Local Plan Viability Study

May 2022

Important Notice

HDH Planning & Development Ltd has prepared this report for the sole use of Canterbury City Council in accordance with the instructions under which our services were performed. No other warranty, expressed or implied, is made as to the professional advice included in this report or any other services provided by us. This report may not be relied upon by any other party without the prior and express written agreement of HDH Planning & Development Ltd.

Some of the conclusions and recommendations contained in this report are based upon information provided by others (including the Council and consultees) and upon the assumption that all relevant information has been provided by those parties from whom it has been requested. Information obtained from third parties has not been independently verified by HDH Planning & Development Ltd, unless otherwise stated in the report. The conclusions and recommendations contained in this report are concerned with policy requirement, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice and the Council should seek legal advice before implementing any of the recommendations.

No part of this report constitutes a valuation, and the report should not be relied on in that regard.

Certain statements made in the report may constitute estimates, projections or other forward-looking statements and even though they are based on reasonable assumptions as of the date of the report, such forward looking statements by their nature involve risks and uncertainties that could cause actual results to differ materially from the results predicted. HDH Planning & Development Ltd specifically does not guarantee or warrant any estimate or projections contained in this report.

HDH Planning & Development Ltd
Clapham Woods Farm
Keasden, Nr. Clapham
Lancaster. LA2 8ET
simon@hdhplanning.co.uk
015242 51831 / 07989 975 977

Registered in England
Company Number 08555548

Issued	By	Signed
18th July 2022	RS Drummond-Hay MRICS ACIH Director	RS D

THIS DOCUMENT HAS BEEN FORMATTED FOR DOUBLE SIDED PRINTING

Tables of Contents

1. Introduction

Scope

1.1 Canterbury City Council is currently preparing a new Canterbury District Local Plan to be adopted by December 2023, which will set out the vision for the District to 2045. HDH Planning & Development Ltd (HDH) has been appointed to update the Council's viability evidence and produce this Viability Study as required by the 2021 NPPF and relevant guidance.

1.2 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 National Planning Policy Framework (NPPF) and National Planning Practice Guidance (PPG) and the revised Community Infrastructure Levy Regulations. This includes:

- assessing the cumulative impact of the emerging policies, including affordable housing and open space requirements.
- testing the deliverability of the key development site allocations that are earmarked to come forward over the course of the Local Plan period.
- considering the ability of development to accommodate developer contributions alongside other policy requirements.

1.3 The current adopted CIL Charging Schedule came into effect in April 2020. Consideration will also be given for the scope to review CIL.

1.4 This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the emerging local policies, and the emerging 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 during November 2021. 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 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 July 2018. In February 2019 and then July 2021, the NPPF was further updated (2021 NPPF), 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 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*. *Infrastructure Levy Regulations* has yet to be published. It will be necessary for the Council to monitor the progress of the Bill and, in due course, review this report when the Regulations are published.

1.8 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

1.9 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 value of land to be used when assessing the Existing Use Value and the derivation of the Benchmark Land Value.
Chapter 7	The cost and general development assumptions used in the development appraisals.
Chapter 8	A summary of the various national and local policy requirements and constraints that influence the type of development that come forward.
Chapter 9	of the sites and typologies modelled for the financial development appraisals.
Chapter 10	The results of the residential development.
Chapter 11	The results of the non-residential development appraisals.
Chapter 12	Conclusions in relation to the deliverability of development and the scope to review CIL.

1.10 This report was substantially completed in December 2021. In May 2022, the final list of potential Strategic Sites was completed, at which point the modelling was updated so as to be consistent with the updated information.

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

Caveat and Material Uncertainty (COVID-19)

1.13 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, a Global Pandemic in March 2020, and continues to impact many aspects of daily life and the global economy. Travel, movement, and operational restrictions have been implemented by many countries. In some cases, lockdowns have been applied to varying degrees, and to reflect further 'waves' of COVID-19; although these may imply a new stage of the crisis, they are not unprecedented in the same way as the initial impact. The uncertainty in the wider economy as a result of COVID-19 was reinforced, with the emergence of the Omicron variant in late November 2021, which resulted in the reintroduction of some restrictions.

1.15 The pandemic and the measures taken to tackle COVID-19 continue to affect economies and real estate markets. Nevertheless, as at the time of this report (December 2021) 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 has been followed in full.

a. HDH confirms that in preparing this report the firm has acted with objectivity, impartially and without interference and with reference to all appropriate available sources of information.

b. HDH is appointed by the Canterbury City Council and has followed a collaborative approach involving the LPA, developers, landowners and other interested parties. HDH confirms that adequate time has been taken to allow engagement with stakeholders through this project.

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.

e. HDH confirms that, in preparing this report, no performance-related or contingent fees have been agreed.

f. 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.

g. 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 is read in full.

h. This assessment incudes 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.

1.19 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

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

1m = 3.28ft (3' and 3.37")
1ft = 0.30m

$1m^2$ = 10.76 sqft
1sqft = $0.0929m^2$

1ha = 2.471acres
1acre = 0.405ha

1.21 A useful broad rule of thumb to convert m^2 to sqft is simply to add a final zero.

2. Viability Testing

2.1 Viability testing is an important part of the planning process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF) and is a requirement of the Community Infrastructure Levy (CIL) Regulations. In each case the requirement is slightly different, but they have much in common.

2.2 Over several years in the run up to this report, various national consultations have been carried out with regard to different aspects of the plan-making process. These have included references to, and sections on, viability. The NPPF and Planning Practice Guidance (PPG) were updated in July 2018 replacing the earlier documents. The NPPF was further updated in February 2019 and again in July 2021, although the changes in these more recent iterations do not directly impact on the requirements to consider viability.

National Planning Policy Framework

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

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

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

2.5 The Council will need to engage further with the promoters of the potential Strategic Sites and service and infrastructure providers.

2.6 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*

2.7 Consideration has been made to the updated PPG (see below). This viability study will become the reference point for viability appraisals submitted through the development management process in the future.

2.8 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*

2.9 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 period[32]; 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*

2.10 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*

2.11 The 2021 NPPF does not include technical guidance on undertaking viability work. This is included within the Planning Practice Guidance (PPG).

Planning Practice Guidance

2.12 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 superseded requirements for viability testing were set out in paragraphs 173 and 174 of the 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.*
>
> *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...*

2.13 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*

2.14 Now the purpose of viability testing is 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.

2.15 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*

2.16 This viability study takes a proportionate approach to considering the cumulative impact of policies and planning obligations.

2.17 The updated PPG includes 4 main sections:

Section 1 - Viability and plan making

2.18 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*

2.19 This study takes a proportionate approach, building on the Council's existing evidence, and considers all the local and national policies that will apply to new development.

> *Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and that the total cumulative cost of all relevant policies will not undermine deliverability of the plan. ... Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.*
>
> *PPG 10-002-20190509*

2.20 The policies in the emerging Plan are tested individually and cumulatively, to ensure that they are set at a realistic level (see Chapter 10).

> *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*

2.21 Consultation forms part of this study (as set out in Chapter 3).

> *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*

2.22 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*

2.23 Consultation forms part of this study. The Council is considering a range of potential Strategic Sites, however at the time of the pre-consultation draft report (October 2021) these had not been identified. The early 'long-list' of sites has now been identified and the sites are tested, albeit based on the limited and high-level information that is available. This report was substantially completed in December 2021. In May 2022 the final list of potential Strategic

Sites was completed, at which point the modelling was updated so to be consistent with the updated information. The opportunity is taken to stress that, just because a site has been included in the long list of potential sites, is not an indication that that it will be taken forward into the Plan. In due course, the Council will further engage with the promoters of the selected Strategic Sites.

2.24 The modelling in this study 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, in due course, 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*

2.25 This study is based on typologies[1] that have been developed by having regard to the potential development sites that are most likely to be identified through the emerging Plan. In addition, the potential Strategic Sites are modelled individually, so as to inform a decision as to whether or not they are to be included in the Plan. In due course it may be necessary to work further with site promoters in relation to these.

> *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*

2.26 This study draws on a wide range of data sources, including those 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*

---

[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.*

> *Strategic Housing Land Availability Assessments) can help inform viability assessment for strategic sites.*
>
> *PPG 10-005-20180724*

2.27 For the purpose of this viability study, Strategic Sites are those being considered for allocation, and if they were allocated would be considered key sites on which the delivery of the Plan may rely.

> *Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*
>
> *It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.*
>
> *PPG 10-006-20190509*

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

Section 2 - Viability and decision taking

2.29 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

2.30 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*

2.31 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*

2.32 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 and sales.

2.33 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*

2.34 All these costs are taken into account (see Chapter 7).

2.35 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*

2.36 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*

2.37 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*

2.38 This report has applied this methodology to establish the EUV and BLV (see Chapter 6).

2.39 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*

2.40 This approach is followed (see Chapter 7).

Section 4 - Accountability

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

2.42 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 (CIL) and Guidance

2.43 The Council has adopted CIL, and this study includes consideration as to whether or not there is scope to formally review 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.

2.44 The CIL Regulations came into effect in April 2010 and have been subject to subsequent amendment[2]. CIL Regulation 14 (as amended) sets out the core principle for setting CIL.

---

[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 2019 No. 966** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND The Community Infrastructure Levy (Amendment) (England) Regulations 2019. Made - 22nd May 2019. **SI 2019 No. 1103** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) (No. 2)

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

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

> *A charging authority should be able to explain how their proposed levy rate or rates will contribute towards new infrastructure to support development across their area. Charging authorities will need to summarise their viability assessment. Viability assessments should be proportionate, simple, transparent and publicly available in accordance with the viability guidance. Viability assessments can be prepared jointly for the purposes of both plan making and preparing charging schedules. This evidence should be presented in a document (separate from the charging schedule) that shows the potential effects of the proposed levy rate or rates on the viability of development across the authority's area. Where the levy is introduced after a plan has been made, it may be appropriate for a local authority to supplement plan viability evidence with assessments of recent economic and development trends, and through working with developers (e.g. through local developer forums), rather than by procuring new evidence.*
>
> *PPG 25-019-20190901*

2.46 This study has drawn on the existing available evidence. In due course, this report will form one part of the evidence that Canterbury City Council will use if a decision is made to formally review CIL. The Council would also need consider other 'existing available evidence', the comments of stakeholders and wider priorities.

