garde	ns			
Terrace	2			1,426	1,426	2,361	3,366,786			Terrace	2	33	1.9	63			layground					
Terrace	3			1,426	1,426	2,126	3,031,676			Terrace	3	25	2.5	63				ort facilities	5			
Terrace	4			1,426	1,426	97	138,322			Terrace	4	1	2.9	3			llotments					
Semi	2			1,425	1,425	0	0			Semi	2	0	1.9	0			menity Op	en Space (I	nformal Red	reation)		
Semi	3			1,425	1,425	2,450	3,491,250			Semi	3	25	2.5	63		0.000				1		1
Semi	4			1,425	1,425	1,802	2,567,850			Semi	4	17	2.9	49		0.000			Open Space		0.940	
Det	3			1,670	1,670	0	0			Det	3	0	2.5	0		0.000			Gross - Net		1.286	4
Det	4			1,670	1,670	0	0			Det	4	0	2.9	0		3.350 h	а		Shortfall / S	urplus	0.346	J
Det	5			1,670	1,670	1,120	1,870,400			Det	5	8	3.3	26								
Flat to5	1			1,657	1,657	476	789,229			Flat to5	1	11	1.3	14							6.1	
Flat to5	2			1,657	1,657	0	0			Flat to5	2	0	1.9	0	ı	Summary	ı	11-2		uction		able
Flat to5	3			1,657	1,657	0	0			Flat to5	3	0	2.5	0		N 4 = = 1 = : - : - :		Units	m2	Average	m2	
Flat 6+	2			1,975	1,975	0	0			Flat 6+	2	0	1.3	0		Market Hous	ing	84	7,907	94.13	7,891	
Flat 6+	3			1,975 1,975	1,975 1,975	0	0			Flat 6+	3	0	1.9 2.5	0		Aff - rented Shared Owne	rchin	24	1,587 238	66.14 79.33	1,560 238	
rial 0+	3			1,975	1,975	10,432	15,255,513			Flat 6+	3	U	Z.5 Residents	281		First Homes	ersnib	9	700	79.33	700	
L			i			10,432	13,233,513			L	l		residents	261		riist noilles		9	700	11.78	/00	//./8

1,462 £/m2

10,432

120

10,389

							Ī		Rounded	ī	Modelling			Area ha			Characterist	tics				
	UNITS		60		Aff - rented	67% %	of Aff	11.9988	12	-1	Density	40	units/ha	Total	1.977		Sub Area					
	Affordal	ble	30%	18	Shared Ow	8%		1.50	2		Net:Gross	70%		Gross	2.143 ha	ı	Green Brov	Brown				
					First Home	25% %	of Aff	4.5	5	1				Net	1.500 ha	ı	Use	PDL				
								18	19	Ī												
					N	Market		•		_		Affordabl	e for Rent		9	Shared O	wnership			First H	lomes	
	Beds	m2	Circulation	42		Rounded	m2		m2	Circulation	12		Rounded	m2	2		Rounded	m2	5		Rounded	m2
Terrace	2	73	0.0%	20%	8.40	8	584		70	0.0%	45%	5.40	5	350	50%	1.00	1	70	50%	2.50	2	140
Terrace	3	86	0.0%	15%	6.30	7	602		84	0.0%	20%	2.40	2	168	50%	1.00	1	84	50%	2.50	3	252
Terrace	4	97	0.0%		0.00	0	0		97	0.0%	5%	0.60	1	97		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0		79	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%	30%	12.60	13	1,274		93	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%	20%	8.40	8	848		106	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0		102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0		115	0.0%		0.00	0			0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%	10%	4.20	4	560		119	0.0%		0.00	0			0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	2.10	2	88		39	10.0%	30%	3.60	4	172		0.00	0	0	0%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0		61	10.0%		0.00	0	, ,		0.00	0	0	0%	0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0		74	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0		39	15.0%		0.00	0			0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0		61	15.0%		0.00	0			0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0		74	15.0%		0.00	0			0.00	0	0	0%	0.00	0	0
				100%	42.00	42	3,956				100%	12.00	12	787	100%	2.00	2	154	100%	5.00	5	392
			1	1 1		1						ı	ı	I= 1 I		ı						
			BCIS	!:		2					Occupants			Population			ha per 1,00					
_	_		Lower Q			m2	4 624 244				_	Beds	Count	per unit	20				s and garden	S		
Terrace	3	1		1,426 1,426	1,426 1,426	1,144 1,106	1,631,344 1,577,156				Terrace	3	16 13		30 33			Playground:	s ort facilities			
Terrace	4	1		1,426	1,426	97	138,322				Terrace Terrace	4	13	1	33			Allotments	ort raciiities			
Terrace Semi	2			1,425	1,425	0	130,322				Semi	2	0		0				en Space (In	formal Poo	roation)	
Semi	3			1,425	1,425	1,274	1,815,450				Semi	3	13		33		0.000	Amenity Op	Jen Space (III	ioiiiai kec	reactorij	
Semi	4			1,425	1,425	848	1,208,400				Semi	4	8		23		0.000		Ī	Open Space	Required	0.477
Det	3			1,670	1,670	0	1,200,400				Det	3	0		0		0.000		<u> </u>	Gross - Net		0.643
Det	4			1,670	1,670	0	0				Det	4	0		0		3.350	ha	-	Shortfall / S		0.165
Det	5			1,670	1,670	560	935,200				Det	5	4		13	l	3.550		<u> </u>		p100	3.203
Flat to5	1			1,657	1,657	260	430,157				Flat to5	1	6		8							
Flat to5	2			1,657	1,657	0	0				Flat to5	2	0		0		Summary		Г	Constr	uction	Saleable
Flat to5	3			1,657	1,657	0	0				Flat to5	3	0		0				Units	m2	Average	m2 A
Flat 6+	1			1,975	1,975	0	0				Flat 6+	1	0		0		Market Hou	ısing	42	3,956	94.19	3,948
Flat 6+	2			1,975	1,975	0	0				Flat 6+	2	0		0		Aff - rented	ŭ	12	787	65.55	771
	1 -			1,975	1,975	0	0				Flat 6+	3	0	2.5	0		Shared Owr		2	154	77.00	771 154
Flat 6+	3										i iat o i											
Flat 6+	3			2,373	2,575	5,289	7,736,029				i iac o i			Residents	143		First Homes	;	5	392	78.40	392

2	UNITS		30		Aff - rented	67% %	of Aff	5.9994	ded 6	Modelling Density	40	units/ha T	rea ha otal	0.984		Characteris Sub Area	North				
	Affordal	ble	30%	9	Shared Ow First Home	8% 25% %	of Aff	0.75 2.25	1 2 9	Net:Gross	70%		iross let	1.071 0.750		Green Brow Use	PDL				
					N	Market					Affordab	e for Rent			Shared O	wnership			First H	omes	
	Beds	m2	Circulation	21		Rounded	m2	m2	Circulation	1 6	;	Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	73	0.0%	20%	4.20	4	292	70	0.0%	45%	2.70	3	210	50%	0.50	0	0	50%	1.00	1	70
Terrace	3	86	0.0%	15%	3.15	4	344	84	0.0%	20%	1.20	1	84	50%	0.50	1	84	50%	1.00	1	84
Terrace	4	97	0.0%		0.00	0	0	97	0.0%	5%	0.30	0	0		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%	30%	6.30	6	588	93	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%	20%	4.20	4	424	106	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%	10%		2	280	119	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	1.05	1	44	39	10.0%	30%	1.80	2	86		0.00	0	0	0%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00		0		0.00	0	0	0%	0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74			0.00		0		0.00	0	0	0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00		0		0.00	0	0	0%	0.00	0	0
				100%	21.00	21	1,972			100%	6.00	6	380	100%	1.00	1	84	100%	2.00	2	154
			BCIS							Occupants	;	P	opulation			ha per 1,00	00				
			Lower Q	Median	Used	m2					Beds	Count p	er unit			1.200	Urban park	s and gardens			
Terrace	2			1,426	1,426	572	815,672			Terrace	2	8	1.9	15		1.600	Playground	s			
Terrace	3			1,426	1,426	596	849,896			Terrace	3	7	2.5	18		0.250	Outdoor sp	ort facilities			
Terrace	4			1,426	1,426	0	0			Terrace	4	0	2.9	0		0.300	Allotments				
Semi	2			1,425	1,425	0	0			Semi	2	0	1.9	0		0.000	Amenity Op	oen Space (Inf	ormal Rec	reation)	
Semi	3			1,425	1,425	588	837,900			Semi	3	6	2.5	15		0.000					
Semi	4			1,425	1,425	424	604,200			Semi	4	4	2.9	12		0.000		0	pen Space	Required	0.234
Det	3			1,670	1,670	0	0			Det	3	0	2.5	0		0.000		G	ross - Net		0.321
Det	4			1,670	1,670	0	0			Det	4	0	2.9	0		3.350	ha	SI	nortfall / S	urplus	0.088
Det	5			1,670	1,670	280	467,600			Det	5	2	3.3	7				_			
Flat to5	1			1,657	1,657	130	215,079			Flat to5	1	3	1.3	4				_			
Flat to5	2			1,657	1,657	0	0			Flat to5	2	0	1.9	0		Summary			Constr	uction	Saleable
Flat to5	3			1,657	1,657	0	0			Flat to5	3	0	2.5	0				Units	m2	Average	m2 Av
Flat 6+	1			1,975	1,975	0	0			Flat 6+	1	0	1.3	0		Market Ho	using	21	1,972	93.90	1,968
Flat 6+	2			1,975		0	0			Flat 6+	2	0	1.9	0		Aff - rented	t	6	380	63.30	372
Flat 6+	3			1,975	1,975	0	0			Flat 6+	3	0	2.5	0		Shared Ow	nership	1	84	84.00	84
						2,590	3,790,347					1	Residents	70		First Home	S	2	154	77.00	154
							1,464	C / 3									1	30	2,590		2,578

8									Rounded	1	Modelling			Area ha			Characteris	tics				
23	UNITS		18	:	Aff - rented	67% 9	6 of Aff	3.59964	4		Density	40	units/ha	Total	0.593		Sub Area	North				
	Affordat	ole	30%	5.4	Shared Ow	8%		0.45	0		Net:Gross	70%		Gross	0.643 h	na	Green Brov	Brown				
					First Home	25% %	6 of Aff	1.35	1					Net	0.450 h	na	Use	PDL				
								5.4	5		-											
						Market				_		Affordab	le for Rent			Shared O	wnership			First H	lomes	
	Beds	m2	Circulation	12.6		Rounded	m2		m2	Circulation	4		Rounded	d m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%	20%	2.52		219		70	0.0%	45%	1.80	2	140	50%	0.00	0	0	50%	0.50	0	0
Terrace	3	86	0.0%	15%	1.89	2	172		84	0.0%	20%	0.80	1	L 84	50%	0.00	0	0	50%	0.50	1	84
Terrace	4	97	0.0%		0.00	0	0		97	0.0%	5%			0		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00		0		79	0.0%		0.00	(0		0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%	30%	3.78	4	392		93	0.0%		0.00	(0		0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%	20%	2.52	3	318		106	0.0%		0.00	C	0		0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0		102	0.0%		0.00	C	0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0		115	0.0%		0.00	C	0		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%	10%	1.26	1	140		119	0.0%		0.00	C	0		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%	5%	0.63	0	0		39	10.0%	30%	1.20	1	L 43		0.00	0	0	0%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0		61	10.0%		0.00	(0		0.00	0	0	0%	0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0		74	10.0%		0.00	C	0		0.00	0	0	0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0		39	15.0%		0.00	C	0		0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0		61	15.0%		0.00	(0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0		74	15.0%		0.00	C	0		0.00	0	0	0%	0.00	0	0
				100%	12.60	13	1,241				100%	4.00	4	267	100%	0.00	0	0	100%	1.00	1	84
			BCIS								Occupants			Population			ha per 1,00					
			Lower Q	Median	Used	m2						Beds	Count	per unit					s and garder	ns		
Terrace	2			1,426	1,426		511,934				Terrace	2	5	1.9	10			Playground				
Terrace	3			1,426	1,426	340	484,840				Terrace	3	4	. 2.3	10				ort facilities			
Terrace	4			1,426	1,426	0	0				Terrace	4	C	2.3	0		0.300	Allotments				
Semi	2			1,425	1,425		0				Semi	2	C	2.5	0		0.000	Amenity Op	pen Space (Ir	nformal Rec	reation)	
Semi	3			1,425	1,425	392	558,600				Semi	3	4	7 2.5	10		0.000					
Semi	4			1,425	1,425	318	453,150				Semi	4	3	2.3	9		0.000			Open Space	Required	0.143
Det	3			1,670	1,670		0				Det	3	(0		0.000			Gross - Net		0.193
Det	4			1,670	1,670		0				Det	4	C	2.3	0		3.350	ha		Shortfall / S	urplus	0.049
Det	5			1,670	1,670		233,800				Det	5	1	1 3.3	3							
Flat to5	1			1,657	1,657	43	71,085				Flat to5	1	1	1.3	1				-			
Flat to5	2			1,657	1,657	0	0				Flat to5	2	C	2.5	0		Summary			Constr	uction	Saleable
Flat to5	3			1,657	1,657	0	0				Flat to5	3	(2.5	0				Units	m2	Average	m2 Aver
Flat 6+	1			1,975	1,975	0	0				Flat 6+	1	(0		Market Hou	using	13	1,241	95.46	1,241 95
Flat 6+	2			1,975	1,975	0	0				Flat 6+	2	(1.5	0		Aff - rented		4	267	66.73	263 65
Flat 6+	3			1,975	1,975	0	0				Flat 6+	3	(2.5	0		Shared Own	nership	0	0	84.00	0 84
				1		1,592	2,313,409					I	1	Residents	43		First Homes	s	1	84	84.00	84 84
							,,							Residents						1,592	000	1,588

2								Roun	ded	Modelling			Area ha			Characterist	tics				
24	UNITS		12		Aff - rented	67% %	of Aff	2.39976	2	Density	40	units/ha	Total	0.396		Sub Area	North				
	Affordat	le	30%	3.6	Shared Ow	8%		0.30	0	Net:Gross	70%		Gross	0.429 h	a	Green Brov	Brown				
					First Home	25% %	of Aff	0.9	1				Net	0.300 h	a	Use	PDL				
								3.6	3												
					ı	Market					Affordabl	e for Rent			Shared O	wnership			First H	lomes	
	Beds	m2	Circulation	8.4		Rounded	m2	m2	! Circulation			Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	73	0.0%	20%	1.68	2	146	70	0.0%	45%		1	70	50%	0.00	0	0	50%	0.50	0	0
Terrace	3	86	0.0%	40%	3.36	3	258	84	0.0%	20%			0	50%	0.00	0	0	50%	0.50	1	84
Terrace	4	97	0.0%	40%	3.36	4	388	97	0.0%	5%			0		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79			0.00	0			0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93			0.00	0	· ·		0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%		0.00	0	0	10	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0	10			0.00	0			0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0	11:			0.00	0	· ·		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%		0.00	0	0	119			0.00	0	· ·		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39		30%		1	43		0.00	0	0	0%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61			0.00	0	- v		0.00	0	0	0%	0.00	0	0
Flat to5	3	80	10.0%		0.00	0	0	74			0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00	0	0	39			0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0	61			0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
				100%	8.40	9	792			100%	2.00	2	113	100%	0.00	0	0	100%	1.00	1	84
	1 1		I	1		1					1	1	I I	1	ı		_				
			BCIS							Occupants			Population			ha per 1,00					
															ŀ						
Terrace			Lower Q			m2					Beds	Count	per unit		•			and garder	ıs		
Terrace	2		Lower Q	1,426	1,426	216	308,016			Terrace	2	3	1.9	6		1.600	Playgrounds	s			
T	3		Lower Q	1,426 1,426	1,426 1,426	216 342	487,692			Terrace	2	3 4	1.9 2.5	6 10		1.600 0.250	Playgrounds Outdoor spe				
Terrace	3 4		Lower Q	1,426 1,426 1,426	1,426 1,426 1,426	216 342 388				Terrace Terrace	2 3 4	3 4 4	1.9 2.5 2.9	12		1.600 0.250 0.300	Playgrounds Outdoor spo Allotments	s ort facilities			
Semi	3 4 2		Lower Q	1,426 1,426 1,426 1,425	1,426 1,426 1,426 1,425	216 342 388 0	487,692			Terrace Terrace Semi	2 3 4 2	3 4 4 0	1.9 2.5 2.9 1.9			1.600 0.250 0.300 0.000	Playgrounds Outdoor spo Allotments	s		reation)	
Semi Semi	3 4 2 3		Lower Q	1,426 1,426 1,426 1,425 1,425	1,426 1,426 1,426 1,425 1,425	216 342 388 0	487,692			Terrace Terrace Semi Semi	2 3 4 2 3	3 4 4 0 0	1.9 2.5 2.9 1.9 2.5	12		1.600 0.250 0.300 0.000 0.000	Playgrounds Outdoor spo Allotments	s ort facilities en Space (Ir	nformal Rec		0.006
Semi Semi Semi	3 4 2 3 4		Lower Q	1,426 1,426 1,426 1,425 1,425 1,425	1,426 1,426 1,426 1,425 1,425 1,425	216 342 388 0 0	487,692			Terrace Terrace Semi Semi Semi	2 3 4 2 3 4	3 4 4 0 0	1.9 2.5 2.9 1.9 2.5 2.9	12		1.600 0.250 0.300 0.000 0.000 0.000	Playgrounds Outdoor spo Allotments	s ort facilities en Space (Ir	nformal Rec Open Space	Required	0.096
Semi Semi Semi Det	3 4 2 3 4 3		Lower Q	1,426 1,426 1,426 1,425 1,425 1,425 1,670	1,426 1,426 1,426 1,425 1,425 1,425 1,670	216 342 388 0 0 0	487,692			Terrace Terrace Semi Semi Semi Det	2 3 4 2 3 4 3	3 4 4 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5	12		1.600 0.250 0.300 0.000 0.000 0.000 0.000	Playgrounds Outdoor spo Allotments Amenity Op	s ort facilities en Space (Ir	nformal Rec Open Space Gross - Net	Required	0.129
Semi Semi Semi Det	3 4 2 3 4 3 4		Lower Q	1,426 1,426 1,425 1,425 1,425 1,425 1,670 1,670	1,426 1,426 1,425 1,425 1,425 1,425 1,670	216 342 388 0 0 0 0	487,692			Terrace Terrace Semi Semi Semi Det Det	2 3 4 2 3 4 3 4	3 4 4 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9	12		1.600 0.250 0.300 0.000 0.000 0.000	Playgrounds Outdoor spo Allotments Amenity Op	s ort facilities en Space (Ir	nformal Rec Open Space	Required	
Semi Semi Semi Det Det	3 4 2 3 4 3 4 5		Lower Q	1,426 1,426 1,425 1,425 1,425 1,670 1,670	1,426 1,426 1,425 1,425 1,425 1,670 1,670	216 342 388 0 0 0 0 0	487,692 553,288 0 0 0 0 0			Terrace Terrace Semi Semi Semi Det Det Det	2 3 4 2 3 4 3 4 5	3 4 4 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9 3.3	12		1.600 0.250 0.300 0.000 0.000 0.000 0.000	Playgrounds Outdoor spo Allotments Amenity Op	s ort facilities en Space (Ir	nformal Rec Open Space Gross - Net	Required	0.129
Semi Semi Semi Det Det Det Flat to5	3 4 2 3 4 3 4 5		Lower Q	1,426 1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,670	1,426 1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,670	216 342 388 0 0 0 0 0 0 0	487,692			Terrace Terrace Semi Semi Det Det Det Flat to5	2 3 4 2 3 4 3 4 5	3 4 4 0 0 0 0 0 0 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9 3.3 1.3	12		1.600 0.250 0.300 0.000 0.000 0.000 0.000 3.350	Playgrounds Outdoor spo Allotments Amenity Op	s ort facilities en Space (Ir	open Space Open Space Gross - Net Shortfall / S	Required iurplus	0.129 0.033
Semi Semi Semi Det Det Det Flat to5 Flat to5	3 4 2 3 4 3 4 5 1		Lower Q	1,426 1,426 1,425 1,425 1,425 1,425 1,670 1,670 1,657 1,657	1,426 1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,670 1,657	216 342 388 0 0 0 0 0 0 0 43	487,692 553,288 0 0 0 0 0			Terrace Terrace Semi Semi Semi Det Det Det Flat to5 Flat to5	2 3 4 2 3 4 3 4 5 1	3 4 4 0 0 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9 3.3 1.3	12		1.600 0.250 0.300 0.000 0.000 0.000 0.000	Playgrounds Outdoor spo Allotments Amenity Op	s ort facilities en Space (Ir	oformal Rec Open Space Gross - Net Shortfall / S Constr	Required surplus	0.129 0.033 Saleable
Semi Semi Semi Det Det Det Flat to5 Flat to5	3 4 2 3 4 3 4 5 1 2 3		Lower Q	1,426 1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657	1,426 1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657	216 342 388 0 0 0 0 0 0 0 43 0	487,692 553,288 0 0 0 0 0			Terrace Terrace Semi Semi Det Det Det Flat to5 Flat to5	2 3 4 2 3 4 3 4 5 1 2 3	3 4 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9 3.3 1.3 1.9	12		1.600 0.250 0.300 0.000 0.000 0.000 0.000 3.350	Playgrounds Outdoor sp Allotments Amenity Op	s ort facilities en Space (Ir ()	open Space Gross - Net Shortfall / S Constr m2	e Required surplus uction Average	0.129 0.033 Saleable m2 Aver
Semi Semi Semi Det Det Det Flat to5 Flat to5 Flat 6+	3 4 2 3 4 3 4 5 1 2 3 1		Lower Q	1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657 1,657 1,975	1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657 1,657 1,657	216 342 388 0 0 0 0 0 0 43 0 0	487,692 553,288 0 0 0 0 0			Terrace Terrace Semi Semi Semi Det Det Flat to5 Flat to5 Flat 6+	2 3 4 2 3 4 3 4 5 1 2 3	3 4 4 0 0 0 0 0 0 0 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9 3.3 1.3 1.9 2.5	12		1.600 0.250 0.300 0.000 0.000 0.000 0.000 3.350 Summary	Playgrounds Outdoor spo Allotments Amenity Op ha	ort facilities ven Space (Ir	Open Space Gross - Net Shortfall / S Constr m2 792	e Required surplus uction Average 88.00	0.129 0.033 Saleable m2 Aver 792 88
Semi Semi Det Det Det Flat to5 Flat to5 Flat 6+ Flat 6+	3 4 2 3 4 3 4 5 1 2 3		Lower Q	1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657 1,657 1,975	1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657 1,657 1,975	216 342 388 0 0 0 0 0 0 0 43 0	487,692 553,288 0 0 0 0 0			Terrace Terrace Semi Semi Det Det Det Flat to5 Flat to5 Flat 6+ Flat 6+	2 3 4 2 3 4 3 4 5 1 2 3	3 4 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9 3.3 1.3 1.9	12		1.600 0.250 0.300 0.000 0.000 0.000 3.350 Summary Market Hou	Playground: Outdoor spi Allotments Amenity Op ha	s ort facilities en Space (Ir ()	open Space Gross - Net Shortfall / S Constr m2	e Required surplus uction Average	0.129 0.033 Saleable m2 Aver
Semi Semi Semi Det Det Det Flat to5 Flat to5 Flat 6+	3 4 2 3 4 3 4 5 1 2 3 1 2		Lower Q	1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657 1,657 1,975	1,426 1,426 1,425 1,425 1,425 1,670 1,670 1,657 1,657 1,657 1,657	216 342 388 0 0 0 0 0 0 43 0 0 0	487,692 553,288 0 0 0 0 0			Terrace Terrace Semi Semi Semi Det Det Flat to5 Flat to5 Flat 6+	2 3 4 2 3 4 3 4 5 1 2 2	3 4 4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1.9 2.5 2.9 1.9 2.5 2.9 2.5 2.9 3.3 1.3 1.9 2.5	12		1.600 0.250 0.300 0.000 0.000 0.000 0.000 3.350 Summary	Playground: Outdoor spi Allotments Amenity Op ha issing	ort facilities een Space (Ir	Open Space Gross - Net Shortfall / S Constr m2 792	e Required surplus suction Average 88.00 56.45	0.129 0.033 Saleable m2 Aver 792 88 109 54

15	UNITS		8		Aff - rented	67%	% of Aff	Round	ed	Modelling Density	40	units/ha	Area ha Total	0.200		Characteris Sub Area					
	Afforda	hle	0%		Shared Ow		70 01 All	0.00	0	Net:Gross	100%		Gross	0.200 h	ıa	Green Brov					
	71110144	J.C	0,0		First Home		% of Aff	0.00	0	1101.01033	10070		Net	0.200 h			PDL				
						2570	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	0	0					0.200 .		030	100				
						Market		- 1			Affordabl	le for Rent			Shared O	wnership			First H	lomes	
	Beds	m2	Circulation	8		Rounded	m2	m2	Circulation	0		Rounde	d m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	73	0.0%	20%	1.60	2	146	70	0.0%	45%	0.00	- (0 0	50%	0.00	0	0	50%	0.00	0	0
Terrace	3	86	0.0%	40%	3.20	3	258	84	0.0%	20%	0.00	-	0 0	50%	0.00	0	0	50%	0.00	0	0
Terrace	4	97	0.0%	40%	3.20	3	291	97	0.0%	5%	0.00	(0 0		0.00	0	0	0%	0.00	0	0
Semi	2	81	0.0%		0.00	0	0	79	0.0%		0.00	-	0 0		0.00	0	0	0%	0.00	0	0
Semi	3	98	0.0%		0.00	0	0	93	0.0%		0.00	-	0 0		0.00	0	0	0%	0.00	0	0
Semi	4	106	0.0%		0.00	0	0	106	0.0%		0.00	(0 0		0.00	0	0	0%	0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	- (0 0		0.00	0	0	0%	0.00	0	0
Det	4	130	0.0%		0.00	0	0	115	0.0%		0.00	(0 0		0.00	0	0	0%	0.00	0	0
Det	5	140	0.0%		0.00	0	0	119	0.0%		0.00	(0 0		0.00	0	0	0%	0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	30%			0 0		0.00	0		0%	0.00	0	0
Flat to5	2	65	10.0%		0.00		0	61	10.0%		0.00		0 0		0.00	0		0%	0.00	0	0
Flat to5	3	80	10.0%		0.00		0	74	10.0%		0.00		-		0.00	0		0%	0.00	0	0
Flat 6+	1	40	15.0%		0.00		0	39	15.0%		0.00		0 0		0.00			0%	0.00	0	0
Flat 6+	2	65	15.0%		0.00		0	61	15.0%		0.00		0 0		0.00	0		0%	0.00	0	0
Flat 6+	3	80	15.0%		0.00		0	74	15.0%		0.00		0 0		0.00	0	-	0%	0.00	0	0
				100%	8.00	8	695	_		100%	0.00		0 0	100%	0.00	0	0	100%	0.00	0	0
		1				1		1			1	1	I= I				_				
			BCIS			2				Occupants			Population			ha per 1,00					
_	_		Lower Q	Median	Used	m2	200.405			_	Beds	Count	per unit				Urban parks		S		
Terrace	3			1,426 1,426	1,426 1,426		208,196 367,908			Terrace	3		2 1.9 3 2.5	- 4			Playgrounds Outdoor spo				
Terrace Terrace	4			1,426	1,426		414,966			Terrace Terrace	4			0			Allotments	ort racilities			
Semi	2			1,425	1,425		414,900			Semi	2			9			Amenity Op	on Space (In	formal Boo	croation)	
Semi	3			1,425	1,425		0			Semi	3			0		0.000	Amenity Op	en space (iii	ioiiiiai ket	creation	
Semi	4			1,425	1,425		0			Semi	4			0		0.000		[c	nen Snace	e Required	0.067
Det	3			1,670	1,670		0			Det	3			0		0.000		-	Gross - Net		0.000
Det	4			1,670	1,670		0			Det	4			0		3.350	ha	-	Shortfall / S		-0.067
Det	5			1,670	1,670		0			Det	5			0		3.330		Ŀ		ou. pius	0.007
Flat to5	1			1,657	1,657		0			Flat to5	1			0							
Flat to5	2			1,657	1,657		0			Flat to5	2			0		Summary		Γ	Constr	ruction	Saleable
Flat to5	3			1,657	1,657		0			Flat to5	3			0				Units	m2	Average	m2 Ave
Flat 6+	1			1,975	1,975		0			Flat 6+	1			0		Market Hou	using	8	695	86.88	695 8
Flat 6+	2			1,975	1,975		0			Flat 6+	2	-		0		Aff - rented	ŭ	0	0	86.88	0 8
Flat 6+	3			1,975	1,975	0	0			Flat 6+	3	-	0 2.5	0		Shared Ow		0	0	86.88	0 8
						695	991,070						Residents	20		First Home:	s	0	0	86.88	0 8
				<u>_</u>			1,426	£/m2					•					8	695		695

Rounded Modelling Characteristics Brown 4 Area ha 67% % of Aff UNITS Aff - rented 30 units/ha Total 0.190 26 Density Sub Area North 0% 0.00 Affordable 0 Shared Ow 8% Net:Gross 70% Gross 0.190 ha Green Brov Brown First Home 25% % of Aff Net 0.133 ha Use PDL Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation Rounded m2 m2 Circulation Rounded m2 Rounded m2 0 Rounded m2 146 50% 50% 2 73 0.0% 50% 2.00 70 0.0% 45% 0.00 0.00 0.00 Terrace 50% 2.00 172 84 20% 0.00 50% 0.00 50% 0.00 86 0.0% 0.0% Terrace 3 0 4 97 0.0% 0.00 97 0.0% 5% 0.00 0.00 0% 0.00 Terrace 0 0 Semi 2 81 0.0% 0.00 79 0.0% 0.00 0.00 0 0% 0.00 Semi 3 98 0.0% 0.00 93 0.0% 0.00 0.00 0 0% 0.00 0 Semi 106 0.0% 0.00 106 0.0% 0.00 0.00 0% 0.00 0 120 0.0% 0.00 102 0.0% 0.00 0.00 0% 0.00 0 Det 3 Det 130 0.0% 0.00 0 115 0.0% 0.00 0.00 0 0% 0.00 0 0 0.00 0% 0 Det 5 140 0.0% 0.00 119 0.0% 0.00 0.00 Flat to5 1 40 10.0% 0.00 0 39 10.0% 30% 0.00 0.00 0% 0.00 0 0.00 61 0.00 0.00 0% 0.00 Flat to5 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 3 80 10.0% 10.0% 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0.00 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0% 0.00 100% 4.00 318 100% 0.00 100% 0.00 100% BCIS Population ha per 1,000 Occupants 1.200 Urban parks and gardens Lower Q Median m2 Used Beds Count per unit 208,196 2 1,426 1,426 146 1.9 1.600 Playgrounds Terrace Terrace 1,426 172 245,272 2.5 Terrace 3 1,426 Terrace 3 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 Semi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 Semi 2.5 0.000 Semi Semi 4 1,425 1,425 0 Semi 4 0 2.9 0.000 Open Space Required 0.029 Det 3 1,670 1,670 0 Det 3 0 2.5 0.000 Gross - Net 0.057 4 1,670 1,670 4 2.9 Shortfall / Surplus 0.028 Det 0 Det 0 3.350 ha Det 5 1,670 1,670 0 0 Det 5 3.3 Flat to5 1 1,657 1,657 0 0 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 Flat 6+ 318 Flat 6+ 1,975 1.3 Market Housing 79.50 318 79.50 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 318 453,468 Residents First Homes 79.50 318 1,426 £/m2 318

BTR 60 Rounded Modelling Characteristics Area ha 100% % of Aff 27 UNITS 60 Aff - rentec 30 units/ha Total 2.857 Density Sub Area North 30% 0.00 Affordable 18 Shared Ow Net:Gross 70% Gross 2.857 ha Green Brov Green First Homes % of Aff Net 2.000 ha Use Agricultural 18 Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation 42 Rounded m2 m2 Circulation 18 Rounded m2 Rounded m2 0 Rounded m2 584 0% 2 73 0.0% 20% 8.40 70 0.0% 50% 9.00 630 0.00 0.00 Terrace 0.00 84 50% 9.00 756 0.00 0% 0.00 86 0.0% 0 0.0% Terrace 3 0 97 0.00 0 97 0.00 0.00 0% 0.00 Terrace 4 0.0% 0 0.0% 0 Semi 2 81 0.0% 0.00 79 0.0% 0.00 0.00 0 0% 0.00 Semi 3 98 0.0% 50% 21.00 21 2,058 93 0.0% 0.00 0.00 0 0% 0.00 0 Semi 106 0.0% 30% 12.60 13 1,378 106 0.0% 0.00 0.00 0 0% 0.00 0 120 0.0% 0.00 102 0.0% 0.00 0.00 0% 0.00 0 Det 3 Det 130 0.0% 0.00 0 115 0.0% 0.00 0.00 0 0% 0.00 0 0 0.00 0.00 0% 0 Det 5 140 0.0% 0.00 119 0.0% 0.00 Flat to5 1 40 10.0% 0.00 0 39 10.0% 0.00 0.00 0% 0.00 0 0.00 61 0.00 0.00 0% 0.00 Flat to5 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 3 80 10.0% 10.0% 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0.00 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0% 0.00 100% 42.00 4,020 100% 18.00 1,386 0% 0.00 0% BCIS Population ha per 1,000 Occupants Median Lower Q m2 1.200 Urban parks and gardens Used Beds Count per unit 1,426 1,731,164 2 1,426 1,214 1.9 1.600 Playgrounds Terrace Terrace 17 1,426 1,078,056 2.5 23 Terrace 3 1,426 756 Terrace 3 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 Semi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 2,058 2,932,650 Semi 21 2.5 0.000 Semi 0.486 Semi 4 1,425 1,425 1,378 1,963,650 Semi 4 13 2.9 38 0.000 Open Space Required Det 3 1,670 1,670 0 Det 3 2.5 0.000 Gross - Net 0.857 4 1,670 2.9 0.371 Det 1,670 0 Det 4 0 3.350 ha Shortfall / Surplus Det 5 1,670 1,670 0 0 Det 5 0 3.3 Flat to5 1 1,657 1,657 0 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 Flat 6+ 1,975 Flat 6+ 1.3 Market Housing 42 4,020 95.71 4,020 95.71 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented 18 1,386 77.00 1,386 77.00 Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 5,406 7,705,520 Residents 145 First Homes 77.00 60 5,406 1.425 £/m2 5,406

BTR 60 Flats Rounded Modelling Characteristics Area ha 100% % of Aff UNITS 60 Aff - rentec 70 units/ha 1.224 28 Density Total Sub Area North 30% 0.00 Affordable 18 Shared Ow 0% Net:Gross 70% Gross 1.224 ha Green Brov Brown First Home 0% % of Aff Net 0.857 ha Use PDL 18 Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation 42 Rounded m2 m2 Circulation 18 Rounded m2 Rounded m2 0 Rounded m2 0% 2 73 0.0% 50% 21.00 21 1,533 70 0.0% 50% 9.00 630 0.00 0.00 Terrace 50% 21 1,806 84 50% 9.00 756 0.00 0% 0.00 86 0.0% 21.00 0.0% Terrace 3 0 97 0.00 97 0.00 0.00 0% 0.00 Terrace 4 0.0% 0.0% 0 Semi 2 81 0.0% 0.00 79 0.0% 0.00 0.00 0 0% 0.00 Semi 3 98 0.0% 0.00 93 0.0% 0.00 0.00 0 0% 0.00 0 Semi 106 0.0% 0.00 106 0.0% 0.00 0.00 0 0% 0.00 0 120 0.0% 0.00 102 0.0% 0.00 0.00 0% 0.00 0 Det 3 Det 130 0.0% 0.00 0 115 0.0% 0.00 0.00 0 0% 0.00 0 0 0.00 0.00 0% 0 Det 5 140 0.0% 0.00 119 0.0% 0.00 Flat to5 1 40 10.0% 0.00 0 39 10.0% 0.00 0.00 0% 0.00 0 Flat to5 0.00 61 0.00 0.00 0% 0.00 2 65 10.0% 10.0% 0.00 74 0.00 0.00 0% 0.00 Flat to5 3 80 10.0% 10.0% 0% 0.00 0.00 0.00 0.00 Flat 6+ 1 40 15.0% 39 15.0% 0.00 0% 0.00 0 Flat 6+ 2 65 15.0% 0.00 61 15.0% 0.00 0 Flat 6+ 3 80 15.0% 0.00 74 15.0% 0.00 0.00 0% 0.00 100% 42.00 3,339 100% 18.00 1,386 0% 0.00 0% 0.00 BCIS Population ha per 1,000 Occupants Lower Q Median m2 1.200 Urban parks and gardens Used Beds Count per unit 3,084,438 2 1,426 1,426 2,163 1.600 Playgrounds Terrace Terrace 1.9 1,426 2,562 3,653,412 2.5 Terrace 3 1,426 Terrace 3 30 0.250 Outdoor sport facilities Terrace 4 1,426 1,426 Terrace 4 2.9 0.300 Allotments Semi 2 1,425 1,425 Semi 1.9 0.000 Amenity Open Space (Informal Recreation) 3 1,425 1,425 Semi 2.5 0.000 Semi 0.442 Semi 4 1,425 1,425 0 Semi 4 0 2.9 0.000 Open Space Required Det 3 1,670 1,670 0 Det 3 0 2.5 0.000 Gross - Net 0.367 4 1,670 1,670 4 2.9 -0.07 Det 0 Det 0 3.350 ha Shortfall / Surplus Det 5 1,670 1,670 0 0 Det 5 3.3 Flat to5 1 1,657 1,657 0 0 Flat to5 1.3 Flat to5 2 1,657 1,657 Flat to5 1.9 Construction Saleable Summary 3 1,657 2.5 Flat to5 1,657 Flat to5 Units m2 Average m2 Average 1 1,975 Flat 6+ Flat 6+ 1,975 1.3 Market Housing 42 3,339 79.50 3,339 79.50 Flat 6+ 2 1,975 1,975 Flat 6+ 1.9 Aff - rented 18 1,386 77.00 1,386 77.00 Flat 6+ 3 1,975 1,975 Flat 6+ 3 2.5 Shared Ownership 4,725 6,737,850 Residents 132 First Homes 77.00 60 4,725 1.426 £/m2 4,725

SITE		Site 1 Crabbet Park	Site 2 East of Ansty	Site 3 West of Burgess Hill	Site 4 Sayers Common	Site 5 Green 350	Site 6 Green 200	Site 7 Green 100	Site 8 Green 50	Site 9 Green 30	Site 10 Green 20	Site 11 Green 12	Site 12 Green 9	Site 13 Green 9 DRA	Site 14 Green 5	Site 15 Flats 100	Site 16 Flats 40	Site 17 Flats 20	Site 18 Flats 10	Site 19 Flats 6	Site 20 Brown 120	Site 21 Brown 60	Site 22 Brown 30	Site 23 Brown 18	Site 24 Brown 12	Site 25 Brown 8	Site 26 Brown 4	Site 27 BTR 60	Site 28 BTR 60 Flats
	Sub Area	Crawley	Anstey	Burgess Hill	Sayers Common	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North	North
AREA	Green Brown Use	Green Agricultural		Green Agricultural	Green	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Paddock	Green Paddock	Green Paddock	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Brown PDL	Green Agricultural	Brown PDL
AREA	Total ha Gross ha	127.778 127.778	88.889	66.000 66.000	88.500 88.500	16.667 16.667	9.524 9.524	4.762 4.762	2.065 2.381	1.235 1.429	0.827 0.952	0.503 0.571	0.379 0.429	0.378 0.429	0.214 0.238	1.429 1.429	0.947 0.952	0.548 0.571	0.270 0.286	0.133 0.133	3.940 4.286	1.977 2.143	0.984 1.071	0.593 0.643	0.396 0.429	0.200 0.200	0.190 0.190	2.857 2.857	1.224 1.224
UNITS	Net ha Units	76.667 2300		46.667 1400	66.667 2000	11.667 350	6.667	3.333	1.667 50	1.000	0.667	0.400	0.300	0.300	0.167	1.000	0.667	0.400	0.200	0.133	3.000 120	1.500	0.750	0.450 18	0.300	0.200	0.133	2.000	0.857 60
UNIT SI	ZE Market Housing m2 Aff to rent m2	99.10 69.17		99.00 69.17	99.00 69.17	99.13 69.81	99.00 69.17	101.29 69.17	100.83 73.68	99.33 73.15	100.64 65.48	110.44 77.00	107.78 107.78	114.17 77.00	119.20 119.20	79.51 61.49	79.36 59.81	77.79 64.63	80.93 55.00	79.75 79.75	94.13 66.14	94.19 65.55	93.90 63.30	95.46 66.73	88.00 56.45	86.88 86.88	79.50 79.50	95.71 77.00	79.50 77.00
DACE C	Shared Ownership m2 First Homes m2 ONSTRUCTION		77.59	78.13 77.41	79.35 78.18	74.66 77.95	73.78 78.86	77.67 75.24	70.00 81.50	70.00 74.50	70.00 74.50	84.00 84.00	107.78 107.78	84.00 84.00	119.20 119.20	71.87 67.65	67.10 71.87	74.25 74.25	67.10 67.10	79.75 79.75	79.33 77.78	77.00 78.40	84.00 77.00	84.00 84.00	84.00 84.00	86.88 86.88	79.50 79.50	77.00 77.00	77.00 77.00
BASEC	BCIS £/m2 Site Costs %	15%	15%	1,353 15%	1,353 15%	1,353 15%	1,511 15%	1,510 15%	1,508 15%	1,503 10%	1,498 10%	1,531 10%	1,526 10%	1,531 10%	1,589 10%	1,657 5%	1,657 5%	1,657 5%	1,657 5%	1,657 5%	1,462 10%	1,463 10%	1,464 10%	1,453 10%	1,436 10%	1,426 10%	1,426 10%	1,425 10%	1,426 5%
	Abnormals % £ Contingency %	0.0% 5,772,800 2.5%	4,053,600	0.0% 3,564,400 2.5%	0.0% 5,032,000 2.5%	0.0% 859,600 2.5%	0.0% 342,200 2.5%	0.0% 174,600 2.5%	0.0% 87,300 2.5%	0.0% 50,280 2.5%	0.0% 33,520 2.5%	0.0% 25,712 2.5%	0.0% 19,284 2.5%	0.0% 19,284 2.5%	0.0% 15,380 2.5%	5.0% 10,000 5.0%	5.0% 5,000 5.0%	5.0% 5,000 5.0%	5.0% 5,000 5.0%	5.0% 5,856 5.0%	5.0% 145,120 5.0%	5.0% 72,560 5.0%	5.0% 36,280 5.0%	5.0% 21,068 5.0%	5.0% 11,712 5.0%	5.0% 7,808 5.0%	5.0% 3,904 5.0%	0.0% 58,560 2.5%	5.0% 58,560 5.0%
FEES	Small Sites %																												
SALES	Professional Planning <50 £/un Planning >50 £/un			9% 462 138	9% 462 138	9% 462 138	462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138	8% 462 138
2222	Agents % Legal %	3.0% 0.5%		3.0% 0.5% 0	3.0% 0.5%	3.0% 0.5% 0	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%	3.0% 0.5%
ACQUIS			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DEVELO	Agents % Legal % PPER'S RETURN	1.0% 0.5%		1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%
	Market Housing % Va Affordable Housing % Va First Homes % Va			17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%	17.5% 6.0% 17.5%
FINANC		0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Interest	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
LAND	Interest Legal and Valuation	6.0% 0.0%		6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%	6.0% 0.0%
LAND	EUV Premium % EU Premium £/ha	0.0% 25,000	0.0% 25,000 0%																										
LAND	EUV Premium % EU Premium £/ha Easements etc £ Market Housing £/m2	0.0% 25,000 UV a 500,000	0.0% 25,000 0% 500,000	25,000 0% 500,000	0.0% 25,000 0% 500,000	0.0% 25,000 0%	0.0% 25,000 0%	0.0% 25,000 0%	0.0% 25,000 0% 500,000 4,300	0.0% 25,000 0%	0.0% 25,000 0%	0.0% 50,000 0%	50,000 0% 500,000 4,300	0.0% 50,000 0% 500,000	0.0% 50,000 0%	0.0%	0.0%	0.0%	0.0% 2,500,000 20% 4,100	0.0%	0.0%	0.0%	0.0%	0.0% 2,500,000 20% 4,300	0.0%	2,500,000 20% 4,300	0.0% 2,500,000 20% 4,300	0.0% 25,000 0% 500,000	0.0% 50,000 0% 3,400
	EUV Premium %EU Premium £/ha Easements etc £	0.0% 25,000 UV ia 500,000 n2 4,300 n2 2,500 n2 1,700	0.0% 25,000 0% 500,000 4,300 2,500 1,700	25,000 0% 500,000	25,000 0% 500,000	25,000 0% 500,000	25,000 0% 500,000	25,000 0% 500,000	25,000 0% 500,000	25,000 0% 500,000	25,000 0% 500,000	0.0% 50,000 0% 500,000	50,000 0% 500,000	50,000 0% 500,000	50,000 0% 500,000	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	0.0% 2,500,000 20%	25,000 0% 500,000	0.0% 50,000 0%
	EUV Premium % EU Premium £/ha Easements etc £ Market Housing £/m: Social Rent £/m: Shared Ownership £/m:	0.0% 25,000 100 101 102 4,300 102 1,700 102 1,700 102 1,700 102 1,884	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	25,000 0% 500,000 4,300 2,500 1,700	25,000 0% 500,000 4,300 2,500 1,700	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898	25,000 0% 500,000 4,300 2,500 1,700	25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931	25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909	25,000 0% 500,000 4,300 2,500 1,700	25,000 0% 500,000 4,300 2,500 1,700	0.0% 50,000 0% 500,000 4,300 2,500 1,700	50,000 0% 500,000 4,300 2,500 1,700	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976	0.0% 50,000 0% 500,000 4,300 2,500 1,700	0.0% 2,500,000 20% 4,100 2,500 1,700	0.0% 2,500,000 20% 4,100 2,500 1,700	2,500,000 20% 4,100 2,500 1,700 2,870 2,609	0.0% 2,500,000 20% 4,100 2,500 1,700	2,500,000 20% 4,100 2,500 1,700 2,870 0	2,500,000 20% 4,300 2,500 1,700	2,500,000 20% 4,300 2,500 1,700	2,500,000 20% 2,500 4,300 2,500 1,700	0.0% 2,500,000 20% 4,300 2,500 1,700	2,500,000 20% 4,300 2,500 1,700 3,010 2,976	2,500,000 20% 4,300 2,500 1,700 3,010 0	2,500,000 20% 4,300 2,500 1,700	25,000 0% 500,000 3,400 2,500 1,700	0.0% 50,000 0% 3,400 2,500 1,700
VALUES GRANT	EUV Premium	0.0% 25,000 UV la 500,000 n2 4,300 n2 2,500 n2 1,700 n2 3,010 n2 2,884 unit unit	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010	50,000 0% 500,000 4,300 2,500 1,700 3,010	2,500,000 20% 4,100 2,500 1,700 2,870	2,500,000 20% 4,100 2,500 1,700 2,870	2,500,000 20% 4,100 2,500 1,700 2,870	2,500,000 20% 4,100 2,500 1,700 2,870	2,500,000 20% 4,100 2,500 1,700 2,870	2,500,000 20% 4,300 2,500 1,700 3,010	2,500,000 20% 4,300 2,500 1,700 3,010	2,500,000 20% 2,500 4,300 2,500 1,700 3,010	2,500,000 20% 4,300 2,500 1,700 3,010	2,500,000 20% 4,300 2,500 1,700 3,010	2,500,000 20% 4,300 2,500 1,700 3,010	2,500,000 20% 4,300 2,500 1,700 3,010	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380	0.0% 50,000 0% 3,400 2,500 1,700 2,380
VALUES GRANT	EUV Premium	0.0% 25,000 102 4,300 102 2,500 102 2,500 102 1,700 102 2,884 1011 1011 1011 1011 1011 1018	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.15%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 0 0.10%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0 0.10% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0 0.10%	25,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0	25,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0 0.10% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.10% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0 0.10% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0 0.50%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0 0.50%	2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0	25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0 0.50%
VALUES GRANT	EUV Premium % EU Premium £/ha Easements etc £ Market Housing £/m; Aff Rent £/m; Social Rent £/m; Shared Ownership First Homes £/m; Intermediate to Buy £/un Affordable Rent £/un Social Rent £/un REQUIREMENTS Biodiversity NG %	0.0% 25,000 102 4,300 102 2,500 102 2,500 102 2,500 102 2,884 Initi init 0.15% Initi init 0.15%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0	0.0% 500,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0	0.0% 500,000 4,300 2,500 1,700 3,010 0 0 0.10%	0.0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0	0.0% 500,000 4,300 2,500 1,700 3,010 0 0 0.50%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0.50%	2,500,000 20% 2,500,000 2,500 1,700 3,010 2,990 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50%	2,500,000 20% 4,300 2,500 1,700 3,010 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 0 0	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0.10%	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0
VALUES GRANT	EUV Premium	0.0% 25,000 100 101 102 103 102 103 103	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.15% 0 3.20%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 0 0.10% 0 3.20%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10% 0 3.20%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10% 0 3.20%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0 0.10% 0 3.20%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0.10% 0 3.20%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0.10% 0 3.20%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0 0.10% 0 3.20%	0.0% 500,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.10% 0 3.20%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0 0.10% 0 3.20%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0 0.50% 0 3.20%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0 0.50% 0 3.20%	2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0 0 0 0 3.20%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0 0.50% 0 3.20%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0 0.50% 0 3.20%	2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0	2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20%	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0.10% 0 3.20%	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0 0.50% 0 3.20%
VALUES GRANT	EUV Premium	0.0% 25,000 102 4,300 102 2,500 102 1,700 102 2,884 101 101 101 101 102 103 104 105 105 106 107 108 108 108 108 108 108 108	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0	0.0% 500,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0
VALUES GRANT	EUV Premium	0.0% 25,000 102 4,300 102 1,700 102 3,010 102 2,884 101 101 101 102 103 104 105 106 107 108 108 108 108 108 108 108	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 0 3.20% 0 0.10% 0 18.14 32.00 0.00% 0 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0 0.10% 0 3.20% 0 0.00% 14,32 32.00 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7,47 32.00 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00%
VALUES GRANT	EUV Premium % EU Premium £/ha Easements etc £ Market Housing £/m: Social Rent £/m: Shared Ownership First Homes £/m: Intermediate to Buy Affordable Rent £/un Social Rent £/un Acca Adpt % £/m: Acca Adpt % £/m: Over Extra 1 % F/m: Over Extra 2 %	0.0% 25,000 102 4,300 102 2,500 102 1,700 102 1,700 102 1,884 101 101 101 101 102 102 103 104 105 105 106 107 108 108 108 108 108 108 108	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 3.20% 0 0.00% 18.14 32.00 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 3.20% 0 0.00% 7.47 32.00 0.00% 0.00%	0.0% 500,000 4,300 2,500 1,700 3,010 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00%	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00%	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0 0.50% 3.20% 0 0.00% 14.32 32.00 0.00%
VALUES GRANT	EUV Premium	0.0% 25,000 102 4,300 102 2,500 102 1,700 102 3,010 102 2,884 101 101 102 18.14 102 18.14 102 102 102 102 102 102 103 103	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 0 3,20% 0 0,00% 18.14 32.00 0,00% 0 0,00% 0 0,00% 0 0,00% 0 0,00% 0 0,00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 12,000	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 0.00% 0 0.00%	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000
VALUES GRANT	EUV Premium % EUV Premium £/ha Easements etc £ Market Housing £/m. Social Rent £/m. Sorial Rent £/m. Shared Ownership £/m. Intermediate to Buy £/un Affordable Rent £/un REQUIREMENTS Biodiversity NG £/ha CO2 Plus % £/m. Acc & Adpt % Water £/m. Over Extra 1 % Cover Extra 2 % Pre CIL \$106 £/un Post CIL \$106 £/un Post CIL \$106 £/un Post CIL \$106 £/un Affordable Housing Overall Affordable Housing Overall Aff Rent 66.7:	0.0% 25,000 102 4,300 102 2,500 102 1,700 102 1,700 102 1,884 101 101 101 101 102 102 103 104 105 105 105 105 105 105 105	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 12,000 0% 30.0% 20.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 3.20% 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 0 0 12,000 12,000 0% 30.0% 20.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 12,000 0% 30.0% 20.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 0 3.20% 0 0 0.00% 18.14 32.00 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 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 0.00% 0 0.00% 0 0.00% 0 0 0 0	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0% 20.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0% 20.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0% 20.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0% 20.0%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 12,000 12,000 0%	0.0% 500,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 0.00% 0 12,000 12,000	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0 3.20% 0 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 12,000 12,000 12,000 0% 30.0% 20.0%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0% 20.0%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0% 20.0%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 0%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0 0.00% 0 0 0.00% 0 0 0.00% 0 0 0.00% 0 0 0 0	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 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 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 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 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0 3.20% 0 0 3.20% 0 0 0.00% 14.32 32.00 0.00% 0 0 0.00% 0 0 12,000 12,000 0% 30.0% 20.0%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 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 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 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 0	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 12,000 0%	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0.50% 0 3.20% 0 0.00% 14,32 32.00 0.00% 0 0.00% 0 12,000 12,000 0%
VALUES GRANT	EUV Premium	0.0% 25,000 102 4,300 102 1,700 102 3,010 102 2,884 101 101 102 18.14 102 18.14 102 102 102 103 100 103 100 100	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 12,000 0% 30.0% 20.0% 0.0% 20.0% 0.0% 20.0% 0.0% 2.5%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,885 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.15% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,898 0 0 0 3,20% 0 0 0,10% 18.14 32.00 0,00% 18.14 32.00 0,00% 0 12,000 12,000 0% 30.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,884 0 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,931 0 0 0.10% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 2,909 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 12,000 12,000 0% 30.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 25,000 0% 500,000 4,300 2,500 1,700 3,010 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 12,000 12,000 0% 30.0%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 500,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0.10% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 0.00% 0 12,000 12,000	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 2,976 0 0 0.10% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 50,000 0% 500,000 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,509 0 0 0 3.20% 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,509 0 0 0 3.20% 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 2,609 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,100 2,500 1,700 2,870 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,990 0 0 0.50% 0 3.20% 0 0.00% 18.14 32.00 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,988 0 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,992 0 0 0.50% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 2,976 0 0 0.50% 0 3.20% 0 0.00% 7.47 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 2,500,000 20% 4,300 2,500 1,700 3,010 0 0 0 0.50% 0 3.20% 0 0.00% 7,47 32.00 0.00% 0 0.00% 0 12,000 12,000	0.0% 25,000 0% 500,000 3,400 2,500 1,700 2,380 0 0 0 0.10% 0 3.20% 0 0.00% 14.32 32.00 0.00% 0 0.00% 0 12,000 12,000 0% 30.0%	0.0% 50,000 0% 3,400 2,500 1,700 2,380 0 0 0 0 3.20% 0 0 0.50% 0 14.32 32.00 0.00% 14.32 32.00 0.00% 0 12,000 12,000 0% 30.0%

			Site 1	Site 2	Site 3	Site 4		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
			Crabbet Park	East of Ansty	West of	Sayers	Green 350	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 9	Green 9 DRA	Green 5	Flats 100	Flats 40	Flats 20	Flats 10	Flats 6	Brown 120	Brown 60	Brown 30	Brown 18	Brown 12	Brown 8	Brown 4	BTR 60	BTR 60 Flats
					Burgess Hill	Common																								
			Crawley	Anstey	Burgess Hill	yers Common	North		North	North		North	North	North	North	North	North	North	North	North	North	North	North	North	North	North		North	North	North
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL
Site Are	ea Gross	ha	127.778	88.889	66.000	88.500	16.667	9.524	4.762	2.381	1.429	0.952	0.571	0.429	0.429	0.238	1.429	0.952	0.571	0.286	0.133	4.286	2.143	1.071	0.643	0.429	0.200	0.190	2.857	1.224
	Net	ha	76.667	53.333	46.667	66.667	11.667	6.667	3.333	1.667	1.000	0.667	0.400	0.300	0.300	0.167	1.000	0.667	0.400	0.200	0.133	3.000	1.500	0.750	0.450	0.300	0.200	0.133	2.000	0.857
Units			2,300	1,600	1,400	2,000	350	200	100	50	30	20	12	9	9	5	100	40	20	10	6	120	60	30	18	12	8	4	60	60
<u> </u>				=0			======	70.5	70.5::	70	=0		70.00	400 5	70.5::	400.00	70.00	70.5:	=0.C::	=0.C::	100.5	=0	70.5::	=0.5::	== ::	=0	100.0	100.00:	70.00	70.000
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	100.0%	70.0%	100.0%	70.0%	70.0%	70.0%	70.0%	100.0%	70.0%	70.0%	70.0%	70.0%	70.0%	100.0%	100.0%	70.0%	70.0%
	****		22.22	20.00/	20.00/	22.22/	22.22	22.22	22.22/	22.22/	22.22/	20.00/	20.00/		22.21	2 22/	22.22	22.22	22.21	22.201	0.00/	22.22/	20.00/	22.22/	22.22	22.20	0.00/	0.00/	22.22/	22.22
-	Affordable Overall	-	30.0% 20.0%	30.0%	00.0,.	30.0%	30.0%	00.071	30.0%	30.0%			30.0%	0.0%	30.0% 20.0%	0.0%	30.0%	30.0%	30.0% 20.0%	30.0%	0.0%	30.0%	30.0%	30.0% 20.0%	30.0%	30.0% 20.0%	0.0%	0.0%	30.0% 20.0%	30.0% 20.0%
	Affordable Rent	_		20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	0.0%		0.0%	20.0%	20.0%		20.0%	0.0%	20.0%	20.0%		20.0%		0.0%	0.0%		0.0%
	Social Rent		0.0% 2.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	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 First Homes	-	7.5%	2.5% 7.5%	-1971	2.5% 7.5%	0.0%	2.5% 7.5%	0.0%	2.5% 7.5%	2.5% 7.5%	2.5% 7.5%	2.5% 7.5%	0.0%	2.5% 7.5%	2.5% 7.5%	2.5% 7.5%	2.5% 7.5%	2.5% 7.5%	0.0%	0.0%	2.5% 7.5%	2.5% 7.5%							
	rirst nomes	-	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	0.0%	7.5%	0.0%	7.5%	7.5%	7.5%	7.5%	0.0%	7.5%	7.5%	7.5%	7.5%	7.5%	0.0%	0.0%	7.5%	7.5%
Evicting	Use Value	£/ha	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	50.000	50.000	50.000	50.000	2.500.000	2.500.000	2,500,000	2,500,000	2.500.000	2,500,000	2,500,000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	25.000	50,000
EXISTING	Use value	£ site	3.194.444	2.222.222	1.650.000	2.212.500	416.667	238.095	119.048	51.616	30.879	20,678	25.126	18,970	18,903	10.695	3,571,429	2,368,492	1.369.338	674.200	333.333	9.850.025	4.943.438	2,459,575	1.483.450	989,525	500,000	476.190	71,429	61,224
		L SILE	3,134,444	2,222,222	1,030,000	2,212,300	410,007	230,093	113,048	31,010	30,873	20,078	23,120	10,570	10,303	10,093	3,371,423	2,300,432	1,303,336	074,200	333,333	3,830,023	4,343,436	2,433,373	1,463,430	383,323	300,000	470,130	71,423	01,224
Unlift		f/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	0
Оринс		£ site	63.888.889	44,444,444	33.000.000	44,250,000	8,333,333	4,761,905	2,380,952	1,032,323	617,585	413,566	251,255	189,698	189,028	106,951	714,286	473,698	273,868	134,840	66,667	1,970,005	988,688	491,915	296,690	197,905	100,000	95,238	1,428,571	0
		2 5110	10,000,000	,,		,,	5,000,000	1,100,000	2,000,000	-,,		120,000	-51,255			,	121,200	,	210,000	20 1,0 10	20,221	2,0:0,000	220,222	10 2,0 20		201,000	200,000		_,,	
Benchm	nark Land Value	£/ha	525,000	525.000	525,000	525.000	525.000	525,000	525,000	525.000	525.000	525,000	550.000	550.000	550,000	550,000	3.000.000	3.000.000	3.000.000	3.000.000	3.000.000	3.000.000	3,000,000	3.000.000	3.000.000	3.000.000	3.000.000	3.000.000	525.000	50,000
		£ site	67,083,333	46,666,667	34,650,000	46,462,500	8,750,000	5,000,000	2,500,000	1,083,940	648,464	434,244	276,381	208,667	207,930	117,646	4,285,714	2,842,190	1,643,205	809,040	400,000	11,820,030	5,932,125	2,951,490	1,780,140	1,187,430	600,000	571,429	1,500,000	61,224
				,			,									,	- 1											,		
Residua	I Gross	£/ha	972,322	1,092,380	1,332,093	1,283,157	1,534,778	1,226,200	1,323,114	1,564,421	1,736,915	1,588,273	1,488,747	2,600,584	1,968,357	2,603,543	997,078	590,801	472,297	579,014	1,467,310	1,769,848	1,811,923	1,831,815	1,930,675	1,811,284	3,447,615	1,661,315	528,877	695,788
	Net	£/ha	1,620,537	1,820,633	1,883,960	1,703,391	2,192,540	1,751,714	1,890,163	1,937,985	2,145,385	1,970,566	1,870,275	3,288,828	2,480,490	3,341,413	1,424,398	839,585	646,733	780,743	1,467,310	2,324,406	2,388,568	2,402,926	2,545,831	2,389,747	3,447,615	2,373,307	755,538	993,982
		£ site	124,241,165	97,100,406	87,918,139	113,559,398	25,579,636	11,678,095	6,300,545	3,229,976	2,145,385	1,313,711	748,110	986,649	744,147	556,902	1,424,398	559,723	258,693	156,149	195,641	6,973,217	3,582,852	1,802,195	1,145,624	716,924	689,523	316,441	1,511,076	851,985

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INCOME	Av Size m2		%	Number	Price	GDV	GIA
				2,300	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	98.91	70.00%	1,610	4,300	684,723,400	159,550
Affordable Overall			30%	690			
Affordable Rent	69.2	68.00	20.00%	460	2,500	78,192,180	31,815
Social Rent	69.2	68.00	0.00%	0	1,700	0	0
Shared Ownership	78.8	78.52	2.50%	58	3,010	13,600,243	4,534
First Homes	77.7	77.35	7.50%	173	2,884	38,477,981	13,409
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	76.667 ha		30	/ha		814,993,804	209,308
SITE AREA - Gross	127.778 ha		18	/ha			

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Closing balance = -49,412,415

			Whole Site	Per ha NET	Per ha GROSS
Residual La	and Value		124,241,165	1,620,537	972,322
Existing Us	e Value		3,194,444		25,000
Uplift		0%	0		0
	Plus /ha	500,000	63,888,889		500,000
	Benchma	ark Land Value	67,083,333		525,000

LAND			/unit or m2	Total		
	Land				124,241,165	
	Stamp Duty			6,201,558		
	Easements etc.			0		
	Legals /Acquisition	on	1.50%	1,863,617	8,065,176	
Fees						
	Planning			333,600		
	Professional		9.00%	35,167,841	35,501,441	
CONSTRUCTION						
	Build Cost		1,666	348,664,378		
	s106 / CIL / IT			27,600,000		
	Contingency		2.50%	8,716,609		
	Abnormals	%	0.00%	0		
		£		5,772,800	390,753,788	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuat	ion		0	0	
SALES						
571225	Agents	%	3.0%	24,449,814		
	Legals	%	0.5%	4.074.969		
		£/unit	0	2,300		
	Misc.	%	0.0%	0	28,527,083	587,088,

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	2,300		
No dwgs under 50	50	462	23,100
No dwgs over 50	2250	138	310,500
		Total	333.600

	Total	333,600
Stamp duty calc - Residual		
Land payment		124,241,165
	Total	6,201,558
Stamp duty calc - Residual		
Land payment		67,083,333
1	Total	3.343.667

Pre CIL s106		12,000 £/	Unit (all)	
		То	tal	27,600,000
Post CIL s106		12,000	£/ Unit (all)	27,600,000
CIL		0	£/m2	C
			Total	27,600,000
Inf Tariff	% GDV			
		0.00%		0

Build Cost			/m2
			1,353.19
CO2 Plus	%	3.20%	43.30
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		18.14
Water	£/m2		32.00
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,446.63
Site Costs	Base	15.00%	216.99
	BNG	0.15%	2.17

								Developers Profit							1									
									Market Housing	% Value	17.50%			119,826,595										
									Affordable Housing	g % Value	6.00%			5,507,545										
									First Homes	% Value	17.50%			6,733,647	J									
RESIDUAL CASH FLOW FOR INTEREST	W 4	Year 2	V2	Year 4	V	V5	V7	V0	V0	V40	Year 11	V42	V42	V44	V45	V46	V47	V40	V40	V20	V 24	V 22	V 22	Year 24
INCOME	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
UNITS Started	22	44	88	132	132	132	132	132	132	132	132	132	132	132	132	132	132	132	132	34				
Market Housing		6,549,528	13,099,056	26,198,113	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	39,297,169	10,121,998	0	0	0
Affordable Rent		747,925	1,495,850	2,991,701	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	1,155,884	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		130,089	260,179	520,357	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	780,536	201,047	0	0	0
First Homes		368,050	736,101	1,472,201	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	2,208,302	568,805	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	7,795,593	15,591,186	31,182,372	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	46,773,557	12,047,734	0	0	0
EXPENDITURE																								
Stamp Duty	6,201,558																							
Easements etc.	0																							
Legals Acquisition	1,863,617																							
Planning Fee	333,600																							
Professional	35,167,841																							
	33,107,041																							
Build Cost - BCIS Base		3,335,051	6,670,101	13,340,202	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	20,010,303	5,154,169	0	0	0
s106/CIL/Tariff		264,000	528,000	1,056,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	408,000	0	0	0
Contingency		83,376	166,753	333,505	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	500,258	128,854	0	0	0
Abnormals		55,218	110,436	220,872	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	331,309	85,337	0	0	0
Fig Face																								
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	233,868	467,736	935,471	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	1,403,207	361,432	0	0	0
Legals	0	38.978	77,956	155,912	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	233,868	60,239	0	0	0
Misc.	Ů	30,370	0	155,512	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	233,000	00,233	Ü	Ü	Ü
COSTS BEFORE LAND INT AND PROFIT	43,566,617	4,010,491	8,020,981	16,041,963	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	24,062,944	6,198,031	0	0	0
For Residual Valuation La	nd 124.241.165																							
Intere	, ,	10.068.467	10.445.469	10,617,985	10.346.639	9.604.801	8.818.452	7.984.922	7,101,381	6.164.827	5,172,080	4,119,768	3.004.317	1,821,939	568.619	0	0	0	0	0	0	0	0	0
Developers Return		25,200,107	25,15, 105		23,210,033	-,,001	5,520,432	. ,. 51,522	.,_52,502	5,251,027	2,2,2,000	.,225,700	2,224,327	_,1,555	223,023	·				· ·	ľ	·	·	
Market Housing	1																I							119,826,595
Affordable for Rent	1				1				1															5,507,545
First Homes	1								1															6,733,647
Cash Flo	ow -167,807,782	-6,283,365	-2,875,264	4,522,424	12,363,974	13,105,813	13,892,161	14,725,691	15,609,233	16,545,787	17,538,534	18,590,846	19,706,296	20,888,674	22,141,995	22,710,613	22,710,613	22,710,613	22,710,613	22,710,613	5,849,703	0	0	-132,067,787
Opening Balan																								
Closing Balan	rce -167,807,782	-174,091,146	-176,966,411	-172,443,986	-160,080,012	-146,974,200	-133,082,038	-118,356,347	-102,747,115	-86,201,328	-68,662,794	-50,071,949	-30,365,652	-9,476,978	12,665,017	35,375,630	58,086,243	80,796,857	103,507,470	126,218,084	132,067,787	132,067,787	132,067,787	0

Site 2	East of	Ansty					
INCOME	Av Size m2		%	Number	Price	GDV	GIA
				1,600	£/m2	£	m2
	Gross	Net					
Market Housing	99.0	98.80	70.00%	1,120	4,300	475,820,800	110,880
Affordable Overall			30%	480			
Affordable Rent	69.2	68.00	20.00%	320	2,500	54,394,560	22,132
Social Rent	69.2	68.00	0.00%	0	1,700	0	0
Shared Ownership	77.6	77.20	2.50%	40	3,010	9,302,316	3,106
First Homes	77.6	77.20	7.50%	120	2,885	26,728,353	9,311
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	53.333 ha		30	/ha		566,246,029	145,429
SITE AREA - Gross	88.889 ha		18	/ha			-

RUN CIL MACRO ctrl+I

Closing balance = -31,247,269

			Whole Site	Per ha NET	Per ha GROSS
Residual La	and Value		97,100,406	1,820,633	1,092,380
Existing Us	e Value		2,222,222		25,000
Uplift		0%	0		0
	Plus /ha	500,000	44,444,444		500,000
	Benchma	ark Land Value	46,666,667		525,000

LAND			/unit or m2	Total		
	Land		-		97,100,406	
	Stamp Duty			4,844,520		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,456,506	6,301,026	
Fees						
	Planning			237,000		
	Professional		9.00%	24,443,490	24,680,490	
CONSTRUCTION	N					
	Build Cost		1,666	242,283,640		
	s106 / CIL / IT			19,200,000		
	Contingency		2.50%	6,057,091		
	Abnormals	%	0.00%	0		
		£		4,053,600	271,594,331	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
SALES	Agents	%	3.0%	16,987,381		
	Legals	%	0.5%	2.831.230		
	cegais	£/unit	0.5%	2,031,230		
	Misc.	%	0.0%	0	19,818,611	419,494,8
		-	0.070		,-10,011	5,454,04
Developers Pro	fit Market Housing	% Value	17.50%	•		83,268,6
	Affordable Housing		6.00%			3,821,8

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,600		
No dwgs under 50	50	462	23,10
No dwgs over 50	1550	138	213,90
		Total	237,00

	Total	237,000
Stamp duty calc - Residual		
Land payment		97,100,406
	Total	4,844,520
Stamp duty calc - Residual		
Land payment		46,666,667
1	Total	2,322,833

Pre CIL s106	12,000 £/	Unit (all)	
	To	tal	19,200,000
Post CIL s106	12,000	£/ Unit (all)	19,200,000
CIL	0	£/m2	0
		Total	19,200,000

Build Cost			/m2
			1,353.35
CO2 Plus	%	3.20%	43.31
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		18.14
Water	£/m2		32.00
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,446.80
Site Costs	Base	15.00%	217.02
	BNG	0.15%	2.17

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										FILST HOLLIER	% Value	17.50%			4,077,402	3									
ESIDUAL CASH FLOW FOR INTE	TEREST																								
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
ICOME																									
NITS Started		22	44	88	132	132	132	132	132	132	132	132	132	132	126										
Market Housing			6,542,536	13,085,072	26,170,144	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	37,470,888	0	0	0	0	0	0	0	0	0
ffordable Rent			747,925	1,495,850	2,991,701	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,283,572	0	0	0	0	0	0	0	0	0
ocial Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
hared Ownership			127,907	255,814	511,627	767,441	767,441	767,441	767,441	767,441	767,441	767,441	767,441	767,441	767,441	732,557	0	0	0	0	0	0	0	0	0
irst Homes			367,515	735,030	1,470,059	2,205,089	2,205,089	2,205,089	2,205,089	2,205,089	2,205,089	2,205,089	2,205,089	2,205,089	2,205,089	2,104,858	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	n	0	0	0	n
INCOME		0	7.785.883	15.571.766	31.143.532	46.715.297	46.715.297	46.715.297	46.715.297	46.715.297	46.715.297	46.715.297	46.715.297	46.715.297	46.715.297	44.591.875	0	n	n	0	0	ň	n	0	ň
com			7,703,003	13,371,700	31,143,332	40,713,237	40,713,237	40,713,237	40,713,237	40,713,237	40,713,237	40,713,237	40,713,237	40,713,237	40,713,237	44,331,073									
EXPENDITURE																									
		4,844,520																							
stamp Duty		4,844,520																							
asements etc.																									
egals Acquisition		1,456,506																							
Planning Fee		237,000																							
Professional		24,443,490																							
Build Cost - BCIS Base			3,331,400	6,662,800	13,325,600	19,988,400	19,988,400	19,988,400	19,988,400	19,988,400	19,988,400	19,988,400	19,988,400	19,988,400	19,988,400	19,079,837	0	0	0	0	0	0	0	0	0
106/CIL/Tariff			264,000	528,000	1,056,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,512,000	0	0	0	0	0	0	0	0	0
Contingency			83,285	166,570	333,140	499,710	499,710	499,710	499,710	499,710	499,710	499,710	499,710	499,710	499,710	476,996	0	0	0	0	0	0	0	0	0
Abnormals			55,737	111,474	222,948	334,422	334,422	334,422	334,422	334,422	334,422	334,422	334,422	334,422	334,422	319,221	0	0	0	0	0	0	0	0	0
inance Fees		0																							
egal and Valuation		0																							
Agents		0	233,576	467,153	934,306	1,401,459	1,401,459	1,401,459	1,401,459	1,401,459	1,401,459	1,401,459	1,401,459	1,401,459	1,401,459	1,337,756	0	0	0	0	0	0	0	0	0
egals		0	38,929	77,859	155,718	233,576	233,576	233,576	233,576	233,576	233,576	233,576	233,576	233,576	233,576	222,959	0	0	0	0	0	0	0	0	0
Misc.			,	0	,											,		-							
OSTS BEFORE LAND INT AND P	PROFIT	30.981.516	4.006.928	8.013.856	16.027.712	24.041.568	24.041.568	24.041.568	24.041.568	24.041.568	24.041.568	24.041.568	24.041.568	24.041.568	24.041.568	22.948.769	0	0	0	0	0	0	0	0	0
		, ,	, ,	.,,	.,,-	, ,	,,	, ,	,,	/,	,,	,,	, ,	/:	,,	,,	-	1		-	<u> </u>	1	-	-	
														l				1							
or Residual Valuation	Land	97.100.406																							
	Interest	21,222,400	7.684.915	7,919,273	7,940,955	7,510,463	6.600.667	5.636.283	4,614,036	3,530,455	2,381,858	1,164,346	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return	c.cst		,,001,515	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,5.10,555	,,510,.05	0,000,007	3,030,203	1,021,033	3,330,133	2,302,030	2,201,310		"	·				•			1			
Market Housing														I				I							83,268,640
Affordable for Rent														l				1				1			3,821,813
														l				1				1			3,821,813 4.677.462
First Homes				****													_	_				_			.,,
		-128,081,922	-3,905,960	-361,363	7,174,865	15,163,267	16,073,063	17,037,447	18,059,693	19,143,275	20,291,872	21,509,384	22,673,730	22,673,730	22,673,730	21,643,106	0	0	0	0	0	0	0	0	-91,767,914
	ening Balance	0																							
Clo	osing Balance	-128,081,922	-131,987,883	-132,349,246	-125,174,381	-110,011,114	-93,938,051	-76,900,604	-58,840,911	-39,697,636	-19,405,764	2,103,620	24,777,349	47,451,079	70,124,809	91,767,914	91,767,914	91,767,914	91,767,914	91,767,914	91,767,914	91,767,914	91,767,914	91,767,914	0

Site 3	West o	f Burgess Hill					
INCOME	Av Size m2		%	Number	Price	GDV	GIA
				1,400	£/m2	£	m2
	Gross	Net					
Market Housing	99.0	98.80	70.00%	980	4,300	416,343,200	97,020
Affordable Overall			30%	420			
Affordable Rent	69.2	68.00	20.00%	280	2,500	47,595,240	19,366
Social Rent	69.2	68.00	0.00%	0	1,700	0	0
Shared Ownership	78.1	77.80	2.50%	35	3,010	8,202,787	2,737
First Homes	77.4	77.00	7.50%	105	2,885	23,328,247	8,128
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	46.667 ha		30	/ha		495,469,474	127,250
SITE AREA - Gross	66.000 ha		21	/ha			

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Closing balance = -26,079,884

			Whole Site	Per ha NET	Per ha GROSS
Residual La	and Value		87,918,139	1,883,960	1,332,093
Existing Us	e Value		1,650,000		25,000
Uplift		0%	0		0
	Plus /ha	500,000	33,000,000		500,000
	Benchma	ark Land Value	34,650,000		525,000

LAND			/unit or m2	Total		
	Land				87,918,139	
	Stamp Duty			4,385,407		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,318,772	5,704,179	
Fees						
	Planning			209,400		
	Professional		9.00%	21,389,631	21,599,031	
CONSTRUCTION						
	Build Cost		1,666	211,998,210		
	s106 / CIL / IT			16,800,000		
	Contingency		2.50%	5,299,955		
	Abnormals	%	0.00%	0		
		£		3,564,400	237,662,566	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
SALES	Agents	%	3.0%	14,864,084		
	Legals	%	0.5%	2,477,347		
	-	£/unit	0	0		
	Misc.	%	0.0%	0	17,341,432	370,225,3
Developers Profit	•	•				
Developers Profit	Market Housing	% Value	17.50%			72,860,0
	Affordable Housing	% Value	6.00%			3,347,8
	First Homes	% Value	17.50%			4,082,4

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,400		
No dwgs under 50	50	462	23,1
No dwgs over 50	1350	138	186,3
		Total	209,4

	Total	209,40
Stamp duty calc - Residual		
Land payment		87,918,13
	Total	4,385,40
Stamp duty calc - Residual		
Land payment		34,650,00
1	Total	1,722,00

Pre CIL s106	12,000 £/ To		16,800,000
	10	LOI	10,000,000
Post CIL s106	12,000	£/ Unit (all)	16,800,000
CIL	0	£/m2	(
		Total	16,800,000

Build Cost			/m
			1,353.3
CO2 Plus	%	3.20%	43.3
	£/m2		0.0
Acc & Adpt	%	0.00%	0.0
	£/m2		18.1
Water	£/m2		32.0
Over Extra 1	%	0.00%	0.0
	£/m2		0.0
Over Extra 2	%	0.00%	0.0
	£/m2	0.00	0.0
Small Site	%	0.00%	0.0
			1,446.8
Site Costs	Base	15.00%	217.0
	BNG	0.15%	2.17

RESIDUAL CASH FLOW FOR INTEREST	ST											17.50%			4,002,443	4									
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																									
JNITS Started		22	44	88	132	132	132	132	132	132	132	132	132	58											
Market Housing			6,542,536	13,085,072	26,170,144	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	17,248,504	n	0	0	0	n	n	0	n	0	n
Affordable Rent			747,925	1,495,850	2,991,701	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	1,971,803	n	n	0	0	0	n	0	n	0	n
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	1,571,005	0	0	0	0	0	0	0	0	0	0
Shared Ownership			128,901	257,802	515,604	773,406	773,406	773,406	773,406	773,406	773,406	773,406	773,406	773,406	339,830	0	0	0	0	0	0	0	0	0	0
First Homes			366,587	733,173	1,466,347	2,199,520	2,199,520	2,199,520	2,199,520	2,199,520	2,199,520	2,199,520	2,199,520	2,199,520	966,456	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	733,173	1,400,347	2,155,320	2,133,320	2,155,320	2,133,320	2,155,320	2,133,320	2,133,320	2,133,320	2,155,320	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	7.785.949	15,571,898	31.143.796	46.715.693	46.715.693	46.715.693	46,715,693	46.715.693	46,715,693	46,715,693	46.715.693	46,715,693	20.526.593	0	0	0	0	0	0	0	0	0	0
INCOME		U	7,785,949	15,5/1,898	31,143,796	46,/15,693	46,/15,693	46,/15,693	46,/15,693	46,/15,693	46,/15,693	46,/15,693	46,/15,693	46,/15,693	20,526,593	U	U	, , , , , , , , , , , , , , , , , , ,	U	U	U	U	U	U	U
XPENDITURE																									
tamp Duty	13:	385,407								1															
asements etc.	4,5	0																							
Legals Acquisition	1.2	318,772																							
Legais Acquisition	1,3	310,//2																							
Planning Fee	20	09,400								1															
Professional		,389,631																							
Totessional	21,3	,369,031																							
Build Cost - BCIS Base			3.331.400	6.662.801	13,325,602	19.988.403	19.988.403	19.988.403	19.988.403	19.988.403	19.988.403	19.988.403	19.988.403	19,988,403	8.782.783	0	0	0	0	0	0	0	0	0	0
106/CIL/Tariff			264,000	528,000	1,056,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	696,000	0	0	0	0	0	0	0	0	0	0
Contingency			83,285	166,570	333,140	499,710	499,710	499,710	499,710	499,710	499,710	499,710	499,710	499,710	219,570	0	0	0	0	0	0	0	0	0	0
Abnormals			56,012	112,024	224,048	336,072	336,072	336,072	336,072	336,072	336,072	336,072	336,072	336,072	147,668	0	0	0	0	0	0	0	0	0	0
			,	,	,,	223,212	,	,		,	,	,	222,212	000,012	2,000	-	-	-	-	-	•	-	-	-	-
Finance Fees		0																							
Legal and Valuation		0								1															
		Ü																							
Agents		0	233,578	467,157	934,314	1,401,471	1,401,471	1,401,471	1,401,471	1,401,471	1,401,471	1,401,471	1,401,471	1,401,471	615,798	0	0	0	0	0	0	0	0	0	0
Legals		0	38,930	77,859	155,719	233,578	233,578	233,578	233,578	233,578	233,578	233,578	233,578	233,578	102,633	0	0	0	0	0	n	0	n	0	0
Misc.		-	/	0	,											-	-	1	-	_	-	_	-	-	-
COSTS BEFORE LAND INT AND PROF	FIT 27,3	,303,210	4,007,206	8,014,411	16,028,823	24,043,234	24,043,234	24,043,234	24,043,234	24,043,234	24,043,234	24,043,234	24,043,234	24,043,234	10,564,451	0	0	0	0	0	0	0	0	0	0
e - n - 'd - l v - l - d'	11	040 430																							
For Residual Valuation	Land 87,9	,918,139	6 012 201	7,101,353	7.073.985	6,591,526	5,626,670	4.603.923	3,519,810	2,370,651	1,152,543	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	interest		6,913,281	7,101,353	7,073,985	0,591,526	3,020,070	4,003,923	3,319,810	2,370,651	1,152,543	U	0	U	0	U	U	0	U	U	U	0	0	0	U
Developers Return																									72.000.000
Market Housing										1															72,860,060
Affordable for Rent										1															3,347,882
First Homes																									4,082,443
		5,221,349	-3,134,538	456,133	8,040,988	16,080,933	17,045,789	18,068,537	19,152,649	20,301,808	21,519,916	22,672,459	22,672,459	22,672,459	9,962,141	0	0	0	0	0	0	0	0	0	-80,290,385
Opening		0	440 355 007	447.000.754	400.050.766	02 777 022	76 722 044	50.662.507	30 540 050	40 200 050	2 240 055	24.002.225	47.055.704	70 220 244	00 200 205	00 300 305	00 300 305	00 200 205	00 200 205	00 200 205	00 300 305	00 200 205	00 200 205	00 200 205	•
Closing	Balance -115,	5,221,349	-118,355,887	-117,899,754	-109,858,766	-93,777,833	-76,732,044	-58,663,507	-39,510,858	-19,209,050	2,310,866	24,983,325	47,655,784	70,328,244	80,290,385	80,290,385	80,290,385	80,290,385	80,290,385	80,290,385	80,290,385	80,290,385	80,290,385	80,290,385	0

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Site 4	Sayers	Common					
INCOME	Av Size m2		%	Number	Price	GDV	GIA
				2,000	£/m2	£	m2
	Gross	Net					
Market Housing	99.0	98.80	70.00%	1,400	4,300	594,776,000	138,600
Affordable Overall			30%	600			
Affordable Rent	69.2	68.00	20.00%	400	2,500	67,993,200	27,665
Social Rent	69.2	68.00	0.00%	0	1,700	0	C
Shared Ownership	79.4	79.12	2.50%	50	3,010	11,917,086	3,971
First Homes	78.2	77.84	7.50%	150	2,884	33,672,476	11,727
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	66.667 ha		30	/ha		708,358,762	181,963
SITE AREA - Gross	88.500 ha		23	/ha			

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Closing balance = -40,740,069

			Whole Site	Per ha NET	Per ha GROSS
Residual La	and Value		113,559,398	1,703,391	1,283,157
Existing Us	e Value		2,212,500		25,000
Uplift		0%	0		0
	Plus /ha	500,000	44,250,000		500,000
	Benchm	ark Land Value	46,462,500		525,000

LAND			/unit or m2	Total		
	Land				113,559,398	
	Stamp Duty			5,667,470		
	Easements etc.			0		
	Legals /Acquisition	on	1.50%	1,703,391	7,370,861	
Fees						
	Planning			292,200		
	Professional		9.00%	30,573,269	30,865,469	
CONSTRUCTION						
	Build Cost		1,666	303,093,651		
	s106 / CIL / IT			24,000,000		
	Contingency		2.50%	7,577,341		
	Abnormals	%	0.00%	0		
		£		5,032,000	339,702,993	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuat	ion		0	0	
SALES						
J. 1223	Agents	%	3.0%	21,250,763		
	Legals	%	0.5%	3,541,794		
	-	£/unit	0	0		
	Misc.	%	0.0%	0	24,792,557	516,2

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	2,000		
No dwgs under 50	50	462	23,100
No dwgs over 50	1950	138	269,100
		Total	292.200

Stamp duty calc - Residual		
Land payment		113,559,398
	Total	5,667,470
Stamp duty calc - Residual		
Stamp duty calc - Residual Land payment		46,462,500

Pre CIL s106	12,000 £/	Unit (all)	
	To	tal	24,000,000
Post CIL s106	12,000	£/ Unit (all)	24,000,000
CIL	0	£/m2	C
		Total	24,000,000

	BNG	0.15%	2.17 1,665.69
Site Costs	Base	15.00%	216.98
			1,446.54
Small Site	%	0.00%	0.00
	£/m2	0.00	0.00
Over Extra 2	%	0.00%	0.00
	£/m2		0.00
Over Extra 1	%	0.00%	0.00
Water	£/m2		32.00
	£/m2		18.14
Acc & Adpt	%	0.00%	0.00
	£/m2		0.00
CO2 Plus	%	3.20%	43.30
			1,353.10
Build Cost			/m2

RESIDUAL CASH FLOW FOR INTEREST								Developers Profit	Market Housing Affordable Housing First Homes		17.50% 6.00% 17.50%	6		104,085,800 4,794,617 5,892,683										
INCOME	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
UNITS Started	22	44	88	132	132	132	132	132	132	132	132	132	132	132	132	132	130							
Market Housing		6,542,536	13,085,072	26,170,144	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	39,255,216	38,660,440	0	0	0	0	0	0
Affordable Rent		747,925	1,495,850	2,991,701	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,487,551	4,419,558	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		131,088	262,176	524,352	786,528	786,528	786,528	786,528	786,528	786,528	786,528	786,528	786,528	786,528	786,528	786,528	786,528	774,611	0	0	0	0	0	0
First Homes		370,397	740,794	1,481,589	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,222,383	2,188,711	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	7,791,946	15,583,893	31,167,786	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,751,678	46,043,320	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	5,667,470																							
Easements etc.	0																							
Legals Acquisition	1,703,391																							
Planning Fee	292,200																							
Professional	30,573,269																							
Build Cost - BCIS Base		3,334,030	6,668,060	13,336,121	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	20,004,181	19,701,087	0	0	0	0	0	0
s106/CIL/Tariff		264,000	528,000	1,056,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,584,000	1,560,000	0	0	0	0	0	0
Contingency		83,351	166,702	333,403	500,105	500,105	500,105	500,105	500,105	500,105	500,105	500,105	500,105	500,105	500,105	500,105	500,105	492,527	0	0	0	0	0	0
Abnormals		55,352	110,704	221,408	332,112	332,112	332,112	332,112	332,112	332,112	332,112	332,112	332,112	332,112	332,112	332,112	332,112	327,080	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	233,758	467,517	935,034	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,402,550	1,381,300	0	0	0	0	0	0
Legals	0	38,960	77,919	155,839	233,758	233,758	233,758	233,758	233,758	233,758	233,758	233,758	233,758	233,758	233,758	233,758	233,758	230,217	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	38,236,330	4,009,451	8,018,902	16,037,804	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	24,056,706	23,692,211	0	0	<u> </u>	0	0	0
For Residual Valuation	Land 113,559,398																							
Inte	erest	9,107,744	9,427,259	9,538,995	9,203,535	8,394,049	7,535,994	6,626,455	5,662,344	4,640,387	3,557,111	2,408,840	1,191,672	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing									l				1				I				1			104,085,800
Affordable for Rent									l				1				I				1			4,794,617
First Homes																								5,892,683
Cash		-5,325,248	-1,862,268	5,590,987	13,491,437	14,300,923	15,158,978	16,068,517	17,032,628	18,054,586	19,137,861	20,286,132	21,503,300	22,694,972	22,694,972	22,694,972	22,694,972	22,351,109	0	0	0	0	0	-114,773,100
Opening Bal		1																						
Closing Bal	ance -151,795,728	-157,120,976	-158,983,244	-153,392,258	-139,900,821	-125,599,898	-110,440,920	-94,372,403	-77,339,775	-59,285,190	-40,147,329	-19,861,197	1,642,103	24,337,076	47,032,048	69,727,020	92,421,992	114,773,100	114,773,100	114,773,100	114,773,100	114,773,100	114,773,100	0

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INCOME	Av Size m2		%	Number	Price	GDV	GIA
				350	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	98.93	70.00%	245	4,300	104,227,700	24,287
Affordable Overall			30%	105			
Affordable Rent	69.8	68.70	20.00%	70	2,500	12,021,298	4,887
Social Rent	69.8	68.70	0.00%	0	1,700	0	0
Shared Ownership	74.7	74.22	2.50%	9	3,010	1,956,392	654
First Homes	78.0	77.65	7.50%	26	2,898	5,907,869	2,046
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	11.667 ha		30	/ha		124,113,258	31,874
SITE AREA - Gross	16.667 ha		21	/ha			

RUN CIL MACRO ctrl+I

Closing balance = -6,095,481

Sales per Quarter 0
Unit Build Time 3 Quarters

			Whole Site	Per ha NET	Per ha GROSS
Residual La	and Value		25,579,636	2,192,540	1,534,778
Existing Us	e Value		416,667		25,000
Uplift		0%	0		0
	Plus /ha	500,000	8,333,333		500,000
	Benchm	ark Land Value	8,750,000		525,000

Additional Profit 27,293,439 1,12

LAND			/unit or m2	Total		
	Land				25,579,636	
	Stamp Duty			1,268,482		
	Easements etc.			0		
	Legals /Acquisition		1.50%	383,695	1,652,176	
Fees						
	Planning			64,500		
	Professional		9.00%	5,351,250	5,415,750	
CONSTRUCTION						
	Build Cost		1,665	53,071,931		
	s106 / CIL / IT			4,200,000		
	Contingency		2.50%	1,326,798		
	Abnormals	%	0.00%	0		
		£		859,600	59,458,329	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
SALES	Agents	%	3.0%	3,723,398		
	Legals	%	0.5%	620,566		
	regais	£/unit	0.5%	020,500		
	Misc.	%	0.0%	0	4,343,964	96,449,855
	WIISC.	70	0.076	Ü	4,545,504	30,443,033
Developers Profit						
		% Value	17.50%			18,239,848
	Affordable Housing		6.00%			838,661
	First Homes	% Value	17.50%			1,033,877

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	350		
No dwgs under 50	50	462	23,100
No dwgs over 50	300	138	41,400
		Total	64,500

	Total	04,3
Stamp duty calc - Residual		
Land payment		25,579,6
	Total	1,268,4
Stamp duty calc - Residual		
Land payment		8,750,0
	Total	427.0

Pre CIL s106	, , , , , , , , , , , , , , , , , , , ,							
		То	tal	4,200,000				
Post CIL s106		12,000	£/ Unit (all)	4,200,000				
CIL		0	£/m2	0				
			Total	4,200,000				

		•	1,665.08
	BNG	0.10%	1.45
Site Costs	Base	15.00%	217.00
			1,446.64
Small Site	%	0.00%	0.00
	£/m2	0.00	0.00
Over Extra 2	%	0.00%	0.00
	£/m2		0.00
Over Extra 1	%	0.00%	0.00
Water	£/m2		32.00
	£/m2		18.14
Acc & Adpt	%	0.00%	0.00
	£/m2		0.00
CO2 Plus	%	3.20%	43.30
			1,353.19
Build Cost			/m2

RESIDUAL CASH FLOW FOR	INTEREST								Developers Profit	Market Housing Affordable Housing First Homes		17.50% 6.00% 17.50%			18,239,848 838,661 1,033,877										
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME UNITS Started		22	**	44	**	44	**	**	**	20															
Market Housing		22	44 6,551,455	44 13,102,911	44 13,102,911	13,102,911	44 13,102,911	44 13,102,911	44 13,102,911	20 13,102,911	5,955,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			755,624	1,511,249	1,511,249	1,511,249	1,511,249	1,511,249	1,511,249	1,511,249	686,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	000,551	0	0	o o	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			122,973	245,946	245,946	245,946	245,946	245,946	245,946	245,946	111,794	0	0	o o	0	0	0	0	0	0	0	0	0	0	0
First Homes			371,352	742,704	742,704	742,704	742,704	742,704	742,704	742,704	337,593	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	7,801,405	15,602,810	15,602,810	15,602,810	15,602,810	15,602,810	15,602,810	15,602,810	7,092,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty		1,268,482																							
Easements etc.		0																							
Legals Acquisition		383,695																							
Planning Fee		64,500																							
Professional		5,351,250																							
Build Cost - BCIS Base			3,335,950	6,671,900	6,671,900	6,671,900	6,671,900	6,671,900	6,671,900	6,671,900	3,032,682	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			264,000	528,000	528,000	528,000	528,000	528,000	528,000	528,000	240,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			83,399 54.032	166,797 108.064	166,797 108,064	166,797 108,064	166,797 108,064	166,797 108,064	166,797 108,064	166,797 108,064	75,817 49,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0	34,032	100,004	100,004	108,004	100,004	108,004	100,004	100,004	45,120	Ü	Ü	U	Ü	Ū	Ü	U	Ü	Ü	Ü	U	Ü	Ü	J
Agents		0	234,042	468,084	468,084	468,084	468,084	468,084	468,084	468,084	212,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	39,007	78,014 0	78,014	78,014	78,014	78,014	78,014	78,014	35,461	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT A	ND PROFIT	7,067,926	4,010,430	8,020,860	8,020,860	8,020,860	8,020,860	8,020,860	8,020,860	8,020,860	3,645,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0
5. Barida dikibaria	Lord	25 570 626																							
For Residual Valuation	Land Interest	25,579,636	1.958.854	1,848,926	1.504.945	1,140,325	753.827	344,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return	interest		1,538,834	1,048,920	1,304,945	1,140,323	133,821	344,140	U	U	U	U	U	U	U	U	U	0	U	U	U	0	U	J	U
Market Housing										1															18,239,848
Affordable for Rent										1															838,661
First Homes																						1			1,033,877
	Cash Flow	-32,647,562	1,832,121	5,733,023	6,077,005	6,441,625	6,828,123	7,237,810	7,581,950	7,581,950	3,446,341	0	0	0	0	0	0	0	0	0	0	0	0	0	-20,112,386
	Opening Balance	0																						,	
	Closing Balance	-32,647,562	-30,815,441	-25,082,417	-19,005,412	-12,563,787	-5,735,665	1,502,145	9,084,095	16,666,045	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	20,112,386	0

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Site 6		Green 200					
INCOME	Av Size	m2	%	Number 200	Price £/m2	GDV £	GIA m2
	Gross	Net		200	£/mz	r	mz
Market Housing	99.0	98.80	70.00%	140	4,300	59,477,600	13,860
Affordable Overall			30%	60			
Affordable Rent	69.2	68.00	20.00%	40	2,500	6,799,320	2,767
Social Rent	69.2	68.00	0.00%	0	1,700	0	0
Shared Ownership	73.8	73.00	2.50%	5	3,010	1,099,529	369
First Homes	78.9	78.60	7.50%	15	2,884	3,400,103	1,183
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	6.667	ha	30	/ha		70,776,552	18,179
SITE AREA - Gross	9.524	ha	21	/ha			
Sales per Quarter	0						
Unit Build Time	3	Quarters					
					RI	JN Residual MACRO) ctrl+r
		Whole Site	Per ha NET	Per ha GROSS			Closing balance = 0
Residual Land Value		11,678,095	1,751,714	1,226,200			
Existing Use Value		238,095		25,000	RI	JN CIL MACRO ctrl+	I
Uplift	0%	0		0			Closing balance = -2,43
Plus /ha	a 500,000	4,761,905		500,000			
Re	nchmark Land Value	E 000 000		E3E 000	C	ack on phacina dwa	rc noc