2.47 From April 2015, councils were restricted in pooling S106 contributions from more than five developments[3] (where the obligation in the s106 agreement / undertaking is a reason for granting consent). The CIL Regulations were amended from September 2019 lifting these restrictions, however payments requested under the s106 regime must still be (as set out in CIL Regulation 122):

a. necessary to make the development acceptable in planning terms;

b. directly related to the development; and

c. fairly and reasonably related in scale and kind to the development.

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.*

[3] CIL Regulations 123(3)

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

Wider Changes Impacting on Viability

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

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

2.50 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.*

2.51 The parts of the CCC area that are within the Kent Downs Area of Outstanding Natural Beauty (AONB)[4] are within a Designated Rural Area. In line with current policy a threshold of 6 units is assumed to apply here, and a threshold of 10 units is assumed to apply elsewhere.

Affordable Home Ownership

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

> *Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership[5], 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);*

---

[4] Parishes within the AONB: Waltham, Petham, Upper Hardres, Barham, Bishopsbourne, Kingston and partially within Womenswold, Adisham, Bekesbourne with Patrixbourne, Bridge, Lower Hardres and Nackington, and Chartham.

[5] Footnote 29 of the 2018 NPPF clarifies as '*As part of the overall affordable housing contribution from the site*'.

> c) *is proposed to be developed by people who wish to build or commission their own homes; or*
>
> d) *is exclusively for affordable housing, an entry-level exception site or a rural exception site.*
>
> *Paragraph 65, 2021 NPPF*

2.53 This is assumed to apply.

First Homes

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

> *<u>What is a First Home?</u>*
>
> *First Homes are a specific kind of discounted market sale housing and should be considered to meet the definition of 'affordable housing' for planning purposes. Specifically, First Homes are discounted market sale units which:*
>
> a. *must be discounted by a minimum of 30% against the market value;*
>
> b. *are sold to a person or persons meeting the First Homes eligibility criteria (see below);*
>
> c. *on their first sale, will have a restriction registered on the title at HM Land Registry to ensure this discount (as a percentage of current market value) and certain other restrictions are passed on at each subsequent title transfer; and,*
>
> d. *after the discount has been applied, the first sale must be at a price no higher than £250,000 (or £420,000 in Greater London).*
>
> *First Homes are the government's preferred discounted market tenure and should account for at least 25% of all affordable housing units delivered by developers through planning obligations.*
>
> *PPG: 70-001-21210524*

2.55 This is assumed to apply.

Environmental Standards

2.56 Early in October 2019, the Government launched a consultation on The Future Homes Standard[6]. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The outcome of the consultation was announced during January 2022[7]. It is assumed that new development will be to the Future Homes Standard Option 2 (31% CO_2 saving) and is considered in Chapter 8 below.

2.57 In November 2021, the Government announced that from 2023, all new homes would be required to include an Electric Vehicle Charging Point.

---

[6] 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

[7] The Future Buildings Standard - GOV.UK (www.gov.uk)

Biodiversity

2.58 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.

2.59 Green improvements on-site are preferred (and expected), but in the circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere. This requirement is considered in Chapter 8 below.

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

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

> ***Assessments of housing need, viability and environmental impacts are too complex and opaque**: Land supply decisions are based on projections of household and business ‘need’ typically over 15- or 20-year periods. These figures are highly contested and do not provide a clear basis for the scale of development to be planned for. Assessments of environmental impacts and viability add complexity and bureaucracy but do not necessarily lead to 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.*

2.61 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*

2.62 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 a viability assessment is a requirement.

NPPF and National Model Design Code: consultation proposals

2.63 The Government announced a further consultation in January 2021, under the title *National Planning Policy Framework and National Model Design Code: consultation proposals*[8]. The 2021 NPPF took this forward, saying:

> *128. To provide maximum clarity about design expectations at an early stage, all local planning authorities should prepare design guides or codes consistent with the principles set out in the National Design Guide and National Model Design Code, and which reflect local character and design preferences. Design guides and codes provide a local framework for creating beautiful and distinctive places with a consistent and high quality standard of design. Their geographic coverage, level of detail and degree of prescription should be tailored to the circumstances and scale of change in each place, and should allow a suitable degree of variety.*
>
> *129. Design guides and codes can be prepared at an area-wide, neighbourhood or site-specific scale, and to carry weight in decision-making should be produced either as part of a plan or as supplementary planning documents. Landowners and developers may contribute to these exercises, but may also choose to prepare design codes in support of a planning application for sites they wish to develop. Whoever prepares them, all guides and codes should be based on effective community engagement and reflect local aspirations for the development of their area, taking into account the guidance contained in the National Design Guide and the National Model Design Code. These national documents should be used to guide decisions on applications in the absence of locally produced design guides or design codes.*

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

2.65 Through the November 2021 consultation a land promoter[9] questioned this assumption. It is accepted that if a local authority introduced particularly onerous design standards, that the costs would be impacted. We understand that this is not the case here.

Queen's Speech 2021 and 2022

2.66 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 …*

---

[8] National Planning Policy Framework and National Model Design Code: consultation proposals - GOV.UK (www.gov.uk)

[9] R Agnew, Gladman Developments Ltd.

> - *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.*

2.67 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.

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

> *"A bill will be brought forward to drive local growth, empowering local leaders to regenerate their areas, and ensuring everyone can share in the United Kingdom's success. The planning system will be reformed to give residents more involvement in local development."*
>
> *The main benefits of the Bill would be:*
>
> - *Laying the foundations for all of England to have the opportunity to benefit from a devolution deal by 2030 – giving local leaders the powers they need to drive real improvement in their communities.*
> - *Improving outcomes for our natural environment by introducing a new approach to environmental assessment in our planning system. This benefit of Brexit will mean the environment is further prioritised in planning decisions.*
> - *Capturing more of the financial value created by development with a locally set, non-negotiable levy to deliver the infrastructure that communities need, such as housing, schools, GPs and new roads.*
> - *Simplifying and standardising the process for local plans so that they are produced more quickly and are easier for communities to influence.*

Levelling-up and Regeneration Bill

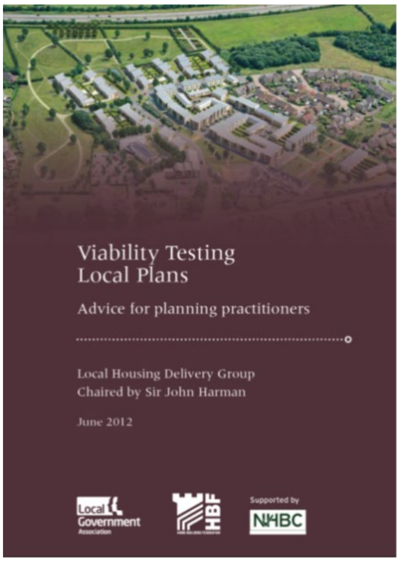
2.69 In May 2022, the Government published the *Levelling-up and Regeneration Bill*. This includes reference to a new national Infrastructure Levy. The Bill suggests that the Infrastructure Levy would be set having regard to viability, and makes reference to the *Infrastructure Levy Regulations*. *Infrastructure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

2.70 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

2.71 There is no specific technical guidance on how to test viability in the NPPF or the PPG, although the PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions[10] that support the methodology HDH has developed and used here. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012[11] (known as the **Harman Guidance**).

2.72 The planning appeal decisions and the HCA good practice publication[12] 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.



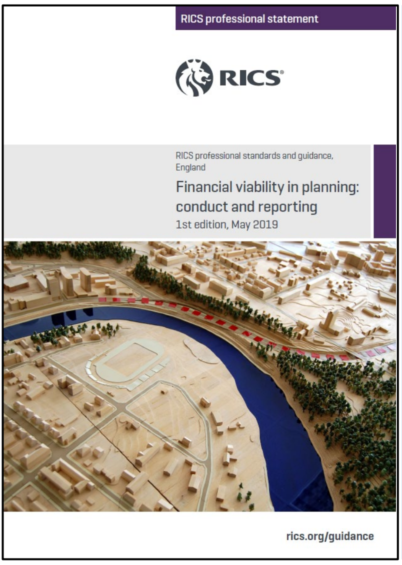
Viability Testing
Local Plans

Advice for planning practitioners

Local Housing Delivery Group
Chaired by Sir John Harman

June 2012

Local Government Association
HBF
Supported by NHBC



RICS professional statement

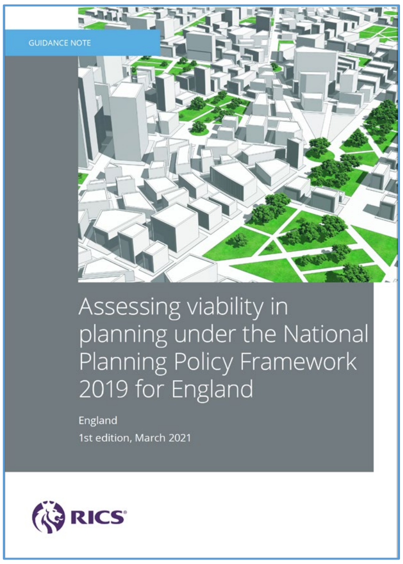
RICS

RICS professional standards and guidance, England

Financial viability in planning: conduct and reporting

1st edition, May 2019

rics.org/guidance



GUIDANCE NOTE

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

England

1st edition, March 2021

RICS

2.73 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).

---

[10] 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.

[11] 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).

[12] *Good Practice Guide*. Homes and Communities Agency (July 2009).

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

2.75 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

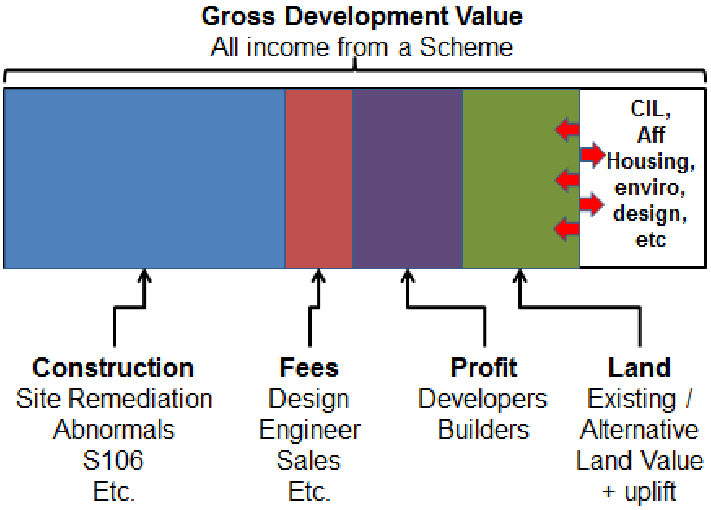
Viability Testing – Outline Methodology

3.1 This report follows the Harman Guidance and was put to public consultation in November 2021 and the overall approach was confirmed. The availability and cost of land are matters at the core of viability for any property development. The format of the 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 can offer for a site and still make a satisfactory return (i.e. profit).

3.3 In the following graphic, the bar represents 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 seeks, the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council's 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.

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 (and CIL Regulations) and PPG. 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. Within the planning process, it is necessary to work within the PPG and other relevant guidance. As set out in Chapter 2 above, it will be necessary for the promoters of the Strategic Sites to engage in more detail, as the plan-making process continues.

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, a community may extend a village hall even though the value of the facility, in financial terms, is not significantly enhanced, or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency (and profits) 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.*
>
> *PPG 10-014-20190509*

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)[13] and the case is sometimes held up as a firm precedent, however, as confirmed in the Oxenholme Road Appeal (October 2013)[14], 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)[15], which has subsequently been confirmed by the High Court[16]. 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

---

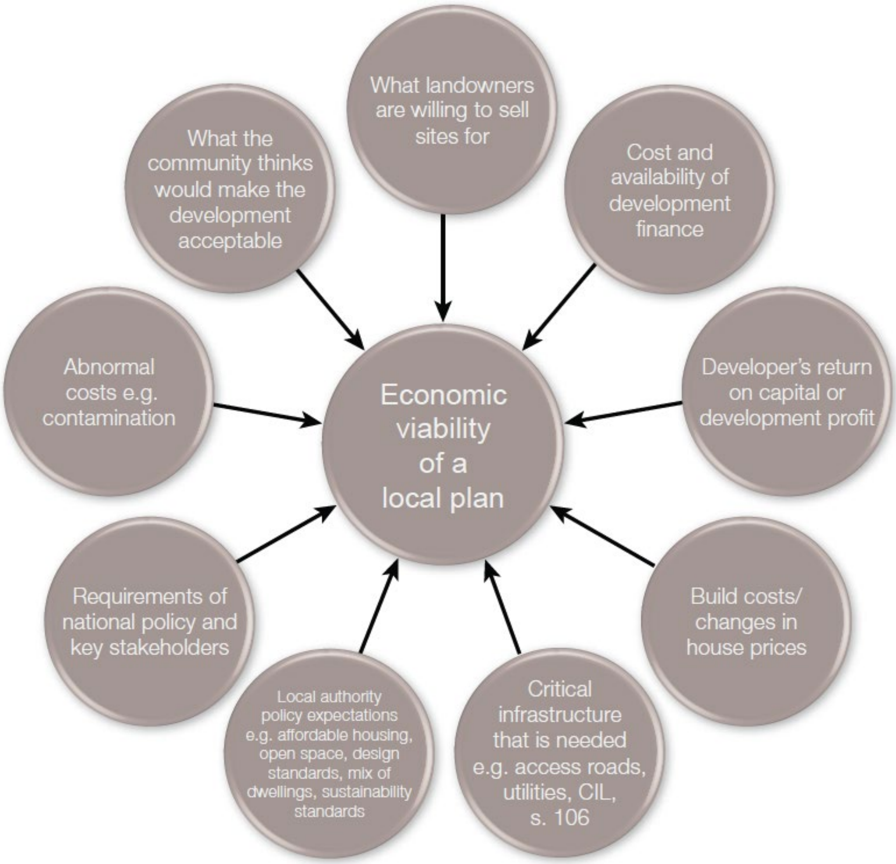
[13] APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

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

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

[16] 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)

illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is a factor in the plan-making process, but it is one of many factors.

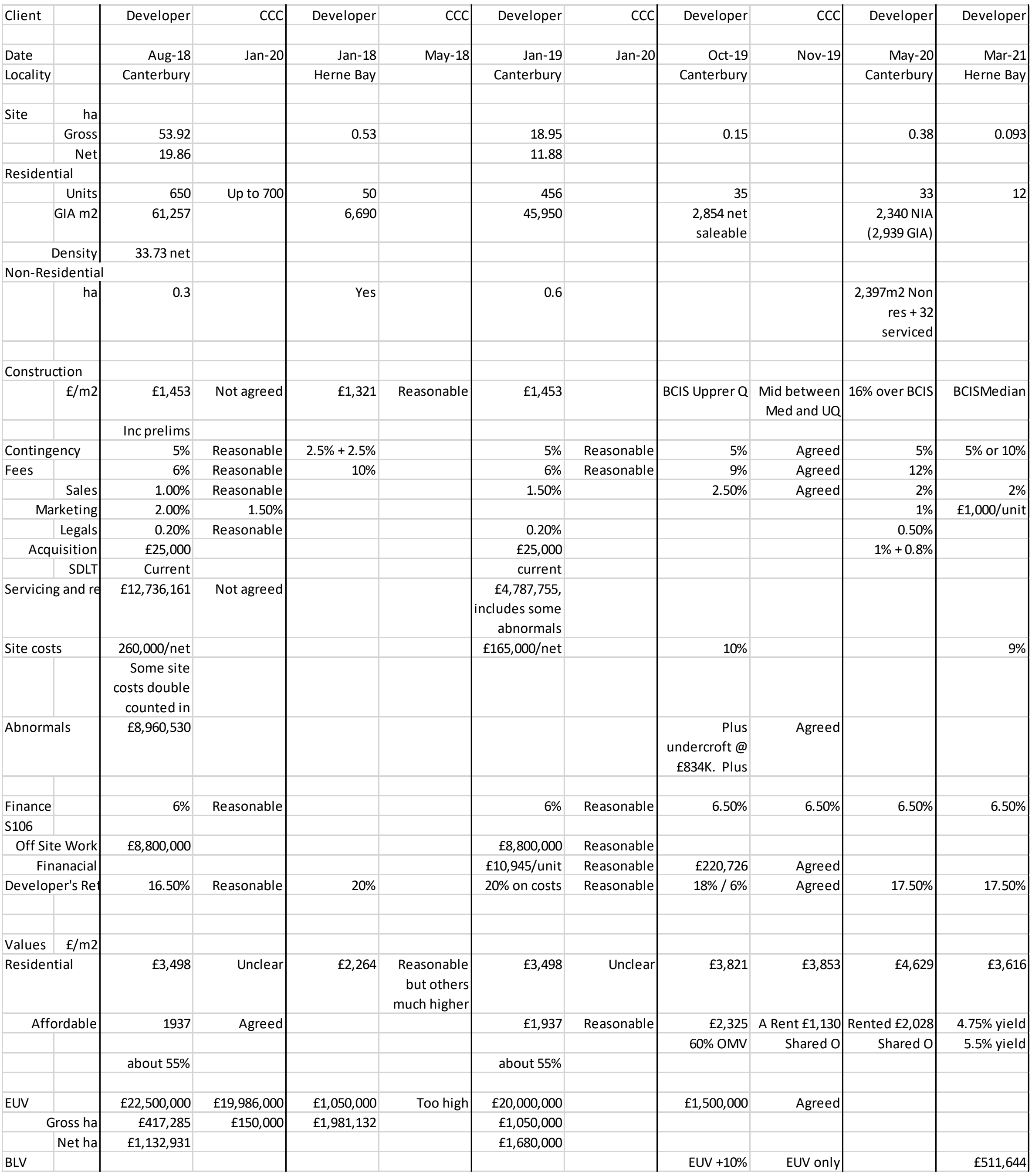


Existing Available Evidence

3.13 The NPPF, the PPG, the CIL Regulations and CIL Guidance (within 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. In this case the principal study is the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018). This was subject to independent examination. On this basis, it is clear that the existing viability evidence is sound and is the appropriate starting point for this study.

3.14 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. It is important to note that these figures are the figures submitted by developers for discussion at the start of the viability process, and are not necessarily the figures agreed between the parties.

Table 3.1 Review of Development Management Viability Appraisals



Client		Developer	CCC	Developer	CCC	Developer	CCC	Developer	CCC	Developer	Developer
Date		Aug-18	Jan-20	Jan-18	May-18	Jan-19	Jan-20	Oct-19	Nov-19	May-20	Mar-21
Locality		Canterbury		Herne Bay		Canterbury		Canterbury		Canterbury	Herne Bay
Site	ha										
	Gross	53.92		0.53		18.95		0.15		0.38	0.093
	Net	19.86				11.88					
Residential											
	Units	650	Up to 700	50		456		35		33	12
	GIA m2	61,257		6,690		45,950		2,854 net saleable		2,340 NIA (2,939 GIA)	
	Density	33.73 net									
Non-Residential											
	ha	0.3		Yes		0.6				2,397m2 Non res + 32 serviced	
Construction											
	£/m2	£1,453	Not agreed	£1,321	Reasonable	£1,453		BCIS Uppper Q	Mid between Med and UQ	16% over BCIS	BCISMedian
		Inc prelims									
Contingency		5%	Reasonable	2.5% + 2.5%		5%	Reasonable	5%	Agreed	5%	5% or 10%
Fees		6%	Reasonable	10%		6%	Reasonable	9%	Agreed	12%	
	Sales	1.00%	Reasonable			1.50%		2.50%	Agreed	2%	2%
	Marketing	2.00%	1.50%							1%	£1,000/unit
	Legals	0.20%	Reasonable			0.20%				0.50%	
	Acquisition	£25,000				£25,000				1% + 0.8%	
	SDLT	Current				current					
Servicing and re		£12,736,161	Not agreed			£4,787,755, includes some abnormals					
Site costs		260,000/net				£165,000/net		10%			9%
		Some site costs double counted in									
Abnormals		£8,960,530						Plus undercroft @ £834K. Plus	Agreed		
Finance		6%	Reasonable			6%	Reasonable	6.50%	6.50%	6.50%	6.50%
S106											
	Off Site Work	£8,800,000				£8,800,000	Reasonable				
	Finanacial					£10,945/unit	Reasonable	£220,726	Agreed		
Developer's Ret		16.50%	Reasonable	20%		20% on costs	Reasonable	18% / 6%	Agreed	17.50%	17.50%
Values	£/m2										
Residential		£3,498	Unclear	£2,264	Reasonable but others much higher	£3,498	Unclear	£3,821	£3,853	£4,629	£3,616
	Affordable	1937	Agreed			£1,937	Reasonable	£2,325	A Rent £1,130	Rented £2,028	4.75% yield
								60% OMV	Shared O	Shared O	5.5% yield
		about 55%				about 55%					
EUV		£22,500,000	£19,986,000	£1,050,000	Too high	£20,000,000		£1,500,000	Agreed		
	Gross ha	£417,285	£150,000	£1,981,132		£1,050,000					
	Net ha	£1,132,931				£1,680,000					
BLV								EUV +10%	EUV only		£511,644

Source: Review of appraisals submitted through Development Management.