LAND			/unit or m2	Total		
	Land		-		11,678,095	
	Stamp Duty			573,405		
	Easements etc.			0		
	Legals /Acquisiti	on	1.50%	175,171	748,576	
Fees						
	Planning			43,800		
	Professional		8.00%	2,981,602	3,025,402	
CONSTRUCTION	N					
	Build Cost		1,853	33,685,684		
	s106 / CIL / IT			2,400,000		
	Contingency		2.50%	842,142		
	Abnormals	%	0.00%	0		
		£		342,200	37,270,026	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valua	tion		0	0	
SALES						
JALLS	Agents	%	3.0%	2,123,297		
	Legals	%	0.5%	353,883		
	-	£/unit	0	0		
	Misc.	%	0.0%	0	2,477,179	55,199,2
	_					
Developers Pro	ofit Market Housing	% Value	17.50%			10,408,5
	Affordable Hous		6.00%			473,9
	First Harris					505.0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	200		
No dwgs under 50	50	462	23,100
No dwgs over 50	150	138	20,700
		Total	43,800
Stamp duty calc - Residual			
Land payment			11,678,099
		Total	573,405
Stamp duty calc - Residual			
Land payment			5,000,000
		Total	239,500
Pre CIL s106	12,000 £/	Unit (all)	
	To	tal	2,400,000
			2,400,000
Post CIL s106	12,000	£/ Unit (all)	
Post CIL s106 CIL			
	12,000	£/ Unit (all)	2,400,000
CIL	12,000	£/ Unit (all) £/m2	2,400,000
	12,000	£/ Unit (all) £/m2	2,400,000 2,400,000

			1.853.04
	BNG	0.10%	1.61
Site Costs	Base	15.00%	241.49
			1,609.94
Small Site	%	0.00%	0.00
	£/m2	0.00	0.00
Over Extra 2	%	0.00%	0.00
	£/m2		0.00
Over Extra 1	%	0.00%	0.00
Water	£/m2		32.00
	£/m2		18.14
Acc & Adpt	%	0.00%	0.00
	£/m2		0.00
CO2 Plus	%	3.20%	48.37
			1,511.43
Build Cost			/m2

										First Homes	% Value	17.50%			595,018										
SIDUAL CASH FLOW FOR INTERES									-							•									
COME		(ear 1 O1	Ω2	03	Q4	Year 2 Q1	Q2	Q3	04	Year 3 Q1	Q2	Q3	04	Year 4 Q1	Q2	O3	04	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
ITS Started		QI	Q2	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	13	Q I	Q2	ų,	Q4
rket Housing					0	0	0	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,271,268	3,866,044
ordable Rent					0	0	0	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	441,956
tial Rent					0	o o	Ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
red Ownership					0	0	0	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	60,474	71,469
st Homes					0	0	0	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	187,006	221,007
ant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Ó	0
INCOME		0	0	0	0	0	0	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	3,892,710	4,600,47
PENDITURE																									
mp Duty	57	73,405																							
sements etc.		0																							
gals Acquisition		75,171																							
inning Fee	Α:	13,800																							
ofessional		190,801		1,490,801																					
ld Cost - BCIS Base			0	617.571	1,235,142	1,852,713	1,852,713	1,852,713	1,852,713	1,852,713	1,852,713	1,852,713	1,852,713	1,852,713	1.852.713	1,852,713	1,852,713	1,852,713	1,852,713	1,852,713	1,964,998	1,347,427	729.856	0	0
6/CIL/Tariff			0	44,000	88.000	132,000	132.000	132,000	132,000	132.000	132,000	132.000	132.000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	140.000	96,000	52,000	0	0
ntingency			0	15,439	30,879	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	46,318	49,125	33,686	18,246	0	0
onormals			Ö	6,274	12,547	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	18,821	19,962	13,688	7,414	Ö	0
nance Fees		0																							
egal and Valuation		0																							
ents		0	0	0	0	0	0	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	116,781	138,014
gals		0	0	0	0	0	0	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	19,464	23,002
SC.				0						., .		-, -		-, -	-, -	-, -	-, -	., .	., .	-,		., .	-, -	., .	-,
STS BEFORE LAND INT AND PROF	FIT 2,2	283,177	0	2,174,085	1,366,568	2,049,851	2,049,851	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,186,096	2,310,330	1,627,046	943,762	136,245	161,017
r Residual Valuation		678,095																							
	Interest		209,419	212,560	248,360	272,584	307,421	342,780	322,322	301,558	280,482	259,090	237,377	215,338	192,969	170,265	147,219	123,828	100,087	75,989	51,529	28,567	0	0	0
velopers Return																						1			40 400
Market Housing																		1				I			10,408,580
Affordable for Rent						1																			473,931 595.018
First Homes	Cash Flow -13.9	.961.273	-209.419	-2,386,645	-1.614.928	-2.322.435	-2.357.272	1.363.834	1.384.292	1.405.056	1.426.132	1.447.524	1.469.237	1.491.276	1.513.645	1.536.349	1.559.395	1.582.786	1.606.527	1.630.625	1.530.851	2.237.098	2.948.948	3.756.465	-7.038.07
Opening		0	-205,419	-2,380,043	-1,014,928	-2,322,433	-2,331,212	1,303,634	1,304,292	1,403,030	1,420,132	1,447,324	1,409,237	1,431,270	1,313,043	1,330,349	1,339,393	1,302,780	1,000,327	1,030,023	1,330,051	2,237,098	2,348,348	3,730,403	-7,038,070
		.961.273	-14.170.692	-16.557.337	-18.172.265	-20.494.700	-22.851.972	-21.488.138	-20.103.846	-18.698.789	-17.272.657	-15.825.133	-14.355.896	-12.864.620	-11.350.975	-9.814.626	-8.255.231	-6.672.446	-5.065.918	-3.435.293	-1.904.442	332.656	3.281.604	7.038.070	0
Clusing	5 Julianice -13,:	,,,,,,,,,	17,170,002	-10,557,557	-10,172,203	20,737,700	22,031,372	-21,400,130	20,103,040	-10,000,700	-11,212,031	-13,023,133	17,333,030	12,004,020	11,000,070	-3,014,020	-0,233,231	0,072,440	-3,003,310	-3,733,233	1,504,442	332,030	3,201,004	7,030,070	

RUN CIL MACRO ctrl+l

Closing balance = -1,127,906

Sales per Quarter 0
Unit Build Time 3 Quarters

			Whole Site	Per ha NET	Per ha GROSS
Residual La	and Value		6,300,545	1,890,163	1,323,114
Existing Us	e Value		119,048		25,000
Uplift		0%	0		0
	Plus /ha	500,000	2,380,952		500,000
	Benchm	ark Land Value	2,500,000		525,000

Additional Profit 5,439,661 76

LAND			/unit or m2	Total		
	Land				6,300,545	
	Stamp Duty			304,527		
	Easements etc.			0		
	Legals /Acquisitio	n	1.50%	94,508	399,035	
Fees						
	Planning			30,000		
	Professional		8.00%	1,511,423	1,541,423	
CONSTRUCTION	ı					
	Build Cost		1,851	17,090,909		
	s106 / CIL / IT			1,200,000		
	Contingency		2.50%	427,273		
	Abnormals	%	0.00%	0		
		£		174,600	18,892,781	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuati	on		0	0	
SALES						
	Agents	%	3.0%	1,082,932		
	Legals	%	0.5%	180,489		
	-	£/unit	0	0		
	Misc.	%	0.0%	0	1,263,421	28,397,20
Developers Prof	fit					
Descropers From	Market Housing	% Value	17.50%			5,332,21
	Affordable Housi		6.00%			239,07
	First Hannes					

Stamp duty calc - Residua	I		2,500,000
		Total	304,527
Land payment			6,300,545
Stamp duty calc - Residual	I		
		Total	30,000
No dwgs over 50	50	138	6,900
No dwgs under 50	50	462	23,100
No dwgs	100		
Planning app fee	dwgs	rate	
Planning fee calc			

Pre CIL s106	12,000 £/	Unit (all)	
	To	tal	1,200,000
Post CIL s106	12,000	£/ Unit (all)	1,200,000
CIL	0	£/m2	0
		Total	1,200,000

Build Cost			/m2
			1,509.96
CO2 Plus	%	3.20%	48.32
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		18.14
Water	£/m2		32.00
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2	0.00	0.00
Small Site	%	0.00%	0.00
			1,608.42
Site Costs	Base	15.00%	241.26
	BNG	0.10%	1.61
			1 051 30

ا

									1	Affordable Housing First Homes	g % Value % Value	6.00% 17.50%			239,074										
ESIDUAL CASH FLOW FOR INTERE	FST							ļ	L	FIrst Homes	% value	17.50%			287,591	l									
ESIDOAL CASH FLOW FOR INTERE	NE31	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
NCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NITS Started	•			11	11	11	11	11	11	11	11	11	1												
larket Housing					0	0	0	3,351,678	3,351,678	3,351,678	3,351,678	3,351,678	3,351,678	3,351,678	3,351,678	3,351,678	304,698	0	0	0	0	0	0	0	0
ffordable Rent					0	0	0	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	373,963	33,997	0	0	0	0	0	0	0	0
ocial Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
nared Ownership					0	0	0	64,340	64,340	64,340	64,340	64,340	64,340	64,340	64,340	64,340	5,849	0	0	0	0	0	0	0	0
irst Homes					0	0	0	180,772	180,772	180,772	180,772	180,772	180,772	180,772	180,772	180,772	16,434	0	0	0	0	0	0	0	0
irant and Subsidy					0	0	0	0	0	0	0	0	0	Ó	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	3,970,752	3,970,752	3,970,752	3,970,752	3,970,752	3,970,752	3,970,752	3,970,752	3,970,752	360,977	0	0	0	0	0	0	0	0
XPENDITURE																									
tamp Duty		304,527																							
asements etc.		0																							
egals Acquisition		94,508																							
lanning Fee		30,000																							
rofessional		755,711		755,711																					
Totessional		/55,/11		/55,/11																					
uild Cost - BCIS Base			0	626,667	1,253,333	1,880,000	1,880,000	1,880,000	1,880,000	1,880,000	1,880,000	1,880,000	1,310,303	683,636	56,970	0	0	0	0	0	0	0	0	0	0
106/CIL/Tariff			0	44.000	88,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	92.000	48,000	4,000	0	0	0	0	0	0	0	0	0	0
Contingency			0	15,667	31,333	47,000	47,000	47,000	47,000	47,000	47,000	47,000	32,758	17,091	1,424	0	0	0	0	0	0	0	0	0	0
Abnormals			0	6,402	12,804	19,206	19,206	19,206	19,206	19,206	19,206	19,206	13,386	6,984	582	0	0	0	0	0	0	0	0	0	0
inance Fees		0																							
egal and Valuation		0																							
agents		0	0	0	0	0	0	119,123	119,123	119,123	119,123	119,123	119,123	119,123	119,123	119,123	10,829	0	0	0	0	0	0	0	0
egals		0	0	0	0	0	0	19,854	19,854	19,854	19,854	19,854	19,854	19,854	19,854	19,854	1,805	0	0	0	0	0	0	0	0
Aisc.		Ū	Ū	0	Ü		Ū	15,054	23,034	15,054	15,054	15,054	23,034	13,034	13,034	15,054	2,003	· ·	Ū	·	Ū		·	·	·
OSTS BEFORE LAND INT AND PRO	OFIT	1,184,747	0	1,448,447	1,385,471	2,078,206	2,078,206	2,217,182	2,217,182	2,217,182	2,217,182	2,217,182	1,587,423	894,688	201,952	138,976	12,634	0	0	0	0	0	0	0	0
or Residual Valuation		6,300,545	442.270	442.054	427.400	450.242	402.020	227.000	205.045	404 707	450.240	424.270	400.000	75.000	30.887	•	•		•	•	•		•	•	•
	Interest		112,279	113,964	137,400	160,243	193,820	227,900	205,015	181,787	158,210	134,279	109,990	75,890	30,887	0	U	0	0	0	0	0	0	0	0
evelopers Return	J																					1			F 222 245
Market Housing																						1			5,332,215
Affordable for Rent																						1			239,074
First Homes	Cook Floor	7 405 202	442.270	4 562 440	4 522 070	2 220 440	2 272 025	4 525 670	4 5 40 555	4 574 704	4 505 350	4 540 204	2 272 220	2 000 475	2 727 042	2 024 776	240.242	_			^	0			287,591
		-7,485,292	-112,279	-1,562,410	-1,522,870	-2,238,449	-2,272,025	1,525,670	1,548,555	1,571,784	1,595,360	1,619,291	2,273,339	3,000,175	3,737,913	3,831,776	348,343	0	0	0	0	0	0	0	-5,858,881
	ng Balance ng Balance	-7.485.292	-7.597.571	-9.159.981	-10.682.851	-12.921.300	-15.193.326	-13.667.656	-12.119.100	-10.547.317	-8.951.957	-7.332.666	-5.059.326	-2.059.152	1.678.761	5.510.537	5.858.881	5.858.881	5.858.881	5.858.881	5.858.881	5.858.881	5.858.881	5.858.881	0
CIOSIN	iig baiailte	-1,403,292	-1,537,571	-5,159,961	-10,082,831	-12,521,300	-13,133,320	-13,007,030	-12,119,100	-10,347,317	-0,531,957	-7,332,000	-5,039,320	-2,039,132	1,078,701	3,310,557	3,030,001	3,030,001	3,030,001	3,030,001	3,030,001	3,030,001	3,030,001	3,030,001	U

North Site 8

INCOME	Av Size m2		%	Number	Price	GDV	GIA	
				50	£/m2	£	m2	
	Gross	Net						
Market Housing	100.8	100.71	70.00%	35	4,300	15,157,500	3,529	
Affordable Overall			30%	15				
Affordable Rent	73.7	72.90	20.00%	10	2,500	1,822,318	737	
Social Rent	73.7	72.90	0.00%	0	1,700	0	0	
Shared Ownership	70.0	70.00	2.50%	1	3,010	263,586	88	
First Homes	81.5	81.50	7.50%	4	2,909	889,209	306	
Grant and Subsidy	Affordable Rent				0	0		
	Social Rent				0	0		
	Shared Ownership				0	0		
SITE AREA - Net	1.667 ha		30	/ha		18,132,613	4,659	
SITE AREA - Gross	2.065 ha		24	/ha				

RUN CIL MACRO ctrl+l

Closing balance = -561,677

			Whole Site	Per ha NET	Per ha GROSS
Residual La	and Value		3,229,976	1,937,985	1,564,421
Existing Us	e Value		51,616		25,000
Uplift		0%	0		0
	Plus /ha	500,000	1,032,323		500,000
	Benchm	ark Land Value	1,083,940		525,000

LAND			/unit or m2	Total		
	Land		•		3,229,976	
	Stamp Duty			150,999		
	Easements etc.			0		
	Legals /Acquisit	tion	1.50%	48,450	199,448	
Fees						
	Planning			23,100		
	Professional		8.00%	759,656	782,756	
CONSTRUCTIO	N					
	Build Cost		1,845	8,593,556		
	s106 / CIL / IT			600,000		
	Contingency		2.50%	214,839		
	Abnormals	%	0.00%	0		
		£		87,300	9,495,695	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valua	ation		0	0	
SALES						
JALLS	Agents	%	3.0%	543,978		
	Legals	%	0.5%	90,663		
	-0-	£/unit	0	0		
	Misc.	%	0.0%	0	634,641	14,342,516

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,10
No dwgs over 50	0	138	
		Total	23,10

	lotai	23,100
Stamp duty calc - Residual		
Land payment		3,229,976
	Total	150,999
Stamp duty calc - Residual		
Land payment		1,083,940
	Total	43,697

Pre CIL s106	12,000 £/	Unit (all)	
	To	tal	600,000
Post CIL s106	12,000	£/ Unit (all)	600,000
CIL	0	£/m2	0
		Total	600,000

			1,844.54
	BNG	0.10%	1.60
Site Costs	Base	15.00%	240.38
			1,602.55
Small Site	%	0.00%	0.00
	£/m2	0.00	0.00
Over Extra 2	%	0.00%	0.00
	£/m2		0.00
Over Extra 1	%	0.00%	0.00
Water	£/m2		32.00
	£/m2		14.32
Acc & Adpt	%	0.00%	0.00
	£/m2		0.00
CO2 Plus	%	3.20%	48.26
			1,507.98
Build Cost			/m2

RESIDUAL CASH FLOW FOR II	NITTOTET								Developers Front	Market Housing Affordable Housing First Homes		17.50% 6.00% 17.50%			2,652,563 125,154 155,612										
RESIDUAL CASH FLOW FOR II	NIEKESI	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		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				11	11	11	11	6																	
Market Housing					0	0	0	3,334,650	3,334,650	3,334,650	3,334,650	1,818,900	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	400,910	400,910	400,910	400,910	218,678	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
Shared Ownership					0	0	0	57,989	57,989	57,989	57,989	31,630	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	195,626	195,626	195,626	195,626	106,705	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
INCOME	-	0	0	0	0	0	0	3,989,175	3,989,175	3,989,175	3,989,175	2,175,914	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty		150,999																							
Easements etc.		0																							
Legals Acquisition		48,450																							
Planning Fee		23,100																							
Professional		379,828		379,828																					
1101033101101		373,020		373,020																					
Build Cost - BCIS Base			0	630,194	1,260,388	1,890,582	1,890,582	1,604,131	973,936	343,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	44,000	88,000	132,000	132,000	112,000	68,000	24,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	15,755	31,510	47,265	47,265	40,103	24,348	8,594	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	6,402	12,804	19,206	19,206	16,296	9,894	3,492	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0 0																							
Agents		0	0	0	0	0	0	119,675	119,675	119,675	119,675	65,277	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	19,946	19,946	19,946	19,946	10,880	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AN	D PROFIT	602,376	0	1,076,179	1,392,702	2,089,053	2,089,053	1,912,151	1,215,800	519,449	139,621	76,157	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	3,229,976																							
	Interest		57,485	58,348	75,365	97,386	130,183	163,472	134,768	95,189	44,571	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return														1								1			
Market Housing						1				1				1								1			2,652,563
Affordable for Rent						1				1				1								1			125,154
First Homes																									155,612
	Cash Flow	-3,832,352	-57,485	-1,134,526	-1,468,067	-2,186,439	-2,219,236	1,913,552	2,638,607	3,374,537	3,804,983	2,099,757	0	0	0	0	0	0	0	0	0	0	0	0	-2,933,328
	pening Balance	0																							
	Closing Balance	-3.832.352	-3.889.837	-5.024.364	-6.492.431	-8.678.870	-10.898.106	-8.984.554	-6.345.947	-2.971.411	833,572	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	2.933.328	. 0

Site 9	G	reen 30					
INCOME	Av Size m	2	%	Number	Price	GDV	GIA
				30	£/m2	£	m2
	Gross	Net					
Market Housing	99.3	99.14	70.00%	21	4,300	8,952,600	2,086
Affordable Overall			30%	9			
Affordable Rent	73.2	72.50	20.00%	6	2,500	1,087,391	439
Social Rent	73.2	72.50	0.00%	0	1,700	0	0
Shared Ownership	70.0	70.00	2.50%	1	3,010	158,151	53
First Homes	74.5	74.50	7.50%	2	3,010	504,551	168
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.000 ha	1	30	/ha		10,702,694	2,745
SITE AREA - Gross	1.235 ha	1	24	/ha			
Sales per Quarter	0						
Unit Build Time	3 Q	uarters					
					RU	N Residual MACRO	ctrl+r
		Whole Site	Per ha NET	Per ha GROSS			Closing balance = 0
Residual Land Value		2,145,385	2,145,385	1,736,915			-
xisting Use Value		30,879		25,000	RU	N CIL MACRO ctrl+l	I
Jplift	0%	0		0			Closing balance = -31
Plus /ha							

Land Stamp Duty Easements etc. Legals /Acquisiti Planning Professional Build Cost s106 / CIL / IT Contingency Abnormals	ion % £	1.50% 8.00% 1,759 2.50% 0.00%	96,769 0 32,181 13,860 428,760 4,828,506 360,000 120,713 0 50,280	2,145,385 128,950 442,620 5,359,499	
Easements etc. Legals /Acquisiti Planning Professional Build Cost s106 / CIL / IT Contingency	%	8.00% 1,759 2.50%	13,860 428,760 4,828,506 360,000 120,713 0	442,620	
Legals /Acquisiti Planning Professional Build Cost s106 / CIL / IT Contingency	%	8.00% 1,759 2.50%	13,860 428,760 4,828,506 360,000 120,713 0	442,620	
Planning Professional Build Cost s106 / CIL / IT Contingency	%	8.00% 1,759 2.50%	13,860 428,760 4,828,506 360,000 120,713 0	442,620	
Professional Build Cost s106 / CIL / IT Contingency		1,759 2.50%	4,828,506 360,000 120,713 0		
Professional Build Cost s106 / CIL / IT Contingency		1,759 2.50%	4,828,506 360,000 120,713 0		
Build Cost s106 / CIL / IT Contingency		1,759 2.50%	4,828,506 360,000 120,713 0		
s106 / CIL / IT Contingency		2.50%	360,000 120,713 0	5,359,499	
s106 / CIL / IT Contingency		2.50%	360,000 120,713 0	5,359,499	
Contingency			120,713 0	5,359,499	
			0	5,359,499	
Abnormals		0.00%		5,359,499	
	£		50,280	5,359,499	
Fees		0%	0		
Interest		6.00%			
Legal and Valuat	tion		0	0	
Agents	%	3.0%	321.081		
ECBOID					
Misc.		0.0%		374.594	8,451,048
				7	
	. % Value		·		1,566,705
	Agents Legals Misc. Market Housing	Legals % £/unit Misc. %	Legals % 0.5% £/unit 0 Misc. % 0.0%	Legals % 0.5% 53,513	Legals % 0.5% 53,513 E/unit 0 0 Misc. % 0.0% 0 374,594

alc				Build Cost			/m
ee	dwgs	rate					1,503.2
	30			CO2 Plus	%	3.20%	48.1
r 50	30	462	13,860		£/m2		0.0
50	0	138	0	Acc & Adpt	%	0.00%	0.0
		Total	13,860		£/m2		14.3
				Water	£/m2		32.0
lc - Residual				Over Extra 1	%	0.00%	0.0
			2,145,385		£/m2		0.0
		Total	96,769	Over Extra 2	%	0.00%	0.0
					£/m2	0.00	0.0
lc - Residual				Small Site	%	0.00%	0.0
			648,464				1,597.6
		Total	21,923	Site Costs	Base	10.00%	159.7
					BNG	0.10%	1.6
				·			1,759.0
	12,000 £/	Unit (all)					
	To	tal	360,000				
	12,000	£/ Unit (all)	360,000				
	0	£/m2	0				

RESIDUAL CASH FLOW FO	R INTEREST								1			17.50% 6.00% 17.50%			1,566,705 74,733 88,296										
		Year 1	Q2		04	Year 2		Q3	04	Year 3 Q1			04	Year 4			Q4	Year 5 Q1	Q2		Q4	Year 6 Q1	Q2		-
INCOME UNITS Started		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Į Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Į Q1	Q2	Q3	Q4
Market Housing	1				0	1 0	0	2,088,940	2,088,940	2,088,940	2,088,940	596,840	0	Ι ο	0	0	0	n	0	0	0	Λ	0	0	0
Affordable Rent					0	o o	0	253,725	253,725	253,725	253,725	72,493	0	ľ	0	0	0	0	0	0	0	0	0	ů .	0
Social Rent					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	36,902	36,902	36,902	36,902	10,543	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	117,729	117,729	117,729	117,729	33,637	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
INCOME		0	0	0	0	0	0	2,497,295	2,497,295	2,497,295	2,497,295	713,513	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition Planning Fee Professional Build Cost - BCIS Base s106/CIL/Tariff Contingency Abnormals		96,769 0 32,181 13,860 214,380	0 0 0 0	214,380 375,550 28,000 9,389 3,911	751,101 56,000 18,778 7,821	1,126,651 84,000 28,166 11,732	1,126,651 84,000 28,166 11,732	858,401 64,000 21,460 8,939	482,851 36,000 12,071 5,028	107,300 8,000 2,683 1,117	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	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 Legal and Valuation		0	0	0	0	0	0	74.010	74.010	74.010	74.010	21 405	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	74,919 12,486	74,919 12,486	74,919 12,486	74,919 12,486	21,405 3,568	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	U	0	0		U	12,400	12,400	12,400	12,400	3,300	0	0	· ·	U	0	0	0	U	U	· ·	0		
COSTS BEFORE LAND INT	AND PROFIT	357.190	0	631.230	833.700	1.250.550	1.250.550	1.040.205	623.355	206.505	87.405	24.973	0	۰ ا	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	2,145,385				, ,	, ,																		
roi nesiduai valuation	Interest	2,143,383	37,539	38,102	48,142	61,369	81.048	101,022	80,681	53,782	20,227	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return	interest		31,333	30,102	70,172	01,303	01,040	101,022	00,001	33,702	20,227	0	0		U	U	0	U	· ·	U	U	U	U	Ü	J
Market Housing										l				1											1,566,705
Affordable for Rent																									74,733
First Homes										l				1											88.296
	Cash Flow	-2,502,575	-37,539	-669,332	-881,841	-1,311,919	-1,331,598	1,356,068	1,793,259	2,237,008	2,389,663	688,540	0	0	0	0	0	0	0	0	0	0	0	0	-1,729,734
	Opening Balance	0																							
	Closing Balance	-2,502,575	-2,540,114	-3,209,446	-4,091,287	-5,403,206	-6,734,804	-5,378,736	-3,585,477	-1,348,469	1,041,194	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	1,729,734	0



Site 10 Green 20 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,498.03
47.94
0.00
0.00
14.32
32.00
0.00
0.00
0.00
0.00
0.00
1,592.29
159.23
1,59 /unit or m2 Gross 100.6 Net 100.64 1arket Housing 4,300 6,058,700 Land Stamp Duty Acc & Adpt 0.00% 55,186 No dwgs over 50 Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% Legals /Acquisition 65.5 65.5 70.0 74.5 2,500 1,700 3,010 3,010 644,936 1.50% 19,706 74,891 Water Over Extra 1 Stamp duty calc - Residua Land payment 105,434 336,368 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 305,164 8.00% 295,924 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment 10.00% Site Costs Build Cost 1,753 3,186,545 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 7,145,437 12,000 £/ Unit (all) 3,699,055 240,000 33,520 Sales per Quarter £/ Unit (all) £/m2 Unit Build Time Post CIL s106 12,000 0 240,000 Inf Tariff Residual Land Value 1,313,711 1,588,273 0.00% RUN CIL MACRO ctrl+l Closing balance = -187,504 214,363 35,727 3.0% 0.5% £/unit 5,642,912 1,060,273 45,022 58,864 Market Housing % Value Affordable Housing % Value First Homes % Value 17.50% 6.00% RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q3 Q2 Q2 Q3 Q4 1,514,675 161,234 0 26,359 84,092 1,514,675 161,234 0 26,359 84,092 1,514,675 161,234 0 1.514.675 Affordable Rent 161,234 Social Rent Shared Ownership First Homes Grant and Subsidy 26,359 84,092 26,359 84,092 1,786,359 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 55,186 0 19,706 Planning Fee Professional 9,240 147,962 147,962 0 0 0 0 0 0 0 0 265,545 531,091 796,636 796,636 531,091 265,545 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals
 60,000
 60,000
 40,000
 20,000

 19,916
 19,916
 13,277
 6,639

 48,212
 48,212
 32,141
 16,071
 0 20,000 40,000 0 6,639 13,277 0 16,071 32,141 nance Fees 0 Legal and Valuation COSTS BEFORE LAND INT AND PROFIT 232,093 616,509 924,764 679,032 370,777 62,523 62,523 456,217 924,764 1,313,711 23,187 23,535 30,731 For Residual Valuation 40,440 54,918 69,613 54,047 33,624 8,271 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 1,060,273 45,022 First Homes 58,864

-965,204

-2.048.743 -2.695.983 -3.661.187 -4.640.868

-979.682

1,037,714 1,361,535

1,690,212

-479,752 -647,240

Cash Flow

-1,545,804

0 -1.545.804 -1.568.991 -1,164,159



																									lį
Site 11	Gree	n 12																							
NCOME	Av Size m2		%	Number 12	Price £/m2	GDV £	GIA m2		DEVELOPMENT	COSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost			/ı 1,530.
Market Housing	Gross 110.4	Net 110.44	70.00%	8	4,300	3,989,253	928		LAND	Land Stamp Duty		/unit or m2	Total	748,110			No dwgs No dwgs under 50 No dwgs over 50	12 12 0	462 138			CO2 Plus Acc & Adpt	% £/m2 %	3.20% 0.00%	48.
Affordable Overall Affordable Rent	77.0	77.00	30% 20.00%	3.6 2	2,500	461,954	185			Easements etc. Legals /Acquisition		1.50%	26,906 0 11,222	38,127		l			Total	5,544		Water	£/m2 £/m2		0. 0. 7. 32.
Social Rent Shared Ownership First Homes	77.0 84.0 84.0	77.00 1.00 1.00	0.00% 2.50% 7.50%	0 0 1	1,700 3,010 2,976	0 904 2,679	0 25 76		Fees	Planning			5,544				Stamp duty calc - R Land payment	esidual	Total	748,110 26,906		Over Extra 1 Over Extra 2	% £/m2 %	0.00%	0. 0. 0. 0.
Grant and Subsidy	Affordable Rent	1.00	7.50%	1	0	0	70			Professional		8.00%	190,930	196,474			Stamp duty calc - R	esidual	Total	.,		Small Site	£/m2 %	0.00 0.00%	0
	Social Rent Shared Ownership				0	0			CONSTRUCTION	Build Cost s106 / CIL / IT		1,783	2,162,846 144,000				Land payment		Total	276,381 3,319		Site Costs	Base BNG	10.00% 0.10%	1,619 . 161.
SITE AREA - Net SITE AREA - Gross	0.400 ha 0.503 ha		30 24	/ha /ha		4,454,789	1,213			Contingency Abnormals		2.50% 0.00%	54,071 0			ı	Pre CIL s106		/ Unit (all)						1,782
Sales per Quarter Unit Build Time	0 3 Quar	rters							FINANCE	:	£		25,712	2,386,629			Post CIL s106	12,000	fotal £/ Unit (all)	144,000 144,000					
		Whole Site	Per ha NET	Per ha GROSS	R	UN Residual MACRO		•		Fees Interest		0% 6.00%	0				CIL	0		0 144,000					
Residual Land Value Existing Use Value		748,110 25,126	1,870,275	1,488,747 50,000	R	UN CIL MACRO ctrl+	Closing balance =	U		Legal and Valuation			Ü	0		[Inf Tariff	% GDV 0.00%		0					
Uplift Plus /		0 251,255		0 500,000	_		Closing balance =	-133,698	SALES		%	3.0%	133,644			•									
	Benchmark Land Value	276,381	/m2	550,000	Ĺ	heck on phasing dwg				:	% £/unit %	0.5% 0 0.0%	22,274 0 0	155,918	3,525,258										
Additional Profit		649,447											-	,	5,0-0,-00										
									Developers Pro	Market Housing Affordable Housing		17.50% 6.00% 17.50%			698,119 27,771 469										
RESIDUAL CASH FLOV	V FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME UNITS Started		Q1	Q2	Q3 4	Q4 4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Affordable Rent				4	0 0	0	0	1,329,751 153,985	1,329,751 153,985	1,329,751 153,985	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Shared Ownership					0	0	0	0 301	0 301	0 301	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes Grant and Subsidy INCOM	ME	0		0	0	0	0	893 0 1,484,930	893 0 1,484,930	893 0 1,484,930	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0
EXPENDITURE	WIL .				<u> </u>			1,404,530	1,464,530	1,464,530			Ī									T			
Stamp Duty Easements etc.		26,906 0																							
Legals Acquisition		11,222																							
Oleman's a Free		5,544		95,465																					
Planning Fee Professional		95,465		55,155																					
Professional Build Cost - BCIS Base			0	240,316	480,632	720,949	480,632	240,316	0	0	0		0	0	0	0	0	0	0	0	0	0	0	-	0
Professional Build Cost - BCIS Base s106/CIL/Tariff Contingency				240,316 16,000 6,008	32,000 12,016	48,000 18,024	32,000 12,016	16,000 6,008	0 0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Professional Build Cost - BCIS Base s106/CIL/Tariff Contingency Abnormals Finance Fees		0	0	240,316 16,000	32,000	48,000	32,000	16,000	0	0	0 0 0 0	0	0	0	Ū	0 0 0 0	0	0	0 0 0 0	Ü	0	0	0	0	0
Professional Build Cost - BCIS Base s106/CIL/Tariff Contingency Abnormals			0	240,316 16,000 6,008	32,000 12,016	48,000 18,024	32,000 12,016	16,000 6,008	0 0	0	0 0 0 0	0	0	0	Ū	0 0 0 0	0	0	0 0 0	Ü	0	0	0	0	0

10,442 0 0 0

748,11013,309
13,508
19,121

evelopers Return

Market Housing

Affordable for Rent

First Homes

27,363 39,706 48,258 31,465

698,119 27,771 469 -726,360



re 12	Green 9]																
ME	Av Size m2		%	Number 9	Price £/m2		GIA m2		DEVELOPMENT O	OSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost			
t Housing	Gross 107.8	Net 107.78	100.00%	9	4,300		970		LAND	Land		/unit or m2	Total	986,649			No dwgs No dwgs under 50	9	462			CO2 Plus	% £/m2	3.209	1%
e Overall			0%	0						Stamp Duty Easements etc.			38,832 0				No dwgs over 50	0	138 Total			Acc & Adpt	% £/m2	0.009	1%
le Rent nt	107.8 107.8	107.78 107.78	0.00% 0.00%	0	2,500 1,700		0			Legals /Acquisition		1.50%	14,800	53,632			Stamp duty calc - Ro	esidual				Water Over Extra 1	£/m2 %	0.009	1%
Ownership mes	107.8 107.8	107.78 107.78	0.00%	0	3,010	0	0		Fees	Planning			4,158				Land payment		Total	986,649 38,832		Over Extra 2	£/m2 %	0.009	
	ffordable Rent				0	0	1			Professional		8.00%	151,556	155,714			Stamp duty calc - Ro	esidual				Small Site	£/m2 %	0.009	00
	Social Rent red Ownership				0	0			CONSTRUCTION	Build Cost		1,777	1,724,060				Land payment		Total	208,667 1,173		Site Costs	Base	10.009	
A - Net	0.300 ha		30	/ha	· ·	4,171,000	970			s106 / CIL / IT Contingency		2.50%	108,000 43,102						10101	2,273		Site costs	BNG	0.109	
A - Gross	0.379 ha		24	/ha		4,171,000	370				%	0.00%	0 19,284	1,894,446			Pre CIL s106		/ Unit (all) Fotal	108,000					
Quarter d Time	0 3 Quarters								FINANCE		_		15,204	1,054,440			Post CIL s106	12,000	£/ Unit (all)	108,000					
1 Time	3 Quarters					DUN Desiduel MACCOC	Nation .		FINANCE	Fees		0% 6.00%	0				CIL	12,000	£/m2	0					
H		le Site 986.649	Per ha NET			RUN Residual MACRO	Closing balance = (0		Interest Legal and Valuation		6.00%	0	0			1.17.00	N/CDV	Total	108,000					
Land Value Use Value		18,970	3,288,828	2,600,584 50,000		RUN CIL MACRO ctrl+											Inf Tariff	% GDV 0.00%		0					
Plus /ha	0% 500,000	0 189,698		500,000	,		Closing balance = 1	182,359	SALES		%	3.0%	125,130												
Benchma	ark Land Value	208,667		550,000		Check on phasing dwg corre					% £/unit	0.5% 0	20,855 0												
al Profit		£/n	n2 717							Misc.	%	0.0%	0	145,985	3,236,425										
		,							Developers Profi						1										
										Market Housing	% Value	17.50%			729.925										
										Market Housing Affordable Housing	% Value	17.50% 6.00% 17.50%			729,925 0										
JAL CASH FLOW FOR IN		ar 1				Voor 2				Market Housing Affordable Housing First Homes	% Value % Value % Value	17.50% 6.00% 17.50%		Year A	729,925 0 0			Vear 5				Vear 6			
1E	Ye	ar 1 Q1	Q2	Q3	Q4 2	Year 2 Q1	Q2	Q3	Q4	Market Housing Affordable Housing	% Value	6.00%	Q4	Year 4 Q1	729,925 0 0	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	_
1E Started t Housing	Ye	ar 1 Q1	Q2	Q3 3	Q4 3 0	Year 2 Q1 3 0	Q2	1,390,333	Q4 1,390,333	Market Housing Affordable Housing First Homes	% Value % Value	6.00% 17.50%	Q4		0	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	
DUAL CASH FLOW FOR IN ME 5 Started et Housing dable Rent Rent	Ye	ar 1 21	Q2	Q3 3	Q4 3 0 0	Year 2 Q1 3 0 0	Q2 0 0 0		Q4	Market Housing Affordable Housing First Homes Year 3 Q1	% Value % Value	6.00% 17.50%	Q4		0	Q3 0 0 0	Q4 0 0 0	Year 5 Q1 0 0	Q2 0 0 0	Q3 0 0	Q4 0 0 0	Year 6 Q1 0 0	Q2 0 0 0	Q3 0 0 0	
Estarted Housing sible Rent eent Ownership	Ye	ar 1 21	Q2	Q3 3	Q4 3 0 0 0 0	Year 2 Q1 3 0 0 0 0	Q2 0 0 0 0	1,390,333	Q4 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1	% Value % Value	6.00% 17.50%	0 0 0 0 0		0	Q3 0 0 0 0	Q4 0 0 0 0 0	Year 5 Q1 0 0 0 0 0	Q2 0 0 0 0 0	Q3 0 0 0 0	Q4 0 0 0 0 0	Year 6 Q1 0 0 0 0 0	Q2 0 0 0 0 0	Q3 0 0 0 0 0	
IE Started Housing able Rent Rent Ownership omes	Ye	ar 1 21	Q2 0	Q3 3	Q4 3 0 0 0 0 0	Year 2 Q1 3 0 0 0 0 0	0 0 0 0 0 0	1,390,333	Q4 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1	% Value % Value	6.00% 17.50%	Q4 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q4 0 0 0 0 0 0	Year 5 Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q4 0 0 0 0 0 0	Year 6 Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0	Q3 0 0 0 0 0 0	
AE Started tt Housing able Rent Rent d Ownership omes and Subsidy INCOME	Ye	0		3	3 0 0 0 0 0	Q1 3 0 0 0 0 0	0 0 0 0 0	1,390,333 0 0 0 0 0	Q4 1,390,333 0 0 0 0	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 0	% Value % Value Q2 0 0 0 0 0	00% 17.50% Q3	0 0 0 0 0	Q1 0 0 0 0 0 0	Q2	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0	
AE Started t Housing able Rent Rent I Ownership omes and Subsidy INCOME	Ye (21		3	3 0 0 0 0 0	Q1 3 0 0 0 0 0	0 0 0 0 0	1,390,333 0 0 0 0 0	Q4 1,390,333 0 0 0 0	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 0	% Value % Value Q2 0 0 0 0 0	00% 17.50% Q3	0 0 0 0 0	Q1 0 0 0 0 0 0	Q2	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0	
IE Started Started Housing able Rent Rent Ownership omes and Subsidy INCOME DUTURE Duty	Ye (0		3	3 0 0 0 0 0	Q1 3 0 0 0 0 0	0 0 0 0 0	1,390,333 0 0 0 0 0	Q4 1,390,333 0 0 0 0	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 0	% Value % Value Q2 0 0 0 0 0	00% 17.50% Q3	0 0 0 0 0	Q1 0 0 0 0 0 0	Q2	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	Q3 0 0 0 0 0 0 0 0 0 0	
ILE Started Housing able Rent Rent Ownership omes INCOME DITURE Duty ents etc. Acquisition	38 14	0 0 .832 0 .800	0	0	3 0 0 0 0 0	Q1 3 0 0 0 0 0	0 0 0 0 0	1,390,333 0 0 0 0 0	Q4 1,390,333 0 0 0 0	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 0	% Value % Value Q2 0 0 0 0 0	00% 17.50% Q3	0 0 0 0 0	Q1 0 0 0 0 0 0	Q2	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0	Q3 0 0 0 0 0 0 0	
IE Started Started Housing able Rent Rent Ownership omes and Subsidy INCOME DITURE Duty ents etc.	38 14	0 .832 0 .800 158	0	0 75,778	3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 3 0 0 0 0 0 0	0 0 0 0 0 0	1,390,333 0 0 0 0 0 0 1,390,333	Q4 1,390,333 0 0 0 0	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	
E tarted Housing bise Rent ent Ownership mes and Subsidy INCOME DITURE DIT	38 14	0 .832 0 .800 158	0 0	75,778 191,562 12,000	3 0 0 0 0 0 0 0	Q1 3 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 1,390,333	Q4 1,390,333 0 0 0 0 0 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	
arted dousing lele Rent int whereship nes d Subsidy INCOME ITURE uty tts etc. tts etc. tts etc. Tariff st - BCIS Base /Tariff	38 14	0 .832 0 .800 158	0	75,778 191,562	3 0 0 0 0 0 0 0	Q1 3 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 0 1,390,333	Q4 1,390,333 0 0 0 0 0 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	
E tarted Housing bile Rent ent Ownership mes and Subsidy INCOME DITURE Duty nts etc. scquisition g Fee onal ost - BCIS Base L/Tariff enercy last Fees	38 14 4, 75	0 0 .832 0 .8800 158 778	0 0 0 0	75,778 191,562 12,000 4,789	3 0 0 0 0 0 0 0 0 0	91 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 1,390,333	Q4 1,390,333 0 0 0 0 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	
E tarted Housing ble Rent ent Ownership mes MS Subsidy INCOME DITURE Duty nts etc. cquisition g Fee ional est - BCIS Base L/Tariff encry hals Fees id Valuation	38 14 4, 75	0 832 0 800 800	0 0 0 0	75,778 191,562 12,000 4,789 2,143	3 0 0 0 0 0 0 0 0 0 0 383,124 24,000 9,578 4,285	91 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 1,390,333 191,562 12,000 4,789 2,143	Q4 1,390,333 0 0 0 0 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	
E tarted Housing bis Rent ent Ownership mes and Subsidy INCOME DITURE Duty INS etc	38 14 4, 75	0 0 .832 0 .8800 158 778	0 0 0 0	75,778 191,562 12,000 4,789	3 0 0 0 0 0 0 0 0 0	91 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 1,390,333	Q4 1,390,333 0 0 0 0 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	
E tarted Housing ble Rent ent Ownership mes and Subsidy INCOME INTURE Duty INS etc. cquisition g Fee onal set - BCIS Base L/Tariff ency ency ents d Valuation	38 14 4, 75	0 0 .832 0 .8800 158 778	0 0 0 0	75,778 191,562 12,000 4,789 2,143	3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	91 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 1,390,333 191,562 12,000 4,789 2,143	Q4 1,390,333 0 0 0 0 1,390,333	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 1,390,333 0 0 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	
E tarted Housing bis Rent ent Ownership mes and Subsidy INCOME DITURE Duty nts etc. ccquisition g Fee onal bost - BCIS Base L/Tariff ency hals Fees d Valuation	38 14 4, 75 PROFIT 133	0 0 .8322 0 .8800 158 8,778	0 0 0 0	75,778 191,562 12,000 4,789 2,143	3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	91 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 1,390,333 191,562 12,000 4,789 2,143	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	
ILE Started Housing sible Rent tent Ownership omes INCOME DITURE Duty ents etc. Acquisition ang Fee sional	38 14 4, 75 PROFIT 133	0 0 832 0 8800 158 8,778	0 0 0 0 0 0 0 0 0	75,778 191,562 12,000 4,789 2,143	3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	91 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	1,390,333 0 0 0 0 0 1,390,333 191,562 12,000 4,789 2,143	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Market Housing Affordable Housing First Homes Year 3 Q1 1,390,333 0 0 0 0 0 1,390,333	% Value Q2 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	Q2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	Q1 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	Q1 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	

INCOME	Av Size m2		%	Number	Price	GDV	GIA
				9	£/m2	£	m2
	Gross	Net					
Market Housing	114.2	114.17	70.00%	6	4,300	3,092,775	719
Affordable Overall			30%	2.7			
Affordable Rent	77.0	77.00	20.00%	2	2,500	346,465	139
Social Rent	77.0	77.00	0.00%	0	1,700	0	C
Shared Ownership	84.0	84.00	2.50%	0	3,010	56,935	19
First Homes	84.0	84.00	7.50%	1	2,976	168,750	57
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.300 ha		30	/ha		3,664,925	933
SITE AREA - Gross	0.378 ha		24	/ha			

RUN CIL MACRO ctrl+l

Closing balance = -102,387

Sales per Quarter 0
Unit Build Time 3 Quarters

			Whole Site	Per ha NET	Per ha GROSS
Residual L	and Value		744,147	2,480,490	1,968,357
Existing Us	e Value		18,903		50,000
Uplift		0%	0		0
	Plus /ha	500,000	189,028		500,000
	Benchm	ark Land Value	207,930		550,000

Additional Profit 690,879 96

LAND			/unit or m2	Total		
55	Land		/ 4	10101	744,147	
	Stamp Duty			26,707		
	Easements etc.			0		
	Legals /Acquisitio	n	1.50%	11,162	37,870	
Fees						
	Planning			4,158		
	Professional		8.00%	146,699	150,857	
CONSTRUCTIO	ON					
	Build Cost		1,784	1,664,829		
	s106 / CIL / IT			108,000		
	Contingency		2.50%	41,621		
	Abnormals	%	0.00%	0		
		£		19,284	1,833,734	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation	on		0	0	
SALES						
JALLS	Agents	%	3.0%	109,948		
	Legals	%	0.5%	18,325		
	zegui.	£/unit	0.5%	0		
	Misc.	%	0.0%	0	128,272	2,894,880
Developers Pr	ofit					
	Market Housing	% Value	17.50%			541,236

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,15
No dwgs over 50	0	138	
		Total	4,15

Total	4,15
	744,14
Total	26,70
	207,93
Total	1.15
	Total

Pre CIL s106	12,000 £/	Unit (all)	
	To	tal	108,000
Post CIL s106	12,000	£/ Unit (all)	108,000
CIL	0	£/m2	(
		Total	108,000

	_		1,783.52
	BNG	0.10%	1.62
Site Costs	Base	10.00%	161.99
			1,619.91
Small Site	%	0.00%	0.00
	£/m2	0.00	0.00
Over Extra 2	%	0.00%	0.00
	£/m2		0.00
Over Extra 1	%	0.00%	0.00
Water	£/m2		32.00
	£/m2		7.47
Acc & Adpt	%	0.00%	0.00
	£/m2		0.00
CO2 Plus	%	3.20%	49.03
			1,531.43
Build Cost			/m2