3.15 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 study[17].

---

[17] Paragraphs 10-020-20180724 to 10-028-20180724 of the PPG introduce reporting requirements in this regard. In particular 10-027-20180724 says:

Stakeholder Engagement

3.16 The PPG and the CIL Guidance require stakeholder engagement. The preparation of this viability assessment includes specific consultation and engagement with the industry. A consultation process was conducted during November 2021 when a presentation was given, and an early draft of this report and a questionnaire were circulated. 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.

3.17 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. 4 written responses were received. The main points from the consultation were:

a) That the overall approach was appropriate.

b) That it is important to consider the effect of Brexit, changes in Building Regulations, etc as these will impact on viability[18] [19].

c) Several of the comments were about policy development (for example the justification of Biodiversity Net Gain). Whilst these comments are noted, they are not a matter for this viability assessment, which is assessing the costs of a range of options that may or may not be taken forward into policy by the Council.

3.18 One consultee[20] said:

> *At this stage we have not sought to provide any specific comments on the values associated with different housing typologies unless stated (questions 16, 17, 18, 19, 20 and 21). Our response in this regard is simply to note that the material published so far in the 'Local Plan and CIL Viability Study' would not be a sufficient evidence base upon which to consider viability in relation to the Local Plan or CIL.*

3.19 No further reasoning was given, and no additional evidence was submitted. Bearing in mind the emphasis put on viability at the plan-making stage, this is frustrating. The consultation process has been carried out in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance.

> *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*

[18] T Wilsher for Hallam Land.

[19] D Murray-Cox of Turley for Bodkin Farm.

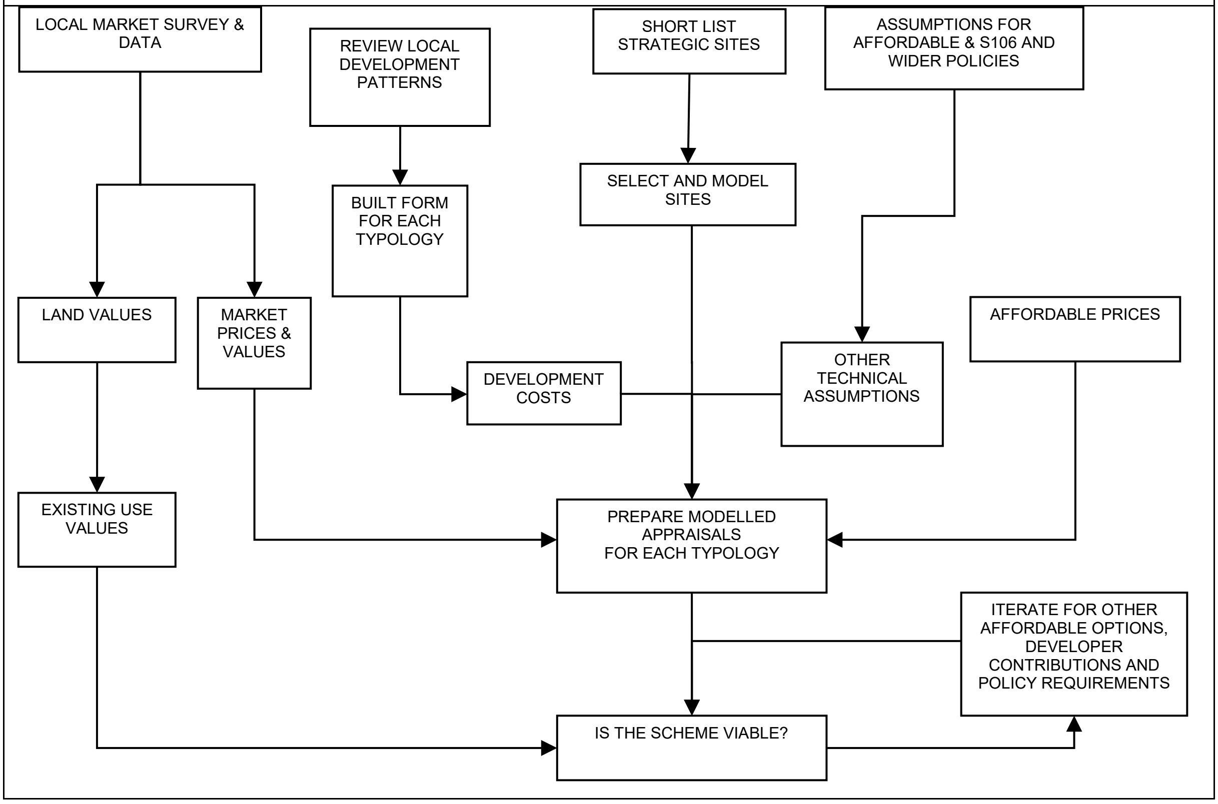
[20] D Murray-Cox of Turley for Bodkin Farm.

Viability Process

3.20 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 (at 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*'.

3.21 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of typologies, and the Strategic 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.

Figure 3.1 Viability Methodology



Source: HDH 2021

3.22 The following potential Strategic Sites are modelled. As set out in Chapter 3 above this is a list of potential sites. It is based on the limited and high-level information that is available.

Table 3.2 Potential Strategic Sites

Site ref	Location	Site name	Area (ha)	Approximate capacity (units)
Site 1	Merton Park	South Canterbury	86.831	1,580
Site 2	W of Hollow Lane	South Canterbury	40.90	773
Site 3	Milton Manor House	South Canterbury	3.81	80
Site 4	S of Littlebourne Rd	East Canterbury	77.30	1,461
Site 5	N of Railway, S of Bekesbourne Ln	East Canterbury	34.07	644
Site 6	At Bekesbourne Ln at Hoath Fm	East Canterbury	3.15	86
Site 7	Uni of Kent B	North Canterbury	63.44	1,199
Site 8	Brooklands Fm	South Whitstable	63.39	1,198
Site 9	S of Thanet Way	South Whitstable	12.54	255
Site 10	At Golden Hill	South Whitstable	5.71	120
Site 11	At Cooting Fm	Aylesham - Adisham GV	90.00	1,638
Site 12	W & E Cooting Ln	Aylesham - Adisham GV	41.16	778
Site 13	SE of Cooting Ln	Aylesham - Adisham GV	12.46	253
Site 14	Aylesham South	Aylesham - Adisham GV	12.00	420
Site 15	Off The Hill, Littlebourne	Littlebourne	15.98	302

Source: CCC (May 2022)

3.23 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 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 appropriate return. The Residual Value is compared to the EUV for each site. Only if the Residual Value exceeds the EUV by a satisfactory margin (the Landowners' Premium), is the scheme be judged to be viable. The amount of margin is discussed in the later parts of Chapter 6 below.

3.24 The appraisals are based on existing and emerging policy options as summarised in Chapter 8. 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 significantly different types of site, or develops significantly different policies to those tested in this study, it may be necessary to revisit viability.

3.25 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 Regulations[21]. 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, and to assist the Council in considering CIL.

---

[21] 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.

4. Residential Market

4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. 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 Canterbury City Council area reflects national trends, but there are local factors that underpin the market including:

a. The Canterbury City Council area is largely rural and focused on the historic city of Canterbury, which lies near the centre. The Council area includes much of the North Kent coast, including Whitstable and Herne Bay and extends down into the centre of the County.

b. Good and regular train connections to the mainline network, with excellent links to London from Canterbury (55 minutes), Whitstable (1 hour 25) and Herne Bay (1 hour 35).

c. Good access to the main road network via the A22 and A28, and reasonable access along the north of the area via the A229.

d. Canterbury has a significant student population, with the University of Kent, University for the Creative Arts and Canterbury Christ Church University all having campuses.

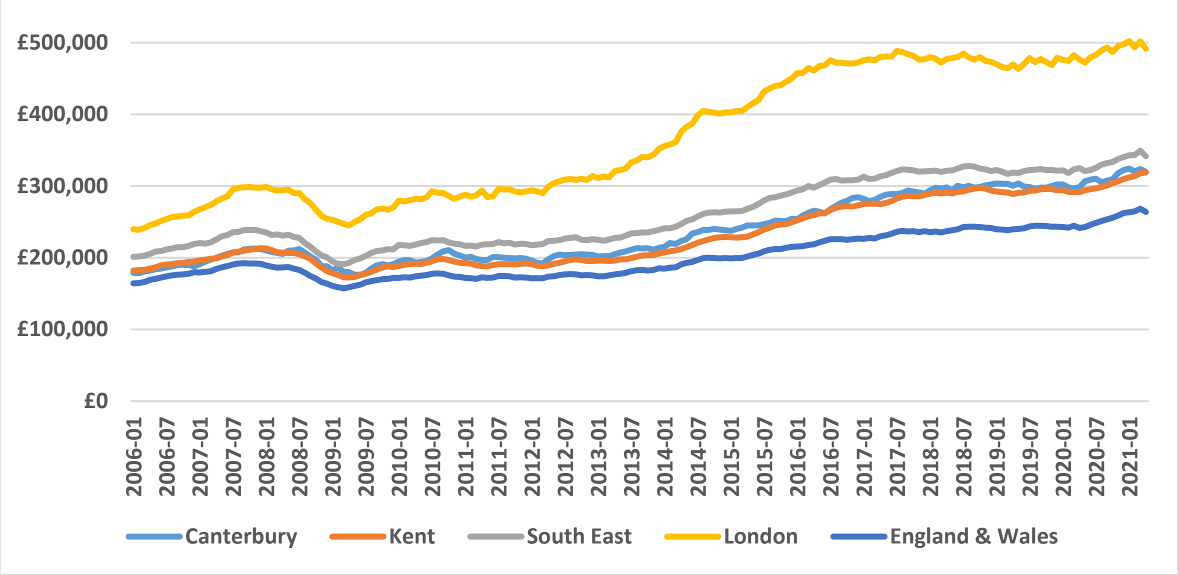
e. Many attractive settlements in a range of sizes containing buildings of character and heritage.

4.3 Overall, the market is perceived to be active, with a strong market for the right scheme in the right place. Having said this, some areas remain challenging, the relatively low house prices in some areas do make the delivery of new housing less easy. 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 housing market peaked early in November 2007 and then fell considerably in the 2007/2009 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 August 2013 but are now about 50% above the 2007 peak. These increases are substantial but are less than those seen across London (65%) over the same period. Across England and Wales, average house prices have increased by 37%.

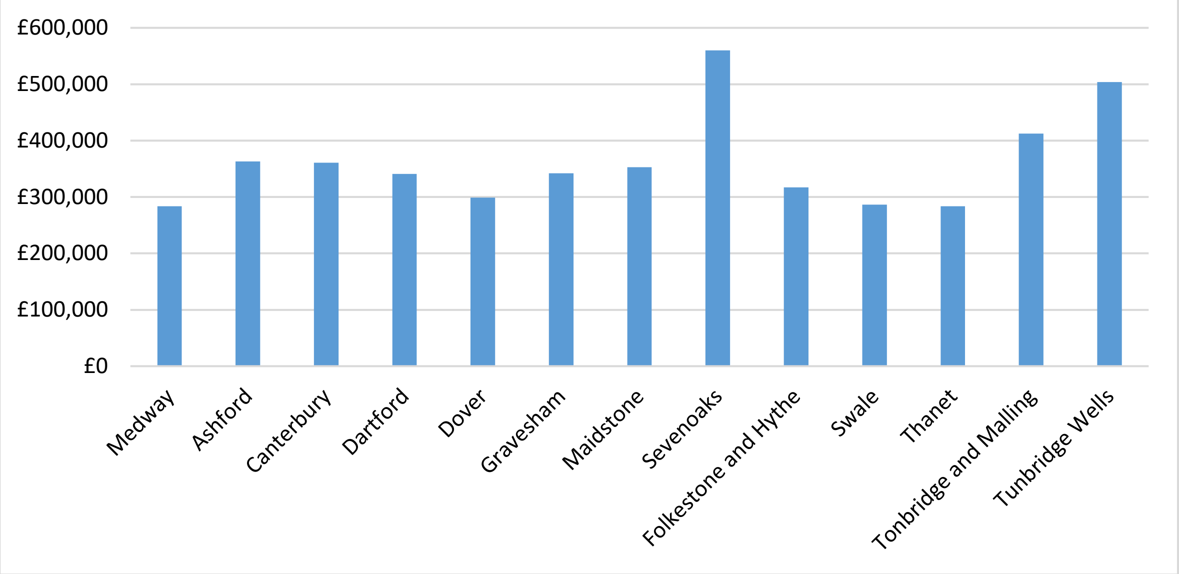
Figure 4.1 Average House Prices (£)



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

4.5 The average for the country as a whole is skewed by the high values in London. The average prices in Canterbury are similar to the Kent average, although the average is well above the median. The much higher values in Tonbridge Wells and Sevenoaks raising the overall average.

Figure 4.2 Kent - Average House Prices (£)



Source: Mean house prices for administrative geographies: HPSSA dataset 12 (Release 21st June 2021). Contains public sector information licensed under the Open Government Licence v3.0

4.6 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. Prior to the increase in prices, 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, they entered into complex financial instruments through which, amongst other things, they borrowed money in the money markets, to then lend on at a 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.).

4.7 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was uncertain. As a result, several failed and had to be rescued. 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 this 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 the least risk of default.

4.8 It is important to note that, at the time of this report, the housing market is actively 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.

4.9 There is a degree of uncertainty in the housing market as reported by the RICS. The February 2022 RICS UK Residential Market Survey said:

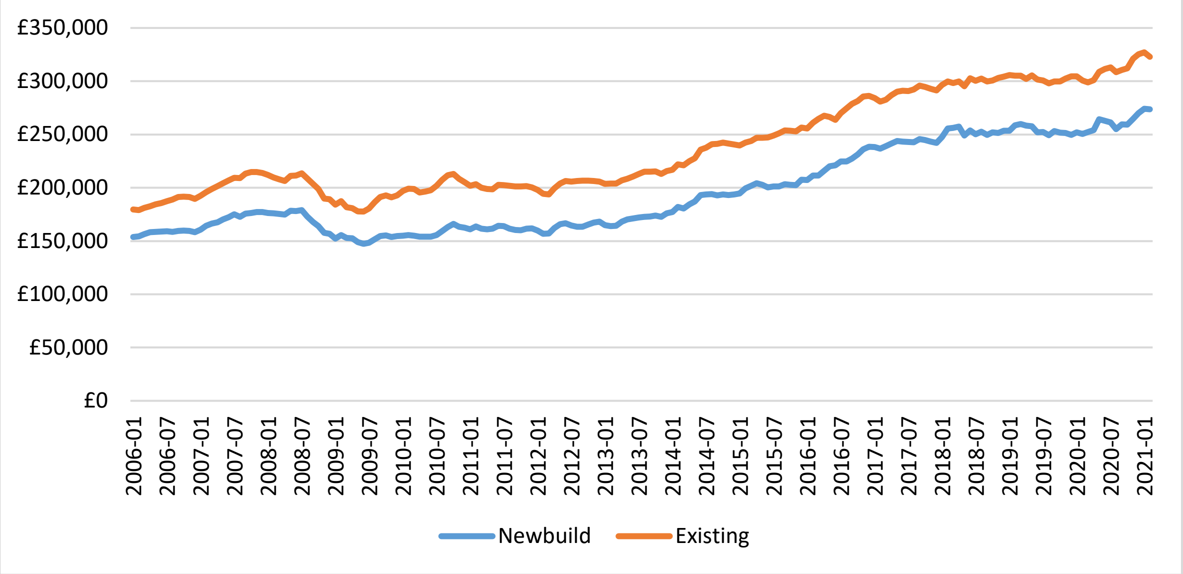
> ***Agreed sales rise over the month with expectations modestly positive regarding the near-term outlook***
>
> - *New buyer enquiries and agreed sales pick-up in February*
> - *New instructions now broadly stable albeit this follows a prolonged negative stretch*
> - *Stock levels therefore remain low, contributing to continued strong house price growth*
>
> *The February 2022 RICS UK Residential Survey results suggest market momentum strengthened slightly over the month, with agreed sales rising on the back of a sustained positive trend in new buyer enquiries. For the time being, respondents foresee sales activity continuing to pick-up modestly over the near term, although the prospect of further interest rate rises is mentioned as a factor that could begin to dampen growth in activity to a certain extent as the year wears on.*
>
> *At the headline level, a net balance of +17% of survey participants reported an increase in new buyer enquiries during February. This marks the sixth consecutive positive monthly reading, with the latest return representing the strongest figure seen throughout this period. At the same time, the agreed sales indicator also improved over the month, posting a net balance of +9% in February which, although only modestly positive, is the strongest reading since May 2021.*
>
> *Looking ahead, near term sales expectations signal continued growth on the horizon, albeit the latest net balance did moderate a little to +11%, compared with +20% seen back in January. Likewise, the twelve month sales expectations series also eased somewhat relative to the previous results, but remains consistent with a modestly positive trend in transactions being anticipated through the course of the year ahead.*

> *Meanwhile, the protracted deterioration in the volume of new sales instructions coming onto the market has stabilised of late, as the latest net balance moved to -4% from -7% previously. Nevertheless, given this measure of fresh sales listings has only posted one positive reading in the past twelve months, stock levels remain close to historic lows. As such, the lack of supply is still seen as a significant factor in sustaining sharp rates of house price inflation.*
>
> *On that front, the survey's headline indicator gauging price growth posted a net balance of +79% at the national level. This is in fact up slightly from an already elevated reading of +74% beforehand and continues to point to a strong increase in house prices across the country. What's more, this picture is mirrored within all UK regions/countries, with Wales, Yorkshire and the Humber, the North West of England and Northern Ireland all displaying especially elevated readings in February.*
>
> *Going forward, respondents envisage a further rise in national house prices both at the three and twelve month time horizons. Interestingly, these price expectations have actually climbed slightly higher since the first interest rate hike was sanctioned by the Bank of England back in December. What's more, all parts of the country are anticipated to see continued strong growth in house prices over the next twelve months.*

4.10 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for Canterbury is 96th (out of 336) at £361,072[22]. To set this in context, the council at the middle of the rank (168th – Swale), has an average price of £286,555. The Canterbury median price is lower than the average at £325,000[23].

4.11 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 at a similar rate to that for existing homes.

Figure 4.3 Change in House Prices. Existing v Newbuild – Canterbury City Council



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

---

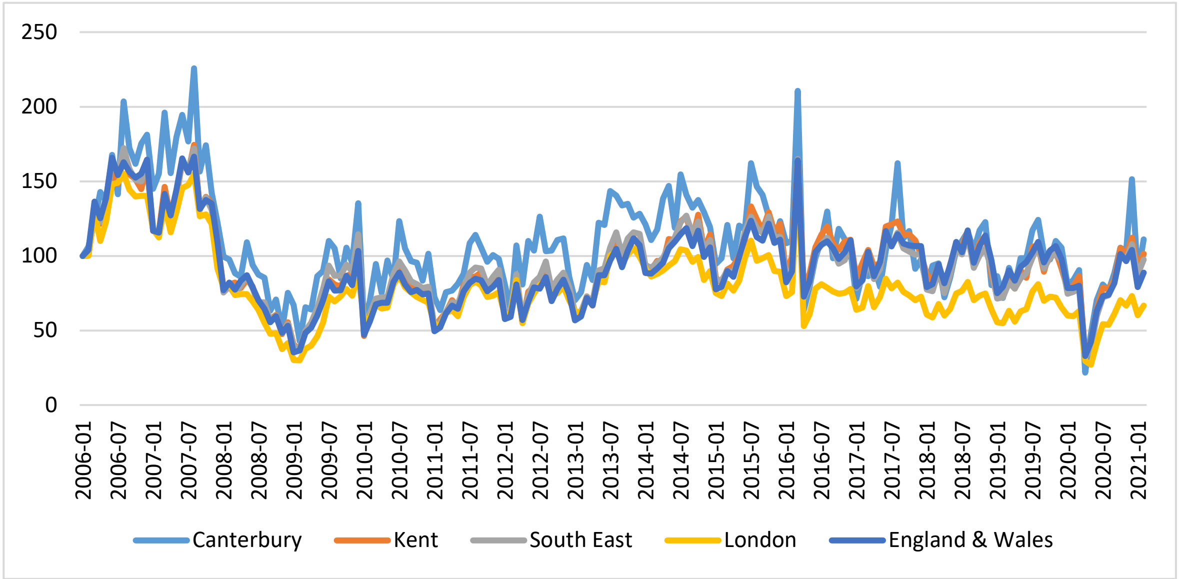
[22] Mean house prices for administrative geographies: HPSSA dataset 12 (Release 21st June 2021).