										Affordable Housing First Homes		6.00% 17.50%			24,204 29,531										
RESIDUAL CASH FLOW FOR I	INTEREST											17.50%			23,551	,									
INCOME.		Year 1 Q1	00	02	Q4	Year 2 Q1	Q2	02	04	Year 3 Q1	00	Q3	Q4	Year 4 Q1	00	02	Q4	Year 5	Q2	Q3	Q4	Year 6 Q1	00	Q3	0.4
INCOME UNITS Started		Q1	Q2	Q3	Q4 3	Q1 3	Q2	Q3	Q4	Į Q1	Q2	Q3	Q4	Į Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing	1			3	0	0	Λ	1,030,925	1,030,925	1,030,925	0	0	0	Ι ο	0	0	0	n	0	0	0	Λ	0	0	0
Affordable Rent					0	0	0	115,488	115,488	115,488	0	0	0	0	0	0	0	l ő	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
Shared Ownership					0	0	0	18,978	18,978	18,978	0	Ō	0	l o	0	0	0	0	0	Ō	0	0	0	0	0
First Homes					0	0	0	56,250	56,250	56,250	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
INCOME	1	0	0	0	0	0	0	1,221,642	1,221,642	1,221,642	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty	l	26,707																							
Easements etc.		0																							
Legals Acquisition		11,162																							
Planning Fee		4,158																							
Professional		73,349		73,349																					
Build Cost - BCIS Base			0	184,981	369,962	554,943	369,962	184,981	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	12,000	24,000	36,000	24,000	12,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	4,625	9,249	13,874	9.249	4,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	2,143	4,285	6,428	9,249 4,285	2,143	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Force		•																							
Finance Fees Legal and Valuation	I	0																							
Legal allu valuation		U																							
Agents	1	0	0	0	0	0	0	36,649	36,649	36,649	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	6,108	6,108	6,108	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AN	ND PROFIT	115,377	0	277,098	407,496	611,245	407,496	246,506	42,757	42,757	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	744,147																							
	Interest		12,893	13,086	17,439	23,813	33,339	39,951	25,924	8,629	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return	l																								
Market Housing	l																	I							541,236
Affordable for Rent	l																	I							24,204
First Homes														ļ									,		29,531
	Cash Flow		-12,893	-290,184	-424,935	-635,058	-440,835	935,185	1,152,960	1,170,255	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-594,971
	Opening Balance	0 -859.524	-872.417	-1.162.601	-1.587.536	2 222 504	2 662 426	1 720 245	-575.284	594.971	594.971	594.971	594.971	F04 071	594.971	594.971	594.971	594.971	594.971	594.971	594.971	F04 071	594.971	594.971	0
	Closing Balance	-859,524	-8/2,41/	-1,162,601	-1,587,536	-2,222,594	-2,663,429	-1,728,245	-5/5,284	594,9/1	594,971	594,9/1	594,971	594,971	594,971	594,971	594,971	594,971	594,971	594,971	594,971	594,971	594,971	594,971	0



											-	. 14												慣
Site 14	G	reen 5																						
INCOME	Av Size m	12	%	Number 5	Price £/m2	GDV £	GIA m2	DEVELOPMENT	T COSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost			/m 1,589.4
Market Housing	Gross 119.2	Net 119.20	100.00%	5	4,300		596	LAND	Land		/unit or m2	Total	556,902			No dwgs No dwgs under 50	5 5	462	2,310		CO2 Plus	% £/m2	3.20%	50.8 0.0
Affordable Overall Affordable Rent	119.2	119.20	0% 0.00%			0			Stamp Duty Easements etc. Legals /Acquisition	_	1.50%	17,345 0 8,354	25,699			No dwgs over 50	0	138 Total			Acc & Adpt Water	% £/m2 £/m2	0.00%	0.0 18.1 32.0
Social Rent Shared Ownership	119.2 119.2 119.2	119.20 119.20 119.20	0.00%	0	1,700	0	0	Fees	Legais /Acquisitio		1.30%	6,334	23,055			Stamp duty calc - R Land payment	esidual		556,902		Over Extra 1	% £/m2	0.00%	0. 0.
First Homes	119.2	119.20			0	0	0		Planning Professional		8.00%	2,310 97,320						Total	17,345		Over Extra 2	% £/m2	0.00% 0.00	0.
Grant and Subsidy	Affordable Rent Social Rent Shared Ownership				0	0 0		CONSTRUCTIO	N Build Cost		1,868	1,113,284				Stamp duty calc - R Land payment	esidual	Total	117,646		Small Site Site Costs	% Base	0.00%	1,690.
ITE AREA - Net	0.167 ha	a	30	/ha	Ü	2,562,800	596		s106 / CIL / IT Contingency		2.50%	60,000 27,832						Total	U		Site Costs	BNG	0.50%	1,867.
ITE AREA - Gross	0.214 ha	a	23	/ha					Abnormals	% £	0.00%	0 15,380				Pre CIL s106		£/ Unit (all) Total	60,000					
Sales per Quarter Unit Build Time	0 3 Q	uarters						FINANCE	Fees		0%	0				Post CIL s106	12,000	£/ Unit (all) £/m2	60,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual MACRO	ctrl+r losing balance = 0		Interest Legal and Valuation	on	6.00%	0				CIE	-	Total	60,000					
Residual Land Value Existing Use Value		556,902 10,695	-,- :-, :	50,000		RUN CIL MACRO ctrl+l										Inf Tariff	% GDV 0.00%		0					
Jplift Plus /ha	0% a 500,000 enchmark Land Value	0 106,951 117,646		500,000 550,000		Check on phasing dwgs	losing balance = 587,871	SALES	Agents Legals	% %	3.0% 0.5%	76,884 12,814												
Ве	encimark Land Value		£/m2	330,000		correc			Misc.	£/unit %	0.3% 0 0.0%	0		1,988,425										
Additional Profit		-62,005	-104					Developers Pro																
									Market Housing Affordable Housin First Homes	% Value ng % Value % Value	17.50% 6.00% 17.50%			448,490 0										
RESIDUAL CASH FLOW	FOR INTEREST	Year 1				Year 2			Year 3				Year 4	٧			Year 5				Year 6			
INCOME UNITS Started		Q1	Q2	Q3 1	Q4 2	Q1 2	Q2 Q3		Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Affordable Rent Social Rent					0	0	0 512,5 0 0	60 1,025,120 0	1,025,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership First Homes					0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOMI	E	0	0	0	0	0	0 0 0 512,5	0 1,025,120	1,025,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		17,345																						
Easements etc. Legals Acquisition		0 8,354																						
Planning Fee		2,310																						
Professional Build Cost - BCIS Base		48,660		48,660 74,219		371,095	296,876 148,4	38 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff Contingency			0	4,000 1,855	12,000 5,566	20,000 9,277	16,000 8,000 7,422 3,71	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	1,025	3,076	5,127	4,101 2,05		ő	0	0	0	0	0	0	0	Ö	0	Ö	Ö	0	0	0	0
Finance Fees Legal and Valuation		0																						
Agents Legals		0	0	0	0	0	0 15,37 0 2,56			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND IN	NT AND PROFIT	76,668	0	0 129,760	243,299	405,499	324,399 180,1			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	EEC 003																						
For Residual Valuation Developers Return	Interest	556,902	9,504	9,646	11,737	15,563	21,879 27,07	3 22,493	7,991	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Affordable for Ren																								448,490 0

屈出

Site 15 Flats 100 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,657.00
53.02
0.00
0.00
14.32
32.00
0.00
0.00
0.00
0.00
1,756.34
87.82
8.78
1,852.94 /unit or m2 Gross 79.5 Net 72.29 23,100 6,900 1arket Housing 4,100 20,746,000 Land Stamp Duty Acc & Adpt 0.00% 60,720 No dwgs over 50 Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% Legals /Acquisition 2,500 1,700 2,870 2,609 2,794,721 1,230 1.50% 21,366 82,086 Water Over Extra 1 Stamp duty calc - Residua Land payment 469,142 1,203,443 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 8.00% 1,316,948 1,346,948 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment Site Costs Build Cost 1,853 13.865.317 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 25,213,305 16,461,849 1,200,000 10,000 Sales per Quarter £/ Unit (all) £/m2 Unit Build Time Post CIL s106 12,000 0 1,200,000 Inf Tariff Residual Land Value 1,424,398 0.00% 3,571,429 714,286 RUN CIL MACRO ctrl+l Closing balance = -930,740 756,399 126,067 3.0% 0.5% £/unit 20,197,746 882.466 Market Housing % Value Affordable Housing % Value First Homes % Value 3,630,550 195,832 17.50% 6.00% 210,603 RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q2 Q3 Q3 Q2 Q4 5,186,500 698,680 0 117,285 300,861 5,186,500 5,186,500 5,186,500 698,680 0 117,285 300,861 Affordable Rent 698,680 698,680 Social Rent Shared Ownership First Homes 117,285 300,861 Grant and Subside 6,303,326 6,303,326 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 60,720 0 21,366 Planning Fee Professional 30,000 658,474 658,474 0 1,155,443 2,310,886 3,466,329 3,466,329 2,310,886 1,155,443 0 0 0 0 0 0 0 0 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals 0 100,000 200,000 0 57,772 115,544 0 58,605 117,211
 300,000
 300,000
 200,000
 100,000

 173,316
 173,316
 115,544
 57,772

 175,816
 175,816
 117,211
 58,605
 nance Fees 0 egal and Valuation 770,560 COSTS BEFORE LAND INT AND PROFIT 2,743,641 4,115,462 1,592,437 2,030,295 4,115,462 2,964,258 220,616 220,616 For Residual Valuation 32,924 33,418 64,374 106,494 169,823 234,103 187,528 119,678 30,232 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 3,630,550

First Homes

Cash Flow

-2,194,957

-32.924

-2,063,713 -2,808,015

-4,221,956 -4,285,286 3,104,966 4,523,361

-4.291.595 -7.099.610 -11.321.566 -15.606.852 -12.501.886 -7.978.525 -2.015.493 4.036.984

5,963,032 6,052,478

195,832 210,603 -4,036,984



Site 16 Flats 40 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,657.00
53.02
0.00
0.00
14.32
32.00
0.00
0.00
0.00
0.00
0.00
1,756.34
87.82
8.78 /unit or m2 Gross 79.4 Net 72.14 1arket Housing 4,100 8,282,000 Land Stamp Duty Acc & Adpt 0.00% 17,486 No dwgs over 50 Affordable Overall Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% 2,500 1,700 2,870 2,609 Legals /Acquisition 1,087,391 1.50% 8,396 25,882 Water Over Extra 1 Stamp duty calc - Residua Land payment 175,210 511,382 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 543,718 8.00% 525,238 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment Site Costs Build Cost 1,853 5,527,710 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 10,055,983 6,565,481 480,000 5,000 Sales per Quarter Unit Build Time Post CIL s106 12,000 0 480,000 0% 6.00% Inf Tariff Residual Land Value 0.00% 2,368,492 473,698 RUN CIL MACRO ctrl+l Closing balance = -412,092 301,679 50,280 3.0% 0.5% Benchmark Land Value £/unit 351.959 8,046,764 1,449,350 75,756 89,492 Market Housing % Value Affordable Housing % Value First Homes % Value 17.50% 6.00% 17.50% RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q3 Q2 Q2 Q4 4,141,000 543,696 0 4.141.000 Market Housing Affordable Rent Social Rent Shared Ownership First Homes Grant and Subsidy 543,696 0 87,605 255,691 5,027,992 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 17,486 0 8,396 Planning Fee Professional 18,480 262,619 262,619 0 921,285 1,842,570 1,842,570 921,285 0 0 0 0 0 0 0 0 0 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals 0 80,000 160,000 0 46,064 92,129 0 46,898 93,795 nance Fees 0 Legal and Valuation COSTS BEFORE LAND INT AND PROFIT 306,981 2,188,494 2,188,494 1,094,247 175,980 1,356,866 175,980 For Residual Valuation 13,001 13,196 33,746 67,080 100,914 118,841 47,844 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 1,449,350

First Homes

Cash Flow

-866,704

-13.001

-866.704 -879.705

-1,370,062 -2,222,240

-2.249.767 -4.472.007 -6.727.581 -7.922.741

-2,255,574 -1,195,161 4,733,171 4,804,168

-3.189.570 1.614.598 1.614.598 1.614.598

75,756 89,492

-1,614,598



INCOME	Av Size m2		%	Number	Price	GDV	GIA
				20	£/m2	£	m2
	Gross	Net					
Market Housing	77.8	70.71	70.00%	14	4,100	4,059,000	1,089
Affordable Overall			30%	6			
Affordable Rent	64.6	58.75	20.00%	4	2,500	587,441	258
Social Rent	64.6	58.75	0.00%	0	1,700	0	0
Shared Ownership	74.3	67.50	2.50%	1	2,870	96,940	37
First Homes	74.3	67.50	7.50%	2	2,609	264,170	111
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.400 ha		50	/ha		5,007,552	1,496
SITE AREA - Gross	0.548 ha		37	/ha			
Sales per Quarter	0						
Unit Build Time	3 Quarte	rs					

m2	£	m ₂								
			l	LAND			/unit or m2	Total		
100	4,059,000	1,089		1	Land				258,693	
			l	1	Stamp Duty			2,435		
			l	1	Easements etc.			0		
00	587,441	258		1	Legals /Acquisition		1.50%	3,880	6,315	
700	0	0								
370	96,940	37		Fees						
609	264,170	111		1	Planning			9,240		
			l	1	Professional		8.00%	264,067	273,307	
0	0		l							
0	0		l	CONSTRUCTION						
0	0		l		Build Cost		1,857	2,778,039		
			l		s106 / CIL / IT			240,000		
	5,007,552	1,496			Contingency		5.00%	138,902		
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,	l		Abnormals	%	5.00%	138,902		
			•			£		5,000	3,300,843	
				FINANCE						
				FINANCE	Fees		0%	0		
	UN Residual MACF	0.441.4			Interest		6.00%	U		
ĸ	ON RESIDUAL IVIACE	Closing balance =	0		Legal and Valuation		0.00%	0	0	
		closing bulunce =	U		Legal allu valuation			U	U	
	UN CIL MACRO ctr	lal.								
	ON CIE MIACNO CU	Closing balance =	-238 766	SALES						
		crossing balance	250,700	SALES .	Agents	%	3.0%	150,227		
0	heck on phasing dv	vas nos	1		Legals	%	0.5%	25,038		
ľ	cori		l		cegars	£/unit	0.5%	0		
_	COLL	ecc	J		Misc.	%	0.0%	0	175.264	4,014,4
					IVIISC.	/0	0.076	0	173,204	4,014,4
				Developers Profi	t					
				1		% Value	17.50%			710,3
				ı	Affordable Housing		6.00%			41,0
				- 1	First Homes	% Value	17.50%			46,2
										,-

		Total	240,000
CIL	0	£/m2	(
Post CIL s106	12,000	£/ Unit (all)	240,000
	10	LdI	240,000
116 616 3100	12,000 L/ To		240,000
Pre CIL s106	12,000 £/	Unit (all)	
			,
		Total	71,660
Land payment			1,643,205
Stamp duty calc - Residual			
		Total	2,435
Land payment			258,693
Stamp duty calc - Residual			
		Total	3,240
No dwgs over 50	0	138 Total	9,240
No dwgs under 50	20	462	9,240
No dwgs	20		
Planning app fee	dwgs	rate	
Planning fee calc			

			1.856.97
	BNG	0.50%	8.80
Site Costs	Base	5.00%	88.01
			1,760.16
Small Site	%	0.00%	0.00
	£/m2	0.00	0.00
Over Extra 2	%	0.00%	0.00
	£/m2		0.00
Over Extra 1	%	0.00%	0.00
Water	£/m2		32.00
	£/m2		18.14
Acc & Adpt	%	0.00%	0.00
	£/m2		0.00
CO2 Plus	%	3.20%	53.02
			1,657.00
Build Cost			/m2

									Affordable Housing First Homes	% Value	6.00% 17.50%			41,063 46,230										
RESIDUAL CASH FLOW FOR INTEREST									riiscrionies	70 Value	17.50%			40,230	1									
	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	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																				
Market Housing				0	0	0	2,029,500	2,029,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	293,721	293,721	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
Shared Ownership				0	0	0	48,470	48,470	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	132,085	132,085	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
INCOME	0	0	0	0	. 0	0	2,503,776	2,503,776	. 0	0	0	0	. 0	0	0	0	. 0	0	0	0	. 0	0	0	0
EXPENDITURE																								
Stamp Duty	2,435																							
Easements etc.	0																							
Legals Acquisition	3,880																							
0	3,000																							
Planning Fee	9,240																							
Professional	132,034		132,034																					
Build Cost - BCIS Base		0	463,006	926,013	926,013	463,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	40,000	80,000	80,000	40,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	23,150	46,301	46,301	23,150	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	23,984	47,967	47,967	23,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
F F																								
Finance Fees Legal and Valuation	0																							
Legal and valuation	0																							
Agents	0	0	0	0	0	0	75,113	75,113	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,519	12,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0		0	12,515	12,313		0	0	Ū	0	0	0	Ū	0	0	U	0	0	U	· ·	U
COSTS BEFORE LAND INT AND PROFIT	147.589	0	682.174	1.100.281	1.100.281	550.140	87.632	87,632	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	,	-		, ,	, ,					-	-	-		-	-	-		-	-	-		-	•	•
For Residual Valuation Land		6,094	6,186	45.544	33,263	50,266	59,272	23,919	_	•	•	•		•	•	•		•	•	•		•	•	•
Interes:	· ·	6,094	6,186	16,511	33,203	50,266	59,272	23,919	U	U	U	U	U	U	U	U	U	U	U	U	U	U	U	U
Developers Return	1																1							710,325
Market Housing Affordable for Rent					1								1				1				[41,063
First Homes																								46,230
Cash Flow	v -406,282	-6.094	-688.360	-1,116,792	-1,133,544	-600,407	2.356.872	2,392,225	0	0	n	n	0	n	n	0	0	n	n	n	n	n	0	-797,618
Opening Balance		-0,034	-000,500	-1,110,732	-1,133,344	-000,407	2,330,072	2,332,223	_ <u> </u>	_ <u> </u>	_ <u> </u>	Ů	T T		Ů	, ,	Ů		, i	, ,	Ů	U		-/3/,010
Closing Balance		-412,376	-1,100,736	-2,217,528	-3,351,072	-3,951,478	-1,594,607	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	797,618	0
		,	,,	,,	.,,	-,,	,,	. ,	. /	. ,	. ,	. ,	. ,,,,,,	. /	. /0-0	. /0-0	. /0-0	. /	. ,	. /	. /0-0	. /	. ,	



Site 18		Flate 10																							- 1
Market Housing Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes Grant and Subsidy SITE AREA - Net SITE AREA - Gross Sales per Quarter Unit Build Time	Av Size 1 Gross 80.9 55.0 55.0 67.1 67.1 Affordable Rent Social Rent Shared Ownership 0.200 0.270	Net 73.57 50.00 50.00 61.00 61.00	70.00% 30% 20.00% 0.00% 2.50%	3 2 0 0 1	4,100 2,500 1,700	£ 2,111,500 249,975 0 43,803	GIA m2 567 110 0 17 50		DEVELOPMENT OF LAND Fees CONSTRUCTION	Land Stamp Duty Easements etc. Legals /Acquisition Planning Professional Build Cost \$106 / Cit / IT Contingency	% £	/unit or m2 1.50% 8.00% 1,846 5.00% 5.00%	Total 123 0 2,342 4,620 130,778 1,372,479 120,000 68,624 68,624 5,000	2,465 135,398			Planning fee calc Planning app fee No dwgs No dwgs under 50 No dwgs over 50 Stamp duty calc - R Land payment Pre CIL s106 Post CIL s106 CIL	esidual 12,000	462 138 Total Total Total £/Unit (all) Total	4,620 0 4,620 156,149 123 809,040 29,952		Build Cost CO2 Plus Acc & Adpt Water Over Extra 1 Over Extra 2 Small Site Site Costs	% £/m2 % £/m2 £/m2 \$ £/m2 % £/m2 % Base BNG	3.20% 0.00% 0.00% 0.00% 0.00 0.00% 5.00%	1,6
Residual Land Value Existing Use Value Jplift Plus /ha Ber Additional Profit	enchmark Land Value	809,040	£/m2	Per ha GROSS 579,014 2,500,000 500,000 0 3,000,000		RUN CIL MACRO ctrl+	Closing balance = 0 Closing balance = -96,1 s nos	124	SALES Developers Profi	Interest Legal and Valuatio Agents Legals Misc.	% % £/unit %	3.0% 0.5% 0 0.0% 17.50% 6.00% 17.50%	75,739 12,623 0 0		2,017,101 369,513 17,627 20,889		Inf Tariff	% GDV 0.00%	Total	0					
NCOME	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
INITS Started Market Housing Iffordable Rent ocial Rent hirst Homes irant and Subsidy INCOME	E	0	0	5	5 0 0 0 0 0	0 0 0 0 0	0 0 0 0	1,055,750 124,988 0 21,901 59,683 0 1,262,322	1,055,750 124,988 0 21,901 59,683 0 1,262,322	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0
XPENDITURE tamp Duty asements etc. egals Acquisition lanning Fee rofessional		123 0 2,342 4,620 65,389		65,389																					
uild Cost - BCIS Base			0	228,747					0				0				0			0			0		0
06/CIL/Tariff ontingency onormals			0 0 0	20,000 11,437 12,271	40,000 22,875 24,541	40,000 22,875 24,541	20,000 11,437 12,271	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
ance Fees gal and Valuation		0																							
gents egals		0	0	0 0	0	0	0	37,870 6,312	37,870 6,312	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
isc. OSTS BEFORE LAND IN	NT AND PROFIT	72,474	0	0 337,844	544,909	544,909	272,454	44,181	44,181	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
r Residual Valuation	Land	156,149																							
Developers Return Market Housing Affordable for Rent First Homes	Interest g t		3,429	3,481	8,601	16,903	25,330	29,797	11,972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	369,513 17,627 20,889



Site 19 Flats 6 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,657.00
53.02
0.00
0.00
7.47
32.00
0.00
0.00
0.00
0.00
1,749.49
87.47
8.75 /unit or m2 Gross 79.8 Net 72.50 4,100 1arket Housing 100.00% 1,783,500 Land Stamp Duty Acc & Adpt 0.00% 913 0 No dwgs over 50 Affordable Overall Easements etc. Legals /Acquisition Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 0.00% 0.00% 0.00% 0.00% 2,500 1,700 2,870 0 1.50% 2,935 3,847 Water Over Extra 1 Stamp duty calc - Residua Land payment 0.00% 0.00 0.00% Over Extra 2 2,772 83,948 Planning Professional % £/m2 86,720 8.00% Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment Site Costs Build Cost 1,846 883,175 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 1,783,500 12,000 £/ Unit (all) 1,049,349 72,000 5,856 Sales per Quarter £/ Unit (all) £/m2 72,000 Unit Build Time Post CIL s106 12,000 0 Inf Tariff Residual Land Value 1,467,310 0.00% 333,333 66,667 RUN CIL MACRO ctrl+l Closing balance = -8,942 53,505 8,918 3.0% 0.5% Benchmark Land Value £/unit 1,397,980 62.423 312,113 17.50% 6.00% Market Housing % Value Affordable Housing % Value First Homes % Value RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q3 Q2 Q2 Q4 891.750 891.750 Market Housing Affordable Rent Social Rent Shared Ownership First Homes Grant and Subsidy EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 913 0 2,935 2,772 41,974 Planning Fee Professional 41,974 0 147,196 294,392 illd Cost - RCIS Rase sulid Cost - BCIS s106/CIL/Tariff Contingency Abnormals 0 12,000 24,000 0 7,360 14,720 0 8,336 16,672
 24,000
 12,000
 0
 0

 14,720
 7,360
 0
 0

 16,672
 8,336
 0
 0
 nance Fees 0 Legal and Valuation COSTS BEFORE LAND INT AND PROFIT 48,593 349,783 349,783 174,891 31,211 31,211 216,865 195,641 3,664 3,718 7,027 For Residual Valuation 12,379 17,812 20,702 8,105 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 312,113

First Homes

Cash Flow

-244,235

-3,664

0 -244,235 -247,898 -356,810

-362,162

-468.482 -825.292 -1.187.455 -1.380.158

-192,703

839,836 852,434

-312,113



Site 20 Brown 120 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,462.33
46.79
0.00
0.00
18.14
32.00
0.00
0.00
0.00
0.00
1,559.27
155.93
7.80
1,722.99 /unit or m2 Gross 94.1 Net 93.94 arket Housing 4,300 33,931,300 Land Stamp Duty Acc & Adpt 0.00% 338,161 No dwgs over 50 9,660 ffordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% 2,500 1,700 3,010 2,990 Legals /Acquisition 3,899,610 1,587 1.50% 104,598 442,759 Water Over Extra 1 Stamp duty calc - Residua Land payment 716,953 2,092,800 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 1,741,355 8.00% 1,708,595 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment 10.00% Site Costs Build Cost 1,723 17.974.830 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 40,640,663 21,357,433 1,440,000 145,120 Sales per Quarter £/ Unit (all) £/m2 Unit Build Time Post CIL s106 12,000 0 1,440,000 0 Inf Tariff Residual Land Value 0.00% 9,850,025 1,970,005 RUN CIL MACRO ctrl+l Closing balance = -1,331,919 1,219,220 203,203 Check on phasing dwgs nos £/unit 1.422.423 31,937,187 Market Housing % Value Affordable Housing % Value 17.50% 6.00% 17.50% 5,937,978 276,994 First Homes % Value 366,240 RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q2 11 3,110,369 357,464 0 65,721 191,840 3,110,369 357,464 0 65,721 191,840 3,110,369 357,464 0 65,721 191,840 3,110,369 357,464 3,110,369 357,464 3.110.369 3.110.369 3,110,369 357,464 2,827,608 324,968 3,110,369 357,464 357,464 0 65,721 191,840 357,464 0 65,721 191,840 Affordable Rent 357,464 Social Rent Shared Ownership First Homes 0 65,721 191,840 0 65,721 191,840 0 65,721 191,840 0 65,721 191,840 0 59,746 174,400 65,721 191,840 Grant and Subside 3,725,394 3,725,394 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 338,161 0 104,598 32,760 854,297 Planning Fee Professional 854,297 1,647,693 1,647,693 1,647,693 1,647,693 0 549,231 1,098,462 1,647,693 1,647,693 1,647,693 1,647,693 1,597,763 1,048,532 499,301 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals
 132,000
 132,000
 132,000
 132,000

 82,385
 82,385
 82,385
 82,385

 95,687
 95,687
 95,687
 95,687

 128,000
 84,000
 40,000
 0

 79,888
 52,427
 24,965
 0

 92,788
 60,892
 28,996
 0
 0 44,000 88,000 0 27,462 54,923 0 31,896 63,792
 132,000
 132,000

 82,385
 82,385

 95,687
 95,687
 nance Fees 0 egal and Valuation 1,329,816 1,957,765 COSTS BEFORE LAND INT AND PROFIT 1,305,176 1,957,765 118,535 1,506,886 2,088,153 2,088,153 2,088,153 2,088,153 2,088,153 2,088,153 2,028,827 1,376,239 723,651 130,389 For Residual Valuation 124,546 126,414 150,913 172,755 204,712 237,149 216,148 194,832 173,196 151,235 128,945 106,320 82,467 48,466 4,167 0 0 0 0 0 0 0 0 elopers Return

1,442,409 1,464,045 1,486,006 1,508,296

-10.060.879 -11.516.968 -13.647.488 -15.809.965 -14.409.873 -12.988.781 -11.546.372 -10.082.327 -8.596.321 -7.088.025 -5.497.779 -3.231.090

1,590,246 2,266,688 2,953,277 3,590,838

3.268.187

-277.813 3.313.025 6.581.211 6.581.211

Market Housing Affordable for Rent

First Homes

Cash Flow -8,303,034

-124,546

-8.303.034 -8.427.579

-1,633,299 -1,456,090

-2,130,519 -2,162,477 1,400,091 1,421,093

5,937,978

276,994

366,240 -6,581,211

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												Sil	te 21												慣
Site 21	В	Brown 60																							111
NCOME	Av Size n	m2 Net		% Number		n2 £	m2		DEVELOPMENT (/unit or m2	Total				Planning fee calc Planning app fee No dwgs	dwgs 60				Build Cost CO2 Plus	%	3.20%	/n 1,462.7 % 46.8
Market Housing Affordable Overall Affordable Rent	94.2	94.00	30° 20.00°	% 18 % 12	2,50	00 1,927,307	787			Land Stamp Duty Easements etc. Legals /Acquisition		1.50%	168,643 0 53,743				No dwgs under 50 No dwgs over 50	10		1,380		Acc & Adpt Water	£/m2 % £/m2 £/m2	0.00%	14. 32.
ocial Rent chared Ownership cirst Homes Grant and Subsidy	65.6 77.0 78.4 Affordable Rent	64.25 77.00 78.40	2.50	% 2	3,01	10 347,933	116 353		Fees	Planning Professional		8.00%	24,480 851,795				Stamp duty calc - Land payment Stamp duty calc -		Total	3,582,852 168,643		Over Extra 1 Over Extra 2 Small Site	% £/m2 % £/m2 %	0.00% 0.00% 0.00 0.00%	6 0 0 0
SITE AREA - Net	Social Rent Shared Ownership			0 //-		0 0			CONSTRUCTION	Build Cost s106 / CIL / IT		1,719	8,958,984 720,000 447,949				Land payment	nesiduai	Total	5,932,125 286,106		Site Costs	Base BNG	10.00%	1,555. 9 6 155.9 7.7
SITE AREA - Gross Sales per Quarter	1.977 h	ha	3	0 /ha		20,305,900	5,211			Contingency Abnormals	% £	5.00% 5.00%					Pre CIL s106		£/ Unit (all) Total	720,000					1,719.2
Unit Build Time	3 (Quarters Whole Site	Per ha NET			RUN Residual MAC	RO ctrl+r Closing balance =	0	FINANCE	Fees Interest Legal and Valuation	n	0% 6.00%	0	0			Post CIL s106 CIL	12,000 0		720,000 0 720,000					
Residual Land Value Existing Use Value Uplift Plus /h: Be	20% na 0 enchmark Land Value	3,582,852 4,943,438 988,688 0 5,932,125		1,811,923 2,500,000 500,000 3,000,000	<u>)</u>	RUN CIL MACRO cti	Closing balance =	-598,548	SALES	Agents Legals	% % £/unit	3.0% 0.5% 0	101,530				Inf Tariff	% GDV 0.00%		0					
Additional Profit		-2,107,953	£/m2 -53	3		cor	rrect		Developers Prof	Misc.	±/unit %	0.0%		710,707	16,039,662	1									
RESIDUAL CASH FLOW									Serenopers	Market Housing Affordable Housing		17.50% 6.00% 17.50%			2,970,870 136,514 184,496										
INCOME	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
UNITS Started Market Housing Affordable Rent Social Rent Shared Ownership First Homes Grant and Subsidy				11	0 0 0 0 0	0 0 0 0 0	11 0 0 0 0 0	3,112,340 353,340 0 63,788 193,281	3,112,340 353,340 0 63,788 193,281	3,112,340 353,340 0 63,788 193,281	3,112,340 353,340 0 63,788 193,281	3,112,340 353,340 0 63,788 193,281	1,414,700 160,609 0 28,994 87,855	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
INCOM	1E	0	0	0	0	0	0	3,722,748	3,722,748	3,722,748	3,722,748	0 3,722,748	1,692,158	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		168,643 0 53,743																							
Planning Fee Professional		24,480 425,898		425,898																					
Build Cost - BCIS Base s106/CIL/Tariff Contingency Abnormals	ŀ		0 0 0 0	547,493 44,000 27,375 31,809	1,094,987 88,000 54,749 63,618	1,642,480 132,000 82,124 95,427	1,642,480 132,000 82,124 95,427	1,642,480 132,000 82,124 95,427	1,343,848 108,000 67,192 78,076	796,354 64,000 39,818 46,267	248,861 20,000 12,443 14,459	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	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 Legal and Valuation		0																							
Agents Legals Misc.		0	0	0 0 0	0	0	0 0	111,682 18,614	111,682 18,614	111,682 18,614	111,682 18,614	111,682 18,614	50,765 8,461	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND IN	NT AND PROFIT	672,763	0	1,076,575	1,301,354	1,952,031	1,952,031	2,082,327	1,727,413	1,076,736	426,058	130,296	59,226	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Developers Return Market Housing	Interest	3,582,852	63,834	64,792	81,912	102,661	133,482	164,764	142,629	114,839	76,871	28,574	0	0	0	0	0	0	0	0	0	0	0	0	0 2,970,870 136,514



Site 22 Brown 30 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,463.57
46.83
0.00
0.00
14.32
32.00
0.00
0.00
0.00
1,556.72
155.67
7.78
1,720.18 /unit or m2 Gross 93.9 Net 93.71 1arket Housing 70.00% 4,300 8,462,400 13,860 Land Stamp Duty Acc & Adpt 0.00% 79,610 No dwgs over 50 Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% 2,500 1,700 3,010 2,992 Legals /Acquisition 63.3 63.3 84.0 77.0 929,907 1.50% 27,033 106,643 Water Over Extra 1 Stamp duty calc - Residua Land payment 189,782 518,288 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 437,332 8.00% 423,472 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment 10.00% Site Costs Build Cost 1,720 4,451,926 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 10,100,376 5,293,399 360,000 36,280 Sales per Quarter £/ Unit (all) £/m2 Unit Build Time Post CIL s106 12,000 0 360,000 Inf Tariff Residual Land Value 0.00% 2,459,575 491,915 RUN CIL MACRO ctrl+l Closing balance = -284,221 303,011 50,502 3.0% 0.5% Benchmark Land Value £/unit 353.513 7,993,081 1,480,920 67,181 90,700 Market Housing % Value Affordable Housing % Value First Homes % Value 17.50% 6.00% RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q2 Q3 Q2 Q4 2,820,800 309,969 0 63,261 172,763 2,820,800 2,820,800 309,969 0 63,261 172,763 Affordable Rent 309,969 Social Rent Shared Ownership First Homes Grant and Subsidy 0 63,261 172,763 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 79,610 0 27,033 Planning Fee Professional 13,860 211,736 211,736 0 494,658 989,317 1,483,975 989,317 494,658 0 0 0 0 0 0 0 0 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals
 120,000
 80,000
 40,000
 0

 74,199
 49,466
 24,733
 0

 86,292
 57,528
 28,764
 0
 0 40,000 80,000 0 24,733 49,466 0 28,764 57,528 nance Fees 0 egal and Valuation 332,239 1,176,311 COSTS BEFORE LAND INT AND PROFIT 1,764,466 1,176,311 117,838 117,838 799,891 705,993 For Residual Valuation 32,017 32,497 44,983 63,302 90,718 109,724 71,458 23,795 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 1,480,920 67,181 First Homes 90,700

1.638.802 1.638.802

1.638.802 1.638.802

1.638.802 1.638.802

1.638.802 1.638.802

1.638.802 1.638.802

1.638.802 1.638.802

Cash Flow

-2,134,433

-832,388 -1,221,293

-1,827,768 -1,267,029

-2.998.838 -4.220.131 -6.047.900 -7.314.929 -4.763.854 -1.586.357 1.638.802 1.638.802



Site 23 Brown 18 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,453.24
46.50
0.00
0.00
7.47
32.00
0.00
0.00
0.00
0.00
1,539.21
153.92
7.70
1,700.83 /unit or m2 Gross 95.5 Net 95.46 1arket Housing 4,300 5,172,106 Land Stamp Duty Acc & Adpt 0.00% 46,781 No dwgs over 50 Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% 2,500 1,700 3,010 2,976 Legals /Acquisition 591,691 1.50% 17,184 63,966 Water Over Extra 1 Stamp duty calc - Residua Land payment 113,869 337,500 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 8.00% 265,895 257,579 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment 10.00% Site Costs Build Cost 1,701 2,711,515 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 6,215,166 3,219,734 216,000 21,068 Sales per Quarter £/ Unit (all) £/m2 Unit Build Time Post CIL s106 12,000 0 216,000 Inf Tariff Residual Land Value 2,545,831 1,483,450 296,690 0.00% RUN CIL MACRO ctrl+l Closing balance = -162,193 186,455 31,076 3.0% 0.5% £/unit 4,912,749 217.531 Market Housing % Value Affordable Housing % Value First Homes % Value 17.50% 6.00% 17.50% 905,119 42,334 59,063 RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q2 Q2 Q3 Q4 2 1,149,357 131,487 0 25,304 75,000 1,149,357 131,487 0 25,304 75,000 574,678 65,743 0 12,652 37,500 1,149,357 131,487 0 1.149.357 Affordable Rent 131,487 Social Rent Shared Ownership First Homes Grant and Subsidy 0 25,304 75,000 25,304 75,000 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 46,781 0 17,184 Planning Fee Professional 8,316 128,789 128,789 0 200,853 401,706 602,559 602,559 502,132 301,279 100,426 0 0 0 0 0 0 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals
 48,000
 48,000
 40,000
 24,000

 30,128
 30,128
 25,107
 15,064

 34,810
 34,810
 29,008
 17,405
 0 16,000 32,000 0 10,043 20,085 0 11,603 23,206 nance Fees 0 egal and Valuation COSTS BEFORE LAND INT AND PROFIT 201,071 715,496 367,288 476,998 715,496 644,587 406,088 167,590 48,340 24,170 For Residual Valuation 20,200 20,503 26,320 33,870 45,111 56,520 46,319 32,388 14,670 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 905,119 42,334 59,063 -1,006,515 First Homes

666,404

Cash Flow

-1,346,695

-503,318

-749,367

-1.754.687 -2.258.005 -3.007.372 -3.767.979 -3.087.938 -2.159.197

-760,607

680,041 928,741

1,181,170 1,318,137



Site 24 Brown 12 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,436.02
45.95
0.00
0.00
7.47
32.00
0.00
0.00
0.00
0.00
0.00
1,521.44
152.14
1,681.20 /unit or m2 Gross 88.0 Net 88.00 1arket Housing 4,300 3,178,560 Land Stamp Duty Acc & Adpt 0.00% 25,346 No dwgs over 50 Affordable Overall Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% 2,500 1,700 3,010 2,976 Legals /Acquisition 326,967 1.50% 10,754 36,100 Water Over Extra 1 Stamp duty calc - Residua Land payment 75,913 225,000 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 162,320 8.00% 156,776 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent CONSTRUCTION Land payment 10.00% Site Costs Build Cost 1,681 1,639,984 s106 / CIL / IT Contingency Abnormals SITE AREA - Net SITE AREA - Gross 3,806,440 12,000 £/ Unit (all) 1,959,694 144,000 11,712 Sales per Quarter £/ Unit (all) £/m2 Unit Build Time Post CIL s106 12,000 0 144,000 Inf Tariff Residual Land Value 1,811,284 0.00% 989,525 197,905 RUN CIL MACRO ctrl+l Closing balance = -88,783 114,193 19,032 3.0% 0.5% Benchmark Land Value £/unit 133.225 3,008,263 556,248 24,173 39,375 Market Housing % Value Affordable Housing % Value First Homes % Value 17.50% 6.00% RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q3 Q2 Q2 Q4 1,059,520 108,989 0 25,304 75,000 1,059,520 108,989 0 25,304 75,000 1,059,520 108,989 0 Affordable Rent Social Rent Shared Ownership First Homes Grant and Subsidy 0 25,304 75,000 1,268,813 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 25,346 0 10,754 Planning Fee Professional 5,544 78,388 78,388 0 182,220 364,441 546,661 364,441 182,220 0 0 0 0 0 0 0 0 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals
 48,000
 32,000
 16,000
 0

 27,333
 18,222
 9,111
 0

 31,237
 20,825
 10,412
 0
 0 16,000 32,000 0 9,111 18,222 0 10,412 20,825 nance Fees 0 Legal and Valuation 653,231 COSTS BEFORE LAND INT AND PROFIT 120,032 262,152 296,132 435,488 435,488 44,408 44,408 For Residual Valuation 12,554 12,743 17,376 24,169 34,330 41,377 26,898 8,935 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 556,248 24,173

First Homes

Cash Flow

-836,956

-836.956 -849.510

-308,874 -452,863

-677,400

-1.158.385 -1.611.248 -2.288.648 -2.758.465

-469.817

965,284 1,197,507

39,375 -619,796



												Site	. 23												Ιţ
iite 25	В	Brown 8																							
ICOME	Av Size n		%	Number 8	Price £/m2	GDV £	GIA m2		DEVELOPMENT (COSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost			1,42
larket Housing	Gross 86.9	Net 86.88	100.00%	. 8	4,300	2,988,500	695		LAND	Land		/unit or m2	Total	689,523			No dwgs No dwgs under 50	8 8 0	462			CO2 Plus	% £/m2	3.20%	
ordable Overall ordable Rent	86.9	86.88	0% 0.00%	0	2,500		0			Stamp Duty Easements etc. Legals /Acquisition	n	1.50%	23,976 0 10,343	34,319			No dwgs over 50		138 Total			Acc & Adpt Water	% £/m2 £/m2	0.00%	
ial Rent red Ownership t Homes	86.9 86.9 86.9	86.88 86.88 86.88	0.00% 0.00% 0.00%	0		0	0		Fees	Planning			3,696				Stamp duty calc - R Land payment	esidual	Total	689,523 23,976		Over Extra 1 Over Extra 2	% £/m2 %	0.00%	
nt and Subsidy	Affordable Rent	00.00	0.0070		0	0				Professional		8.00%	110,428	114,124			Stamp duty calc - R	esidual	7000	-,-		Small Site	£/m2 %	0.00 0.00%	
	Social Rent Shared Ownership				0	0			CONSTRUCTION	Build Cost s106 / CIL / IT		1,670	1,160,489 96,000				Land payment		Total	600,000 19,500		Site Costs	Base BNG	10.00% 0.50%	1,5 1
AREA - Net AREA - Gross	0.200 h 0.200 h	na na	40 40	/ha /ha		2,988,500	695			Contingency Abnormals	%	5.00% 5.00%	58,024 58,024	4 200 245			Pre CIL s106	12,000	£/ Unit (all) Total	05.000					1,6
s per Quarter Build Time	0 3 C	Quarters							FINANCE		£		7,808	1,380,345			Post CIL s106	12,000	£/ Unit (all)	96,000 96,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual MACRO	O ctrl+r Closing balance = 0			Fees Interest Legal and Valuation	nn	0% 6.00%	0	0			CIL	C	£/m2 Total	96,000					
dual Land Value ing Use Value		689,523 500,000		3,447,615 2,500,000		RUN CIL MACRO ctrl+	Н			cegarana valaatio			Ü	Ü			Inf Tariff	% GDV 0.00%		0					
ft Plus /ha	20% a 0 enchmark Land Value	100,000 0 600,000		500,000 0 3,000,000	<u>_</u>	Check on phasing dwg	Closing balance = 11,	,228	SALES	Agents Legals	%	3.0% 0.5%	89,655 14,943												
	Termina Cana Value		£/m2	_	1	corre				Misc.	£/unit %	0 0.0%	0	104,598	2,322,908										
itional Profit		89,118	128						Developers Profi	it Market Housing	9/ Value	17.50%			522,988										
										Affordable Housir First Homes	ng % Value % Value	6.00% 17.50%			0 0										
OME	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
TS Started rket Housing		Q.	42	4	4 0	0	0	1,494,250	1,494,250	1 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ordable Rent ial Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
red Ownership t Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
nt and Subsidy INCOME	<u> </u>	0	0	0	0	0	0	1,494,250	0 1,494,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
PENDITURE								1,434,230	1,434,230	T												1			
amp Duty sements etc.		23,976 0																							
als Acquisition		10,343																							
nning Fee fessional		3,696 55,214		55,214																					
d Cost - BCIS Base 5/CIL/Tariff			0	193,415 16,000	386,830 32,000	386,830 32,000	193,415 16,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
tingency ormals			0 0	9,671 10,972	19,341 21,944	19,341 21,944	9,671 10,972	0	0 0	0	0 0	0 0	0	0 0	0	0	0 0	0 0	0	0 0	0	0	0 0	0 0	0
nce Fees al and Valuation		0																							
ents als		0	0	0	0	0	0	44,828 7,471	44,828 7,471	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
c. STS BEFORE LAND IN	NT AND PROFIT	93,229	0	0 285,271	460,115	460,115	230,058	52,299	52,299	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Residual Valuation		689,523																							
velopers Return Market Housing Affordable for Rent First Homes	t		11,741	11,917	16,375	23,523	30,777	34,690	13,581	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 522,988 0



																									- 1
ite 26	В	Brown 4																							
COME	Av Size n	m2	%	Number 4	Price £/m2	GDV £	GIA m2	DEVE	ELOPMENT COS	STS							Planning fee calc Planning app fee	dwgs	rate			Build Cost			1,4
irket Housing	Gross 79.5	Net 79.50	100.00%	4	4,300		318	LAND		Land Stamp Duty		/unit or m2	Total	316,441			No dwgs No dwgs under 50 No dwgs over 50	4 4	462 138	1,848		CO2 Plus Acc & Adpt	% £/m2 %	3.20% 0.00%	-,
rdable Overall rdable Rent	79.5	79.50	0% 0.00%	0	2,500		0			Easements etc. Legals /Acquisition		1.50%	0 4,747	10,069					Total	1,848		Water	£/m2 £/m2		
al Rent ed Ownership Homes	79.5 79.5 79.5	79.50 79.50 79.50	0.00% 0.00% 0.00%	0	1,700 3,010 0	0	0	Fees		Planning			1,848				Stamp duty calc - Re Land payment	sidual	Total	316,441 5.322		Over Extra 1 Over Extra 2	% £/m2 %	0.00%	
nt and Subsidy	Affordable Rent	73.30	0.00%	Ů	0	0				Professional		8.00%	50,879	52,727			Stamp duty calc - Re	sidual	10101				£/m2 %	0.00 0.00%	
	Social Rent Shared Ownership				0	0		CONS		Build Cost s106 / CIL / IT		1,670	530,986 48,000				Land payment		Total	571,429 18,071		Site Costs	Base BNG	10.00% 0.50%	1,5
AREA - Net AREA - Gross	0.133 h 0.190 h		30 21	/ha /ha		1,367,400	318			Contingency Abnormals %		5.00% 5.00%	26,549 26,549				Pre CIL s106		/ Unit (all)				Sito	0.30%	1,66
s per Quarter Build Time	0	Quarters						FINAN		£			3,904	635,989			Post CIL s106	12,000	f/ Unit (all)	48,000 48,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual MACRO	ctrl+r Closing balance = 0			Fees Interest Legal and Valuation		0% 6.00%	0	0			CIL	0	£/m2 Total	0 48,000					
idual Land Value ting Use Value		316,441 476,190	2,373,307	1,661,315 2,500,000		RUN CIL MACRO ctrl+l				zegarana valaaton			ŭ	Ů			Inf Tariff	% GDV 0.00%		0					
ift Plus /ha	20% 0 nchmark Land Value	95,238 0 571,429		500,000 0 3,000,000		Check on phasing dwgs	Closing balance = -8,90	00 SALES		Agents % Legals %		3.0% 0.5%	41,022 6,837												
	Terminal R Zana Value	1	E/m2	3,000,000		correc					unit	0 0.0%	0	47,859	1,063,084										
ditional Profit		-275,581	-867					Devel	elopers Profit	Market Housing % \	Value	17.50%			239,295										
										Affordable Housing % \		6.00% 17.50%			0										
SIDUAL CASH FLOW FO	FOR INTEREST	Year 1			- I	Year 2 Q1		Q3	٠. ا	Year 3			- I	Year 4		Q3		Year 5 Q1		Q3		Year 6			
NITS Started		Q1	Q2	Q3 2	Q4 2	Q1	Q2		Q4	Q1	Q2	Q3	Q4	Q1	Q2	Ų3	Q4	Q1	Q2	Ų3	Q4	Q1	Q2	Q3	Q4
arket Housing fordable Rent					0	0	0	683,700	683,700 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
cial Rent ared Ownership					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
rst Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ant and Subsidy INCOME	<u> </u>			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	:	0	0	0	0	0	0	683,700	683,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
PENDITURE amp Duty sements etc. gals Acquisition		5,322 0 4,747																							
inning Fee ofessional		1,848 25,440		25,440																					
ld Cost - BCIS Base 6/CIL/Tariff			0	88,498 8,000	176,995 16,000	176,995 16,000	88,498 8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ntingency normals			0	4,425 5,076	8,850 10,151	8,850 10,151	4,425 5,076	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0																							
al and Valuation ents			0	0	0 0	0	0		20,511 3,419	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
al and Valuation ents als c.	IT AND PROFIT	0					0 0 105,998	3,419			0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0 0		0 0	0	0 0	
ial and Valuation ents tals sc. STS BEFORE LAND INT		0 0 0 37,356		0	0	0	0 0 105,998	3,419	3,419		0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0		0 0	0 0	0 0	
al and Valuation nts als c. stS BEFORE LAND INT Residual Valuation relopers Return	Land Interest	0 0 0 37,356	0 0	0	0	0		3,419 23,930	3,419		0 0 0	0 0	0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0		0 0	0 0 0	0 0	0
nance Fees ggal and Valuation gents ggals isc. DSTS BEFORE LAND INT or Residual Valuation evelopers Return Market Housing Affordable for Rent First Homes	Land Interest	0 0 0 37,356	0 0	0 0 131,438	0 211,996	0 211,996		3,419 23,930	3,419 23,930	0	0	0 0	0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0	0	0 0 0	0 0	0