[23] Median house prices for administrative geographies: HPSSA dataset 9 (Release 21st June 2021)

4.12 The Land Registry shows that the average price paid for newbuild homes in Canterbury (£273,504) is £49,456 (or 15%) less than the average price paid for existing homes (£322,960). This situation is relatively unusual as typically newbuild homes are between 20% and 40% more expensive than average existing homes. This observation was confirmed[24] through the November 2021 consultation.

4.13 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 February 2021. Whilst this covers the first period of the coronavirus pandemic, it is recognised that the next 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.

Figure 4.4 Sales per Quarter – Indexed to January 2006



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

4.14 This report is being completed after the United Kingdom has left the European Union. It is not possible to predict the long term 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. 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.

---

[24] T Boxall, Avison Young for the University of Kent.

4.15 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. HM Treasury brings together some of the forecasts in its monthly *Forecasts for the UK economy: a comparison of independent forecasts* report.

Table 4.1 Consolidated House Price Forecasts

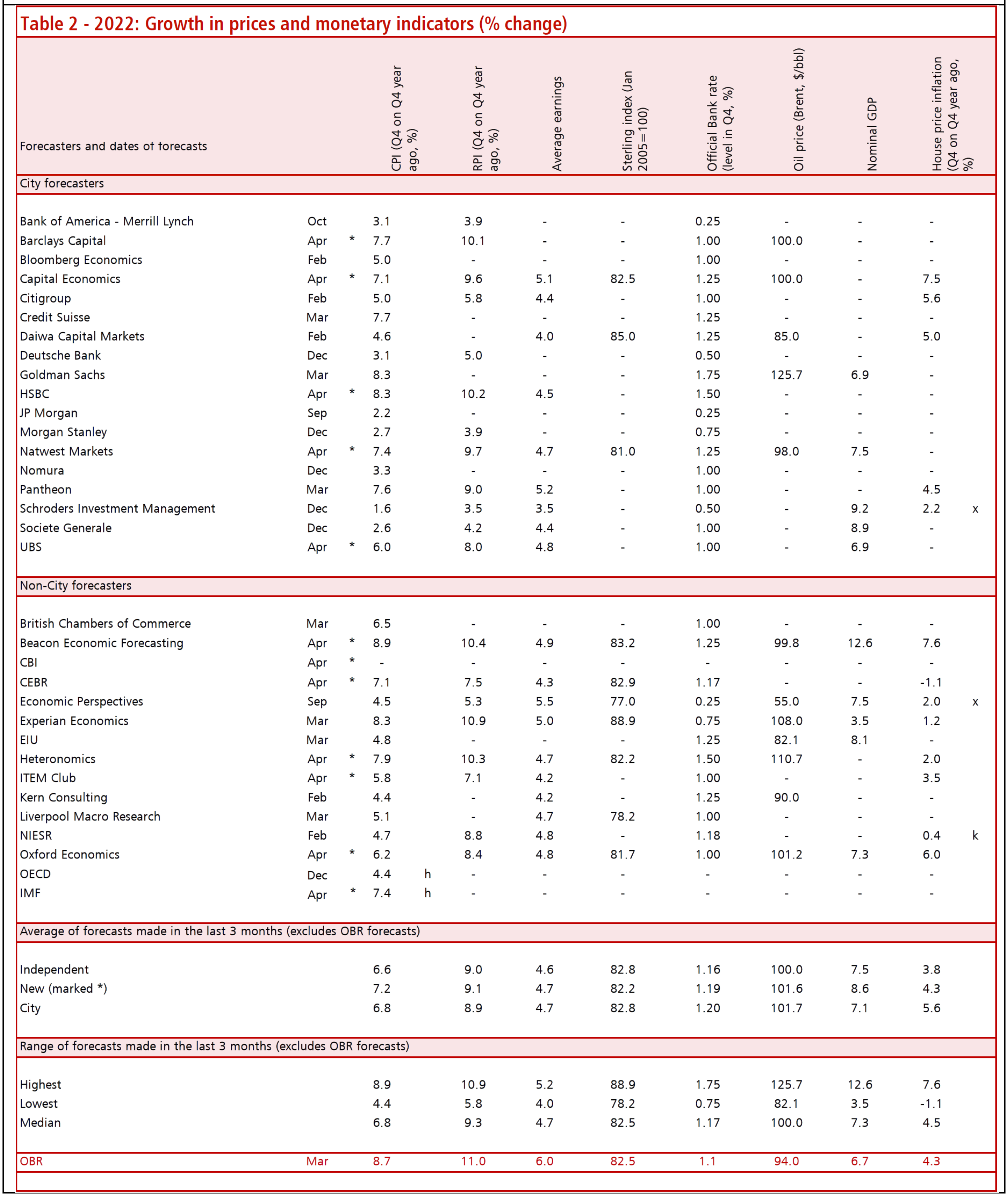


Table 2 - 2022: Growth in prices and monetary indicators (% change)

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

Source: *Forecasts for the UK economy: a comparison of independent forecasts No417*(HM Treasury, April 2022).
Table M9: Medium-term forecasts for house price inflation and the output gap

4.16 Property agents Savills is 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%	2.5%	13.1%
South East	3.0%	2.5%	2.0%	1.5%	1.0%	10.4%

Source: Savills UK Residential – Mainstream residential market forecasts (Winter 2021)[25]

4.17 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*

4.18 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*

4.19 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.

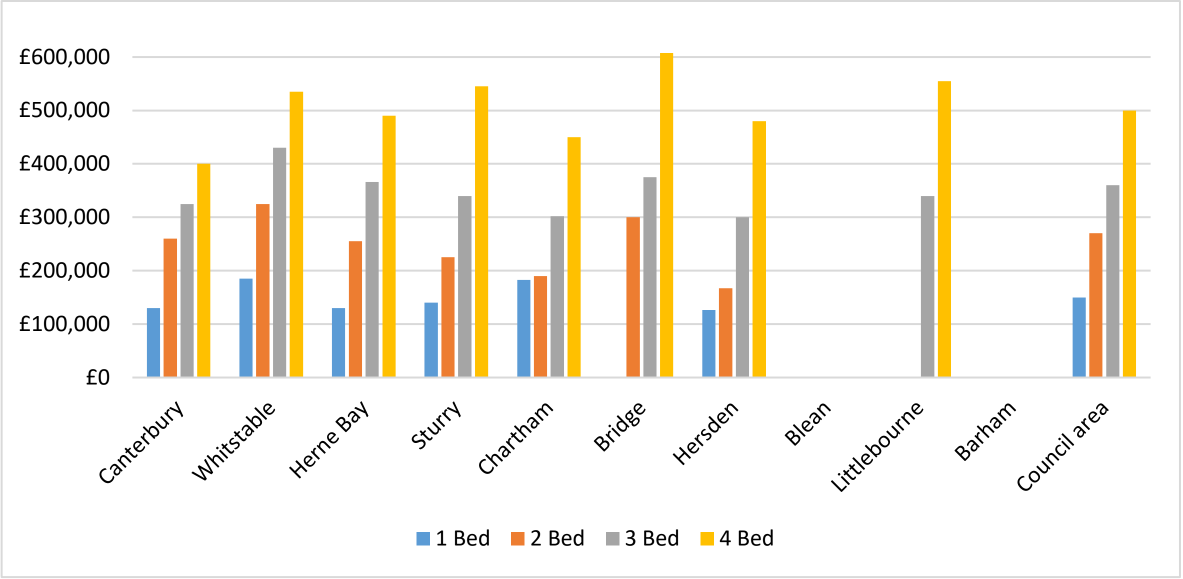
The Local Market

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

---

[25] Savills UK | Spotlight: Mainstream Residential Property Forecasts – 9 March 2021

Figure 4.5 Median Asking Prices (£)



Source: Rightmove.co.uk (June 2021)

4.21 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 areas.

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

Table 4.3 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

4.23 This data includes the records of just over 8,700 sales since the start of 2017. Of these, floor areas are available for about 7,500 sales and the number of bedrooms is available for about

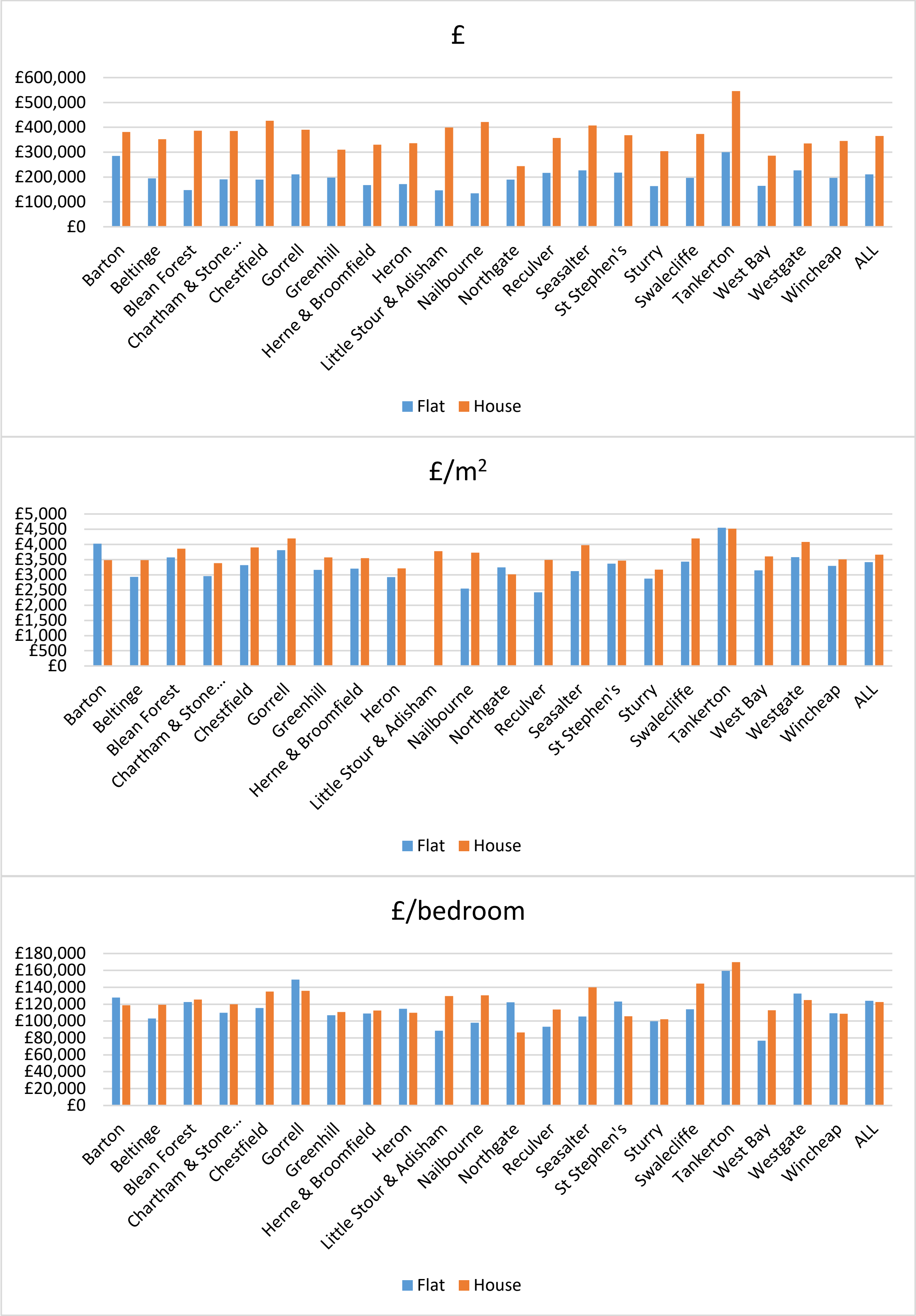
5,300 sales. The data is available for newbuild and existing homes and by ward and summarised as follows:

Table 4.4 Landmark Data – Sample Sizes

	Count of Sale Value	Count of Bedrooms	Count of £/m^2
Newbuild	512	18	511
Non-Newbuild	8,206	5,267	6,971
All	8,718	5,285	7,482

Source: Landmark (June 2021)

Figure 4.6 Residential Prices Paid – From January 2017



Source: Landmark (June 2021)

4.24 This data can be disaggregated by year and between newbuild and existing homes. The data tables are set out in **Appendix 6** below. It is important to note that 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 taken from nationally published sources, whereas the data in Figure 4.6 and discussed here is based on actual transactional price paid data, from the Land Registry.

4.25 On average, in CCC, newbuild homes are 17% more expensive than existing homes, however when considered on a £/m^2 basis the difference is substantially less at about 2%.

4.26 This data shows a different pattern to that presented earlier in this chapter, showing that newbuild houses in CCC are 16% are more expensive than existing houses, but newbuild flats are 55% more expensive than existing flats. When considered on a £/m^2 basis, newbuild houses are similar price to existing houses. Newbuild flats are about 30% more expensive than existing flats.

4.27 In deriving the assumptions in this report, we have put weight on the more recent data to ensure the changes since the evidence to support CIL was collated and examined is captured.

Table 4.5 Average Price by Settlement - Existing

		Flat			House		
	Year	Count	Average £	Average $£/m^2$	Count	Average £	Average £/m2
Canterbury		**550**	**£216,168**	**£3,426**	**1,460**	**£338,351**	**£3,544**
	2017	155	£222,857	£3,499	389	£322,613	£3,399
	2018	148	£221,941	£3,551	363	£342,753	£3,617
	2019	131	£207,281	£3,250	345	£344,358	£3,591
	2020	101	£208,560	£3,360	274	£338,210	£3,561
	2021	15	£218,950	£3,405	89	£366,330	£3,613
Herne Bay		**302**	**£163,404**	**£2,862**	**1,937**	**£321,401**	**£3,454**
	2017	84	£152,531	£2,813	492	£300,631	£3,268
	2018	88	£155,645	£2,718	501	£326,303	£3,488
	2019	77	£173,762	£2,922	472	£313,977	£3,468
	2020	49	£178,500	£3,057	401	£341,868	£3,549
	2021	4	£178,093	£3,151	71	£364,510	£3,813
Rural		**50**	**£172,924**	**£2,893**	**1,256**	**£388,495**	**£3,620**
	2017	15	£180,100	£2,970	297	£368,347	£3,430
	2018	9	£170,667	£2,640	301	£380,478	£3,501
	2019	12	£154,792	£2,966	305	£396,485	£3,621
	2020	14	£182,228	£2,894	289	£409,416	£3,909
	2021	0			64	£387,148	£3,667
Sturry		**23**	**£154,759**	**£2,812**	**414**	**£298,133**	**£3,145**
	2017	5	£131,600	£2,675	123	£287,229	£3,076
	2018	8	£151,750	£2,721	111	£289,899	£3,078
	2019	6	£174,908	£2,835	80	£309,503	£3,192
	2020	3	£154,333	£3,062	81	£308,222	£3,224
	2021	1	£175,000	£3,055	19	£325,947	£3,374
Whitstable		**254**	**£224,769**	**£3,784**	**1,960**	**£415,528**	**£4,123**
	2017	75	£219,645	£3,540	476	£386,732	£3,915
	2018	68	£238,292	£4,017	452	£407,537	£4,079
	2019	69	£212,043	£3,588	446	£431,021	£4,109
	2020	36	£238,222	£4,148	485	£436,949	£4,278
	2021	6	£201,167	£3,915	101	£415,714	£4,476
ALL		**1,179**	**£201,474**	**£3,321**	**7,027**	**£361,798**	**£3,668**

Source: Landmark (June 2021)

Table 4.6 Average Price by Settlement - Newbuild

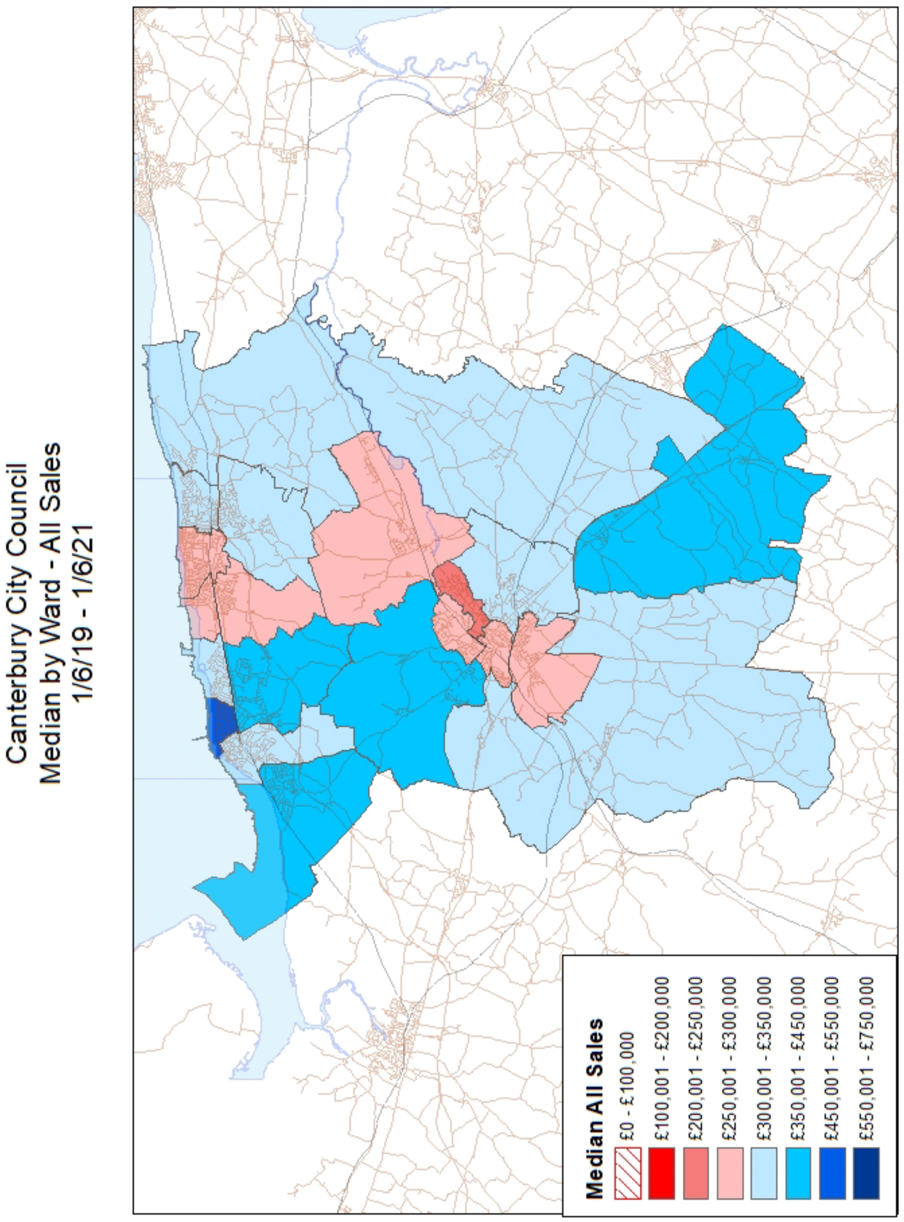
		Flat			House		
	Year	Count	Average £	Average £/m^2	Count	Average £	Average £/m2
Canterbury		**49**	**£403,164**	**£5,288**	**143**	**£442,867**	**£3,598**
	2017	45	£418,001	£5,366	30	£331,664	£3,343
	2018	2	£320,000	£4,350	21	£546,035	£4,155
	2019	2	£152,498	£3,615	65	£487,377	£3,633
	2020	0			27	£379,029	£3,366
Herne Bay		**22**	**£309,097**	**£4,067**	**166**	**£399,964**	**£3,491**
	2017	0			31	£371,285	£3,423
	2018	1	£395,000	£3,264	52	£390,764	£3,587
	2019	10	£297,015	£3,861	66	£412,630	£3,460
	2020	11	£312,270	£4,326	17	£431,231	£3,439
Rural		**0**			**42**	**£416,433**	**£3,479**
	2017	0			2	£352,450	£3,916
	2018	0			11	£377,691	£3,744
	2019	0			18	£395,233	£3,345
	2020	0			11	£501,500	£3,354
Sturry		**19**	**£175,142**	**£2,937**	**40**	**£367,245**	**£3,355**
	2017	1	£148,000	£2,691	0		
	2018	15	£173,947	£2,892	1	£455,800	£3,165
	2019	3	£190,167	£3,248	25	£385,600	£3,432
	2020	0			14	£328,143	£3,231
Whitstable		**22**	**£231,132**	**£3,584**	**9**	**£656,389**	**£4,027**
	2017	0			3	£733,333	£4,042
	2018	5	£266,990	£4,216	2	£942,500	£3,462
	2019	15	£215,330	£3,395	2	£468,750	£4,422
	2020	2	£260,000	£3,420	2	£442,500	£4,175
ALL		**112**	**£312,212**	**£4,306**	**400**	**£419,529**	**£3,527**

Source: Landmark (June 2021)

4.28 The average price paid varies across the area. The second map below shows that the distribution of newbuild development is concentrated in relatively few wards:

4.29 It is important to note that some of the sample sizes are small (there is just one sale in Tankerton and two in Westgate) so care should be taken when considering a very fine grained approach. Overall, the ward with the highest average price of newbuild is over 87% more than the area with the lowest average price.