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Site 27 BTR 60 Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 /m2
1,425.36
45.61
0.00
0.00
14.32
32.00
0.00
0.00
0.00
0.00
1,517.30
1,512
1,670.54 /unit or m2 Gross 95.7 Net 95.71 1arket Housing 3,400 13,668,000 Land Stamp Duty Acc & Adpt 0.00% 65,054 No dwgs over 50 Affordable Overall Affordable Rent Social Rent Shared Ownership First Homes 20.00% 0.00% 2.50% 7.50% Legals /Acquisition 2,309,769 1.50% 22,666 87,720 Water Over Extra 1 Stamp duty calc - Residua Land payment 275,110 0 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 827,303 8.00% 802,823 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment 10.00% Site Costs Build Cost 1,671 9.030.955 s106 / CIL / IT Contingency Abnormals 720,000 225,774 SITE AREA - Net SITE AREA - Gross 16,252,879 10,035,289 58,560 720,000 Sales per Quarter £/ Unit (all) £/m2 Unit Build Time Post CIL s106 12,000 0 720,000 0 Inf Tariff Residual Land Value 1,511,076 0.00% RUN CIL MACRO ctrl+l Closing balance = -1,689,555 487,586 81,264 3.0% 0.5% £/unit 568.851 13,030,239 Market Housing % Value Affordable Housing % Value First Homes % Value 2,391,900 155,093 17.50% 6.00% RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q3 Q2 Q2 Q3 Q4 3,417,000 577,442 3.417.000 3,417,000 577,442 3,417,000 577,442 577,442 0 68,777 Affordable Rent Social Rent Shared Ownership First Homes Grant and Subsidy 4,063,220 4,063,220 4,063,220 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 65,054 0 22,666 Planning Fee Professional 24,480 401,412 401,412 0 752,580 1,505,159 2,257,739 2,257,739 1,505,159 752,580 0 0 0 0 0 0 0 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals 0 60,000 120,000 0 18,814 37,629 0 4,880 9,760
 180,000
 180,000
 120,000
 60,000

 56,443
 56,443
 37,629
 18,814

 14,640
 14,640
 9,760
 4,880
 nance Fees 0 egal and Valuation 513,612 1,672,548 2,508,822 COSTS BEFORE LAND INT AND PROFIT 2,508,822 142,213 1,237,686 1,814,761 978,487 142,213 **1,511,076**30,370 30,826 49,854 For Residual Valuation 75,690 114,457 153,806 122,387 77,951 20,306 0 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent 2,391,900 155,093 First Homes

-30,370

-1,268,512 -1,722,402

-2,584,512 -2,623,280 2,094,652 2,962,346

-3.323.570 -5.045.971 -7.630.483 -10.253.763 -8.159.111 -5.196.764 -1.353.709 2.546.993

3,843,056 3,900,701

Cash Flow -2,024,688

-2,546,993



iite 28	DT	FR 60 Flats							7																- 1
NCOME	Av Size m2		%	Number	Price	GDV	GIA		DEVELOPMENT (COSTS							Planning fee calc					Build Cost			
arket Housing	Gross 79.5	Net 79.50	70.00%	60 42	£/m2 3,400	£	m2 3,339		LAND	Land		/unit or m2	Total	851,985			Planning app fee No dwgs No dwgs under 50	dwgs 60 50	462	23,100		CO2 Plus	% £/m2	3.20%	
ordable Overall ordable Rent al Rent	77.0 77.0	77.00 77.00	30% 20.00% 0.00%	18 12 0	2,500 1,700	0	924 0			Stamp Duty Easements etc. Legals /Acquisition		1.50%	32,099 0 12,780	44,879			No dwgs over 50 Stamp duty calc - Re	10 esidual	138 Total	1,380 24,480		Acc & Adpt Water Over Extra 1	% £/m2 £/m2 %	0.00%	
red Ownership t Homes nt and Subsidy	77.0 77.0 Affordable Rent	77.00 77.00	2.50% 7.50%	2 5	2,380	275,110 0	116 347		Fees	Planning Professional		8.00%	24,480 728,163	752,643			Land payment Stamp duty calc - Re	acidual	Total	851,985 32,099		Over Extra 2 Small Site	£/m2 % £/m2 %	0.00% 0.00 0.00%	
	Social Rent Shared Ownership				0	0			CONSTRUCTION	Build Cost s106 / CIL / IT		1,601	7,566,801 720,000				Land payment		Total	61,224 0		Site Costs	Base BNG	5.00% 0.50%	1,5
AREA - Net AREA - Gross per Quarter	0.857 ha 1.224 ha		70 49	/ha /ha		13,937,479	4,725				% £	5.00% 5.00%	378,340 378,340 58,560	9,102,041			Pre CIL s106		£/ Unit (all) Total	720,000					1,6
Build Time	3 Qu	uarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual MACRO	ctrl+r Closing balance = 0		FINANCE	Fees Interest Legal and Valuation		0% 6.00%	0	0			Post CIL s106 CIL	12,000 0	£/ Unit (all) £/m2 Total	720,000 0 720,000					
dual Land Value ing Use Value ft	0%	851,985 61,224 0	993,982			RUN CIL MACRO ctrl+	-		SALES	Legal and Valuation			Ü	U			Inf Tariff	% GDV 0.00%		0					
Plus /ha		0 61,224		50,000	[Check on phasing dwg	s nos			Legals	% % £/unit	3.0% 0.5% 0	418,124 69,687 0												
ditional Profit		-1,460,327	m2 -437						Developers Profi	TVIISC.	%	0.0% 17.50%	0	487,812	1,986,705										
SIDUAL CASH FLOW F	FOR INTEREST									Affordable Housing		6.00% 17.50%			155,093 0										
ОМЕ		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
TS Started rket Housing				30	0	0	0	5,676,300	5,676,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ordable Rent ial Rent					0	0	0	1,154,885	1,154,885 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
red Ownership t Homes					0	0	0	137,555 0	137,555 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
int and Subsidy INCOME	<u> </u>	0	0	0	0	0	0 0	0 6,968,739	6,968,739	0	0	0	0	0	0	0 0	0 0	0 0	0 0	0 0	0	0	0	0	0
PENDITURE amp Duty sements etc. gals Acquisition		32,099 0 12,780																							
ning Fee essional		24,480 364,082		364,082																					
d Cost - BCIS Base 5/CIL/Tariff			0	1,261,133 120,000	2,522,267 240,000	2,522,267 240,000	1,261,133 120,000	0	0	0	0	0	0	0	0	0	0		0	0	0		0	0	
ingency ormals			0 0	63,057 72,817	126,113 145,633	126,113 145,633	63,057 72,817	0	0	0	0 0	0 0	0	0 0 0	0	0	0 0	0 0 0	0 0	0 0	0	0 0 0	0 0	0 0	
nce Fees I and Valuation		0																							
arana valuation				-	0	0	0	209,062	209,062	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
nts		0 0	0 0	0	0	0	0	34,844	34,844	0	U	U					-			0	U	0	0	0	U
ents als c.	IT AND PROFIT	0 0 433,441	0 0			0 3,034,014	0 1,517,007	34,844 243,906	34,844 243,906	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0
ents als c. STS BEFORE LAND IN	IT AND PROFIT	0	0 0 0	0	0		-			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0

Appendix 13 – Appraisal Results. Affordable Housing v Developer Contributions

Lower Policy Requirements

North, including East Grinstead

0% Affo	rdable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,485,903	1,429,987	1,374,070	1,318,154	1,262,237	1,206,321	1,150,404
Site 5	Green 350	North	25,000	525,000	2,314,049	2,228,628	2,143,207	2,057,787	1,972,366	1,886,945	1,801,525
Site 6	Green 200	North	25,000	525,000	2,010,569	1,919,544	1,828,519	1,737,494	1,646,469	1,555,444	1,464,419
Site 7	Green 100	North	25,000	525,000	2,160,257	2,063,643	1,967,030	1,870,417	1,773,804	1,677,191	1,580,578
Site 8	Green 50	North	25,000	525,000	2,543,543	2,428,698	2,313,853	2,199,008	2,084,164	1,969,319	1,854,474
Site 9	Green 30	North	25,000	525,000	2,714,996	2,599,606	2,484,216	2,368,826	2,253,436	2,138,047	2,022,657
Site 10	Green 20	North	25,000	525,000	2,570,203	2,455,068	2,339,932	2,224,797	2,109,662	1,994,526	1,879,391
Site 11	Green 12	North	50,000	550,000	2,945,108	2,830,624	2,716,139	2,601,655	2,487,170	2,372,686	2,258,201
Site 12	Green 9	North	50,000	550,000	2,873,527	2,759,801	2,646,074	2,532,348	2,418,622	2,304,896	2,191,169
Site 13	Green 9 DRA	North	50,000	550,000	3,040,223	2,926,093	2,811,964	2,697,835	2,583,705	2,469,576	2,355,447
Site 14	Green 5	North	50,000	550,000	2,870,760	2,759,004	2,647,249	2,535,494	2,423,739	2,311,984	2,200,228
Site 15	Flats 100	North	2,500,000	3,000,000	3,004,268	2,670,956	2,337,644	2,004,332	1,671,019	1,337,707	1,004,395
Site 16	Flats 40	North	2,500,000	3,000,000	1,814,288	1,610,488	1,406,688	1,202,888	999,088	795,288	591,488
Site 17	Flats 20	North	2,500,000	3,000,000	1,531,789	1,355,536	1,179,284	1,003,031	826,779	650,526	474,274
Site 18	Flats 10	North	2,500,000	3,000,000	1,665,011	1,486,021	1,307,032	1,128,043	949,054	765,515	581,337
Site 19	Flats 6	North	2,500,000	3,000,000	2,000,108	1,780,224	1,556,714	1,333,204	1,109,392	881,478	653,563
Site 20	Brown 120	North	2,500,000	3,000,000	2,893,755	2,755,323	2,616,891	2,478,459	2,340,027	2,201,595	2,063,163
Site 21	Brown 60	North	2,500,000	3,000,000	2,967,267	2,824,245	2,681,224	2,538,203	2,395,181	2,252,160	2,109,138
Site 22	Brown 30	North	2,500,000	3,000,000	3,003,973	2,857,785	2,711,597	2,565,410	2,419,222	2,273,034	2,126,846
Site 23	Brown 18	North	2,500,000	3,000,000	3,107,326	2,963,427	2,819,528	2,675,629	2,531,730	2,387,831	2,243,932
Site 24	Brown 12	North	2,500,000	3,000,000	2,946,075	2,800,728	2,655,382	2,510,036	2,364,689	2,219,343	2,073,996
Site 25	Brown 8	North	2,500,000	3,000,000	3,911,005	3,717,926	3,524,846	3,331,767	3,138,688	2,945,608	2,752,529
Site 26	Brown 4	North	2,500,000	3,000,000	1,904,595	1,803,228	1,701,862	1,600,495	1,499,128	1,397,762	1,295,928
Site 27	BTR 60	North	25,000	525,000	1,253,151	1,153,157	1,053,163	953,170	853,176	753,182	653,189
Site 28	BTR 60 Flats	North	50,000	50,000	2,248,123	2,011,600	1,775,078	1,538,556	1,302,034	1,065,512	828,990

10% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,386,315	1,330,398	1,274,482	1,218,566	1,162,649	1,106,733	1,050,816
Site 5	Green 350	North	25,000	525,000	2,161,017	2,075,596	1,990,175	1,904,755	1,819,334	1,733,914	1,648,493
Site 6	Green 200	North	25,000	525,000	1,859,344	1,768,320	1,677,295	1,586,270	1,495,245	1,404,220	1,313,195
Site 7	Green 100	North	25,000	525,000	2,003,186	1,906,573	1,809,960	1,713,347	1,616,734	1,520,120	1,423,507
Site 8	Green 50	North	25,000	525,000	2,353,865	2,239,021	2,124,176	2,009,331	1,894,486	1,779,641	1,664,797
Site 9	Green 30	North	25,000	525,000	2,525,601	2,410,211	2,294,821	2,179,431	2,064,042	1,948,652	1,833,262
Site 10	Green 20	North	25,000	525,000	2,381,891	2,266,756	2,151,621	2,036,485	1,921,350	1,806,215	1,691,079
Site 11	Green 12	North	50,000	550,000	2,300,522	2,186,038	2,071,554	1,957,069	1,842,585	1,728,100	1,613,616
Site 12	Green 9	North	50,000	550,000	2,873,527	2,759,801	2,646,074	2,532,348	2,418,622	2,304,896	2,191,169
Site 13	Green 9 DRA	North	50,000	550,000	2,828,159	2,714,030	2,599,901	2,485,771	2,371,642	2,257,513	2,143,383
Site 14	Green 5	North	50,000	550,000	2,870,760	2,759,004	2,647,249	2,535,494	2,423,739	2,311,984	2,200,228
Site 15	Flats 100	North	2,500,000	3,000,000	2,675,853	2,342,541	2,009,228	1,675,916	1,342,604	1,009,292	675,979
Site 16	Flats 40	North	2,500,000	3,000,000	1,613,147	1,409,347	1,205,547	1,001,747	797,947	594,148	390,348
Site 17	Flats 20	North	2,500,000	3,000,000	1,361,092	1,184,840	1,008,587	832,335	656,082	479,830	299,147
Site 18	Flats 10	North	2,500,000	3,000,000	1,486,367	1,307,378	1,128,389	949,400	765,871	581,693	394,389
Site 19	Flats 6	North	2,500,000	3,000,000	2,000,108	1,780,224	1,556,714	1,333,204	1,109,392	881,478	653,563
Site 20	Brown 120	North	2,500,000	3,000,000	2,696,345	2,557,913	2,419,481	2,281,049	2,142,617	2,004,185	1,865,753
Site 21	Brown 60	North	2,500,000	3,000,000	2,762,927	2,619,906	2,476,885	2,333,863	2,190,842	2,047,820	1,904,799
Site 22	Brown 30	North	2,500,000	3,000,000	2,805,410	2,659,222	2,513,034	2,366,846	2,220,659	2,074,471	1,928,283
Site 23	Brown 18	North	2,500,000	3,000,000	2,904,035	2,760,136	2,616,237	2,472,338	2,328,439	2,184,540	2,040,641
Site 24	Brown 12	North	2,500,000	3,000,000	2,765,962	2,620,616	2,475,269	2,329,923	2,184,576	2,039,230	1,893,883
Site 25	Brown 8	North	2,500,000	3,000,000	3,911,005	3,717,926	3,524,846	3,331,767	3,138,688	2,945,608	2,752,529
Site 26	Brown 4	North	2,500,000	3,000,000	1,904,595	1,803,228	1,701,862	1,600,495	1,499,128	1,397,762	1,295,928
Site 27	BTR 60	North	25,000	525,000	1,081,312	981,319	881,325	781,331	681,338	581,344	481,350
Site 28	BTR 60 Flats	North	50,000	50,000	1,895,406	1,658,884	1,422,362	1,185,840	949,317	712,795	476,273



20% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,246,216	1,190,300	1,134,383	1,078,467	1,022,550	966,634	910,359
Site 5	Green 350	North	25,000	525,000	1,950,094	1,864,673	1,779,252	1,693,832	1,608,411	1,522,990	1,437,570
Site 6	Green 200	North	25,000	525,000	1,651,674	1,560,649	1,469,625	1,378,600	1,287,575	1,196,550	1,105,525
Site 7	Green 100	North	25,000	525,000	1,778,732	1,682,119	1,585,506	1,488,893	1,392,280	1,295,666	1,199,053
Site 8	Green 50	North	25,000	525,000	2,095,902	1,981,057	1,866,212	1,751,368	1,636,523	1,521,678	1,406,833
Site 9	Green 30	North	25,000	525,000	2,268,730	2,153,340	2,037,950	1,922,561	1,807,171	1,691,781	1,576,391
Site 10	Green 20	North	25,000	525,000	2,122,209	2,007,074	1,891,939	1,776,803	1,661,668	1,546,533	1,431,397
Site 11	Green 12	North	50,000	550,000	2,032,054	1,917,569	1,803,085	1,688,600	1,574,116	1,459,631	1,345,147
Site 12	Green 9	North	50,000	550,000	2,873,527	2,759,801	2,646,074	2,532,348	2,418,622	2,304,896	2,191,169
Site 13	Green 9 DRA	North	50,000	550,000	2,535,205	2,421,076	2,306,947	2,192,817	2,078,688	1,964,558	1,850,429
Site 14	Green 5	North	50,000	550,000	2,870,760	2,759,004	2,647,249	2,535,494	2,423,739	2,311,984	2,200,228
Site 15	Flats 100	North	2,500,000	3,000,000	2,234,026	1,900,714	1,567,402	1,234,090	900,778	567,465	234,153
Site 16	Flats 40	North	2,500,000	3,000,000	1,345,063	1,141,263	937,463	733,664	529,864	326,064	117,368
Site 17	Flats 20	North	2,500,000	3,000,000	1,127,686	951,434	775,181	598,929	421,698	239,676	54,742
Site 18	Flats 10	North	2,500,000	3,000,000	1,252,374	1,073,385	893,450	709,272	524,482	336,675	148,869
Site 19	Flats 6	North	2,500,000	3,000,000	2,000,108	1,780,224	1,556,714	1,333,204	1,109,392	881,478	653,563
Site 20	Brown 120	North	2,500,000	3,000,000	2,398,776	2,260,344	2,121,912	1,983,480	1,845,048	1,706,616	1,568,184
Site 21	Brown 60	North	2,500,000	3,000,000	2,457,788	2,314,766	2,171,745	2,028,724	1,885,702	1,742,681	1,599,659
Site 22	Brown 30	North	2,500,000	3,000,000	2,492,754	2,346,566	2,200,379	2,054,191	1,908,003	1,761,815	1,615,627
Site 23	Brown 18	North	2,500,000	3,000,000	2,590,023	2,446,124	2,302,225	2,158,326	2,014,427	1,870,528	1,726,629
Site 24	Brown 12	North	2,500,000	3,000,000	2,463,026	2,317,680	2,172,333	2,026,987	1,881,641	1,736,294	1,590,948
Site 25	Brown 8	North	2,500,000	3,000,000	3,911,005	3,717,926	3,524,846	3,331,767	3,138,688	2,945,608	2,752,529
Site 26	Brown 4	North	2,500,000	3,000,000	1,904,595	1,803,228	1,701,862	1,600,495	1,499,128	1,397,762	1,295,928
Site 27	BTR 60	North	25,000	525,000	924,245	824,251	724,257	624,264	524,270	424,276	324,283
Site 28	BTR 60 Flats	North	50,000	50,000	1,577,633	1,341,111	1,104,589	868,066	631,544	395,022	157,176

25% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,176,166	1,120,250	1,064,334	1,008,417	952,501	896,584	840,015
Site 5	Green 350	North	25,000	525,000	1,844,632	1,759,211	1,673,791	1,588,370	1,502,949	1,417,529	1,332,108
Site 6	Green 200	North	25,000	525,000	1,547,839	1,456,814	1,365,790	1,274,765	1,183,740	1,092,715	1,001,690
Site 7	Green 100	North	25,000	525,000	1,666,505	1,569,892	1,473,279	1,376,666	1,280,053	1,183,439	1,086,826
Site 8	Green 50	North	25,000	525,000	1,966,920	1,852,076	1,737,231	1,622,386	1,507,541	1,392,696	1,277,852
Site 9	Green 30	North	25,000	525,000	2,140,295	2,024,905	1,909,515	1,794,125	1,678,735	1,563,346	1,447,956
Site 10	Green 20	North	25,000	525,000	1,992,368	1,877,233	1,762,098	1,646,962	1,531,827	1,416,692	1,301,556
Site 11	Green 12	North	50,000	550,000	1,897,819	1,783,335	1,668,850	1,554,366	1,439,881	1,325,397	1,210,912
Site 12	Green 9	North	50,000	550,000	2,873,527	2,759,801	2,646,074	2,532,348	2,418,622	2,304,896	2,191,169
Site 13	Green 9 DRA	North	50,000	550,000	2,388,728	2,274,599	2,160,469	2,046,340	1,932,211	1,818,081	1,703,952
Site 14	Green 5	North	50,000	550,000	2,870,760	2,759,004	2,647,249	2,535,494	2,423,739	2,311,984	2,200,228
Site 15	Flats 100	North	2,500,000	3,000,000	2,013,113	1,679,801	1,346,489	1,013,177	679,864	346,552	6,651
Site 16	Flats 40	North	2,500,000	3,000,000	1,211,021	1,007,221	803,422	599,622	395,822	189,939	-23,277
Site 17	Flats 20	North	2,500,000	3,000,000	1,010,983	834,731	658,478	482,226	301,612	117,224	-67,710
Site 18	Flats 10	North	2,500,000	3,000,000	1,135,377	956,388	773,062	588,884	401,722	213,915	26,109
Site 19	Flats 6	North	2,500,000	3,000,000	2,000,108	1,780,224	1,556,714	1,333,204	1,109,392	881,478	653,563
Site 20	Brown 120	North	2,500,000	3,000,000	2,249,937	2,111,505	1,973,073	1,834,641	1,696,209	1,557,778	1,419,346
Site 21	Brown 60	North	2,500,000	3,000,000	2,305,218	2,162,197	2,019,175	1,876,154	1,733,132	1,590,111	1,447,090
Site 22	Brown 30	North	2,500,000	3,000,000	2,336,426	2,190,239	2,044,051	1,897,863	1,751,675	1,605,487	1,459,300
Site 23	Brown 18	North	2,500,000	3,000,000	2,433,017	2,289,118	2,145,219	2,001,320	1,857,421	1,713,522	1,569,623
Site 24	Brown 12	North	2,500,000	3,000,000	2,311,558	2,166,212	2,020,866	1,875,519	1,730,173	1,584,826	1,439,480
Site 25	Brown 8	North	2,500,000	3,000,000	3,911,005	3,717,926	3,524,846	3,331,767	3,138,688	2,945,608	2,752,529
Site 26	Brown 4	North	2,500,000	3,000,000	1,904,595	1,803,228	1,701,862	1,600,495	1,499,128	1,397,762	1,295,928
Site 27	BTR 60	North	25,000	525,000	845,711	745,717	645,723	545,730	445,736	345,742	245,749
Site 28	BTR 60 Flats	North	50,000	50,000	1,418,746	1,182,224	945,702	709,180	472,658	236,135	-8,854



30% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,106,125	1,050,209	994,292	938,376	882,460	826,402	769,681
Site 5	Green 350	North	25,000	525,000	1,739,182	1,653,761	1,568,341	1,482,920	1,397,499	1,312,079	1,226,658
Site 6	Green 200	North	25,000	525,000	1,444,016	1,352,991	1,261,966	1,170,941	1,079,916	988,891	897,866
Site 7	Green 100	North	25,000	525,000	1,554,291	1,457,678	1,361,065	1,264,452	1,167,839	1,071,226	974,613
Site 8	Green 50	North	25,000	525,000	1,837,952	1,723,108	1,608,263	1,493,418	1,378,573	1,263,728	1,148,884
Site 9	Green 30	North	25,000	525,000	2,011,873	1,896,483	1,781,093	1,665,703	1,550,314	1,434,924	1,319,534
Site 10	Green 20	North	25,000	525,000	1,862,541	1,747,406	1,632,271	1,517,136	1,402,000	1,286,865	1,171,730
Site 11	Green 12	North	50,000	550,000	1,763,509	1,649,025	1,534,541	1,420,056	1,305,572	1,191,087	1,076,603
Site 12	Green 9	North	50,000	550,000	2,873,527	2,759,801	2,646,074	2,532,348	2,418,622	2,304,896	2,191,169
Site 13	Green 9 DRA	North	50,000	550,000	2,242,267	2,128,138	2,014,009	1,899,879	1,785,750	1,671,620	1,557,491
Site 14	Green 5	North	50,000	550,000	2,870,760	2,759,004	2,647,249	2,535,494	2,423,739	2,311,984	2,200,228
Site 15	Flats 100	North	2,500,000	3,000,000	1,792,223	1,458,911	1,125,598	792,286	458,974	124,232	-225,121
Site 16	Flats 40	North	2,500,000	3,000,000	1,076,993	873,193	669,393	465,593	261,733	49,931	-163,908
Site 17	Flats 20	North	2,500,000	3,000,000	894,293	718,040	541,788	362,901	179,721	-5,214	-190,149
Site 18	Flats 10	North	2,500,000	3,000,000	1,018,392	836,863	652,685	466,780	278,973	91,167	-96,640
Site 19	Flats 6	North	2,500,000	3,000,000	2,000,108	1,780,224	1,556,714	1,333,204	1,109,392	881,478	653,563
Site 20	Brown 120	North	2,500,000	3,000,000	2,101,119	1,962,687	1,824,255	1,685,823	1,547,391	1,408,959	1,270,527
Site 21	Brown 60	North	2,500,000	3,000,000	2,152,668	2,009,647	1,866,626	1,723,604	1,580,583	1,437,561	1,294,540
Site 22	Brown 30	North	2,500,000	3,000,000	2,180,121	2,033,934	1,887,746	1,741,558	1,595,370	1,449,182	1,302,995
Site 23	Brown 18	North	2,500,000	3,000,000	2,276,033	2,132,134	1,988,235	1,844,336	1,700,437	1,556,538	1,412,639
Site 24	Brown 12	North	2,500,000	3,000,000	2,160,115	2,014,769	1,869,422	1,724,076	1,578,729	1,433,383	1,288,037
Site 25	Brown 8	North	2,500,000	3,000,000	3,911,005	3,717,926	3,524,846	3,331,767	3,138,688	2,945,608	2,752,529
Site 26	Brown 4	North	2,500,000	3,000,000	1,904,595	1,803,228	1,701,862	1,600,495	1,499,128	1,397,762	1,295,928
Site 27	BTR 60	North	25,000	525,000	767,174	667,180	567,186	467,193	367,199	267,205	167,212
Site 28	BTR 60 Flats	North	50,000	50,000	1,259,853	1,023,330	786,808	550,286	313,764	72,599	-175,575

Central – AONB

0% Affor	dable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	2,705,642	2,590,797	2,475,952	2,361,107	2,246,263	2,131,418	2,016,573
Site 9	Green 30	AONB	25,000	525,000	2,875,264	2,759,874	2,644,484	2,529,095	2,413,705	2,298,315	2,182,925
Site 10	Green 20	AONB	25,000	525,000	2,732,464	2,617,328	2,502,193	2,387,058	2,271,922	2,156,787	2,041,652
Site 11	Green 12	AONB	50,000	550,000	3,121,978	3,007,493	2,893,009	2,778,525	2,664,040	2,549,556	2,435,071
Site 12	Green 9	AONB	50,000	550,000	3,044,983	2,931,257	2,817,531	2,703,805	2,590,078	2,476,352	2,362,626
Site 13	Green 9 DRA	AONB	50,000	550,000	3,222,487	3,108,357	2,994,228	2,880,099	2,765,969	2,651,840	2,537,710
Site 14	Green 5	AONB	50,000	550,000	3,056,936	2,945,181	2,833,426	2,721,670	2,609,915	2,498,160	2,386,405
Site 22	Brown 30	AONB	2,500,000	3,000,000	3,195,611	3,049,423	2,903,235	2,757,047	2,610,859	2,464,672	2,318,484
Site 23	Brown 18	AONB	2,500,000	3,000,000	3,299,829	3,155,930	3,012,031	2,868,132	2,724,233	2,580,334	2,436,435
Site 24	Brown 12	AONB	2,500,000	3,000,000	3,124,992	2,979,645	2,834,299	2,688,952	2,543,606	2,398,259	2,252,913
Site 25	Brown 8	AONB	2,500,000	3,000,000	4,145,390	3,952,311	3,759,232	3,566,152	3,373,073	3,179,994	2,986,915
Site 26	Brown 4	AONB	2,500,000	3,000,000	2,017,201	1,915,834	1,814,468	1,713,101	1,611,734	1,510,368	1,409,001

10% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	2,507,559	2,392,714	2,277,869	2,163,025	2,048,180	1,933,335	1,818,490
Site 9	Green 30	AONB	25,000	525,000	2,678,734	2,563,344	2,447,954	2,332,564	2,217,174	2,101,785	1,986,395
Site 10	Green 20	AONB	25,000	525,000	2,536,792	2,421,657	2,306,521	2,191,386	2,076,251	1,961,115	1,845,980
Site 11	Green 12	AONB	50,000	550,000	2,459,801	2,345,317	2,230,833	2,116,348	2,001,864	1,887,379	1,772,895
Site 12	Green 9	AONB	50,000	550,000	3,044,983	2,931,257	2,817,531	2,703,805	2,590,078	2,476,352	2,362,626
Site 13	Green 9 DRA	AONB	50,000	550,000	3,000,244	2,886,114	2,771,985	2,657,856	2,543,726	2,429,597	2,315,467
Site 14	Green 5	AONB	50,000	550,000	3,056,936	2,945,181	2,833,426	2,721,670	2,609,915	2,498,160	2,386,405
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,989,443	2,843,255	2,697,068	2,550,880	2,404,692	2,258,504	2,112,316
Site 23	Brown 18	AONB	2,500,000	3,000,000	3,087,444	2,943,545	2,799,646	2,655,747	2,511,848	2,367,949	2,224,050
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,937,235	2,791,888	2,646,542	2,501,195	2,355,849	2,210,503	2,065,156
Site 25	Brown 8	AONB	2,500,000	3,000,000	4,145,390	3,952,311	3,759,232	3,566,152	3,373,073	3,179,994	2,986,915
Site 26	Brown 4	AONB	2,500,000	3,000,000	2,017,201	1,915,834	1,814,468	1,713,101	1,611,734	1,510,368	1,409,001



20% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	2,232,183	2,117,338	2,002,494	1,887,649	1,772,804	1,657,959	1,543,114
Site 9	Green 30	AONB	25,000	525,000	2,405,682	2,290,293	2,174,903	2,059,513	1,944,123	1,828,733	1,713,344
Site 10	Green 20	AONB	25,000	525,000	2,260,731	2,145,596	2,030,460	1,915,325	1,800,190	1,685,055	1,569,919
Site 11	Green 12	AONB	50,000	550,000	2,173,614	2,059,129	1,944,645	1,830,160	1,715,676	1,601,191	1,486,707
Site 12	Green 9	AONB	50,000	550,000	3,044,983	2,931,257	2,817,531	2,703,805	2,590,078	2,476,352	2,362,626
Site 13	Green 9 DRA	AONB	50,000	550,000	2,686,381	2,572,251	2,458,122	2,343,993	2,229,863	2,115,734	2,001,605
Site 14	Green 5	AONB	50,000	550,000	3,056,936	2,945,181	2,833,426	2,721,670	2,609,915	2,498,160	2,386,405
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,655,441	2,509,253	2,363,065	2,216,877	2,070,689	1,924,502	1,778,314
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,750,796	2,606,897	2,462,998	2,319,099	2,175,200	2,031,301	1,887,402
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,612,991	2,467,645	2,322,299	2,176,952	2,031,606	1,886,259	1,740,913
Site 25	Brown 8	AONB	2,500,000	3,000,000	4,145,390	3,952,311	3,759,232	3,566,152	3,373,073	3,179,994	2,986,915
Site 26	Brown 4	AONB	2,500,000	3,000,000	2,017,201	1,915,834	1,814,468	1,713,101	1,611,734	1,510,368	1,409,001

25% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	2,094,495	1,979,650	1,864,806	1,749,961	1,635,116	1,520,271	1,405,426
Site 9	Green 30	AONB	25,000	525,000	2,269,157	2,153,767	2,038,377	1,922,987	1,807,598	1,692,208	1,576,818
Site 10	Green 20	AONB	25,000	525,000	2,122,701	2,007,565	1,892,430	1,777,295	1,662,159	1,547,024	1,431,889
Site 11	Green 12	AONB	50,000	550,000	2,030,520	1,916,035	1,801,551	1,687,066	1,572,582	1,458,097	1,343,613
Site 12	Green 9	AONB	50,000	550,000	3,044,983	2,931,257	2,817,531	2,703,805	2,590,078	2,476,352	2,362,626
Site 13	Green 9 DRA	AONB	50,000	550,000	2,529,449	2,415,320	2,301,191	2,187,061	2,072,932	1,958,803	1,844,673
Site 14	Green 5	AONB	50,000	550,000	3,056,936	2,945,181	2,833,426	2,721,670	2,609,915	2,498,160	2,386,405
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,488,439	2,342,252	2,196,064	2,049,876	1,903,688	1,757,500	1,611,313
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,582,472	2,438,573	2,294,674	2,150,775	2,006,876	1,862,977	1,719,078
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,450,870	2,305,523	2,160,177	2,014,831	1,869,484	1,724,138	1,578,791
Site 25	Brown 8	AONB	2,500,000	3,000,000	4,145,390	3,952,311	3,759,232	3,566,152	3,373,073	3,179,994	2,986,915
Site 26	Brown 4	AONB	2,500,000	3,000,000	2,017,201	1,915,834	1,814,468	1,713,101	1,611,734	1,510,368	1,409,001

30% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	1,956,823	1,841,978	1,727,133	1,612,288	1,497,444	1,382,599	1,267,754
Site 9	Green 30	AONB	25,000	525,000	2,132,646	2,017,257	1,901,867	1,786,477	1,671,087	1,555,697	1,440,308
Site 10	Green 20	AONB	25,000	525,000	1,984,686	1,869,551	1,754,416	1,639,280	1,524,145	1,409,010	1,293,874
Site 11	Green 12	AONB	50,000	550,000	1,887,350	1,772,866	1,658,382	1,543,897	1,429,413	1,314,928	1,200,444
Site 12	Green 9	AONB	50,000	550,000	3,044,983	2,931,257	2,817,531	2,703,805	2,590,078	2,476,352	2,362,626
Site 13	Green 9 DRA	AONB	50,000	550,000	2,372,536	2,258,407	2,144,278	2,030,148	1,916,019	1,801,890	1,687,760
Site 14	Green 5	AONB	50,000	550,000	3,056,936	2,945,181	2,833,426	2,721,670	2,609,915	2,498,160	2,386,405
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,321,464	2,175,276	2,029,088	1,882,900	1,736,712	1,590,525	1,444,337
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,414,173	2,270,274	2,126,375	1,982,476	1,838,577	1,694,678	1,550,779
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,288,776	2,143,429	1,998,083	1,852,736	1,707,390	1,562,043	1,416,697
Site 25	Brown 8	AONB	2,500,000	3,000,000	4,145,390	3,952,311	3,759,232	3,566,152	3,373,073	3,179,994	2,986,915
Site 26	Brown 4	AONB	2,500,000	3,000,000	2,017,201	1,915,834	1,814,468	1,713,101	1,611,734	1,510,368	1,409,001



South, excluding Burgess Hill

0% Affo	rdable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,925,718	1,863,844	1,801,971	1,740,097	1,678,223	1,616,029	1,553,283
Site 5	Green 350	South	25,000	525,000	2,678,036	2,593,830	2,509,474	2,424,054	2,338,633	2,253,213	2,167,792
Site 6	Green 200	South	25,000	525,000	2,392,100	2,301,075	2,210,050	2,119,025	2,028,000	1,936,975	1,845,950
Site 7	Green 100	South	25,000	525,000	2,572,724	2,476,111	2,379,498	2,282,884	2,186,271	2,089,658	1,993,045
Site 8	Green 50	South	25,000	525,000	3,032,108	2,917,263	2,802,418	2,687,573	2,572,728	2,457,884	2,343,039
Site 9	Green 30	South	25,000	525,000	3,197,948	3,082,558	2,967,169	2,851,779	2,736,389	2,620,999	2,505,609
Site 10	Green 20	South	25,000	525,000	3,059,262	2,944,126	2,828,991	2,713,856	2,598,720	2,483,585	2,368,450
Site 11	Green 12	South	50,000	550,000	3,475,718	3,361,233	3,246,749	3,132,265	3,017,780	2,903,296	2,788,811
Site 12	Green 9	South	50,000	550,000	3,387,896	3,274,170	3,160,444	3,046,717	2,932,991	2,819,265	2,705,539
Site 13	Green 9 DRA	South	50,000	550,000	3,587,014	3,472,885	3,358,756	3,244,626	3,130,497	3,016,367	2,902,238
Site 14	Green 5	South	50,000	550,000	3,429,259	3,317,503	3,205,748	3,093,993	2,982,238	2,870,483	2,758,727
Site 15	Flats 100	South	2,500,000	3,000,000	4,696,297	4,362,985	4,029,673	3,696,361	3,363,048	3,029,736	2,696,424
Site 16	Flats 40	South	2,500,000	3,000,000	2,844,632	2,640,832	2,437,033	2,233,233	2,029,433	1,825,633	1,621,833
Site 17	Flats 20	South	2,500,000	3,000,000	2,402,545	2,226,292	2,050,040	1,873,787	1,697,535	1,521,283	1,345,030
Site 18	Flats 10	South	2,500,000	3,000,000	2,585,050	2,406,060	2,227,071	2,048,082	1,869,093	1,690,103	1,511,114
Site 19	Flats 6	South	2,500,000	3,000,000	3,100,371	2,883,157	2,665,942	2,448,728	2,231,514	2,014,300	1,794,827
Site 20	Brown 120	South	2,500,000	3,000,000	2,161,352	2,022,920	1,884,488	1,746,056	1,607,624	1,469,192	1,330,760
Site 21	Brown 60	South	2,500,000	3,000,000	2,215,884	2,072,863	1,929,841	1,786,820	1,643,798	1,500,777	1,357,756
Site 22	Brown 30	South	2,500,000	3,000,000	2,240,193	2,094,005	1,947,817	1,801,629	1,655,441	1,509,254	1,363,066
Site 23	Brown 18	South	2,500,000	3,000,000	2,337,314	2,193,415	2,049,516	1,905,617	1,761,718	1,617,819	1,473,920
Site 24	Brown 12	South	2,500,000	3,000,000	2,230,408	2,085,062	1,939,715	1,794,369	1,649,022	1,503,676	1,358,330
Site 25	Brown 8	South	2,500,000	3,000,000	2,973,463	2,780,384	2,587,305	2,394,225	2,201,146	2,008,067	1,814,987
Site 26	Brown 4	South	2,500,000	3,000,000	1,454,170	1,352,803	1,249,667	1,145,362	1,041,057	936,752	832,448
Site 27	BTR 60	South	25,000	525,000	1,254,944	1,154,950	1,054,956	954,963	854,969	754,975	654,982
Site 28	BTR 60 Flats	South	50,000	50,000	2,251,745	2,015,223	1,778,701	1,542,179	1,305,656	1,069,134	832,612

10% Affo	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,802,404	1,740,530	1,678,656	1,616,782	1,554,908	1,492,924	1,430,179
Site 5	Green 350	South	25,000	525,000	2,506,592	2,422,385	2,338,179	2,253,109	2,167,689	2,082,268	1,996,847
Site 6	Green 200	South	25,000	525,000	2,221,934	2,130,909	2,039,884	1,948,859	1,857,834	1,766,809	1,675,784
Site 7	Green 100	South	25,000	525,000	2,395,920	2,299,307	2,202,694	2,106,081	2,009,468	1,912,855	1,816,242
Site 8	Green 50	South	25,000	525,000	2,816,711	2,701,866	2,587,021	2,472,176	2,357,331	2,242,487	2,127,642
Site 9	Green 30	South	25,000	525,000	2,986,201	2,870,811	2,755,421	2,640,031	2,524,641	2,409,252	2,293,862
Site 10	Green 20	South	25,000	525,000	2,847,921	2,732,785	2,617,650	2,502,515	2,387,379	2,272,244	2,157,109
Site 11	Green 12	South	50,000	550,000	2,778,360	2,663,875	2,549,391	2,434,906	2,320,422	2,205,937	2,091,453
Site 12	Green 9	South	50,000	550,000	3,387,896	3,274,170	3,160,444	3,046,717	2,932,991	2,819,265	2,705,539
Site 13	Green 9 DRA	South	50,000	550,000	3,344,412	3,230,283	3,116,153	3,002,024	2,887,895	2,773,765	2,659,636
Site 14	Green 5	South	50,000	550,000	3,429,259	3,317,503	3,205,748	3,093,993	2,982,238	2,870,483	2,758,727
Site 15	Flats 100	South	2,500,000	3,000,000	4,313,350	3,980,037	3,646,725	3,313,413	2,980,101	2,646,788	2,313,476
Site 16	Flats 40	South	2,500,000	3,000,000	2,607,702	2,403,903	2,200,103	1,996,303	1,792,503	1,588,703	1,384,903
Site 17	Flats 20	South	2,500,000	3,000,000	2,207,927	2,031,674	1,855,422	1,679,169	1,502,917	1,326,664	1,150,412
Site 18	Flats 10	South	2,500,000	3,000,000	2,372,364	2,193,375	2,014,385	1,835,396	1,656,407	1,477,418	1,298,428
Site 19	Flats 6	South	2,500,000	3,000,000	3,100,371	2,883,157	2,665,942	2,448,728	2,231,514	2,014,300	1,794,827
Site 20	Brown 120	South	2,500,000	3,000,000	1,990,418	1,851,986	1,713,554	1,575,122	1,436,690	1,298,258	1,159,826
Site 21	Brown 60	South	2,500,000	3,000,000	2,039,758	1,896,737	1,753,716	1,610,694	1,467,673	1,324,651	1,181,630
Site 22	Brown 30	South	2,500,000	3,000,000	2,066,726	1,920,538	1,774,350	1,628,162	1,481,974	1,335,787	1,189,599
Site 23	Brown 18	South	2,500,000	3,000,000	2,159,973	2,016,074	1,872,175	1,728,276	1,584,377	1,440,478	1,296,579
Site 24	Brown 12	South	2,500,000	3,000,000	2,070,360	1,925,013	1,779,667	1,634,320	1,488,974	1,343,627	1,198,281
Site 25	Brown 8	South	2,500,000	3,000,000	2,973,463	2,780,384	2,587,305	2,394,225	2,201,146	2,008,067	1,814,987
Site 26	Brown 4	South	2,500,000	3,000,000	1,454,170	1,352,803	1,249,667	1,145,362	1,041,057	936,752	832,448
Site 27	BTR 60	South	25,000	525,000	1,083,070	983,077	883,083	783,089	683,096	583,102	483,108
Site 28	BTR 60 Flats	South	50,000	50,000	1,899,017	1,662,495	1,425,973	1,189,451	952,928	716,406	479,884



20% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,618,777	1,556,903	1,495,029	1,433,155	1,371,282	1,308,689	1,245,944
Site 5	Green 350	South	25,000	525,000	2,256,587	2,172,380	2,087,967	2,002,547	1,917,126	1,831,705	1,746,285
Site 6	Green 200	South	25,000	525,000	1,973,007	1,881,983	1,790,958	1,699,933	1,608,908	1,517,883	1,426,858
Site 7	Green 100	South	25,000	525,000	2,126,533	2,029,920	1,933,307	1,836,694	1,740,081	1,643,467	1,546,854
Site 8	Green 50	South	25,000	525,000	2,506,015	2,391,170	2,276,325	2,161,480	2,046,635	1,931,791	1,816,946
Site 9	Green 30	South	25,000	525,000	2,679,849	2,564,459	2,449,070	2,333,680	2,218,290	2,102,900	1,987,510
Site 10	Green 20	South	25,000	525,000	2,538,142	2,423,007	2,307,872	2,192,736	2,077,601	1,962,466	1,847,330
Site 11	Green 12	South	50,000	550,000	2,456,734	2,342,249	2,227,765	2,113,280	1,998,796	1,884,311	1,769,827
Site 12	Green 9	South	50,000	550,000	3,387,896	3,274,170	3,160,444	3,046,717	2,932,991	2,819,265	2,705,539
Site 13	Green 9 DRA	South	50,000	550,000	2,988,732	2,874,603	2,760,473	2,646,344	2,532,215	2,418,085	2,303,956
Site 14	Green 5	South	50,000	550,000	3,429,259	3,317,503	3,205,748	3,093,993	2,982,238	2,870,483	2,758,727
Site 15	Flats 100	South	2,500,000	3,000,000	3,695,080	3,361,768	3,028,456	2,695,144	2,361,832	2,028,519	1,695,207
Site 16	Flats 40	South	2,500,000	3,000,000	2,234,231	2,030,431	1,826,631	1,622,831	1,419,032	1,215,232	1,011,432
Site 17	Flats 20	South	2,500,000	3,000,000	1,884,022	1,707,769	1,531,517	1,355,264	1,179,012	1,002,759	826,507
Site 18	Flats 10	South	2,500,000	3,000,000	2,043,227	1,864,238	1,685,249	1,506,260	1,327,270	1,148,281	969,292
Site 19	Flats 6	South	2,500,000	3,000,000	3,100,371	2,883,157	2,665,942	2,448,728	2,231,514	2,014,300	1,794,827
Site 20	Brown 120	South	2,500,000	3,000,000	1,768,526	1,630,094	1,491,662	1,353,231	1,214,799	1,076,367	937,935
Site 21	Brown 60	South	2,500,000	3,000,000	1,812,127	1,669,105	1,526,084	1,383,063	1,240,041	1,097,020	953,998
Site 22	Brown 30	South	2,500,000	3,000,000	1,834,076	1,687,888	1,541,701	1,395,513	1,249,325	1,103,137	956,949
Site 23	Brown 18	South	2,500,000	3,000,000	1,926,078	1,782,179	1,638,280	1,494,381	1,350,482	1,206,584	1,062,685
Site 24	Brown 12	South	2,500,000	3,000,000	1,842,143	1,696,796	1,551,450	1,406,104	1,260,757	1,115,411	970,064
Site 25	Brown 8	South	2,500,000	3,000,000	2,973,463	2,780,384	2,587,305	2,394,225	2,201,146	2,008,067	1,814,987
Site 26	Brown 4	South	2,500,000	3,000,000	1,454,170	1,352,803	1,249,667	1,145,362	1,041,057	936,752	832,448
Site 27	BTR 60	South	25,000	525,000	925,967	825,974	725,980	625,986	525,993	425,999	326,005
Site 28	BTR 60 Flats	South	50,000	50,000	1,581,232	1,344,710	1,108,188	871,666	635,144	398,622	160,880

25% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,526,964	1,465,090	1,403,216	1,341,342	1,279,317	1,216,571	1,153,826
Site 5	Green 350	South	25,000	525,000	2,131,584	2,047,377	1,962,686	1,877,265	1,791,845	1,706,424	1,621,003
Site 6	Green 200	South	25,000	525,000	1,848,544	1,757,519	1,666,494	1,575,469	1,484,444	1,393,420	1,302,395
Site 7	Green 100	South	25,000	525,000	1,991,839	1,895,226	1,798,613	1,702,000	1,605,387	1,508,774	1,412,161
Site 8	Green 50	South	25,000	525,000	2,350,667	2,235,822	2,120,977	2,006,132	1,891,287	1,776,443	1,661,598
Site 9	Green 30	South	25,000	525,000	2,526,673	2,411,284	2,295,894	2,180,504	2,065,114	1,949,724	1,834,335
Site 10	Green 20	South	25,000	525,000	2,383,253	2,268,118	2,152,983	2,037,847	1,922,712	1,807,577	1,692,441
Site 11	Green 12	South	50,000	550,000	2,295,921	2,181,436	2,066,952	1,952,467	1,837,983	1,723,498	1,609,014
Site 12	Green 9	South	50,000	550,000	3,387,896	3,274,170	3,160,444	3,046,717	2,932,991	2,819,265	2,705,539
Site 13	Green 9 DRA	South	50,000	550,000	2,810,892	2,696,763	2,582,633	2,468,504	2,354,375	2,240,245	2,126,116
Site 14	Green 5	South	50,000	550,000	3,429,259	3,317,503	3,205,748	3,093,993	2,982,238	2,870,483	2,758,727
Site 15	Flats 100	South	2,500,000	3,000,000	3,385,946	3,052,634	2,719,321	2,386,009	2,052,697	1,719,385	1,386,073
Site 16	Flats 40	South	2,500,000	3,000,000	2,047,495	1,843,695	1,639,896	1,436,096	1,232,296	1,028,496	824,696
Site 17	Flats 20	South	2,500,000	3,000,000	1,722,069	1,545,817	1,369,564	1,193,312	1,017,059	840,807	664,554
Site 18	Flats 10	South	2,500,000	3,000,000	1,878,659	1,699,670	1,520,680	1,341,691	1,162,702	983,713	801,178
Site 19	Flats 6	South	2,500,000	3,000,000	3,100,371	2,883,157	2,665,942	2,448,728	2,231,514	2,014,300	1,794,827
Site 20	Brown 120	South	2,500,000	3,000,000	1,657,532	1,519,100	1,380,668	1,242,236	1,103,804	965,372	826,940
Site 21	Brown 60	South	2,500,000	3,000,000	1,698,311	1,555,290	1,412,268	1,269,247	1,126,225	983,204	840,183
Site 22	Brown 30	South	2,500,000	3,000,000	1,717,751	1,571,564	1,425,376	1,279,188	1,133,000	986,813	840,625
Site 23	Brown 18	South	2,500,000	3,000,000	1,809,131	1,665,232	1,521,333	1,377,434	1,233,535	1,089,636	945,737
Site 24	Brown 12	South	2,500,000	3,000,000	1,728,034	1,582,688	1,437,342	1,291,995	1,146,649	1,001,302	855,956
Site 25	Brown 8	South	2,500,000	3,000,000	2,973,463	2,780,384	2,587,305	2,394,225	2,201,146	2,008,067	1,814,987
Site 26	Brown 4	South	2,500,000	3,000,000	1,454,170	1,352,803	1,249,667	1,145,362	1,041,057	936,752	832,448
Site 27	BTR 60	South	25,000	525,000	847,416	747,422	647,429	547,435	447,441	347,448	247,454
Site 28	BTR 60 Flats	South	50,000	50,000	1,422,340	1,185,818	949,296	712,774	476,252	239,729	-5,083



30% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,435,162	1,373,289	1,311,415	1,249,541	1,187,211	1,124,466	1,061,721
Site 5	Green 350	South	25,000	525,000	2,006,597	1,922,390	1,837,420	1,752,000	1,666,579	1,581,158	1,495,738
Site 6	Green 200	South	25,000	525,000	1,724,097	1,633,072	1,542,047	1,451,022	1,359,997	1,268,972	1,177,947
Site 7	Green 100	South	25,000	525,000	1,857,164	1,760,551	1,663,938	1,567,325	1,470,712	1,374,098	1,277,485
Site 8	Green 50	South	25,000	525,000	2,195,338	2,080,493	1,965,648	1,850,803	1,735,958	1,621,114	1,506,269
Site 9	Green 30	South	25,000	525,000	2,373,516	2,258,127	2,142,737	2,027,347	1,911,957	1,796,567	1,681,178
Site 10	Green 20	South	25,000	525,000	2,228,384	2,113,248	1,998,113	1,882,978	1,767,843	1,652,707	1,537,572
Site 11	Green 12	South	50,000	550,000	2,135,033	2,020,548	1,906,064	1,791,579	1,677,095	1,562,610	1,448,126
Site 12	Green 9	South	50,000	550,000	3,387,896	3,274,170	3,160,444	3,046,717	2,932,991	2,819,265	2,705,539
Site 13	Green 9 DRA	South	50,000	550,000	2,633,075	2,518,945	2,404,816	2,290,686	2,176,557	2,062,428	1,948,298
Site 14	Green 5	South	50,000	550,000	3,429,259	3,317,503	3,205,748	3,093,993	2,982,238	2,870,483	2,758,727
Site 15	Flats 100	South	2,500,000	3,000,000	3,076,858	2,743,546	2,410,234	2,076,922	1,743,609	1,410,297	1,076,985
Site 16	Flats 40	South	2,500,000	3,000,000	1,860,787	1,656,987	1,453,187	1,249,387	1,045,587	841,788	637,988
Site 17	Flats 20	South	2,500,000	3,000,000	1,560,143	1,383,890	1,207,638	1,031,385	855,133	678,880	502,628
Site 18	Flats 10	South	2,500,000	3,000,000	1,714,114	1,535,125	1,356,135	1,177,146	998,157	816,041	631,864
Site 19	Flats 6	South	2,500,000	3,000,000	3,100,371	2,883,157	2,665,942	2,448,728	2,231,514	2,014,300	1,794,827
Site 20	Brown 120	South	2,500,000	3,000,000	1,546,548	1,408,116	1,269,684	1,131,252	992,820	854,388	715,956
Site 21	Brown 60	South	2,500,000	3,000,000	1,584,506	1,441,484	1,298,463	1,155,441	1,012,420	869,399	726,377
Site 22	Brown 30	South	2,500,000	3,000,000	1,601,439	1,455,251	1,309,063	1,162,875	1,016,687	870,500	724,312
Site 23	Brown 18	South	2,500,000	3,000,000	1,692,195	1,548,296	1,404,397	1,260,498	1,116,599	972,700	828,801
Site 24	Brown 12	South	2,500,000	3,000,000	1,613,940	1,468,593	1,323,247	1,177,900	1,032,554	887,208	741,861
Site 25	Brown 8	South	2,500,000	3,000,000	2,973,463	2,780,384	2,587,305	2,394,225	2,201,146	2,008,067	1,814,987
Site 26	Brown 4	South	2,500,000	3,000,000	1,454,170	1,352,803	1,249,667	1,145,362	1,041,057	936,752	832,448
Site 27	BTR 60	South	25,000	525,000	768,862	668,868	568,874	468,881	368,887	268,893	168,900
Site 28	BTR 60 Flats	South	50,000	50,000	1,263,441	1,026,919	790,396	553,874	317,352	76,364	-171,810

Burgess Hill and adjacent

0% Affor	rdable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,809,848	1,733,636	1,657,273	1,580,910	1,504,548	1,428,185	1,351,822
Site 8	Green 50	Burgess Hill	25,000	525,000	2,221,613	2,106,768	1,991,923	1,877,078	1,762,234	1,647,389	1,532,544
Site 9	Green 30	Burgess Hill	25,000	525,000	2,396,606	2,281,216	2,165,826	2,050,436	1,935,047	1,819,657	1,704,267
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	1,659,835	1,326,523	993,211	659,899	326,586	-14,299	-364,030
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	995,620	791,820	588,020	384,220	178,001	-35,450	-249,289
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	836,208	659,956	483,703	303,133	118,775	-66,160	-251,095
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	928,979	744,859	560,681	372,963	185,156	-2,650	-190,457
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	1,097,479	869,565	641,651	413,736	185,822	-42,093	-270,007
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	2,528,615	2,390,183	2,251,751	2,113,319	1,974,887	1,836,455	1,698,023
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	2,592,935	2,449,913	2,306,892	2,163,870	2,020,849	1,877,827	1,734,806
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	2,623,468	2,477,280	2,331,092	2,184,904	2,038,717	1,892,529	1,746,341
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	2,722,320	2,578,421	2,434,522	2,290,623	2,146,724	2,002,825	1,858,926
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	2,588,242	2,442,895	2,297,549	2,152,202	2,006,856	1,861,509	1,716,163
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,442,234	3,249,155	3,056,075	2,862,996	2,669,917	2,476,838	2,283,758
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,679,382	1,578,016	1,476,649	1,375,283	1,272,798	1,168,493	1,064,188
Site 27	BTR 60	Burgess Hill	25,000	525,000	1,254,944	1,154,950	1,054,956	954,963	854,969	754,975	654,982
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	2,251,745	2,015,223	1,778,701	1,542,179	1,305,656	1,069,134	832,612



10% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,685,746	1,609,904	1,533,542	1,457,179	1,380,816	1,304,453	1,228,090
Site 8	Green 50	Burgess Hill	25,000	525,000	2,047,786	1,932,941	1,818,096	1,703,251	1,588,407	1,473,562	1,358,717
Site 9	Green 30	Burgess Hill	25,000	525,000	2,221,421	2,106,031	1,990,642	1,875,252	1,759,862	1,644,472	1,529,082
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	1,374,945	1,041,633	708,320	375,008	36,509	-313,223	-666,492
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	823,032	619,232	415,433	210,118	-2,700	-216,540	-433,270
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	684,645	508,392	328,537	144,680	-40,255	-225,190	-413,823
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	773,238	589,061	401,902	214,095	26,289	-161,518	-350,892
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	1,097,479	869,565	641,651	413,736	185,822	-42,093	-270,007
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	2,344,810	2,206,378	2,067,946	1,929,514	1,791,082	1,652,650	1,514,218
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	2,403,105	2,260,083	2,117,062	1,974,041	1,831,019	1,687,998	1,544,976
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	2,437,798	2,291,611	2,145,423	1,999,235	1,853,047	1,706,859	1,560,672
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	2,532,720	2,388,821	2,244,922	2,101,023	1,957,124	1,813,225	1,669,326
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	2,418,883	2,273,536	2,128,190	1,982,843	1,837,497	1,692,150	1,546,804
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,442,234	3,249,155	3,056,075	2,862,996	2,669,917	2,476,838	2,283,758
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,679,382	1,578,016	1,476,649	1,375,283	1,272,798	1,168,493	1,064,188
Site 27	BTR 60	Burgess Hill	25,000	525,000	1,083,070	983,077	883,083	783,089	683,096	583,102	483,108
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,899,017	1,662,495	1,425,973	1,189,451	952,928	716,406	479,884

20% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,520,045	1,444,005	1,367,642	1,291,280	1,214,917	1,138,554	1,062,191
Site 8	Green 50	Burgess Hill	25,000	525,000	1,823,696	1,708,851	1,594,006	1,479,161	1,364,316	1,249,472	1,134,627
Site 9	Green 30	Burgess Hill	25,000	525,000	1,996,857	1,881,467	1,766,078	1,650,688	1,535,298	1,419,908	1,304,518
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	1,074,052	740,740	407,428	70,525	-279,206	-632,188	-992,074
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	639,129	435,329	230,592	18,176	-195,663	-412,202	-632,253
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	523,620	344,207	160,658	-24,277	-209,211	-397,697	-588,004
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	610,783	424,052	236,245	48,439	-139,368	-328,526	-521,788
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	1,097,479	869,565	641,651	413,736	185,822	-42,093	-270,007
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	2,085,432	1,947,000	1,808,568	1,670,136	1,531,704	1,393,272	1,254,840
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	2,137,106	1,994,084	1,851,063	1,708,041	1,565,020	1,421,999	1,278,977
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	2,165,461	2,019,273	1,873,086	1,726,898	1,580,710	1,434,522	1,288,334
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	2,259,482	2,115,583	1,971,684	1,827,785	1,683,886	1,539,987	1,396,088
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	2,154,028	2,008,682	1,863,335	1,717,989	1,572,642	1,427,296	1,281,949
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,442,234	3,249,155	3,056,075	2,862,996	2,669,917	2,476,838	2,283,758
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,679,382	1,578,016	1,476,649	1,375,283	1,272,798	1,168,493	1,064,188
Site 27	BTR 60	Burgess Hill	25,000	525,000	925,967	825,974	725,980	625,986	525,993	425,999	326,005
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,581,232	1,344,710	1,108,188	871,666	635,144	398,622	160,880

25% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,437,195	1,361,056	1,284,693	1,208,330	1,131,967	1,055,604	979,242
Site 8	Green 50	Burgess Hill	25,000	525,000	1,711,650	1,596,806	1,481,961	1,367,116	1,252,271	1,137,426	1,022,582
Site 9	Green 30	Burgess Hill	25,000	525,000	1,884,575	1,769,186	1,653,796	1,538,406	1,423,016	1,307,626	1,192,237
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	923,606	590,294	256,982	-87,332	-437,064	-794,979	#######################################
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	547,177	343,378	135,534	-78,305	-292,144	-511,694	-731,745
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	442,722	261,115	76,180	-108,755	-294,480	-484,787	-675,094
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	529,030	341,224	153,417	-34,389	-222,196	-413,974	-607,236
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	1,097,479	869,565	641,651	413,736	185,822	-42,093	-270,007
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	1,955,692	1,817,260	1,678,828	1,540,396	1,401,964	1,263,532	1,125,100
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	2,004,106	1,861,085	1,718,063	1,575,042	1,432,020	1,288,999	1,145,978
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	2,029,293	1,883,105	1,736,917	1,590,729	1,444,541	1,298,354	1,152,166
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	2,122,864	1,978,965	1,835,066	1,691,167	1,547,268	1,403,369	1,259,470
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	2,021,601	1,876,254	1,730,908	1,585,562	1,440,215	1,294,869	1,149,522
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,442,234	3,249,155	3,056,075	2,862,996	2,669,917	2,476,838	2,283,758
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,679,382	1,578,016	1,476,649	1,375,283	1,272,798	1,168,493	1,064,188
Site 27	BTR 60	Burgess Hill	25,000	525,000	847,416	747,422	647,429	547,435	447,441	347,448	247,454
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,422,340	1,185,818	949,296	712,774	476,252	239,729	-5,083



30% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,354,353	1,278,115	1,201,752	1,125,389	1,049,026	972,663	896,300
Site 8	Green 50	Burgess Hill	25,000	525,000	1,599,615	1,484,771	1,369,926	1,255,081	1,140,236	1,025,391	910,547
Site 9	Green 30	Burgess Hill	25,000	525,000	1,772,303	1,656,914	1,541,524	1,426,134	1,310,744	1,195,354	1,079,965
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	773,163	439,851	104,545	-245,186	-597,881	-957,766	#######################################
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	455,228	251,067	39,055	-174,784	-391,132	-611,183	-831,234
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	359,878	176,639	-8,296	-193,231	-381,568	-571,875	-762,182
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	446,203	258,397	70,590	-117,216	-306,158	-499,420	-692,682
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	1,097,479	869,565	641,651	413,736	185,822	-42,093	-270,007
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	1,825,967	1,687,535	1,549,103	1,410,671	1,272,239	1,133,807	995,375
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	1,871,122	1,728,100	1,585,079	1,442,058	1,299,036	1,156,015	1,012,993
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	1,893,141	1,746,953	1,600,766	1,454,578	1,308,390	1,162,202	1,016,014
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	1,986,262	1,842,363	1,698,464	1,554,565	1,410,666	1,266,767	1,122,868
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	1,889,193	1,743,846	1,598,500	1,453,153	1,307,807	1,162,461	1,017,114
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,442,234	3,249,155	3,056,075	2,862,996	2,669,917	2,476,838	2,283,758
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,679,382	1,578,016	1,476,649	1,375,283	1,272,798	1,168,493	1,064,188
Site 27	BTR 60	Burgess Hill	25,000	525,000	768,862	668,868	568,874	468,881	368,887	268,893	168,900
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,263,441	1,026,919	790,396	553,874	317,352	76,364	-171,810

Higher Policy Requirements

North, including East Grinstead

0% Affor	rdable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,365,539	1,309,623	1,253,707	1,197,790	1,141,874	1,085,257	1,028,535
Site 5	Green 350	North	25,000	525,000	2,130,197	2,044,776	1,959,355	1,873,935	1,788,514	1,703,093	1,617,673
Site 6	Green 200	North	25,000	525,000	1,792,033	1,701,008	1,609,983	1,518,958	1,427,933	1,336,908	1,245,884
Site 7	Green 100	North	25,000	525,000	1,923,180	1,826,567	1,729,954	1,633,341	1,536,727	1,440,114	1,343,501
Site 8	Green 50	North	25,000	525,000	2,263,369	2,148,524	2,033,679	1,918,834	1,803,990	1,689,145	1,574,300
Site 9	Green 30	North	25,000	525,000	2,450,551	2,335,161	2,219,771	2,104,382	1,988,992	1,873,602	1,758,212
Site 10	Green 20	North	25,000	525,000	2,290,789	2,175,654	2,060,519	1,945,384	1,830,248	1,715,113	1,599,978
Site 11	Green 12	North	50,000	550,000	2,648,078	2,533,594	2,419,110	2,304,625	2,190,141	2,075,656	1,961,172
Site 12	Green 9	North	50,000	550,000	2,586,447	2,472,720	2,358,994	2,245,268	2,131,541	2,017,815	1,904,089
Site 13	Green 9 DRA	North	50,000	550,000	2,733,967	2,619,837	2,505,708	2,391,578	2,277,449	2,163,320	2,049,190
Site 14	Green 5	North	50,000	550,000	2,544,615	2,432,860	2,321,105	2,209,349	2,097,594	1,985,839	1,874,084
Site 15	Flats 100	North	2,500,000	3,000,000	2,311,157	1,977,845	1,644,533	1,311,220	977,908	644,596	311,284
Site 16	Flats 40	North	2,500,000	3,000,000	1,391,330	1,187,530	983,731	779,931	576,131	372,331	165,768
Site 17	Flats 20	North	2,500,000	3,000,000	1,173,245	996,993	820,740	644,488	468,235	287,217	102,545
Site 18	Flats 10	North	2,500,000	3,000,000	1,286,188	1,107,199	928,210	744,067	559,890	372,155	184,349
Site 19	Flats 6	North	2,500,000	3,000,000	1,537,575	1,314,065	1,089,876	861,961	634,047	406,132	178,218
Site 20	Brown 120	North	2,500,000	3,000,000	2,578,756	2,440,324	2,301,892	2,163,460	2,025,028	1,886,596	1,748,164
Site 21	Brown 60	North	2,500,000	3,000,000	2,641,521	2,498,499	2,355,478	2,212,456	2,069,435	1,926,414	1,783,392
Site 22	Brown 30	North	2,500,000	3,000,000	2,671,845	2,525,657	2,379,470	2,233,282	2,087,094	1,940,906	1,794,718
Site 23	Brown 18	North	2,500,000	3,000,000	2,777,324	2,633,425	2,489,526	2,345,627	2,201,728	2,057,829	1,913,930
Site 24	Brown 12	North	2,500,000	3,000,000	2,642,447	2,497,101	2,351,754	2,206,408	2,061,061	1,915,715	1,770,368
Site 25	Brown 8	North	2,500,000	3,000,000	3,515,598	3,322,519	3,129,440	2,936,360	2,743,281	2,550,202	2,357,123
Site 26	Brown 4	North	2,500,000	3,000,000	1,714,629	1,613,262	1,511,896	1,410,529	1,309,066	1,204,761	1,100,456
Site 27	BTR 60	North	25,000	525,000	1,043,776	943,782	843,788	743,795	643,801	543,807	443,814
Site 28	BTR 60 Flats	North	50,000	50,000	1,824,926	1,588,404	1,351,881	1,115,359	878,837	642,315	405,793



10% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,268,450	1,212,534	1,156,618	1,100,701	1,044,785	988,205	931,483
Site 5	Green 350	North	25,000	525,000	1,981,551	1,896,130	1,810,710	1,725,289	1,639,868	1,554,448	1,469,027
Site 6	Green 200	North	25,000	525,000	1,646,096	1,555,071	1,464,046	1,373,021	1,281,996	1,190,971	1,099,946
Site 7	Green 100	North	25,000	525,000	1,771,780	1,675,167	1,578,554	1,481,940	1,385,327	1,288,714	1,192,101
Site 8	Green 50	North	25,000	525,000	2,081,459	1,966,614	1,851,769	1,736,925	1,622,080	1,507,235	1,392,390
Site 9	Green 30	North	25,000	525,000	2,268,666	2,153,276	2,037,886	1,922,496	1,807,106	1,691,717	1,576,327
Site 10	Green 20	North	25,000	525,000	2,110,673	1,995,537	1,880,402	1,765,267	1,650,131	1,534,996	1,419,861
Site 11	Green 12	North	50,000	550,000	2,010,605	1,896,120	1,781,636	1,667,152	1,552,667	1,438,183	1,323,698
Site 12	Green 9	North	50,000	550,000	2,586,447	2,472,720	2,358,994	2,245,268	2,131,541	2,017,815	1,904,089
Site 13	Green 9 DRA	North	50,000	550,000	2,529,995	2,415,866	2,301,737	2,187,607	2,073,478	1,959,349	1,845,219
Site 14	Green 5	North	50,000	550,000	2,544,615	2,432,860	2,321,105	2,209,349	2,097,594	1,985,839	1,874,084
Site 15	Flats 100	North	2,500,000	3,000,000	1,990,327	1,657,014	1,323,702	990,390	657,078	323,766	-17,258
Site 16	Flats 40	North	2,500,000	3,000,000	1,196,087	992,287	788,488	584,688	380,888	174,572	-38,947
Site 17	Flats 20	North	2,500,000	3,000,000	1,004,179	827,926	651,674	475,421	294,611	110,085	-74,850
Site 18	Flats 10	North	2,500,000	3,000,000	1,114,018	935,029	751,084	566,906	379,311	191,504	3,698
Site 19	Flats 6	North	2,500,000	3,000,000	1,537,575	1,314,065	1,089,876	861,961	634,047	406,132	178,218
Site 20	Brown 120	North	2,500,000	3,000,000	2,386,428	2,247,996	2,109,564	1,971,132	1,832,700	1,694,268	1,555,836
Site 21	Brown 60	North	2,500,000	3,000,000	2,443,005	2,299,984	2,156,962	2,013,941	1,870,920	1,727,898	1,584,877
Site 22	Brown 30	North	2,500,000	3,000,000	2,477,404	2,331,216	2,185,028	2,038,841	1,892,653	1,746,465	1,600,277
Site 23	Brown 18	North	2,500,000	3,000,000	2,577,995	2,434,096	2,290,197	2,146,298	2,002,399	1,858,500	1,714,601
Site 24	Brown 12	North	2,500,000	3,000,000	2,463,714	2,318,368	2,173,021	2,027,675	1,882,328	1,736,982	1,591,636
Site 25	Brown 8	North	2,500,000	3,000,000	3,515,598	3,322,519	3,129,440	2,936,360	2,743,281	2,550,202	2,357,123
Site 26	Brown 4	North	2,500,000	3,000,000	1,714,629	1,613,262	1,511,896	1,410,529	1,309,066	1,204,761	1,100,456
Site 27	BTR 60	North	25,000	525,000	876,031	776,037	676,044	576,050	476,056	376,063	276,069
Site 28	BTR 60 Flats	North	50,000	50,000	1,473,540	1,237,018	1,000,496	763,974	527,451	290,929	48,639

20% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,132,019	1,076,102	1,020,186	964,269	907,960	851,238	794,516
Site 5	Green 350	North	25,000	525,000	1,775,912	1,690,491	1,605,071	1,519,650	1,434,229	1,348,809	1,263,388
Site 6	Green 200	North	25,000	525,000	1,444,730	1,353,705	1,262,680	1,171,655	1,080,630	989,605	898,580
Site 7	Green 100	North	25,000	525,000	1,554,985	1,458,372	1,361,759	1,265,146	1,168,533	1,071,920	975,307
Site 8	Green 50	North	25,000	525,000	1,830,241	1,715,396	1,600,551	1,485,706	1,370,861	1,256,017	1,141,172
Site 9	Green 30	North	25,000	525,000	2,018,466	1,903,076	1,787,686	1,672,297	1,556,907	1,441,517	1,326,127
Site 10	Green 20	North	25,000	525,000	1,860,442	1,745,307	1,630,171	1,515,036	1,399,901	1,284,765	1,169,630
Site 11	Green 12	North	50,000	550,000	1,751,131	1,636,646	1,522,162	1,407,677	1,293,193	1,178,708	1,064,224
Site 12	Green 9	North	50,000	550,000	2,586,447	2,472,720	2,358,994	2,245,268	2,131,541	2,017,815	1,904,089
Site 13	Green 9 DRA	North	50,000	550,000	2,247,011	2,132,882	2,018,753	1,904,623	1,790,494	1,676,365	1,562,235
Site 14	Green 5	North	50,000	550,000	2,544,615	2,432,860	2,321,105	2,209,349	2,097,594	1,985,839	1,874,084
Site 15	Flats 100	North	2,500,000	3,000,000	1,565,131	1,231,818	898,506	565,194	231,882	-113,668	-463,400
Site 16	Flats 40	North	2,500,000	3,000,000	937,785	733,985	530,186	326,386	117,705	-96,134	-309,973
Site 17	Flats 20	North	2,500,000	3,000,000	776,839	600,586	423,404	241,416	56,481	-128,454	-313,847
Site 18	Flats 10	North	2,500,000	3,000,000	891,151	706,974	522,138	334,332	146,525	-41,281	-229,088
Site 19	Flats 6	North	2,500,000	3,000,000	1,537,575	1,314,065	1,089,876	861,961	634,047	406,132	178,218
Site 20	Brown 120	North	2,500,000	3,000,000	2,098,356	1,959,924	1,821,492	1,683,060	1,544,628	1,406,197	1,267,765
Site 21	Brown 60	North	2,500,000	3,000,000	2,147,650	2,004,628	1,861,607	1,718,585	1,575,564	1,432,543	1,289,521
Site 22	Brown 30	North	2,500,000	3,000,000	2,176,192	2,030,004	1,883,816	1,737,628	1,591,441	1,445,253	1,299,065
Site 23	Brown 18	North	2,500,000	3,000,000	2,273,917	2,130,018	1,986,119	1,842,220	1,698,321	1,554,422	1,410,523
Site 24	Brown 12	North	2,500,000	3,000,000	2,171,664	2,026,318	1,880,971	1,735,625	1,590,278	1,444,932	1,299,586
Site 25	Brown 8	North	2,500,000	3,000,000	3,515,598	3,322,519	3,129,440	2,936,360	2,743,281	2,550,202	2,357,123
Site 26	Brown 4	North	2,500,000	3,000,000	1,714,629	1,613,262	1,511,896	1,410,529	1,309,066	1,204,761	1,100,456
Site 27	BTR 60	North	25,000	525,000	723,057	623,063	523,070	423,076	323,082	223,089	123,095
Site 28	BTR 60 Flats	North	50,000	50,000	1,157,097	920,575	684,053	447,531	211,009	-35,218	-283,392



25% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	1,063,803	1,007,886	951,970	896,053	839,477	782,755	726,033
Site 5	Green 350	North	25,000	525,000	1,673,093	1,587,672	1,502,251	1,416,831	1,331,410	1,245,989	1,160,569
Site 6	Green 200	North	25,000	525,000	1,344,047	1,253,022	1,161,997	1,070,972	979,947	888,923	797,898
Site 7	Green 100	North	25,000	525,000	1,446,588	1,349,975	1,253,362	1,156,749	1,060,135	963,522	866,909
Site 8	Green 50	North	25,000	525,000	1,704,631	1,589,787	1,474,942	1,360,097	1,245,252	1,130,407	1,015,563
Site 9	Green 30	North	25,000	525,000	1,893,366	1,777,976	1,662,586	1,547,197	1,431,807	1,316,417	1,201,027
Site 10	Green 20	North	25,000	525,000	1,735,327	1,620,191	1,505,056	1,389,921	1,274,785	1,159,650	1,044,515
Site 11	Green 12	North	50,000	550,000	1,621,393	1,506,909	1,392,425	1,277,940	1,163,456	1,048,971	934,487
Site 12	Green 9	North	50,000	550,000	2,586,447	2,472,720	2,358,994	2,245,268	2,131,541	2,017,815	1,904,089
Site 13	Green 9 DRA	North	50,000	550,000	2,105,519	1,991,390	1,877,261	1,763,131	1,649,002	1,534,873	1,420,743
Site 14	Green 5	North	50,000	550,000	2,544,615	2,432,860	2,321,105	2,209,349	2,097,594	1,985,839	1,874,084
Site 15	Flats 100	North	2,500,000	3,000,000	1,352,533	1,019,220	685,908	352,596	12,992	-336,739	-690,373
Site 16	Flats 40	North	2,500,000	3,000,000	808,634	604,834	401,035	195,303	-17,808	-231,647	-448,616
Site 17	Flats 20	North	2,500,000	3,000,000	663,169	486,917	306,439	122,146	-62,789	-247,723	-436,783
Site 18	Flats 10	North	2,500,000	3,000,000	777,008	592,830	405,745	217,939	30,133	-157,674	-346,844
Site 19	Flats 6	North	2,500,000	3,000,000	1,537,575	1,314,065	1,089,876	861,961	634,047	406,132	178,218
Site 20	Brown 120	North	2,500,000	3,000,000	1,954,267	1,815,835	1,677,403	1,538,971	1,400,539	1,262,107	1,123,675
Site 21	Brown 60	North	2,500,000	3,000,000	1,999,972	1,856,950	1,713,929	1,570,908	1,427,886	1,284,865	1,141,843
Site 22	Brown 30	North	2,500,000	3,000,000	2,025,586	1,879,398	1,733,210	1,587,022	1,440,835	1,294,647	1,148,459
Site 23	Brown 18	North	2,500,000	3,000,000	2,121,878	1,977,979	1,834,080	1,690,181	1,546,282	1,402,383	1,258,484
Site 24	Brown 12	North	2,500,000	3,000,000	2,025,639	1,880,293	1,734,946	1,589,600	1,444,253	1,298,907	1,153,561
Site 25	Brown 8	North	2,500,000	3,000,000	3,515,598	3,322,519	3,129,440	2,936,360	2,743,281	2,550,202	2,357,123
Site 26	Brown 4	North	2,500,000	3,000,000	1,714,629	1,613,262	1,511,896	1,410,529	1,309,066	1,204,761	1,100,456
Site 27	BTR 60	North	25,000	525,000	646,570	546,576	446,582	346,589	246,595	146,601	45,283
Site 28	BTR 60 Flats	North	50,000	50,000	998,876	762,354	525,832	289,310	46,940	-201,234	-451,955

30% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 1	Crabbet Park	Crawley	25,000	525,000	995,595	939,678	883,762	827,723	771,002	714,280	657,558
Site 5	Green 350	North	25,000	525,000	1,570,285	1,484,864	1,399,443	1,314,023	1,228,602	1,143,181	1,057,761
Site 6	Green 200	North	25,000	525,000	1,243,375	1,152,350	1,061,326	970,301	879,276	788,251	697,226
Site 7	Green 100	North	25,000	525,000	1,338,204	1,241,590	1,144,977	1,048,364	951,751	855,138	758,525
Site 8	Green 50	North	25,000	525,000	1,579,036	1,464,191	1,349,346	1,234,502	1,119,657	1,004,812	889,967
Site 9	Green 30	North	25,000	525,000	1,768,280	1,652,890	1,537,500	1,422,110	1,306,721	1,191,331	1,075,941
Site 10	Green 20	North	25,000	525,000	1,610,225	1,495,090	1,379,955	1,264,819	1,149,684	1,034,549	919,413
Site 11	Green 12	North	50,000	550,000	1,491,581	1,377,096	1,262,612	1,148,127	1,033,643	919,158	804,674
Site 12	Green 9	North	50,000	550,000	2,586,447	2,472,720	2,358,994	2,245,268	2,131,541	2,017,815	1,904,089
Site 13	Green 9 DRA	North	50,000	550,000	1,964,043	1,849,914	1,735,784	1,621,655	1,507,526	1,393,396	1,279,267
Site 14	Green 5	North	50,000	550,000	2,544,615	2,432,860	2,321,105	2,209,349	2,097,594	1,985,839	1,874,084
Site 15	Flats 100	North	2,500,000	3,000,000	1,139,956	806,643	473,331	139,005	-210,057	-560,451	-920,336
Site 16	Flats 40	North	2,500,000	3,000,000	679,496	475,696	271,896	60,532	-153,308	-368,261	-588,312
Site 17	Flats 20	North	2,500,000	3,000,000	549,511	370,848	187,824	2,889	-182,046	-369,400	-559,707
Site 18	Flats 10	North	2,500,000	3,000,000	662,875	477,170	289,363	101,557	-86,250	-274,056	-466,867
Site 19	Flats 6	North	2,500,000	3,000,000	1,537,575	1,314,065	1,089,876	861,961	634,047	406,132	178,218
Site 20	Brown 120	North	2,500,000	3,000,000	1,810,197	1,671,765	1,533,333	1,394,901	1,256,469	1,118,037	979,605
Site 21	Brown 60	North	2,500,000	3,000,000	1,852,313	1,709,292	1,566,271	1,423,249	1,280,228	1,137,206	994,185
Site 22	Brown 30	North	2,500,000	3,000,000	1,875,001	1,728,813	1,582,625	1,436,438	1,290,250	1,144,062	997,874
Site 23	Brown 18	North	2,500,000	3,000,000	1,969,860	1,825,961	1,682,062	1,538,163	1,394,264	1,250,365	1,106,466
Site 24	Brown 12	North	2,500,000	3,000,000	1,879,637	1,734,290	1,588,944	1,443,598	1,298,251	1,152,905	1,007,558
Site 25	Brown 8	North	2,500,000	3,000,000	3,515,598	3,322,519	3,129,440	2,936,360	2,743,281	2,550,202	2,357,123
Site 26	Brown 4	North	2,500,000	3,000,000	1,714,629	1,613,262	1,511,896	1,410,529	1,309,066	1,204,761	1,100,456
Site 27	BTR 60	North	25,000	525,000	570,080	470,086	370,092	270,099	170,105	69,607	-34,975
Site 28	BTR 60 Flats	North	50,000	50,000	840,648	604,126	367,604	128,963	-119,083	-367,627	-623,010



Central – AONB

0% Affor	rdable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	2,425,468	2,310,623	2,195,778	2,080,933	1,966,089	1,851,244	1,736,399
Site 9	Green 30	AONB	25,000	525,000	2,610,819	2,495,430	2,380,040	2,264,650	2,149,260	2,033,870	1,918,481
Site 10	Green 20	AONB	25,000	525,000	2,453,050	2,337,915	2,222,779	2,107,644	1,992,509	1,877,374	1,762,238
Site 11	Green 12	AONB	50,000	550,000	2,824,948	2,710,464	2,595,980	2,481,495	2,367,011	2,252,526	2,138,042
Site 12	Green 9	AONB	50,000	550,000	2,757,903	2,644,177	2,530,450	2,416,724	2,302,998	2,189,272	2,075,545
Site 13	Green 9 DRA	AONB	50,000	550,000	2,916,230	2,802,101	2,687,972	2,573,842	2,459,713	2,345,584	2,231,454
Site 14	Green 5	AONB	50,000	550,000	2,730,791	2,619,036	2,507,281	2,395,526	2,283,770	2,172,015	2,060,260
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,863,483	2,717,295	2,571,107	2,424,919	2,278,732	2,132,544	1,986,356
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,969,827	2,825,928	2,682,029	2,538,130	2,394,231	2,250,332	2,106,433
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,821,364	2,676,017	2,530,671	2,385,324	2,239,978	2,094,631	1,949,285
Site 25	Brown 8	AONB	2,500,000	3,000,000	3,749,984	3,556,904	3,363,825	3,170,746	2,977,667	2,784,587	2,591,508
Site 26	Brown 4	AONB	2,500,000	3,000,000	1,827,235	1,725,868	1,624,502	1,523,135	1,421,769	1,320,402	1,216,326

10% Affo	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	2,235,153	2,120,308	2,005,463	1,890,618	1,775,773	1,660,929	1,546,084
Site 9	Green 30	AONB	25,000	525,000	2,421,799	2,306,409	2,191,019	2,075,629	1,960,239	1,844,850	1,729,460
Site 10	Green 20	AONB	25,000	525,000	2,265,573	2,150,438	2,035,303	1,920,167	1,805,032	1,689,897	1,574,762
Site 11	Green 12	AONB	50,000	550,000	2,169,884	2,055,399	1,940,915	1,826,431	1,711,946	1,597,462	1,482,977
Site 12	Green 9	AONB	50,000	550,000	2,757,903	2,644,177	2,530,450	2,416,724	2,302,998	2,189,272	2,075,545
Site 13	Green 9 DRA	AONB	50,000	550,000	2,702,080	2,587,950	2,473,821	2,359,692	2,245,562	2,131,433	2,017,303
Site 14	Green 5	AONB	50,000	550,000	2,730,791	2,619,036	2,507,281	2,395,526	2,283,770	2,172,015	2,060,260
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,661,437	2,515,250	2,369,062	2,222,874	2,076,686	1,930,499	1,784,311
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,761,404	2,617,505	2,473,606	2,329,707	2,185,808	2,041,909	1,898,010
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,634,987	2,489,640	2,344,294	2,198,948	2,053,601	1,908,255	1,762,908
Site 25	Brown 8	AONB	2,500,000	3,000,000	3,749,984	3,556,904	3,363,825	3,170,746	2,977,667	2,784,587	2,591,508
Site 26	Brown 4	AONB	2,500,000	3,000,000	1,827,235	1,725,868	1,624,502	1,523,135	1,421,769	1,320,402	1,216,326

20% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	1,966,522	1,851,677	1,736,832	1,621,987	1,507,142	1,392,298	1,277,453
Site 9	Green 30	AONB	25,000	525,000	2,155,418	2,040,029	1,924,639	1,809,249	1,693,859	1,578,469	1,463,080
Site 10	Green 20	AONB	25,000	525,000	1,998,964	1,883,829	1,768,693	1,653,558	1,538,423	1,423,287	1,308,152
Site 11	Green 12	AONB	50,000	550,000	1,892,691	1,778,206	1,663,722	1,549,237	1,434,753	1,320,268	1,205,784
Site 12	Green 9	AONB	50,000	550,000	2,757,903	2,644,177	2,530,450	2,416,724	2,302,998	2,189,272	2,075,545
Site 13	Green 9 DRA	AONB	50,000	550,000	2,398,187	2,284,058	2,169,928	2,055,799	1,941,670	1,827,540	1,713,411
Site 14	Green 5	AONB	50,000	550,000	2,730,791	2,619,036	2,507,281	2,395,526	2,283,770	2,172,015	2,060,260
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,338,878	2,192,691	2,046,503	1,900,315	1,754,127	1,607,939	1,461,752
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,434,690	2,290,791	2,146,892	2,002,993	1,859,094	1,715,195	1,571,296
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,321,629	2,176,283	2,030,937	1,885,590	1,740,244	1,594,897	1,449,551
Site 25	Brown 8	AONB	2,500,000	3,000,000	3,749,984	3,556,904	3,363,825	3,170,746	2,977,667	2,784,587	2,591,508
Site 26	Brown 4	AONB	2,500,000	3,000,000	1,827,235	1,725,868	1,624,502	1,523,135	1,421,769	1,320,402	1,216,326

25% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	1,832,206	1,717,361	1,602,517	1,487,672	1,372,827	1,257,982	1,143,137
Site 9	Green 30	AONB	25,000	525,000	2,022,228	1,906,838	1,791,449	1,676,059	1,560,669	1,445,279	1,329,889
Site 10	Green 20	AONB	25,000	525,000	1,865,659	1,750,524	1,635,388	1,520,253	1,405,118	1,289,982	1,174,847
Site 11	Green 12	AONB	50,000	550,000	1,754,094	1,639,609	1,525,125	1,410,641	1,296,156	1,181,672	1,067,187
Site 12	Green 9	AONB	50,000	550,000	2,757,903	2,644,177	2,530,450	2,416,724	2,302,998	2,189,272	2,075,545
Site 13	Green 9 DRA	AONB	50,000	550,000	2,246,241	2,132,111	2,017,982	1,903,853	1,789,723	1,675,594	1,561,464
Site 14	Green 5	AONB	50,000	550,000	2,730,791	2,619,036	2,507,281	2,395,526	2,283,770	2,172,015	2,060,260
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,177,599	2,031,411	1,885,223	1,739,035	1,592,848	1,446,660	1,300,472
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,271,333	2,127,434	1,983,535	1,839,636	1,695,737	1,551,838	1,407,939
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,164,951	2,019,604	1,874,258	1,728,911	1,583,565	1,438,218	1,292,872
Site 25	Brown 8	AONB	2,500,000	3,000,000	3,749,984	3,556,904	3,363,825	3,170,746	2,977,667	2,784,587	2,591,508
Site 26	Brown 4	AONB	2,500,000	3,000,000	1,827,235	1,725,868	1,624,502	1,523,135	1,421,769	1,320,402	1,216,326



30% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 8	Green 50	AONB	25,000	525,000	1,697,906	1,583,062	1,468,217	1,353,372	1,238,527	1,123,682	1,008,838
Site 9	Green 30	AONB	25,000	525,000	1,889,054	1,773,664	1,658,274	1,542,884	1,427,494	1,312,105	1,196,715
Site 10	Green 20	AONB	25,000	525,000	1,732,370	1,617,235	1,502,099	1,386,964	1,271,829	1,156,694	1,041,558
Site 11	Green 12	AONB	50,000	550,000	1,615,422	1,500,937	1,386,453	1,271,968	1,157,484	1,043,000	928,515
Site 12	Green 9	AONB	50,000	550,000	2,757,903	2,644,177	2,530,450	2,416,724	2,302,998	2,189,272	2,075,545
Site 13	Green 9 DRA	AONB	50,000	550,000	2,094,312	1,980,183	1,866,054	1,751,924	1,637,795	1,523,665	1,409,536
Site 14	Green 5	AONB	50,000	550,000	2,730,791	2,619,036	2,507,281	2,395,526	2,283,770	2,172,015	2,060,260
Site 22	Brown 30	AONB	2,500,000	3,000,000	2,016,343	1,870,156	1,723,968	1,577,780	1,431,592	1,285,404	1,139,217
Site 23	Brown 18	AONB	2,500,000	3,000,000	2,108,000	1,964,101	1,820,202	1,676,303	1,532,404	1,388,505	1,244,606
Site 24	Brown 12	AONB	2,500,000	3,000,000	2,008,297	1,862,951	1,717,604	1,572,258	1,426,912	1,281,565	1,136,219
Site 25	Brown 8	AONB	2,500,000	3,000,000	3,749,984	3,556,904	3,363,825	3,170,746	2,977,667	2,784,587	2,591,508
Site 26	Brown 4	AONB	2,500,000	3,000,000	1,827,235	1,725,868	1,624,502	1,523,135	1,421,769	1,320,402	1,216,326

South, excluding Burgess Hill

0% Affor	rdable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,792,648	1,730,774	1,668,900	1,606,575	1,543,830	1,481,084	1,418,339
Site 4	Sayers Common	Sayers Common	25,000	525,000	2,109,408	2,036,406	1,963,403	1,890,302	1,816,318	1,742,334	1,668,350
Site 5	Green 350	South	25,000	525,000	2,496,464	2,411,043	2,325,622	2,240,202	2,154,781	2,069,360	1,983,940
Site 6	Green 200	South	25,000	525,000	2,173,564	2,082,539	1,991,514	1,900,489	1,809,464	1,718,439	1,627,414
Site 7	Green 100	South	25,000	525,000	2,335,647	2,239,034	2,142,421	2,045,808	1,949,195	1,852,582	1,755,968
Site 8	Green 50	South	25,000	525,000	2,751,934	2,637,089	2,522,244	2,407,399	2,292,554	2,177,710	2,062,865
Site 9	Green 30	South	25,000	525,000	2,933,504	2,818,114	2,702,724	2,587,334	2,471,944	2,356,555	2,241,165
Site 10	Green 20	South	25,000	525,000	2,779,848	2,664,713	2,549,577	2,434,442	2,319,307	2,204,171	2,089,036
Site 11	Green 12	South	50,000	550,000	3,178,688	3,064,204	2,949,720	2,835,235	2,720,751	2,606,266	2,491,782
Site 12	Green 9	South	50,000	550,000	3,100,816	2,987,090	2,873,363	2,759,637	2,645,911	2,532,185	2,418,458
Site 13	Green 9 DRA	South	50,000	550,000	3,280,758	3,166,629	3,052,499	2,938,370	2,824,241	2,710,111	2,595,982
Site 14	Green 5	South	50,000	550,000	3,103,114	2,991,359	2,879,603	2,767,848	2,656,093	2,544,338	2,432,583
Site 15	Flats 100	South	2,500,000	3,000,000	4,003,186	3,669,874	3,336,562	3,003,249	2,669,937	2,336,625	2,003,313
Site 16	Flats 40	South	2,500,000	3,000,000	2,421,675	2,217,875	2,014,075	1,810,275	1,606,476	1,402,676	1,198,876
Site 17	Flats 20	South	2,500,000	3,000,000	2,044,002	1,867,749	1,691,497	1,515,244	1,338,992	1,162,739	986,487
Site 18	Flats 10	South	2,500,000	3,000,000	2,206,227	2,027,238	1,848,249	1,669,260	1,490,270	1,311,281	1,132,292
Site 19	Flats 6	South	2,500,000	3,000,000	2,647,342	2,430,128	2,212,914	1,995,700	1,775,688	1,552,178	1,328,668
Site 20	Brown 120	South	2,500,000	3,000,000	1,846,353	1,707,921	1,569,489	1,431,057	1,292,625	1,154,193	1,015,761
Site 21	Brown 60	South	2,500,000	3,000,000	1,890,138	1,747,117	1,604,095	1,461,074	1,318,052	1,175,031	1,032,010
Site 22	Brown 30	South	2,500,000	3,000,000	1,908,065	1,761,877	1,615,689	1,469,501	1,323,314	1,177,126	1,030,938
Site 23	Brown 18	South	2,500,000	3,000,000	2,007,312	1,863,413	1,719,514	1,575,615	1,431,716	1,287,817	1,143,918
Site 24	Brown 12	South	2,500,000	3,000,000	1,926,780	1,781,434	1,636,087	1,490,741	1,345,394	1,200,048	1,054,702
Site 25	Brown 8	South	2,500,000	3,000,000	2,578,057	2,384,977	2,191,898	1,998,819	1,805,739	1,612,660	1,419,581
Site 26	Brown 4	South	2,500,000	3,000,000	1,262,804	1,158,500	1,054,195	949,890	845,585	740,370	634,010
Site 27	BTR 60	South	25,000	525,000	1,045,569	945,575	845,581	745,588	645,594	545,600	445,607
Site 28	BTR 60 Flats	South	50,000	50,000	1,828,548	1,592,026	1,355,504	1,118,982	882,460	645,937	409,415



10% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,672,211	1,610,337	1,548,464	1,486,389	1,423,644	1,360,898	1,298,153
Site 4	Sayers Common	Sayers Common	25,000	525,000	1,968,353	1,895,351	1,822,349	1,749,347	1,675,540	1,601,556	1,527,572
Site 5	Green 350	South	25,000	525,000	2,329,677	2,244,485	2,159,064	2,073,644	1,988,223	1,902,802	1,817,382
Site 6	Green 200	South	25,000	525,000	2,008,685	1,917,660	1,826,635	1,735,610	1,644,585	1,553,561	1,462,536
Site 7	Green 100	South	25,000	525,000	2,164,514	2,067,901	1,971,288	1,874,675	1,778,062	1,681,449	1,584,836
Site 8	Green 50	South	25,000	525,000	2,544,304	2,429,459	2,314,615	2,199,770	2,084,925	1,970,080	1,855,235
Site 9	Green 30	South	25,000	525,000	2,729,266	2,613,876	2,498,486	2,383,096	2,267,706	2,152,317	2,036,927
Site 10	Green 20	South	25,000	525,000	2,576,702	2,461,567	2,346,431	2,231,296	2,116,161	2,001,025	1,885,890
Site 11	Green 12	South	50,000	550,000	2,488,442	2,373,958	2,259,473	2,144,989	2,030,504	1,916,020	1,801,535
Site 12	Green 9	South	50,000	550,000	3,100,816	2,987,090	2,873,363	2,759,637	2,645,911	2,532,185	2,418,458
Site 13	Green 9 DRA	South	50,000	550,000	3,046,248	2,932,119	2,817,989	2,703,860	2,589,731	2,475,601	2,361,472
Site 14	Green 5	South	50,000	550,000	3,103,114	2,991,359	2,879,603	2,767,848	2,656,093	2,544,338	2,432,583
Site 15	Flats 100	South	2,500,000	3,000,000	3,627,823	3,294,511	2,961,199	2,627,887	2,294,575	1,961,262	1,627,950
Site 16	Flats 40	South	2,500,000	3,000,000	2,190,643	1,986,843	1,783,043	1,579,243	1,375,444	1,171,644	967,844
Site 17	Flats 20	South	2,500,000	3,000,000	1,851,013	1,674,761	1,498,508	1,322,256	1,146,003	969,751	793,498
Site 18	Flats 10	South	2,500,000	3,000,000	2,000,015	1,821,025	1,642,036	1,463,047	1,284,058	1,105,068	926,052
Site 19	Flats 6	South	2,500,000	3,000,000	2,647,342	2,430,128	2,212,914	1,995,700	1,775,688	1,552,178	1,328,668
Site 20	Brown 120	South	2,500,000	3,000,000	1,680,501	1,542,069	1,403,637	1,265,205	1,126,773	988,341	849,909
Site 21	Brown 60	South	2,500,000	3,000,000	1,719,836	1,576,815	1,433,793	1,290,772	1,147,751	1,004,729	861,708
Site 22	Brown 30	South	2,500,000	3,000,000	1,738,720	1,592,532	1,446,344	1,300,156	1,153,969	1,007,781	861,593
Site 23	Brown 18	South	2,500,000	3,000,000	1,833,933	1,690,034	1,546,135	1,402,236	1,258,337	1,114,438	970,539
Site 24	Brown 12	South	2,500,000	3,000,000	1,768,112	1,622,765	1,477,419	1,332,072	1,186,726	1,041,379	896,033
Site 25	Brown 8	South	2,500,000	3,000,000	2,578,057	2,384,977	2,191,898	1,998,819	1,805,739	1,612,660	1,419,581
Site 26	Brown 4	South	2,500,000	3,000,000	1,262,804	1,158,500	1,054,195	949,890	845,585	740,370	634,010
Site 27	BTR 60	South	25,000	525,000	877,789	777,795	677,802	577,808	477,814	377,821	277,827
Site 28	BTR 60 Flats	South	50,000	50,000	1,477,151	1,240,629	1,004,107	767,584	531,062	294,540	52,428

20% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,492,594	1,430,720	1,368,847	1,306,220	1,243,474	1,180,729	1,117,984
Site 4	Sayers Common	Sayers Common	25,000	525,000	1,755,557	1,682,555	1,609,553	1,536,064	1,462,080	1,388,096	1,314,112
Site 5	Green 350	South	25,000	525,000	2,084,627	1,999,206	1,913,786	1,828,365	1,742,944	1,657,524	1,572,103
Site 6	Green 200	South	25,000	525,000	1,766,063	1,675,038	1,584,013	1,492,988	1,401,963	1,310,938	1,219,913
Site 7	Green 100	South	25,000	525,000	1,902,786	1,806,173	1,709,560	1,612,947	1,516,334	1,419,721	1,323,108
Site 8	Green 50	South	25,000	525,000	2,240,353	2,125,508	2,010,663	1,895,819	1,780,974	1,666,129	1,551,284
Site 9	Green 30	South	25,000	525,000	2,429,585	2,314,195	2,198,806	2,083,416	1,968,026	1,852,636	1,737,246
Site 10	Green 20	South	25,000	525,000	2,276,375	2,161,240	2,046,104	1,930,969	1,815,834	1,700,698	1,585,563
Site 11	Green 12	South	50,000	550,000	2,175,811	2,061,326	1,946,842	1,832,357	1,717,873	1,603,388	1,488,904
Site 12	Green 9	South	50,000	550,000	3,100,816	2,987,090	2,873,363	2,759,637	2,645,911	2,532,185	2,418,458
Site 13	Green 9 DRA	South	50,000	550,000	2,700,538	2,586,409	2,472,279	2,358,150	2,244,021	2,129,891	2,015,762
Site 14	Green 5	South	50,000	550,000	3,103,114	2,991,359	2,879,603	2,767,848	2,656,093	2,544,338	2,432,583
Site 15	Flats 100	South	2,500,000	3,000,000	3,026,185	2,692,872	2,359,560	2,026,248	1,692,936	1,359,624	1,026,311
Site 16	Flats 40	South	2,500,000	3,000,000	1,826,953	1,623,153	1,419,353	1,215,554	1,011,754	807,954	604,154
Site 17	Flats 20	South	2,500,000	3,000,000	1,533,174	1,356,922	1,180,670	1,004,417	828,165	651,912	475,660
Site 18	Flats 10	South	2,500,000	3,000,000	1,683,015	1,504,026	1,325,037	1,146,047	967,058	784,041	599,864
Site 19	Flats 6	South	2,500,000	3,000,000	2,647,342	2,430,128	2,212,914	1,995,700	1,775,688	1,552,178	1,328,668
Site 20	Brown 120	South	2,500,000	3,000,000	1,468,107	1,329,675	1,191,243	1,052,811	914,379	775,947	637,515
Site 21	Brown 60	South	2,500,000	3,000,000	1,501,989	1,358,967	1,215,946	1,072,924	929,903	786,882	643,860
Site 22	Brown 30	South	2,500,000	3,000,000	1,517,514	1,371,326	1,225,138	1,078,950	932,763	786,575	640,387
Site 23	Brown 18	South	2,500,000	3,000,000	1,609,972	1,466,073	1,322,174	1,178,275	1,034,377	890,478	746,579
Site 24	Brown 12	South	2,500,000	3,000,000	1,550,781	1,405,434	1,260,088	1,114,741	969,395	824,049	678,702
Site 25	Brown 8	South	2,500,000	3,000,000	2,578,057	2,384,977	2,191,898	1,998,819	1,805,739	1,612,660	1,419,581
Site 26	Brown 4	South	2,500,000	3,000,000	1,262,804	1,158,500	1,054,195	949,890	845,585	740,370	634,010
Site 27	BTR 60	South	25,000	525,000	724,780	624,786	524,792	424,799	324,805	224,811	124,818
Site 28	BTR 60 Flats	South	50,000	50,000	1,160,697	924,175	687,653	451,131	214,609	-31,441	-279,615



25% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,402,786	1,340,912	1,278,880	1,216,135	1,153,390	1,090,645	1,027,899
Site 4	Sayers Common	Sayers Common	25,000	525,000	1,649,159	1,576,157	1,503,155	1,429,334	1,355,350	1,281,366	1,207,382
Site 5	Green 350	South	25,000	525,000	1,961,988	1,876,567	1,791,146	1,705,726	1,620,305	1,534,884	1,449,464
Site 6	Green 200	South	25,000	525,000	1,644,752	1,553,727	1,462,702	1,371,677	1,280,652	1,189,627	1,098,602
Site 7	Green 100	South	25,000	525,000	1,771,922	1,675,309	1,578,696	1,482,083	1,385,470	1,288,857	1,192,244
Site 8	Green 50	South	25,000	525,000	2,088,377	1,973,533	1,858,688	1,743,843	1,628,998	1,514,154	1,399,309
Site 9	Green 30	South	25,000	525,000	2,279,745	2,164,355	2,048,965	1,933,575	1,818,186	1,702,796	1,587,406
Site 10	Green 20	South	25,000	525,000	2,126,212	2,011,076	1,895,941	1,780,806	1,665,670	1,550,535	1,435,400
Site 11	Green 12	South	50,000	550,000	2,019,495	1,905,011	1,790,526	1,676,042	1,561,557	1,447,073	1,332,588
Site 12	Green 9	South	50,000	550,000	3,100,816	2,987,090	2,873,363	2,759,637	2,645,911	2,532,185	2,418,458
Site 13	Green 9 DRA	South	50,000	550,000	2,527,683	2,413,554	2,299,424	2,185,295	2,071,166	1,957,036	1,842,907
Site 14	Green 5	South	50,000	550,000	3,103,114	2,991,359	2,879,603	2,767,848	2,656,093	2,544,338	2,432,583
Site 15	Flats 100	South	2,500,000	3,000,000	2,725,365	2,392,053	2,058,741	1,725,429	1,392,116	1,058,804	725,492
Site 16	Flats 40	South	2,500,000	3,000,000	1,645,108	1,441,308	1,237,509	1,033,709	829,909	626,109	422,309
Site 17	Flats 20	South	2,500,000	3,000,000	1,374,255	1,198,003	1,021,750	845,498	669,245	492,993	312,691
Site 18	Flats 10	South	2,500,000	3,000,000	1,524,515	1,345,526	1,166,537	987,548	805,125	620,947	434,416
Site 19	Flats 6	South	2,500,000	3,000,000	2,647,342	2,430,128	2,212,914	1,995,700	1,775,688	1,552,178	1,328,668
Site 20	Brown 120	South	2,500,000	3,000,000	1,361,862	1,223,430	1,084,998	946,566	808,134	669,702	531,270
Site 21	Brown 60	South	2,500,000	3,000,000	1,393,065	1,250,043	1,107,022	964,001	820,979	677,958	534,936
Site 22	Brown 30	South	2,500,000	3,000,000	1,406,911	1,260,723	1,114,535	968,348	822,160	675,972	529,784
Site 23	Brown 18	South	2,500,000	3,000,000	1,497,992	1,354,093	1,210,194	1,066,295	922,396	778,497	634,598
Site 24	Brown 12	South	2,500,000	3,000,000	1,442,115	1,296,769	1,151,422	1,006,076	860,730	715,383	568,252
Site 25	Brown 8	South	2,500,000	3,000,000	2,578,057	2,384,977	2,191,898	1,998,819	1,805,739	1,612,660	1,419,581
Site 26	Brown 4	South	2,500,000	3,000,000	1,262,804	1,158,500	1,054,195	949,890	845,585	740,370	634,010
Site 27	BTR 60	South	25,000	525,000	648,275	548,281	448,288	348,294	248,300	148,307	47,072
Site 28	BTR 60 Flats	South	50,000	50,000	1,002,470	765,948	529,426	292,904	50,711	-197,463	-448,075

30% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 2	East of Ansty	Anstey	25,000	525,000	1,312,989	1,251,115	1,188,808	1,126,062	1,063,317	1,000,572	937,827
Site 4	Sayers Common	Sayers Common	25,000	525,000	1,542,775	1,469,773	1,396,603	1,322,618	1,248,634	1,174,650	1,100,666
Site 5	Green 350	South	25,000	525,000	1,839,364	1,753,943	1,668,523	1,583,102	1,497,682	1,412,261	1,326,840
Site 6	Green 200	South	25,000	525,000	1,523,456	1,432,431	1,341,407	1,250,382	1,159,357	1,068,332	977,307
Site 7	Green 100	South	25,000	525,000	1,641,076	1,544,463	1,447,850	1,351,237	1,254,624	1,158,011	1,061,398
Site 8	Green 50	South	25,000	525,000	1,936,421	1,821,576	1,706,732	1,591,887	1,477,042	1,362,197	1,247,352
Site 9	Green 30	South	25,000	525,000	2,129,924	2,014,534	1,899,144	1,783,754	1,668,364	1,552,975	1,437,585
Site 10	Green 20	South	25,000	525,000	1,976,068	1,860,932	1,745,797	1,630,662	1,515,526	1,400,391	1,285,256
Site 11	Green 12	South	50,000	550,000	1,863,104	1,748,619	1,634,135	1,519,650	1,405,166	1,290,682	1,176,197
Site 12	Green 9	South	50,000	550,000	3,100,816	2,987,090	2,873,363	2,759,637	2,645,911	2,532,185	2,418,458
Site 13	Green 9 DRA	South	50,000	550,000	2,354,850	2,240,721	2,126,592	2,012,462	1,898,333	1,784,204	1,670,074
Site 14	Green 5	South	50,000	550,000	3,103,114	2,991,359	2,879,603	2,767,848	2,656,093	2,544,338	2,432,583
Site 15	Flats 100	South	2,500,000	3,000,000	2,424,591	2,091,279	1,757,967	1,424,654	1,091,342	758,030	424,718
Site 16	Flats 40	South	2,500,000	3,000,000	1,463,290	1,259,490	1,055,690	851,890	648,091	444,291	239,813
Site 17	Flats 20	South	2,500,000	3,000,000	1,215,361	1,039,108	862,856	686,603	510,351	330,553	146,735
Site 18	Flats 10	South	2,500,000	3,000,000	1,366,038	1,187,049	1,008,059	826,231	642,053	455,938	268,132
Site 19	Flats 6	South	2,500,000	3,000,000	2,647,342	2,430,128	2,212,914	1,995,700	1,775,688	1,552,178	1,328,668
Site 20	Brown 120	South	2,500,000	3,000,000	1,255,625	1,117,193	978,761	840,329	701,897	563,466	425,034
Site 21	Brown 60	South	2,500,000	3,000,000	1,284,151	1,141,129	998,108	855,086	712,065	569,044	426,022
Site 22	Brown 30	South	2,500,000	3,000,000	1,296,318	1,150,130	1,003,943	857,755	711,567	565,379	419,192
Site 23	Brown 18	South	2,500,000	3,000,000	1,386,022	1,242,123	1,098,224	954,325	810,426	666,527	522,628
Site 24	Brown 12	South	2,500,000	3,000,000	1,333,462	1,188,115	1,042,769	897,422	752,076	606,008	456,449
Site 25	Brown 8	South	2,500,000	3,000,000	2,578,057	2,384,977	2,191,898	1,998,819	1,805,739	1,612,660	1,419,581
Site 26	Brown 4	South	2,500,000	3,000,000	1,262,804	1,158,500	1,054,195	949,890	845,585	740,370	634,010
Site 27	BTR 60	South	25,000	525,000	571,768	471,774	371,780	271,787	171,793	71,344	-33,204
Site 28	BTR 60 Flats	South	50,000	50,000	844,236	607,714	371,192	132,655	-115,318	-363,753	-619,135



Burgess Hill and adjacent

0% Affor	rdable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,645,768	1,569,405	1,493,042	1,416,679	1,340,316	1,263,954	1,187,591
Site 8	Green 50	Burgess Hill	25,000	525,000	1,941,439	1,826,594	1,711,749	1,596,904	1,482,060	1,367,215	1,252,370
Site 9	Green 30	Burgess Hill	25,000	525,000	2,132,161	2,016,771	1,901,382	1,785,992	1,670,602	1,555,212	1,439,822
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	966,724	633,412	300,100	-42,090	-391,822	-746,868	#############
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	572,663	368,863	162,199	-51,564	-265,404	-483,227	-703,278
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	477,665	296,919	112,439	-72,496	-257,431	-446,783	-637,090
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	538,899	351,092	163,286	-24,521	-212,327	-402,866	-596,129
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	622,134	394,220	166,306	-61,609	-289,523	-521,828	-756,363
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	2,213,615	2,075,183	1,936,752	1,798,320	1,659,888	1,521,456	1,383,024
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	2,267,188	2,124,167	1,981,146	1,838,124	1,695,103	1,552,081	1,409,060
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	2,291,340	2,145,152	1,998,964	1,852,776	1,706,589	1,560,401	1,414,213
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	2,392,318	2,248,419	2,104,520	1,960,621	1,816,722	1,672,823	1,528,924
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	2,284,614	2,139,267	1,993,921	1,848,574	1,703,228	1,557,881	1,412,535
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,046,827	2,853,748	2,660,669	2,467,590	2,274,510	2,081,431	1,888,352
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,489,417	1,388,050	1,285,935	1,181,630	1,077,325	973,021	868,716
Site 27	BTR 60	Burgess Hill	25,000	525,000	1,045,569	945,575	845,581	745,588	645,594	545,600	445,607
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,828,548	1,592,026	1,355,504	1,118,982	882,460	645,937	409,415

10% Aff	ordable Housing										
			EUV	BLV	Residual Va	lue					
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,525,528	1,449,165	1,372,802	1,296,439	1,220,076	1,143,713	1,067,351
Site 8	Green 50	Burgess Hill	25,000	525,000	1,775,379	1,660,534	1,545,690	1,430,845	1,316,000	1,201,155	1,086,311
Site 9	Green 30	Burgess Hill	25,000	525,000	1,964,486	1,849,096	1,733,707	1,618,317	1,502,927	1,387,537	1,272,147
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	689,419	356,107	16,676	-333,056	-686,901	#######################################	#############
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	405,973	200,384	-12,626	-226,466	-443,484	-663,535	-883,587
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	324,001	140,054	-44,881	-229,816	-418,584	-608,891	-799,198
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	386,823	199,017	11,210	-176,596	-366,409	-559,671	-752,933
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	622,134	394,220	166,306	-61,609	-289,523	-521,828	-756,363
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	2,034,893	1,896,461	1,758,029	1,619,597	1,481,165	1,342,733	1,204,301
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	2,083,183	1,940,161	1,797,140	1,654,119	1,511,097	1,368,076	1,225,054
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	2,109,793	1,963,605	1,817,417	1,671,229	1,525,042	1,378,854	1,232,666
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	2,206,680	2,062,781	1,918,882	1,774,983	1,631,084	1,487,185	1,343,286
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	2,116,635	1,971,288	1,825,942	1,680,595	1,535,249	1,389,902	1,244,556
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,046,827	2,853,748	2,660,669	2,467,590	2,274,510	2,081,431	1,888,352
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,489,417	1,388,050	1,285,935	1,181,630	1,077,325	973,021	868,716
Site 27	BTR 60	Burgess Hill	25,000	525,000	877,789	777,795	677,802	577,808	477,814	377,821	277,827
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,477,151	1,240,629	1,004,107	767,584	531,062	294,540	52,428

20% Affo	ordable Housing										
			EUV	BLV	Residual Value						
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,364,607	1,288,244	1,211,881	1,135,519	1,059,156	982,793	906,430
Site 8	Green 50	Burgess Hill	25,000	525,000	1,558,034	1,443,189	1,328,344	1,213,500	1,098,655	983,810	868,965
Site 9	Green 30	Burgess Hill	25,000	525,000	1,746,593	1,631,203	1,515,814	1,400,424	1,285,034	1,169,644	1,054,254
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	405,157	68,142	-281,589	-634,641	-994,526	#######################################	#######################################
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	230,923	18,514	-195,325	-411,855	-631,906	-851,957	#############
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	162,398	-22,537	-207,472	-395,907	-586,214	-776,521	-966,828
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	233,902	46,095	-141,711	-330,937	-524,199	-717,462	-910,724
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	622,134	394,220	166,306	-61,609	-289,523	-521,828	-756,363
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	1,785,013	1,646,581	1,508,149	1,369,717	1,231,285	1,092,853	954,421
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	1,826,967	1,683,946	1,540,925	1,397,903	1,254,882	1,111,860	968,839
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	1,848,899	1,702,711	1,556,523	1,410,335	1,264,148	1,117,960	971,772
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	1,943,376	1,799,477	1,655,578	1,511,679	1,367,780	1,223,881	1,079,982
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	1,862,666	1,717,320	1,571,973	1,426,627	1,281,280	1,135,934	990,587
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,046,827	2,853,748	2,660,669	2,467,590	2,274,510	2,081,431	1,888,352
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,489,417	1,388,050	1,285,935	1,181,630	1,077,325	973,021	868,716
Site 27	BTR 60	Burgess Hill	25,000	525,000	724,780	624,786	524,792	424,799	324,805	224,811	124,818
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,160,697	924,175	687,653	451,131	214,609	-31,441	-279,615



25% Affo	ordable Housing										
			EUV	BLV	Residual Value						
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,284,147	1,207,784	1,131,421	1,055,058	978,696	902,333	825,970
Site 8	Green 50	Burgess Hill	25,000	525,000	1,449,361	1,334,517	1,219,672	1,104,827	989,982	875,137	760,293
Site 9	Green 30	Burgess Hill	25,000	525,000	1,637,647	1,522,257	1,406,867	1,291,477	1,176,088	1,060,698	945,308
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	263,025	-80,991	-430,722	-788,453	#######################################	#######################################	#######################################
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	141,004	-72,835	-286,675	-506,065	-726,116	-946,167	#######################################
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	81,102	-103,833	-289,415	-479,722	-670,029	-860,336	#######################################
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	157,441	-30,365	-218,172	-409,833	-603,095	-796,357	-989,619
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	622,134	394,220	166,306	-61,609	-289,523	-521,828	-756,363
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	1,660,021	1,521,589	1,383,158	1,244,726	1,106,294	967,862	829,430
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	1,698,860	1,555,838	1,412,817	1,269,796	1,126,774	983,753	840,731
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	1,718,452	1,572,264	1,426,076	1,279,889	1,133,701	987,513	841,325
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	1,811,725	1,667,826	1,523,927	1,380,028	1,236,129	1,092,230	948,331
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	1,735,682	1,590,335	1,444,989	1,299,642	1,154,296	1,008,949	863,603
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,046,827	2,853,748	2,660,669	2,467,590	2,274,510	2,081,431	1,888,352
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,489,417	1,388,050	1,285,935	1,181,630	1,077,325	973,021	868,716
Site 27	BTR 60	Burgess Hill	25,000	525,000	648,275	548,281	448,288	348,294	248,300	148,307	47,072
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	1,002,470	765,948	529,426	292,904	50,711	-197,463	-448,075

30% Affo	ordable Housing										
			EUV	BLV	Residual Value						
					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 3	West of Burgess Hill	Burgess Hill	25,000	525,000	1,203,695	1,127,332	1,050,969	974,606	898,243	821,881	745,156
Site 8	Green 50	Burgess Hill	25,000	525,000	1,340,699	1,225,854	1,111,009	996,165	881,320	766,475	651,630
Site 9	Green 30	Burgess Hill	25,000	525,000	1,528,710	1,413,321	1,297,931	1,182,541	1,067,151	951,761	836,372
Site 15	Flats 100	Burgess Hill	2,500,000	3,000,000	119,328	-230,122	-582,379	-942,264	#######################################	#######################################	#############
Site 16	Flats 40	Burgess Hill	2,500,000	3,000,000	49,656	-164,183	-380,223	-600,274	-820,325	#######################################	#############
Site 17	Flats 20	Burgess Hill	2,500,000	3,000,000	-193	-185,128	-373,229	-563,536	-753,843	-944,150	#############
Site 18	Flats 10	Burgess Hill	2,500,000	3,000,000	80,981	-106,826	-295,466	-488,728	-681,990	-875,252	#############
Site 19	Flats 6	Burgess Hill	2,500,000	3,000,000	622,134	394,220	166,306	-61,609	-289,523	-521,828	-756,363
Site 20	Brown 120	Burgess Hill	2,500,000	3,000,000	1,535,044	1,396,612	1,258,180	1,119,748	981,316	842,884	704,453
Site 21	Brown 60	Burgess Hill	2,500,000	3,000,000	1,570,767	1,427,745	1,284,724	1,141,702	998,681	855,660	712,638
Site 22	Brown 30	Burgess Hill	2,500,000	3,000,000	1,588,021	1,441,833	1,295,645	1,149,458	1,003,270	857,082	710,894
Site 23	Brown 18	Burgess Hill	2,500,000	3,000,000	1,680,088	1,536,189	1,392,290	1,248,391	1,104,492	960,593	816,694
Site 24	Brown 12	Burgess Hill	2,500,000	3,000,000	1,608,715	1,463,368	1,318,022	1,172,675	1,027,329	881,982	736,636
Site 25	Brown 8	Burgess Hill	2,500,000	3,000,000	3,046,827	2,853,748	2,660,669	2,467,590	2,274,510	2,081,431	1,888,352
Site 26	Brown 4	Burgess Hill	2,500,000	3,000,000	1,489,417	1,388,050	1,285,935	1,181,630	1,077,325	973,021	868,716
Site 27	BTR 60	Burgess Hill	25,000	525,000	571,768	471,774	371,780	271,787	171,793	71,344	-33,204
Site 28	BTR 60 Flats	Burgess Hill	50,000	50,000	844,236	607,714	371,192	132,655	-115,318	-363,753	-619,135





Appendix 14 – Appraisal Results. Sensitivity Testing

North, including East Grinstead

			EUV	BLV	Residual Va	lue										
		BCIS			+20%	+15%	+10%	+5%	+0%							
		Value								-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 1	Crabbet Park	Crawley	25,000	525,000	497,890	590,096	680,784	771,471	1,231,772	605,738	734,122	861,792	987,412	1,111,312	1,235,165	1,358,595
Site 5	Green 350	North	25,000	525,000	818,769	956,056	1,092,664	1,229,272	1,925,846	974,636	1,170,510	1,365,881	1,559,513	1,750,274	1,940,956	2,130,634
Site 6	Green 200	North	25,000	525,000	376,430	538,712	700,995	863,277	1,574,275	618,152	822,129	1,025,560	1,227,104	1,425,680	1,624,173	1,821,937
Site 7	Green 100	North	25,000	525,000	407,919	582,696	757,473	932,250	1,692,070	665,612	886,678	1,107,027	1,324,895	1,539,835	1,754,695	1,968,836
Site 8	Green 50	North	25,000	525,000	467,834	677,251	886,669	1,096,087	1,990,009	787,588	1,046,975	1,305,504	1,561,076	1,813,156	2,065,139	2,316,266
Site 9	Green 30	North	25,000	525,000	705,228	902,251	1,099,275	1,296,299	2,175,763	973,996	1,233,659	1,493,322	1,752,986	2,005,636	2,258,092	2,508,826
Site 10	Green 20	North	25,000	525,000	519,639	723,719	927,798	1,131,877	2,016,741	810,734	1,073,345	1,335,956	1,598,568	1,854,185	2,109,608	2,363,314
Site 11	Green 12	North	50,000	550,000	332,398	556,991	776,933	996,876	2,373,316	683,981	950,420	1,216,818	1,483,076	1,749,334	2,015,593	2,281,851
Site 12	Green 9	North	50,000	550,000	1,384,714	1,616,911	1,849,109	2,081,306	2,313,503	1,576,241	1,944,872	2,313,503	2,682,135	3,050,766	3,419,398	3,788,029
Site 13	Green 9 DRA	North	50,000	550,000	789,996	1,015,030	1,240,064	1,465,098	2,460,056	1,103,102	1,398,318	1,690,133	1,970,211	2,250,290	2,530,368	2,810,447
Site 14	Green 5	North	50,000	550,000	1,222,224	1,486,018	1,749,811	2,013,605	2,277,398	1,476,840	1,877,119	2,277,398	2,677,677	3,077,957	3,478,236	3,878,515
Site 15	Flats 100	North	2,500,000	3,000,000	-1,898,078	-1,328,449	-758,820	-199,002	1,516,313	-754,003	-196,024	344,811	869,542	1,394,272	1,919,003	2,439,870
Site 16	Flats 40	North	2,500,000	3,000,000	-1,181,534	-834,392	-487,250	-145,435	905,326	-485,125	-144,019	191,259	513,459	833,614	1,153,770	1,470,782
Site 17	Flats 20	North	2,500,000	3,000,000	-1,077,931	-776,826	-475,721	-177,695	751,289	-463,748	-171,550	114,910	398,905	673,537	946,548	1,215,482
Site 18	Flats 10	North	2,500,000	3,000,000	-987,052	-683,070	-379,088	-81,160	854,573	-387,812	-85,057	214,241	513,538	807,877	1,096,480	1,381,726
Site 19	Flats 6	North	2,500,000	3,000,000	-543,107	-154,701	229,769	614,240	998,710	52,050	525,380	998,710	1,465,334	1,927,981	2,379,089	2,830,196
Site 20	Brown 120	North	2,500,000	3,000,000	537,706	773,011	1,008,316	1,243,620	2,247,565	882,620	1,181,926	1,478,925	1,767,964	2,057,002	2,346,041	2,633,234
Site 21	Brown 60	North	2,500,000	3,000,000	539,831	782,766	1,025,700	1,268,634	2,300,987	897,907	1,206,019	1,511,568	1,808,271	2,104,974	2,401,677	2,696,671
Site 22	Brown 30	North	2,500,000	3,000,000	539,541	786,329	1,033,118	1,279,906	2,323,764	901,712	1,215,292	1,526,695	1,830,581	2,134,467	2,438,353	2,740,061
Site 23	Brown 18	North	2,500,000	3,000,000	633,942	881,582	1,129,222	1,376,862	2,431,966	996,554	1,312,676	1,624,502	1,921,504	2,218,505	2,515,507	2,812,508
Site 24	Brown 12	North	2,500,000	3,000,000	623,137	850,233	1,077,091	1,303,948	2,293,616	943,342	1,239,239	1,530,805	1,807,425	2,084,045	2,360,665	2,637,284
Site 25	Brown 8	North	2,500,000	3,000,000	1,772,951	2,092,766	2,412,580	2,732,394	3,052,208	2,044,351	2,548,279	3,052,208	3,556,137	4,060,065	4,563,994	5,067,923
Site 26	Brown 4	North	2,500,000	3,000,000	843,544	1,001,646	1,159,748	1,317,700	1,471,349	977,712	1,226,833	1,471,349	1,713,452	1,955,556	2,197,659	2,439,762
Site 27	BTR 60	North	25,000	525,000	-328,890	-157,295	9,972	172,369	805,584	2,134	168,634	331,783	494,932	658,081	821,230	984,379
Site 28	BTR 60 Flats	North	50,000	50,000	-1,164,156	-798,057	-431,957	-74,005	1,260,895	-394,478	-55,410	276,583	597,923	919,263	1,240,603	1,561,942

Central - AONB

			EUV	BLV	Residual Va	lue										
		BCIS			+20%	+15%	+10%	+5%	+0%							
		Value								-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 8	Green 50	AONB	25,000	525,000	586,704	796,122	1,005,539	1,214,957	2,152,108	896,169	1,161,587	1,424,375	1,684,234	1,942,078	2,199,921	2,455,133
Site 9	Green 30	AONB	25,000	525,000	826,002	1,023,025	1,220,049	1,417,072	2,336,031	1,082,692	1,348,394	1,614,096	1,876,472	2,134,799	2,393,126	2,646,167
Site 10	Green 20	AONB	25,000	525,000	641,784	845,863	1,049,943	1,254,022	2,179,002	920,664	1,189,383	1,458,101	1,723,503	1,984,866	2,246,230	2,502,321
Site 11	Green 12	AONB	50,000	550,000	459,828	680,832	900,774	1,120,717	2,550,186	795,513	1,068,148	1,340,659	1,613,109	1,885,560	2,158,010	2,430,460
Site 12	Green 9	AONB	50,000	550,000	1,556,171	1,788,368	2,020,565	2,252,763	2,484,960	1,730,552	2,107,756	2,484,960	2,862,164	3,239,368	3,616,572	3,993,777
Site 13	Green 9 DRA	AONB	50,000	550,000	920,265	1,145,299	1,370,333	1,595,368	2,642,320	1,226,681	1,528,762	1,820,402	2,106,994	2,393,586	2,680,178	2,966,770
Site 14	Green 5	AONB	50,000	550,000	1,408,400	1,672,194	1,935,988	2,199,781	2,463,575	1,644,399	2,053,987	2,463,575	2,873,163	3,282,751	3,692,339	4,101,927
Site 22	Brown 30	AONB	2,500,000	3,000,000	680,883	927,672	1,174,460	1,421,249	2,515,402	1,032,978	1,353,851	1,668,037	1,978,990	2,289,943	2,600,896	2,905,162
Site 23	Brown 18	AONB	2,500,000	3,000,000	772,082	1,019,722	1,267,362	1,515,002	2,624,469	1,128,884	1,452,357	1,762,642	2,066,551	2,370,459	2,674,368	2,978,277
Site 24	Brown 12	AONB	2,500,000	3,000,000	752,036	978,894	1,205,751	1,432,608	2,472,532	1,067,206	1,369,984	1,659,466	1,942,519	2,225,571	2,508,624	2,791,677
Site 25	Brown 8	AONB	2,500,000	3,000,000	2,007,337	2,327,151	2,646,965	2,966,779	3,286,593	2,255,298	2,770,945	3,286,593	3,802,241	4,317,889	4,833,537	5,349,185
Site 26	Brown 4	AONB	2,500,000	3,000,000	959,414	1,117,516	1,275,619	1,430,306	1,583,955	1,081,995	1,336,222	1,583,955	1,831,689	2,079,422	2,327,156	2,574,890
Site 27	BTR 60	AONB	25,000	525,000	-328,890	-157,295	9,972	172,369	805,584	2,134	168,634	331,783	494,932	658,081	821,230	984,379
Site 28	BTR 60 Flats	AONB	50,000	50,000	-1,164,156	-798,057	-431,957	-74,005	1,260,895	-394,478	-55,410	276,583	597,923	919,263	1,240,603	1,561,942

South, excluding Burgess Hill

			EUV	RI V	Residual Va	luo										
		BCIS	201	DLV	+20%	+15%	+10%	+5%	+0%							
		Value			12070	1070	1070	- 0,0	. 0,0	-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 2	East of Ansty	Anstey	25,000	525,000	762,876	863,084	963,293	1,063,501	1,644,151	862,391	1,013,858	1,163,710	1,311,695	1,458,898	1,604,569	1,749,897
Site 4	Sayers Common	Sayers Common	25,000	525,000	893,066	1,012,259	1,130,509	1,248,759	1,934,203	1,011,927	1,190,426	1,367,009	1,541,059	1,714,547	1,886,205	2,057,453
Site 5	Green 350	South	25,000	525,000	1,087,922	1,224,530	1,361,138	1,497,746	2,291,454	1,219,993	1,428,300	1,634,355	1,838,339	2,042,324	2,242,830	2,442,419
Site 6	Green 200	South	25,000	525,000	655,866	818,149	980,432	1,142,714	1,955,104	873,646	1,090,515	1,304,997	1,517,338	1,729,680	1,939,658	2,149,108
Site 7	Green 100	South	25,000	525,000	710,097	884,874	1,059,651	1,234,428	2,103,776	942,515	1,177,245	1,409,205	1,639,055	1,868,904	2,096,424	2,323,422
Site 8	Green 50	South	25,000	525,000	823,123	1,032,541	1,241,958	1,451,376	2,476,306	1,113,329	1,388,713	1,660,794	1,930,357	2,199,921	2,466,705	2,732,868
Site 9	Green 30	South	25,000	525,000	1,064,894	1,261,917	1,458,941	1,655,965	2,656,568	1,300,084	1,577,864	1,852,988	2,123,057	2,393,126	2,657,612	2,920,850
Site 10	Green 20	South	25,000	525,000	883,426	1,087,505	1,291,584	1,495,664	2,503,523	1,140,525	1,421,458	1,699,743	1,972,986	2,246,230	2,513,905	2,780,334
Site 11	Green 12	South	50,000	550,000	708,572	928,514	1,148,456	1,368,399	2,903,926	1,018,578	1,303,507	1,588,341	1,873,175	2,158,010	2,442,844	2,727,679
Site 12	Green 9	South	50,000	550,000	1,899,083	2,131,281	2,363,478	2,595,675	2,827,873	2,039,173	2,433,523	2,827,873	3,222,223	3,616,572	4,010,922	4,405,272
Site 13	Green 9 DRA	South	50,000	550,000	1,180,803	1,405,837	1,630,872	1,855,906	3,006,848	1,473,838	1,781,321	2,080,940	2,380,559	2,680,178	2,979,797	3,279,416
Site 14	Green 5	South	50,000	550,000	1,779,727	2,043,521	2,307,314	2,571,108	2,834,901	1,978,490	2,406,696	2,834,901	3,263,107	3,691,313	4,119,518	4,547,724
Site 15	Flats 100	South	2,500,000	3,000,000	-516,799	36,759	569,504	1,097,073	3,203,237	447,197	1,035,920	1,624,642	2,213,210	2,792,453	3,371,697	3,950,941
Site 16	Flats 40	South	2,500,000	3,000,000	-338,130	-787	331,161	652,666	1,932,555	255,539	614,972	974,170	1,333,243	1,684,731	2,036,218	2,387,705
Site 17	Flats 20	South	2,500,000	3,000,000	-359,254	-65,315	227,290	513,487	1,620,996	169,713	486,050	792,355	1,098,497	1,394,799	1,691,101	1,987,403
Site 18	Flats 10	South	2,500,000	3,000,000	-237,368	58,033	353,434	647,045	1,776,653	272,640	607,429	936,464	1,256,496	1,576,528	1,896,561	2,216,593
Site 19	Flats 6	South	2,500,000	3,000,000	615,291	999,762	1,379,223	1,756,264	2,126,028	1,091,067	1,612,514	2,126,028	2,632,149	3,138,270	3,644,391	4,150,511
Site 20	Brown 120	South	2,500,000	3,000,000	-21,335	217,474	452,779	688,084	1,514,116	380,461	651,925	923,389	1,194,852	1,464,487	1,726,638	1,988,789
Site 21	Brown 60	South	2,500,000	3,000,000	-37,588	212,096	455,031	697,965	1,546,887	381,998	661,448	940,899	1,220,350	1,497,768	1,766,871	2,035,973
Site 22	Brown 30	South	2,500,000	3,000,000	-54,255	203,682	451,891	698,679	1,557,214	376,647	661,058	945,468	1,229,878	1,512,561	1,788,178	2,063,796
Site 23	Brown 18	South	2,500,000	3,000,000	35,138	294,162	545,384	793,024	1,661,954	467,235	753,949	1,040,664	1,327,379	1,610,688	1,880,061	2,149,435
Site 24	Brown 12	South	2,500,000	3,000,000	54,868	292,900	527,996	757,773	1,577,949	442,561	716,258	984,630	1,253,002	1,517,939	1,768,827	2,019,715
Site 25	Brown 8	South	2,500,000	3,000,000	823,393	1,152,477	1,475,038	1,794,852	2,114,666	1,199,130	1,657,615	2,114,666	2,571,718	3,028,769	3,485,821	3,942,873
Site 26	Brown 4	South	2,500,000	3,000,000	372,035	533,253	694,470	854,370	1,012,473	556,108	786,507	1,012,473	1,238,420	1,460,088	1,679,670	1,899,253
Site 27	BTR 60	South	25,000	525,000	-328,890	-157,295	9,972	172,369	805,584	2,134	168,634	331,783	494,932	658,081	821,230	984,379
Site 28	BTR 60 Flats	South	50,000	50,000	-1,164,156	-798,057	-431,957	-74,005	1,260,895	-394,478	-55,410	276,583	597,923	919,263	1,240,603	1,561,942



Burgess Hill and adjacent

				EUV	BLV	Residual Va	lue										
			BCIS			+20%	+15%	+10%	+5%	+0%							
			Value								-10%	-5%	0%	+5%	+10%	+15%	+20%
Site 3	West of Burgess Hill	Burgess Hill		25,000	525,000	528,108	652,429	776,511	898,467	1,462,497	688,439	855,040	1,020,424	1,185,296	1,348,711	1,509,955	1,670,142
Site 5	Green 350	Burgess Hill		25,000	525,000	634,049	773,553	910,959	1,047,567	1,681,655	809,260	997,412	1,184,176	1,370,384	1,555,010	1,736,971	1,918,783
Site 6	Green 200	Burgess Hill		25,000	525,000	187,230	349,513	511,795	674,078	1,319,907	446,125	641,870	836,360	1,030,247	1,222,417	1,411,831	1,601,092
Site 7	Green 100	Burgess Hill		25,000	525,000	202,994	377,771	552,548	727,325	1,417,077	479,295	691,317	902,102	1,112,093	1,319,828	1,524,845	1,729,711
Site 8	Green 50	Burgess Hill		25,000	525,000	227,401	436,818	646,236	855,654	1,665,811	567,476	817,749	1,065,071	1,311,448	1,555,132	1,795,576	2,035,839
Site 9	Green 30	Burgess Hill		25,000	525,000	463,681	660,704	857,728	1,054,751	1,855,226	756,603	1,004,189	1,251,775	1,499,361	1,746,947	1,988,023	2,228,737
Site 10	Green 20	Burgess Hill		25,000	525,000	274,570	479,429	683,508	887,587	1,692,220	590,873	841,270	1,091,667	1,342,064	1,592,461	1,836,364	2,079,907
Site 11	Green 12	Burgess Hill		50,000	550,000	73,049	303,723	529,124	749,066	2,019,576	459,855	714,962	969,008	1,223,010	1,476,884	1,730,758	1,984,632
Site 12	Green 9	Burgess Hill		50,000	550,000	1,041,801	1,273,999	1,506,196	1,738,393	1,970,591	1,267,619	1,619,105	1,970,591	2,322,076	2,673,562	3,025,048	3,376,533
Site 13	Green 9 DRA	Burgess Hill		50,000	550,000	514,647	743,811	968,846	1,193,880	2,095,528	855,945	1,137,430	1,418,914	1,696,646	1,963,698	2,230,749	2,497,801
Site 14	Green 5	Burgess Hill		50,000	550,000	840,628	1,112,068	1,377,458	1,641,252	1,905,046	1,140,939	1,523,384	1,905,046	2,286,707	2,668,369	3,050,030	3,431,692
Site 15	Flats 100	Burgess Hill		2,500,000	3,000,000	-3,014,795	-2,437,959	-1,865,592	-1,295,962	166,536	-1,750,097	-1,238,215	-726,333	-222,882	268,021	741,559	1,215,096
Site 16	Flats 40	Burgess Hill		2,500,000	3,000,000	-1,856,811	-1,509,669	-1,162,527	-815,385	76,739	-1,092,875	-780,559	-468,243	-160,405	142,748	435,373	724,293
Site 17	Flats 20	Burgess Hill		2,500,000	3,000,000	-1,653,771	-1,352,666	-1,051,562	-750,457	38,465	-982,004	-715,678	-449,352	-185,524	72,989	330,387	580,313
Site 18	Flats 10	Burgess Hill		2,500,000	3,000,000	-1,588,698	-1,284,717	-980,735	-676,753	88,163	-929,294	-651,032	-372,771	-99,657	170,441	440,539	707,653
Site 19	Flats 6	Burgess Hill		2,500,000	3,000,000	-1,494,592	-1,098,953	-703,314	-309,331	75,140	-792,160	-352,099	75,140	502,291	929,442	1,352,118	1,771,015
Site 20	Brown 120	Burgess Hill		2,500,000	3,000,000	261,588	496,893	732,198	967,503	1,881,379	632,038	917,423	1,202,808	1,485,647	1,761,242	2,036,837	2,312,431
Site 21	Brown 60	Burgess Hill		2,500,000	3,000,000	255,778	498,713	741,647	984,581	1,923,937	639,952	933,734	1,227,515	1,518,468	1,801,371	2,084,274	2,367,176
Site 22	Brown 30	Burgess Hill		2,500,000	3,000,000	249,897	496,805	743,593	990,382	1,940,489	639,180	938,175	1,237,170	1,533,762	1,823,514	2,113,265	2,403,017
Site 23	Brown 18	Burgess Hill		2,500,000	3,000,000	341,934	591,810	839,451	1,087,091	2,046,960	731,894	1,033,313	1,334,731	1,631,409	1,914,597	2,197,784	2,480,972
Site 24	Brown 12	Burgess Hill		2,500,000	3,000,000	343,680	577,795	806,168	1,033,026	1,935,782	695,614	977,749	1,259,883	1,537,238	1,800,992	2,064,746	2,328,500
Site 25	Brown 8	Burgess Hill		2,500,000	3,000,000	1,304,181	1,623,995	1,943,809	2,263,623	2,583,437	1,622,457	2,102,947	2,583,437	3,063,927	3,544,417	4,024,908	4,505,398
Site 26	Brown 4	Burgess Hill		2,500,000	3,000,000	608,341	769,559	928,008	1,086,111	1,244,213	768,784	1,006,679	1,244,213	1,476,979	1,707,822	1,938,665	2,169,507
Site 27	BTR 60	Burgess Hill		25,000	525,000	-328,890	-157,295	9,972	172,369	805,584	2,134	168,634	331,783	494,932	658,081	821,230	984,379
Site 28	BTR 60 Flats	Burgess Hill		50,000	50,000	-1,164,156	-798,057	-431,957	-74,005	1,260,895	-394,478	-55,410	276,583	597,923	919,263	1,240,603	1,561,942



Appendix 15 – Appraisals, Older People's Housing

The pages in this appendix are not numbered.





Older People Cover



Older People's Housing (April 2022)

Occupants

Sheltered Green Rounded Modelling UNITS 60 Aff - rentec 100% % of Aff Density 0.00 Affordable 0 Shared Ow Net: Gross 0% % of Aff First Home Market Beds m2 Circulation 60 Rounded m2 m2 Circul Flat to5 1 50 20.0% 50% 30.00 1,800 50 20 30 Flat to5 2 75 20.0% 50% 30.00 30 2,700 75 20 Flat to5 80 80 3 20.0% 0.00 Flat 6+ 50 50 0.00 1 20.0% Flat 6+ 2 75 20.0% 0.00 75 Flat 6+ 3 80 80 20.0% 0.00 0.00 Flat to5 1 65 30.0% 0.00 0 65 Flat to5 2 80 30.0% 0.00 0 80 Flat to5 3 90 30.0% 0.00 0 90 Flat 6+ 65 30.0% 0.00 65 Flat 6+ 2 80 30.0% 0.00 80 Flat 6+ 3 0.00 30.0% 90 90 0.00 0 0.00 0

60.00

		BCIS				
		Lower Q	Median	Used	m2	
Flat to5	1		1,666	1,666	1,800	2,998,800
Flat to5	2		1,666	1,666	2,700	4,498,200
Flat to5	3		1,666	1,666	0	0
Flat 6+	1		1,666	1,666	0	0
Flat 6+	2		1,666	1,666	0	0
Flat 6+	3		1,666	1,666	0	0
0	0				0	
Flat to5	1		1,749	1,749	0	0
Flat to5	2		1,749	1,749	0	0
Flat to5	3		1,749	1,749	0	0
Flat 6+	1		1,749	1,749	0	0
Flat 6+	2		1,749	1,749	0	0
Flat 6+	3		1,749	1,749	0	0
0	0		0	0	0	0
0	0		0	0	0	0
					4,500	7,497,000
						1,666

100%

	Beds	Count	per unit	
Flat to5	1	2,250	1.247	2,806
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	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
				0
				0
			Residents	2,806

Area ha

Total

Gross

Population

Net

0.500

0.500 ha

0.500 ha

120 units/ha

100%

		Affordable	e for Rent			Shared O	wnership			First I	lomes	
culation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
20%	50%	0.00	0	0	50%	0.00	0	0	50%	0.00	0	C
20%	50%	0.00	0	0	50%	0.00	0	0	50%	0.00	0	C
20%		0.00	0	0		0.00	0	0		0.00	0	C
20%		0.00	0	0		0.00	0	0		0.00	0	C
20%		0.00	0	0		0.00	0	0		0.00	0	C
20%		0.00	0	0		0.00	0	0		0.00	0	C
30%		0.00	0	0		0.00	0	0		0.00	0	C
30%		0.00	0	0		0.00	0	0		0.00	0	C
30%		0.00	0	0		0.00	0	0		0.00	0	C
30%		0.00	0	0		0.00	0	0		0.00	0	C
30%		0.00	0	0		0.00	0	0		0.00	0	C
30%		0.00	0	0		0.00	0	0		0.00	0	C
0%		0.00	0	0		0.00	0	0		0.00	0	C
0%		0.00	0	0		0.00	0	0		0.00	0	C
	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0	C

Characteristics

Sub Area MSDC

Green Brov Green

Agricultural

ha per 1,00	10	
1.110	Formal Spo	rt
0.250	All outdoor	sport
1.760	Equipped P	lay
0.140	Other	
0.986	Outdoor Sp	ort
	Semi-natur	al
	Allotments	
4.246	ha	

	Gross - Net		0.000	
	Shortfall / S	Surplus	-11.913	
	Constr	ruction	Sale	able
nits	m2	Average	m2	Average
60	4,500	75.00	3,750	62.50

11.913

Summary		Constr	uction	Sale	able
	Units	m2	Average	m2	Average
Market Housing	60	4,500	75.00	3,750	62.50
Aff - rented	0	0	75.00	0	62.50
Shared Ownership	0	0	75.00	0	62.50
First Homes	0	0	75.00	0	62.50
	60	4,500		3,750	

Open Space Required

Sheltered Brown Rounded Modelling Characteristics Area ha 100% % of Aff UNITS 60 Aff - rented 120 units/ha Total 0.500 Sub Area MSDC Density 0% 0.00 Affordable 0 Shared Ow Net: Gross 100% Gross 0.500 ha Green Brov Brown First Home 0% % of Aff Net 0.500 ha Use PDL Market Affordable for Rent **Shared Ownership** First Homes Beds m2 Circulation 60 Rounded m2 m2 Circulation Rounded m2 Rounded m2 Rounded m2 50% 50% Flat to5 1 50 20.0% 50% 30.00 30 1,800 50 20% 50% 0.00 0.00 0.00 Flat to5 2 75 50% 30.00 30 2,700 75 20% 50% 0.00 50% 0.00 50% 0.00 20.0% 0 Flat to5 3 80 20.0% 0.00 80 20% 0.00 0.00 0.00 0 50 50 0.00 Flat 6+ 1 20.0% 0.00 20% 0.00 0.00 0 Flat 6+ 2 75 20.0% 0.00 75 20% 0.00 0.00 0 0.00 0 Flat 6+ 3 80 20.0% 0.00 80 20% 0.00 0.00 0.00 0 0 0.0% 0.00 0 0% 0.00 0.00 0.00 0 0 Flat to5 1 65 30.0% 0.00 0 65 30% 0.00 0.00 0 0.00 0 2 0.00 0 0.00 0.00 0 0.00 0 Flat to5 80 30.0% 80 30% 0 Flat to5 3 90 30.0% 0.00 0 90 30% 0.00 0.00 0 0.00 Flat 6+ 1 65 0.00 65 0.00 0.00 0.00 30.0% 30% Flat 6+ 2 80 0.00 80 30% 0.00 0.00 0.00 30.0% 0.00 0.00 Flat 6+ 3 0.00 0.00 0 90 30.0% 90 30% 0 0.00 0.00 0.00 0 0.0% 0 0% 0.00 0 0 0 0.0% 0.00 0 0% 0.00 0.00 0 0.00 100% 60.00 4,500 100% 0.00 100% 0.00 100% 0.00 BCIS ha per 1,000 Occupants Population Lower Q Median m2 1.110 Formal Sport Used Count per unit 1,666 2,998,800 1,871 Flat to5 1,666 1,800 Flat to5 1,500 1.247 0.250 All outdoor sport Flat to5 2 1,666 2,700 4,498,200 2,250 1.707 3,841 1,666 Flat to5 2 1.760 Equipped Play Flat to5 3 1,666 1,666 Flat to5 3 2.324 0.140 Other Flat 6+ 1 1,666 1,666 Flat 6+ 1.247 0.986 Outdoor Sport Flat 6+ 2 1,666 1,666 Flat 6+ 1.707 0.000 Semi-natural Flat 6+ 3 1,666 1,666 0 Flat 6+ 3 0 2.324 0.000 Allotments Open Space Required 24.250 0 0 0 0.000 Gross - Net 0.000 1,749 1.749 1.247 Shortfall / Surplus -24.250 Flat to5 1 0 Flat to5 1 0 4.246 ha 1,749 Flat to5 2 1,749 0 0 Flat to5 2 1.707 Flat to5 3 1,749 1,749 0 0 Flat to5 2.324 Flat 6+ 1 1,749 1,749 Flat 6+ 1.247 Construction Saleable Summary 2 1,749 Flat 6+ 1,749 Units Flat 6+ 1.707 m2 Average m2 Average 3 Flat 6+ 1,749 Flat 6+ 4,500 3,750 1,749 2.324 Market Housing 60 75.00 62.50 0 0 Aff - rented

0

Residents

5,711

Shared Ownership

60

4,500

3,750

First Homes

0

4,500

7,497,000

1.666 £/m2

_										•													
Green									ounded		Modelling			Area ha			Characteri						
.5	UNITS		60		Aff - rentec		% of Aff	0	0		Density		units/ha	Total	0.500		Sub Area						
	Affordal	ble	0%	0	Shared Ow	0%		0.00	0		Net: Gross	100%		Gross	0.500		Green Bro						
					First Home	0% 9	% of Aff	0	0					Net	0.500	ha	Use	Agricultural					
								0	0														=
		ı		Market	-						Affordable					Shared C	Ownership				Homes		_
	Beds	m2	Circulation	60		Rounded	m2			Circulation	0		Rounded		0		Rounded		0		Rounded	m2	1
Flat to5	1	50	20.0%		0.00	0	0		50	20%		0.00	(, ·		0.00		0		0.00	0	0	<u> </u>
Flat to5	2	75	20.0%		0.00	0	0		75	20%		0.00	(0.00				0.00	0	0	<u> </u>
Flat to5	3	80	20.0%		0.00	0	0		80	20%		0.00	C			0.00		, ,		0.00	0	0	<u>)</u>
Flat 6+	1	50	20.0%		0.00	0	0		50	20%		0.00	C			0.00				0.00	0	0)
Flat 6+	2	75	20.0%		0.00	0	0		75	20%		0.00	C	-		0.00				0.00	0	0	<u> </u>
Flat 6+	3	80	20.0%		0.00	0	0		80	20%		0.00	C			0.00				0.00	0	0	<u> </u>
0	0	0	0.0%	60-1	0.00	0	0		0	0%	66-1	0.00	(COST	0.00		- v	66-1	0.00	0	0	<u>}</u>
Flat to5	1	65	30.0%	60%	36.00	36	3,042		65	30%	60%	0.00	(60%	0.00		0	60%	0.00	0	0	4
Flat to5	2	80	30.0%	40%	24.00	24	2,496		80	30%	40%	0.00	(40%	0.00		v	40%	0.00	0	0	4
Flat to5	3	90	30.0%		0.00	0	0		90	30%		0.00	C			0.00		0		0.00	0	0	<u> </u>
Flat 6+	1	65	30.0%		0.00	0	0		65	30%		0.00	(0.00		, ,		0.00	0	0	<u>}</u>
Flat 6+	2	80	30.0%		0.00	0	0		80	30%		0.00	(0.00		v		0.00	0	0	3
Flat 6+	3	90	30.0%		0.00	0	0		90	30%		0.00	(0.00		- v		0.00	0	0	3
0	0	0	0.0%		0.00	0	0		0	0%		0.00	(0.00				0.00	0	0	3
U	U	0	0.0%	1000/		60	5 520		U	0%	1000/				1000/	0.00		·	1000/			- 0	4
				100%	60.00	60	5,538				100%	0.00		0	100%	0.00	U		100%	0.00	0	- 0	<u>'</u>
	1 1		BCIS								Occupants			Population			ha per 1,00	20					
			Lower Q	Median	Used	m2					Occupants	Beds	Count	per unit				Formal Spor					
Flat to5	1		Lower Q	1,666	1,666	0	0				Flat to5	1	Count		0			All outdoor					
Flat to5	2			1,666	1,666	0	0				Flat to5	2			0			Equipped Pla	•				
Flat to5	3			1,666	1,666	0	0				Flat to5	3			0			Other	-,				
Flat 6+	1			1,666	1,666	0	0				Flat 6+	1			0			Outdoor Spo	ort				
Flat 6+	2			1,666	1,666	0	0				Flat 6+	2			0			Semi-natura					
Flat 6+	3			1,666	1,666	0	0				Flat 6+	3			0			Allotments		Open Spac	e Required	26.306	5
0	0			,	0	0	0				0	0	(+	0		0.000	0		Gross - Net	•	0.000	_
Flat to5	1			1,749	1,749	3,042	5,320,458				Flat to5	1	2,340	1.247	2,918		4.246	ha		Shortfall /	Surplus	-26.306	_
Flat to5	2			1,749	1,749	2,496	4,365,504				Flat to5	2	1,920		3,277					· · · · · ·			-
Flat to5	3			1,749	1,749	0	0				Flat to5	3	, ,	+	0								
Flat 6+	1			1,749	1,749	0	0				Flat 6+	1	C	1.247	0		Summary			Const	ruction	Sale	eable
Flat 6+	2			1,749	1,749	0	0				Flat 6+	2	(1.707	0				Units	m2	Average	m2	Average
Flat 6+	3			1,749	1,749	0	0				Flat 6+	3	C	2.324	0		Market Ho	using	60	5,538	92.30	4,260	71.00
0	0		0	0	0	0	0				0	0	C	0	0		Aff - rente	d	0	0	92.30	0	71.00
0	0		0	0	0	0	0				0	0	(0	0		Shared Ow	nership	0	0	92.30	0	71.00
						5,538	9,685,962							Residents	6,195		First Home	es .	0	0	92.30	0	71.00
															_								

60

5,538

4,260

1,749 £/m2

										_													
Brown									Rounde	ed	Modelling			Area ha			Characteri						
	UNITS		60		Aff - rented		% of Aff	0		0	Density			Total	0.500		Sub Area						
	Affordat	ole	0%		Shared Ow			0.00		0	Net: Gross	100%		Gross	0.500		Green Bro						
					First Home	0%	% of Aff	0		0				Net	0.500	ha	Use	PDL					
			İ					0		0					1	61 10			1	<u> </u>			7
		-	6	Market			2			6: 1.:	Affordable	tor Kent		_	_		wnership	_	_	First H			-
	Beds	m2	Circulation	60		Rounded	m2		m2	Circulatio	1 0		Rounded	m2	0		Rounded		0		Rounded	m2	4
Flat to5	1	50	20.0%		0.00	0	0		50	20%		0.00		0		0.00	0			0.00	0	- 0	2
Flat to5	2	75	20.0%		0.00	0	0		75	20%		0.00		0		0.00	0			0.00	0	- 0	2
Flat to5	3	80	20.0%		0.00	0	0		80	20%		0.00				0.00	0			0.00	0	- 0)
Flat 6+	1	50	20.0%		0.00	0	0		50	20%		0.00				0.00	0			0.00	0	0	
Flat 6+	2	75	20.0%		0.00	0	0		75	20%		0.00		0		0.00	0			0.00	Ū	0	
Flat 6+	3	80	20.0%		0.00	0	0		80	20%		0.00				0.00	0			0.00	0	0	
0	0	0 65	0.0%	60%	0.00 36.00	0 36	3,042		0	0%	C00/	0.00		0	60%	0.00	0		C00/	0.00	0	0	4
Flat to5 Flat to5	2	80	30.0% 30.0%	40%	24.00	24	2,496		65 80	30% 30%	60% 40%	0.00			40%	0.00	0		60% 40%	0.00	0	0	4
Flat to5	3	90	30.0%	40%	0.00	0	2,496		90	30%	40%	0.00		0	40%	0.00	0		40%	0.00	0	0	'
	1	65	30.0%		0.00	0	0		65	30%		0.00		Ü		0.00	0			0.00	0	0	'
Flat 6+ Flat 6+	2	80	30.0%		0.00	0	0		80	30%		0.00		0		0.00	0			0.00	0	0	<u>, , , , , , , , , , , , , , , , , , , </u>
Flat 6+	3	90	30.0%		0.00	0	0		90	30%		0.00		0		0.00	0			0.00	0	0	,
n n	0	90			0.00	0	0		90	0%		0.00		0		0.00	0			0.00	0	0	<u>, , , , , , , , , , , , , , , , , , , </u>
0	0	0	0.0% 0.0%		0.00	0	0		0	0%		0.00		·		0.00	0			0.00	0	0	'
U	U	U	0.076	100%	60.00	60	5,538		U	0/0	100%	0.00		0	100%	0.00			100%	0.00	0		(
				100%	60.00	00	3,336				100%	0.00	U		100%	0.00	U		100%	0.00	U		4
			BCIS								Occupants			Population		1	ha per 1,00	20	1				
				Median	Used	m2					Оссиринсь	Beds	Count	per unit				Formal Spo	ı ort				
Flat to5	1			1,666	1,666	0	0				Flat to5	1	0	1.247	0			All outdoo	-				
Flat to5	2			1,666	1,666	0	0				Flat to5	2	0	1.707	0			Equipped F					
Flat to5	3			1,666	1,666	0	0				Flat to5	3	0	2.324	0			Other	1				
Flat 6+	1			1,666	1,666	0	0				Flat 6+	1	0	1.247	0		0.986	Outdoor Sp	ort				
Flat 6+	2			1,666	1,666	0	0				Flat 6+	2	0	1.707	0			Semi-natur	•				
Flat 6+	3			1,666	1,666	0	0				Flat 6+	3	0	2.324	0			Allotments	•	Open Space	e Required	26.306	5
0	0				0	0	0				0	0	0	0	0		0.000	0		Gross - Net		0.000)
FI-+ +- F	1			1,749	1,749	3,042	5,320,458				Flat to5	1	2,340	1.247	2,918	1	4.246	ha	1	Shortfall / S	Surplus	-26.306	5
Flat to5	1										Flat to5	2	1,920	1.707	3,277				•		•		_
Flat to5 Flat to5	2			1,749	1,749	2,496	4,365,504				i iut tos												
				1,749 1,749	1,749 1,749	2,496 0	4,365,504 0				Flat to5	3	0	2.324	0								
Flat to5	2			, -	, -		4,365,504 0					3	0	2.324 1.247	0		Summary			Constr	uction	Sale	eable
Flat to5 Flat to5	3			1,749	1,749	0	0				Flat to5		·		-		Summary		Units	Constr m2	ruction Average	Sale m2	
Flat to5 Flat to5 Flat 6+	2 3 1			1,749 1,749	1,749 1,749	0	0				Flat to5 Flat 6+	1	·	1.247	0		Summary Market Ho	using	Units 60	m2			Avera
Flat to5 Flat to5 Flat 6+ Flat 6+	2 3 1 2			1,749 1,749 1,749	1,749 1,749 1,749	0 0	0				Flat to5 Flat 6+ Flat 6+	1 2	0	1.247 1.707	0					m2	Average	m2	2 Avera
Flat to5 Flat to5 Flat 6+ Flat 6+	2 3 1 2 3			1,749 1,749 1,749	1,749 1,749 1,749 1,749	0 0	0				Flat to5 Flat 6+ Flat 6+	1 2 3	0 0	1.247 1.707	0 0		Market Ho	d	60	m2 5,538 0	Average 92.30	m2	2 Avera 71.

1,749 £/m2

5,538

4,260

SITE			Site 1 Sheltered Green	Site 2 Sheltered Green	Site 3 Sheltered Green	Site 4 Sheltered Green	Site 5 Sheltered Green	Site 6 Sheltered Green	Site 7 Sheltered Green	Site 8 Sheltered Brown	Site 9 Sheltered Brown	Site 10 Sheltered Brown	Site 11 Sheltered Brown	Site 12 Sheltered Brown	Site 13 Sheltered Brown	Site 14 Sheltered Brown	Site 15 Extracare Green	Site 16 Extracare Green	Site 17 Extracare Green	Site 18 Extracare Green	Site 19 Extracare Green	Site 20 Extracare Green	Site 21 Extracare Green	Site 22 Extracare Brown	Site 23 Extracare Brown	Site 24 Extracare Brown	Site 25 Extracare Brown	Site 26 Extracare Brown	Site 27 Extracare Brown	Site 28 Extracare Brown
	b Area een Brown e		MSDC Green Agricultural	MSDC Brown PDL	MSDC Brown PDL	MSDC Brown PDL	MSDC Brown PDL	MSDC Brown PDL	MSDC Brown PDL	MSDC Brown PDL	MSDC Green Agricultural	MSDC Brown PDL																		
To: Gre		ha 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	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								
Ne UNITS	t	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
Un UNIT SIZE			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
Aff	arket Housing f to rent	m2 m2	75.00 75.00	75.26 80.00	75.00 75.00	75.29 76.67	75.00 75.00	75.33 76.00	75.00 75.00	75.00 75.00	76.11 70.00	75.00 75.00	75.29 76.67 76.67	75.00 75.00	75.33 76.00	75.00 75.00	92.30 92.30	92.37 91.00	92.44 91.00	92.15 93.17	92.22 92.63	92.30 92.30	92.39 92.08	92.30 92.30	92.37 91.00	92.44 91.00	92.15 93.17	92.22 92.63	92.30 92.30	92.39 92.08
	ared Ownership st Homes	m2 m2	75.00 75.00	80.00 80.00	75.00 75.00	76.67 76.67	75.00 75.00	76.00 76.00	75.00 75.00	75.00 75.00	70.00 70.00	75.00 75.00	76.67	75.00 75.00	76.00 76.00	75.00 75.00	92.30 92.30	91.00 91.00	91.00 91.00	93.17 93.17	92.63 92.63	92.30 92.30	92.08 92.08	92.30 92.30	91.00 91.00	91.00 91.00	93.17 93.17	92.63 92.63	92.30 92.30	92.08 92.08
ВС		£/m2 %	1,666 15% 1,666 15%	1,666 15%	1,666 15%	1,666 15%	1,666 15%	1,666 15%	1,749 15%																					
Ab	normals	% £	10,000	10,000	10,000	10,000	10,000	10,000	10,000	5.0% 10,000	5.0% 10,000	5.0% 10,000	5.0% 10,000	5.0% 10,000	5.0% 10,000	5.0% 10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	5.0% 10,000						
	ntingency nall Sites	%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
FEES	ofessional		8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Pla	anning <50 anning >50	£/unit £/unit	462 138 462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138	462 138								
SALES	ents	%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Leg		% £/unit	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
Mi ACQUISITION	I	%	4.00/	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	ents gal	%	1.0% 0.5% 1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%	1.0% 0.5%								
Ma	arket Housing fordable Housing	% Value % Value	17.5% 6.0% 17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%	17.5% 6.0%								
First FINANCE	st Homes	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
	erest	0.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Leg LAND	gal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EU	V emium	% EUV	50,000	50,000	50,000	50,000	50,000	50,000	50,000	2,500,000 20%	2,500,000 20%	2,500,000 20%	2,500,000 20%	2,500,000 20%	2,500,000 20%	2,500,000 20%	50,000	50,000	50,000	50,000	50,000	50,000	50,000	2,500,000 20%						
	emium sements etc	£/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							
	arket Housing	£/m2	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250
Soc	f Rent cial Rent ared Ownership	£/m2 £/m2 £/m2	2,500 1,790 4,375 2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375	2,500 1,790 4,375								
	st Homes	£/m2	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375	4,375
	ermediate to Buy fordable Rent	y £/unit £/unit		0	0	0	0 0	0	0	0	0 0	0	0	0	0	0	0 0	0	0	0	0	0	0	0 0	0	0 0	0 0	0 0	0	0 0
	cial Rent	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POLICY REQU Bio	odiversity NG	% £/ha	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
CO	02 Plus	% £/m2	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Acc	c & Adpt	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	ater	£/m2 £/m2	7.47 32.00 7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00	7.47 32.00								
	er Extra 1	% £/m2 %		0.00% 0 0.00% 0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%	0.00% 0 0.00%							
OV	er Extra 2	£/m2		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
CIL Pre	e CIL s106	£/m2 £/unit	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								
Po	st CIL s106	£/unit	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500
	Tariff fordable Housing	% GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
AII	Overa		0.0%	5.0% 5.0%	10.0% 10.0%	15.0% 15.0%	20.0% 20.0%	25.0% 25.0%	30.0% 30.0%	0.0%	5.0% 5.0%	10.0% 10.0%	15.0% 15.0%	20.0% 20.0%	25.0% 25.0%	30.0% 30.0%	0.0%	5.0% 5.0%	10.0% 10.0%	15.0% 15.0%	20.0%	25.0% 25.0%	30.0% 30.0%	0.0%	5.0% 5.0%	10.0% 10.0%	15.0% 15.0%	20.0% 20.0%	25.0% 25.0%	30.0% 30.0%
	Social Ren Shared Ownershi	nt	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	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 Home		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

	1																													
<u> </u>			Site 1	Site 2		Site 4		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	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare												
-		-	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown MSDC												
-	0 " " "	-	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC	MSDC							
-	Green/brown field	-	Green	Green	0.00	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown						
	Use		Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL												
Site Are	Cross	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
Site Are	Not	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
Units	ivec	IIa	0.300	0.300	60	60.300	60.300	6.300	60	60.300	60.300	60	60	60	60	60	60	6.300	60.300	60	60	60.300	60	60.300	60	60.500	60	60	60	60.300
OTILS			00	00	00	00	- 00	00	- 00	00	00	00	00	00	00	00	00	00	00	00	00	00	00	00	00	00	00	00		- 00
Mix	Market Housing		100.0%	95.0%	90.0%	85.0%	80.0%	75.0%	70.0%	100.0%	95.0%	90.0%	85.0%	80.0%	75.0%	70.0%	100.0%	95.0%	90.0%	85.0%	80.0%	75.0%	70.0%	100.0%	95.0%	90.0%	85.0%	80.0%	75.0%	70.0%
IVIIX	Market Housing		100.070	33.070	30.070	03.070	00.070	75.070	70.070	100.070	33.070	30.070	03.070	00.070	73.070	70.070	100.070	33.070	30.070	03.070	00.070	75.070	70.070	100.070	33.070	30.070	03.070	00.070	75.070	70.070
	Affordable Overall		0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%	0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%	0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%	0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%
	Affordable Rent		0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%	0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%	0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%	0.0%	5.0%	10.0%	15.0%	20.0%	25.0%	30.0%
	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	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000
		£ site	25,000	25,000	25,000	25,000	25,000	25,000	25,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
Uplift		£/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
Benchm	ark Land Value	£/ha	550,000	550,000	550,000	550,000	550,000	550,000	550,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
-		£ site	275,000	275,000	275,000	275,000	275,000	275,000	275,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
		0.0	42 442 406	44 200 405	40 424 550	0.620.557	0.755.630	7.044.640	7.075.450	40 677 202	10 000 651	0.000.445	0.474.070	7 240 507	6 405 022	F 620 24F	40.005.056	0.045.764	0.005.556	7.000.403	7.057.000	6 447 702	E 476 242	0.022.206	0.003.400	7 454 005	6 4 4 4 6 2 2	5 204 447	4 264 242	2 222 644
Residua	Gross	£/ha	12,113,496	11,299,495	10,434,558	9,620,557	8,755,620	7,941,619	7,075,459	10,677,383	10,009,651	8,998,445	8,174,870	7,319,507	6,495,932	5,639,345	10,885,966	9,945,761	9,005,556	7,998,193	7,057,988	6,117,783	5,176,212	9,032,396	8,092,190	7,151,985	6,144,622	5,204,417	4,264,212	3,322,641
	net	£/ha	12,113,496	11,299,495	10,434,558	9,620,557	8,755,620	7,941,619	7,075,459	10,677,383	10,009,651	8,998,445	8,174,870	7,319,507	6,495,932	5,639,345	10,885,966	9,945,761	9,005,556	7,998,193	7,057,988	6,117,783	5,176,212	9,032,396	8,092,190	7,151,985	6,144,622	5,204,417	4,264,212	3,322,641
		£ site	6,056,748	5,649,748	5,217,279	4,810,279	4,377,810	3,970,810	3,537,729	5,338,692	5,004,825	4,499,223	4,087,435	3,659,754	3,247,966	2,819,673	5,442,983	4,972,881	4,502,778	3,999,097	3,528,994	3,058,891	2,588,106	4,516,198	4,046,095	3,575,993	3,072,311	2,602,209	2,132,106	1,661,320

	п	N	
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Site 1 Sheltered Green Planning fee calc Planning app fee No dwgs No dwgs under 50 Price £/m2 Ruild Cost /m2
1,666.00
166.60
0.00
7.47
32.00
0.00
0.00
0.00
0.00
1,872.07
28.81
1.87 /unit or m2 Gross 75.0 Net 62.50 6,250 1arket Housing 23,437,500 Land Stamp Duty Acc & Adpt 0.00% 292,337 No dwgs over 50 Affordable Overall Easements etc. Legals /Acquisition Affordable Rent Social Rent Shared Ownership First Homes 2,500 1,790 4,375 4,375 1.50% 90,851 383,189 Water Over Extra 1 Stamp duty calc - Residua Land payment 0.00% 0.00 0.00% Over Extra 2 Planning Professional % £/m2 822,784 8.00% 798,304 Grant and Subsidy Stamp duty calc - Residual Small Site Affordable Rent Social Rent ONSTRUCTION Land payment Site Costs Build Cost 2,155 9,696,387 s106 / CIL / IT Contingency Abnormals 30,000 242,410 SITE AREA - Net SITE AREA - Gross 23,437,500 9,978,796 10,000 30,000 Sales per Quarter 500 £/ Unit (all) 0 £/m2 Unit Build Time Post CIL s106 30,000 Inf Tariff 6,056,748 12,113,496 12,113,496 Residual Land Value 0.00% RUN CIL MACRO ctrl+l Closing balance = 9,249,695 703,125 117,188 Check on phasing dwgs nos £/unit 820.373 18,061,889 17.50% 6.00% 4,101,563 Market Housing % Value Affordable Housing % Value First Homes % Value RESIDUAL CASH FLOW FOR INTEREST Year 1 Q1 Q2 Q2 Q3 Q4 10 3,906,250 3.906.250 3.906.250 3.906.250 3,906,250 Affordable Rent Social Rent Shared Ownership First Homes Grant and Subsidy 3,906,250 3,906,250 3,906,250 3,906,250 3,906,250 EXPENDITURE Stamp Duty
Easements etc.
Legals Acquisition 292,337 0 90,851 Planning Fee Professional 24,480 399,152 399,152 0 538,688 1,077,376 1,616,064 1,616,064 1,616,064 1,616,064 1,077,376 538,688 0 0 0 0 0 0 0 0 0 0 0 0 illd Cost - RCIS Rase sulid Cost - BCIS 106/CIL/Tariff Contingency Abnormals
 3,333
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 nance Fees 0 egal and Valuation 1,663,133 COSTS BEFORE LAND INT AND PROFIT 806,820 1,108,755 1,663,133 1,799,851 1,245,474 136,719 953,529 1,799,851 691,096 136,719 6,056,748 102,954 104,498 120,368 For Residual Valuation 138,805 165,834 193,269 164,572 135,444 97,564 50,800 0 0 0 0 0 0 0 0 0 0 0 0 0 evelopers Return Market Housing Affordable for Rent

2,525,332 3,117,589 3,718,731 3,769,531

First Homes

Cash Flow -6,863,569

-102,954

-1,058,027 -1,229,123

-1,801,938 -1,828,967 1,913,130 1,941,827

4,101,563

-4,101,563

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The content is a		Sheltered Brown																							
THE COLOR OF THE C			%				GIA m2		DEVELOPMENT C	OSTS]		dwgs	rate						
Column	Gros Housing 75.	oss Net 5.0 62.50		60	6,250	23,437,500	4,500		LAND			/unit or m2		5,338,692			No dwgs under 50	50	462				£/m2		
Marke 1			0.00%	0	2,500		0			Easements etc.		1.50%	0	336,515								Water	£/m2 £/m2		
The control of the co	Ownership 75.	5.0 62.50	0.00%	0	4,375	0	0		Fees			9.00%		992 027				esiduai	Total				£/m2 %	0.00%	%
Martin M	Social Rer	ent			0	0			CONSTRUCTION					603,327				esidual	Total				%	0.00%	%
The column The	EA - Net 0.50	00 ha	120 120	/ha /ha	_		4,500			s106 / CIL / IT Contingency	%	5.00%	30,000 486,504				Pre CII s106	500		04,300		Site Costs			
Mary	Quarter	0]	,					EINANCE		£			10,743,092					Total						
March Marc	u mile		Per ha NET	Per ha GROSS		RUN Residual MACR		0	THANCE	Interest				0			CIL		£/m2	0					
Part	lse Value	5,338,692 1,250,000	10,677,383	10,677,383 2,500,000	_	RUN CIL MACRO ctri	I+I			EEgal and Valuation			Ü	· ·			Inf Tariff			0					
The column The	Plus /ha	0 0)	0	<u>_</u>		vgs nos	4,680,620	SALES		%	0.5%	117,188												
Contribute Con	al Profit	40,784]		corr	rect	1		Misc.				820,313	18,122,539	_									
Control printer Control pri				-					Developers Profit	Market Housing Affordable Housing	g % Value	6.00%			4,101,563 0										
TICLE SERVICE STATES AND SERVICE	AL CASH FLOW FOR INTEREST	Year 1				Year 2					% Value			Year 4	0	1		Year 5				Year 6			
Security Control (1997) Control (1997) Control (1997	arted	Q1	Q2							Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	_
THE WINDOWS TO BE ASSET THE WORLD BY A STATE OF THE WO	lousing			10	0	0	0	10	3,906,250	3,906,250	3,906,250		3,906,250	0	0	0	0	0	0	0	0	0	0	0	
PARTICLE STATE STA					-	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
15/15/15/15/15/15/15/15/15/15/15/15/15/1	wnership				Ö	ő	Ö	Ö		ő	Ö	ő	ő	Ö	Ö	ő	Ö	ő	Ö	Ö	0	ő	Ö	ő	
## OF COMMENT OF COMME					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TY SECRET OF STATE OF	INCOME	0	0	0	0	0	0	3,906,250	3,906,250	3,906,250	3,906,250	3,906,250	3,906,250	0	0	0	0	0	0	0	0	0	0	0	
Set. 0 24,480 429,724 1,621,681 1,		256 435																							
The Series of Se	ts etc.	0																							
Tariff Corp. 1.667 3.333 5.000	ee aal	24,480 429,724		429,724																					
10 27,028 54,056 81,084			0							1,081,120		0	0	0	0	0	0	0	0	0	0	0	0	0	
ORE LAND INT AND PROFIT 790,719 0 1,026,562 1,193,677 1,790,515 1,951 19,521 19,521 19,531 19	cy			27,028	54,056	81,084	81,084	81,084	81,084	54,056	27,028	-		0 0 0	0 0 0	0 0 0		0	0 0 0	0 0 0		0	0 0		
O 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0																							
ual Valuation Land Interest 91,941 93,320 110,119 129,675 158,478 187,713 160,844 133,571 96,937 50,800 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0				0							ŭ	0	0	0	0	0	0	0	0	0	0	
Lual Valuation Land Interest ers Return Aarket Housing drable for Rent First Homes	FORE LAND INT AND PROFIT	790,719	0	0 1,026,562	1,193,677	1,790,515	1,790,515	1,927,234	1,927,234	1,330,396	733,557	136,719	136,719	0	0	0	0	0	0	0	0	0	0	0	
Interest 91,941 93,320 110,119 129,675 158,478 187,713 160,844 133,571 96,937 50,800 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ual Valuation							• •			•	•	-												
First Homes	Interesers Return Market Housing		91,941	93,320	110,119	129,675	158,478	187,713	160,844	133,571	96,937	50,800	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow -6,129,410 -91,941 -1,119,882 -1,303,795 -1,920,191 -1,948,994 1,791,303 1,818,172 2,442,283 3,075,756 3,718,731 3,769,531 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																									



This important	10.00% 0.00% 0.00% 0.000 0.00% 15.00% 0.10%
Mart	0.00% 0.00% 0.00% 0.00 0.00%
Part Interfered 19 19 19 19 19 19 19 1	0.00% 0.00% 0.00% 0.00 0.00%
Secretary 1	0.00% 0.00% 0.00 0.00% 15.00%
## of Charachysis 9.1 9.1 7.10 0.00 0 0 0 0 0 0 0 0	0.00% 0.00 0.00% 15.00%
## Professional pr	0.00 0.00% 15.00%
Social Bills:	15.00%
AREA - New Control - S120 No.	0.10%
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No. See	
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The contract The	
Check on photology drops or Epinal Functional Profit 107,323 133 135 137,000 133,125 133	
Misc. No.0% 0 931,875 20,639,923	
Developers Profit Market Housing % Value 17.50% 4,659,375 Affordable Housing % Value 17.50% 17.50	
SIDUAL CASH FLOW FOR INTEREST SIDUAL CASH FLOW FLOW FLOW FLOW FLOW FLOW FLOW FLOW	
Year 1 Year 2 Year 3 Year 4 Year 4 Year 5 Year 6 Y	
Tarket Housing fror/able Rent	Q3
Table to a control of the control of	0
St Homes 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 0 4,437,500 4,437,500 4,437,500 4,437,500 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
amp Duty 261,649 sements etc. 0	0
anning Fee 24,480 ofessional 514,714 514,714	
ild Cost - BCIS Base 0 695,277 1,390,554 2,085,831 2,085,831 2,085,831 2,085,831 1,390,554 695,277 0 0 0 0 0 0 0 0 0 0 0 0 0	0
05/CIL/Tariff 0 1,667 3,333 5,000 5,000 5,000 5,000 5,000 3,333 1,667 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
ance Fees 0	U
al and Valuation 0	
ents 0 0 0 0 0 0 0 133,125 133,125 133,125 133,125 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
TS BEFORE LAND INT AND PROFIT 882,488 0 1,229,596 1,429,762 2,144,644 2,144,644 2,299,956 2,299,956 1,585,075 870,194 155,313 155,313 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
Residual Valuation Land 5,442,983	
Interest 94,882 96,305 116,194 139,383 173,644 208,418 179,481 150,110 109,575 57,709 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0



												· · ·													慣
Site 22	- 1	Extracare Brown																							_
INCOME	Av Size	m2	%	6 Number	Price £/m2	GDV	GIA m2	Di	EVELOPMENT C	COSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost			/n 1,749.0
Market Housing	Gross 92.3	Net 71.00					5,538	LA	AND	Land		/unit or m2	Total	4,516,198			No dwgs No dwgs under 50	60				CO2 Plus	% £/m2	10.00%	
Affordable Overall			0%				5,555			Stamp Duty Easements etc.			215,310	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			No dwgs over 50	10		1,380		Acc & Adpt	% £/m2	0.00%	
Affordable Rent Social Rent	92.3	71.00	0.00%	6 (2,500		0			Legals /Acquisition		1.50%	67,743	283,053				and the state of	Total	24,400		Water	£/m2	0.000/	32.
hared Ownership	92.3 92.3	71.00 71.00	0.00%	6 (4,375	0	0	Fe	ees								Stamp duty calc - R Land payment	esiduai		4,516,198		Over Extra 1	% £/m2	0.00%	0.
irst Homes	92.3	71.00	0.00%	6 (,,		٥			Planning Professional		8.00%	24,480 1,108,346	1,132,826					Total	215,310		Over Extra 2	% £/m2	0.00%	0
rant and Subsidy	Affordable Rent Social Rent				0	-		co	ONSTRUCTION								Stamp duty calc - R Land payment	esidual		1,500,000		Small Site	%	0.00%	1,963
	Shared Ownership				0					Build Cost s106 / CIL / IT		2,268	12,558,480 30,000						Total	64,500		Site Costs	Base BNG	15.00% 0.50%	9
TE AREA - Net TE AREA - Gross	0.500 0.500		120 120) /ha) /ha		26,625,000	5,538			Contingency Abnormals	%	5.00% 5.00%	627,924 627,924				Pre CIL s106	500	£/ Unit (all)						2,267
les per Quarter	0		1				•				£		10,000	13,854,328					Total	30,000					
nit Build Time	3	Quarters						FI	NANCE	Fees		0%	0				Post CIL s106	500 0	£/ Unit (all) £/m2	30,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual MACRO				Interest		6.00%	0	0			CIL	0	Total	30,000					
esidual Land Value		4,516,198	9,032,396	9,032,396			Closing balance = 0			Legal and Valuation	1		U	Ü			Inf Tariff	% GDV							
xisting Use Value Iplift	20%	1,250,000 250,000)	2,500,000 500,000)	RUN CIL MACRO ctrl+	l Closing balance = 7,221	1,298 SA	ALES									0.00%		0					
Plus /ha Ben	0 nchmark Land Value	1,500,000		3,000,000	1	Check on phasing dwg	s nos				%	3.0% 0.5%	798,750 133,125												
			£/m2		_	corre					£/unit %	0.0%	0	931,875	20,718,280										
dditional Profit		-3,391,158		2				_	evelopers Profit				-		,,,										
									evelopers From	Market Housing Affordable Housing	% Value	17.50% 6.00%			4,659,375 0										
RESIDUAL CASH FLOW FO	OR INTEREST	Vear 1				Year 2		L			% Value	17.50%		Year 4	0			Year 5				Year 6			
INCOME UNITS Started		Year 1 Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Affordable Rent				10	0	0	0 4	4,437,500	4,437,500	4,437,500	4,437,500	4,437,500	4,437,500	0	0	0	0	0	0	0	0	0	0	0	0
ocial Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
hared Ownership irst Homes					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME		0	0	0	0	0	0 4	0 4,437,500	0 4,437,500	4,437,500	0 4,437,500	0 4,437,500	0 4,437,500	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
stamp Duty Easements etc.		215,310 0																							
egals Acquisition		67,743																							
lanning Fee rofessional		24,480 554,173		554,173																					
Build Cost - BCIS Base			0	697,693	1,395,387			2,093,080			697,693		0	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL/Tariff Contingency			0	1,667 34,885	3,333 69,769	5,000 104,654	5,000 104,654	5,000 104,654	5,000 104,654	3,333 69,769	1,667 34,885	0	0	0	0	0	0	0	0	0	0	0	0 0	0 0	0
bnormals			0	35,440	70,880	106,321	106,321	106,321	106,321	70,880	35,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0
inance Fees egal and Valuation		0 0																							
agents egals		0	0	0	0	0		133,125 22,188	133,125 22,188	133,125 22,188	133,125 22,188	133,125 22,188	133,125 22,188	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAND INT	T AND PROFIT	861,706	0	0 1,323,858	1,539,370	2,309,055	2,309,055	2,464,367	2,464,367	1,694,682	924,997	155,313	155,313	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	4,516,198																							
Developers Return	Interest		80,669	81,879	102,965	127,600	164,149	201,248	174,669	147,692	108,765	57,709	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing Affordable for Rent																									4,659,375 0

Appendix 16 – Appraisals, Non-residential Development

Greenfield

			Offices -	Offices - Park	Offices - Park	Industrial	Industrial -	Distribution
	CII	L £/m2	Central 0	0	(Small)	0	Small 0	(
		L £/m2	2,000		500	4,000	400	
Income	£/m2			2,000				4,000
	· '		4,885	4,885	3,600	2,871	1,890	2,800
	Capital Value	4.500/	8,793,000	8,793,000	1,620,000	10,909,800	756,000	11,200,000
	Buyers Costs	4.50%	395,685	395,685	72,900	490,941	34,020	504,000
	Capital Value		8,397,315	8,397,315	1,547,100	10,418,859	721,980	10,696,000
Costs	Land Used	Coverage	400%	75%	75%	40%	40%	35%
		ha	0.050	0.267	0.067	1.000	0.100	1.143
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000
		Uplift £/ha	500,000	500,000	500,000	500,000	500,000	500,000
		20.00%	0	0	0	0	0	5,000
		Site Cost	26,250	140,000	35,000	525,000	52,500	605,714
	Stamp Duty (on VT)	4.00%	1,050	5,600	1,400	21,000	2,100	24,229
	Acquisition	1.50%	394	2,100	525	7,875	788	9,086
	Acquisition	1.50%	334	2,100	323	7,873	700	3,000
	Strategic Promotion		0	0	0	0	0	C
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000
	Cti	/ 2	2 404	2 404	2 404	074	4 272	04.5
	Construction	/m2 £	2,181 4,362,000	2,181 4,362,000	2,181 1,090,500	874 3,496,000	1,373 549,200	915 3,660,000
	Infrastructure	15.00%	654,300	654,300	163,575	524,400	82,380	549,000
	Abnormals	5.00%	034,300	034,300	103,373	324,400	0	349,000
	Fees	8.00%	401,304	401,304	100,326	321,632	50,526	336,720
	S106	8.00%	401,304	401,304	0	0	0	330,720
	CIL		0	0	0	0	0	
	Contingency	2.5% & 5%	125,408	125,408	31,352	100,510	15,790	105,225
	Contingency	2.5/0 & 5/0	123,408	123,400	31,332	100,510	13,730	103,223
	Finance Costs		0	0	0	0	0	0
	Sales	2.50%	109,913	109,913	20,250	136,373	9,450	140,000
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		5,674,368	5,680,624	1,427,928	4,627,790	730,233	4,844,259
	Interest	6.50%	184,417	184,620	46,408	150,403	23,733	157,438
	Profit % GDV	15.00%	1,259,597	1,259,597	232,065	1,562,829	108,297	1,604,400
			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS		7,118,382	7,124,842	1,706,401	6,341,022	862,263	6,606,098
		011	4.000.00	4 6	4	4.055.005	4	4
Kesidua	I Land Worth	Site	1,278,933	1,272,473	-159,301	4,077,837	-140,283	4,089,902
	Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000
	Viability Threshold	£/ha	525,000	525,000	525,000	525,000	525,000	530,000
	Residual Value	£/ha	25,578,661	4,771,776	-2,389,508	4,077,837	-1,402,830	3,578,665



			Central Retail	Secondary Retail	Supermarket	Retail Warehouse	
	CIL	£/m2	0	0	0	0	
ncome	m2		200	200	1,200	4,000	
	£/m2		7,000	2,600	5,550	3,250	
	Capital Value		1,400,000	520,000	6,660,000	13,000,000	
	Buyers Costs	4.50%	63,000	23,400	299,700	585,000	
	Capital Value		1,337,000	496,600	6,360,300	12,415,000	
			_,,	100,000	-,,	==, :==,===	
Costs	Land Used	Coverage	80%	80%	40%	50%	
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Larra Goca	ha	0.025	0.025	0.300	0.800	
		£/ha	25,000	25,000	25,000	25,000	
		Uplift £/ha	500,000	500,000	500,000	500,000	
		20.00%	0	0	0	0	
		Site Cost	13,125	13,125	157,500	420,000	
		Site Cost	13,123	13,123	137,500	420,000	
	Stamp Duty (on VT)	4.00%	525	525	6,300	16,800	
	Acquisition	1.50%	197	197	2,363	6,300	
	Acquisition	1.5070	157	157	2,303	0,300	
	Strategic Promotion		0	0	0	0	
	Pre Planning		10,000	10,000	10,000	10,000	
	rieriaiiiiig		10,000	10,000	10,000	10,000	
	Construction	/m2	1,493	1,493	1,654	970	
	Construction	£	298,600	298,600	1,984,800	3,880,000	
	Infrastructure	15.00%	44,790	44,790	297,720	582,000	
	Abnormals	5.00%	0	0	0	0	
	Fees	8.00%	27,471	27,471	182,602	356,960	
	S106	8.0076	0	0	0	0	
	CIL		0	0	0	0	
	Contingency	2.5% & 5%	8,585	8,585	57,063	111,550	
	contingency	2.570 & 570	0,303	0,303	37,003	111,550	
	Finance Costs		0	0	0	0	
	Sales	2.50%	17,500	6,500	83,250	162,500	
	Misc. Financial	2.5070	10,000	25,000	25,000	25,000	
	IVII3C. I IIIdiiCidi		10,000	23,000	23,000	23,000	
	Subtotal		417,668	421,668	2,649,097	5,151,110	
	Jubiotal		417,000	421,008	2,043,037	3,131,110	
	Interest	6.50%	13,574	13,704	86,096	167,411	
	Profit % GDV	15.00%	200,550	74,490	954,045	1,862,250	
	FIGHT /0 GDV	13.00%	0.00%	0.00%	0.00%	0.00%	
	COSTS		631,792	509,862	3,689,238	7,180,771	
	COSIS		031,/92	505,862	3,089,238	/,100,//1	
Residua	Land Worth	Site	705,208	-13,262	2,671,062	5,234,229	
	Existing Use Value	£/ha	25,000	25,000	25,000	25,000	
	Viability Threshold	£/ha	525,000	525,000	525,000	525,000	
	Residual Value	£/ha	28,208,319	-530,481	8,903,541	6,542,786	



Brownfield

			Offices -	Offices - Park	Offices - Park	Industrial	Industrial -	Distribution
			Central		(Small)		Small	
	CI	L £/m2	0	0	0	0	0	0
Income	m2		2,000	2,000	500	4,000	400	4,000
	£/m2		4,885	4,885	3,600	2,871	1,890	2,800
	Capital Value		8,793,000	8,793,000	1,620,000	10,909,800	756,000	11,200,000
	Buyers Costs	4.50%	395,685	395,685	72,900	490,941	34,020	504,000
	Capital Value		8,397,315	8,397,315	1,547,100	10,418,859	721,980	10,696,000
Costs	Land Used	Coverage	400%	75%	75%	40%	40%	35%
		ha	0.050	0.267	0.067	1.000	0.100	1.143
		£/ha	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000
		Uplift £/ha	0	0	0	0	0	0
		20.00%	480,000	480,000	480,000	480,000	480,000	480,000
		Site Cost	144,000	768,000	192,000	2,880,000	288,000	3,291,429
	Stamp Duty (on VT)	4.00%	5,760	30,720	7,680	115,200	11,520	131,657
	Acquisition	1.50%	2,160	11,520	2,880	43,200	4,320	49,371
	Strategic Promotion		0	0	0	0	0	0
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	2,181	2,181	2,181	874	1,373	915
		£	4,362,000	4,362,000	1,090,500	3,496,000	549,200	3,660,000
	Infrastructure	15.00%	654,300	654,300	163,575	524,400	82,380	549,000
	Abnormals	5.00%	250,815	250,815	62,704	201,020	31,579	0
	Fees	8.00%	421,369	421,369	105,342	337,714	53,053	336,720
	S106		0	0	0	0	0	0
	CIL		0	0	0	0	0	0
	Contingency	2.5% & 5%	263,356	263,356	65,839	211,071	33,158	105,225
	Finance Costs		0	0	0	0	0	0
	Sales	2.50%	109,913	109,913	20,250	136,373	9,450	140,000
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		6,089,672	6,123,992	1,538,770	5,084,977	794,660	4,991,974
	Interest	6.50%	197,914	199,030	50,010	165,262	25,826	162,239
	Profit % GDV	15.00%	1,259,597	1,259,597	232,065	1,562,829	108,297	1,604,400
			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS		7,547,184	7,582,619	1,820,845	6,813,068	928,783	6,758,613
Residua	Land Worth	Site	850,131	814,696	-273,745	3,605,791	-206,803	3,937,387
	Existing Use Value	£/ha	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000
	Viability Threshold	£/ha	2,880,000	2,880,000	2,880,000	2,880,000	2,880,000	2,880,000
	Residual Value	£/ha	17,002,619	3,055,108	-4,106,175	3,605,791	-2,068,031	3,445,214



		Central Retail	Secondary	Supermarket	Retail	
		Ceritiai Retaii		Supermarket		
CII	£/m2	0		0		
	£/IIIZ					
•		-				
·	4 500/					
	4.50%	-				
Capital Value		1,337,000	490,000	6,360,300	12,415,000	
Land Used	Coverage	80%	80%	40%	50%	
	ha	0.025	0.025	0.300	0.800	
	£/ha	2,400,000	2,400,000	2,400,000	2,400,000	
	Uplift £/ha	0	0	0	0	
	20.00%	480,000	480,000	480,000	480,000	
	Site Cost	72,000	72,000	864,000	2,304,000	
Champa Duty / 1/T)	4.000/	2 000	2.000	24 500	02.100	
					-	
Acquisition	1.50%	1,080	1,080	12,960	34,560	
Strategic Promotion		0	0	0	0	
Pre Planning		10,000	10,000	10,000	10,000	
		,,,,,	.,	1,111	.,	
Construction	/m2	1,493	1,493	1,654	970	
	£	298,600	298,600	1,984,800	3,880,000	
Infrastructure	15.00%	44,790	44,790	297,720	582,000	
Abnormals	5.00%	17,170	17,170	114,126	223,100	
Fees	8.00%	28,845	28,845	191,732	374,808	
S106		0	0	0	0	
CIL		0	0	0	0	
Contingency	2.5% & 5%	18,028	18,028	119,832	234,255	
Financo Costs		0	0	0	0	
	2 500/	-				
	2.50%				-	
IVIISC. FIIIdilCidi		10,000	25,000	25,000	25,000	
Subtotal		448,892	452,892	2,873,980	5,618,383	
	0.851			00.1	100 50-	
Profit % GDV	15.00%					
COSTS		664,031	542,101	3,921,429	7,663,230	
					4 754 770	
l Land Worth	Site	672,969	-45,501	2,438,871	4,751,770	
Existing Use Value Viability Threshold	f/ha f/ha	2,400,000 2,880,000	- 45,501 2,400,000 2,880,000	2,400,000 2,880,000	2,400,000 2,880,000	
	m2 f/m2 Capital Value Buyers Costs Capital Value Land Used Stamp Duty (on VT) Acquisition Strategic Promotion Pre Planning Construction Infrastructure Abnormals Fees S106 CIL Contingency Finance Costs Sales Misc. Financial	£/m2 Capital Value Buyers Costs 4.50% Capital Value Land Used Coverage ha £/ha Uplift £/ha 20.00% Site Cost Stamp Duty (on VT) 4.00% Acquisition 1.50% Strategic Promotion Pre Planning Construction /m2 £ Infrastructure Abnormals 5.00% Fees 8.00% S106 CIL Contingency 2.5% & 5% Finance Costs Sales Sales 2.50% Misc. Financial Misc. Financial Interest 6.50% Profit % GDV 15.00%	m2 200 £/m2 7,000 Capital Value 1,400,000 Buyers Costs 4.50% 63,000 Capital Value 1,337,000 Land Used Coverage 80% ha 0.025 £/ha 2,400,000 Uplift £/ha 0 20.00% 480,000 Site Cost 72,000 Stamp Duty (on VT) 4.00% 2,880 Acquisition 1.50% 1,080 Strategic Promotion 0 0 Pre Planning 10,000 Construction /m2 1,493 £ 298,600 1nfrastructure 15.00% 44,790 Abnormals 5.00% 17,170 Fees 8.00% 28,845 S106 0 0 0 0 CIL 0 0 0 Contingency 2.5% & 5% 18,028 Finance Costs 0 0 Sales 2.50% 17,500	CIL E/m2 Q	CIL E/m2 O O O	CIL E/m2 0 </td



HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners 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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