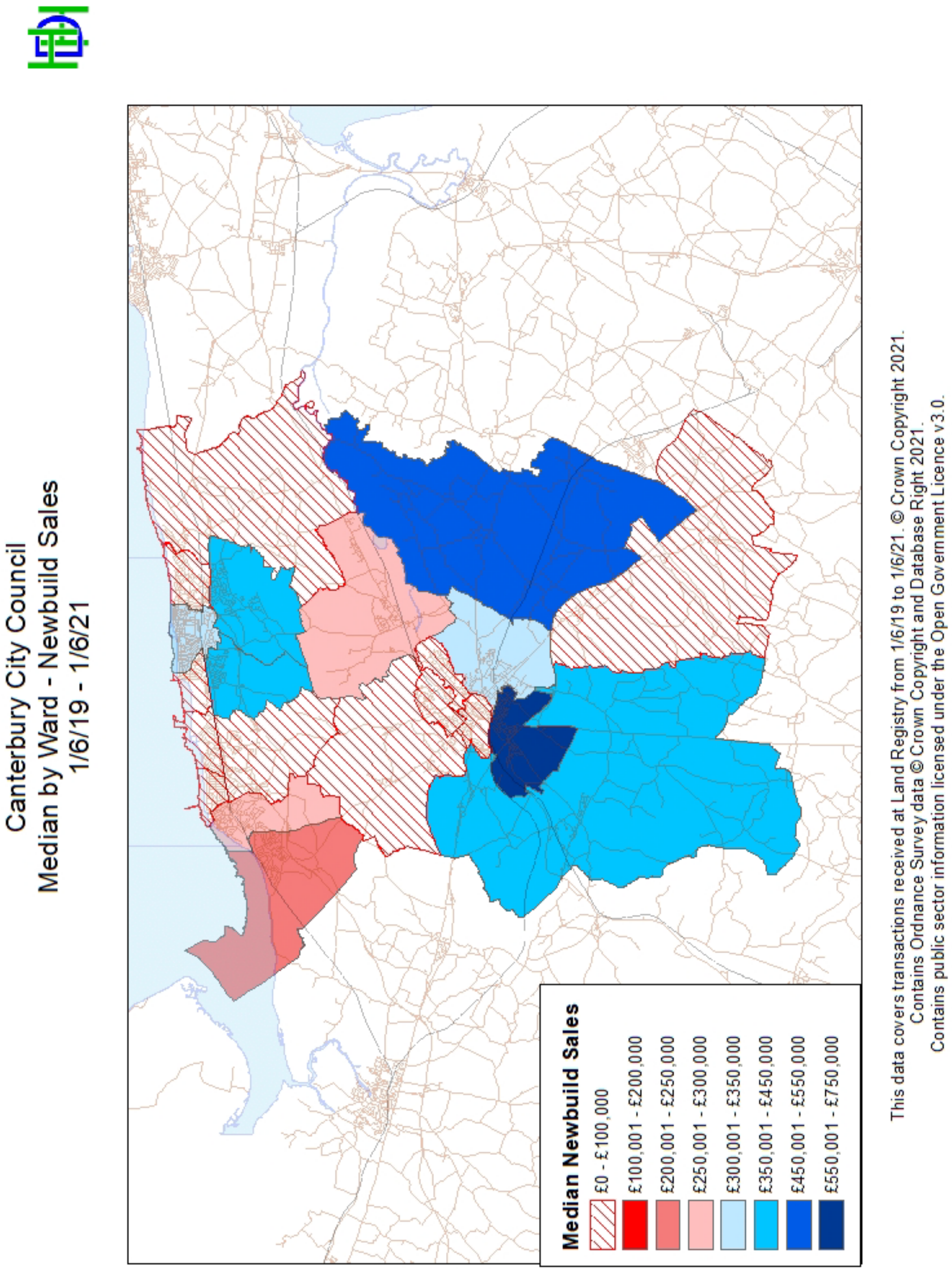
Figure 4.7 Median Prices – All Properties



This data covers transactions received at Land Registry from 1/6/19 to 1/6/21. © Crown Copyright 2021.
Contains Ordnance Survey data © Crown Copyright and Database Right 2021.
Contains public sector information licensed under the Open Government Licence v3.0.

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

Figure 4.8 Median Prices – Newbuild Properties



This data covers transactions received at Land Registry from 1/6/19 to 1/6/21. © Crown Copyright 2021.
Contains Ordnance Survey data © Crown Copyright and Database Right 2021.
Contains public sector information licensed under the Open Government Licence v3.0.

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

4.30 The ONS also 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 Price Paid (Newly Built Dwellings) by Ward
Year Ending December 2020 (£)

	All	Detached	Semi-detached	Terraced	Flats
Beltinge					
Blean Forest					
Chestfield					
Gorrell					
Greenhill					
Herne & Broomfield				£239,995	£244,995
Heron	£464,995			£352,500	£442,495
Northgate					
Seasalter					
St Stephen's					
Swalecliffe					
Tankerton					
West Bay					
Westgate					
Wincheap					£665,000
Little Stour & Adisham					
Nailbourne					
Reculver					
Sturry	£350,000				£345,000
Barton	£332,495	£325,000			£326,111
Chartham & Stone Street	£605,000	£375,000			£600,000

Source: HPSSA Dataset 37 (Data Release 21st June 2021)

Newbuild Asking Prices

4.31 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.

4.32 At the time of this research there were 43 new homes being advertised for sale in the Council area. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £195,000 and going up to £1,595,000. The average is £558,000. These are summarised in the following table and set out in detail in **Appendix 7**.

Table 4.8 Average (mean) Newbuild Asking Prices

Average of Asking Price

	Detached	Flat	Park Home	Semi-detached	Terrace	Not stated	All
Bekesbourne	£1,595,000	£0	£0	£0	£0	£0	£1,595,000
Canterbury	£773,000	£222,500	£0	£0	£360,000	£0	£511,500
Herne Bay	£479,281	£325,000	£292,500	£0	£340,000	£0	£377,939
Hersden	£490,328	£0	£0	£359,995	£0	£0	£471,709
Littlebourne	£600,000	£0	£0	£430,000	£0	£0	£543,333
Whitstable	£495,000	£0	£0	£525,000	£1,216,667	£199,950	£766,421
All	**£605,877**	**£266,429**	**£292,500**	**£436,249**	**£870,000**	**£199,950**	**£522,123**

Average of £/m2

	Detached	Flat	Park Home	Semi-detached	Terrace	Not stated	All
Bekesbourne	£3,815	£0	£0	£0	£0	£0	£3,815
Canterbury	£4,340	£3,209	£0	£0	£4,140	£0	£3,868
Herne Bay	£3,957	£4,934	£3,441	£0	£4,000	£0	£3,819
Hersden	£3,936	£0	£0	£4,091	£0	£0	£3,958
Littlebourne	£4,204	£0	£0	£4,448	£0	£0	£4,285
Whitstable	£5,479	£0	£0	£3,653	£8,814	£3,703	£6,546
All	**£4,130**	**£3,554**	**£3,441**	**£4,160**	**£6,916**	**£3,703**	**£4,277**

Source: Market Survey (June 2021)

4.33 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 (possibly in the context of the SDLT holiday). When pressed, it appeared that the discounts and incentives are available at 3% to 5% of the asking prices. The notable exception was Redrow who stated that the asking price was 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.

4.34 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

4.35 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) Brownfield Sites. 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) Flatted Schemes. This is considered to be a separate development type that is only likely to take place in the central Canterbury and the town centres. These are modelled as conventional development and as Build to Rent.

c) Greenfield Sites. These include the potential Strategic 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.

d) Small Greenfield Sites. These areas are likely to be in the smaller rural settlements. A premium value is applied to these.

4.36 It is important to note that this is a high-level study to test CCC's emerging Plan as required by the NPPF. The values between new developments and within new developments will vary considerably (this observation was confirmed[26] through the November 2021 consultation – particularly on large Strategic Sites). 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 are given greater emphasis when establishing the pattern of price difference across the area and the data from newbuild homes (paid and asking) is given greater emphasis in the actual assumption.

4.37 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 always follow the values of existing homes, particularly in those areas where the existing housing stock is less aspirational. It also necessary to appreciate that there has been a significant increase in values over the last year that is not yet reflected in the official ONS data sources.

4.38 In the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) the following assumptions were used:

Table 4.9 CIL Viability Study. 2018 Value Assumptions

House type	Detached		Semi detached	Terrace			Flats	
GIA (sqm)	165	130	102	106	84	70	61	50
Beds	5 b	4 b	3 b	4 b	3 b	2 b	2 b	1 b
Canterbury/ Sturry/ Whitstable	£642,510	£506,220	£397,188	£412,764	£327,096	£272,580	£232,959	£190,950
	£3,894	£3,894	£3,894	£3,894	£3,894	£3,894	£3,819	£3,819
Rural	£582,615	£459,030	£360,162	£374,286	£296,604	£247,170	£232,959	£190,950
	£3,531	£3,531	£3,531	£3,531	£3,531	£3,531	£3,819	£3,819
Herne Bay	£522,555	£411,710	£323,034	£335,702	£266,028	£221,690	£232,959	£190,950
	£3,167	£3,167	£3,167	£3,167	£3,167	£3,167	£3,819	£3,819

Source: Table 4.5 *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018)

---

[26] T Boxall, Avison Young for the University of Kent.

4.39 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. These follow the price areas used in the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018), with the exception of Sturry, where prices are somewhat less the wider Canterbury, Whitstable and Rural CCC area. There is a case for using higher values in Whitstable, but in an effort to avoid an overcomplicated set of sub-areas, this has not been pursued.

Table 4.10 2021 Residential Price Assumptions – £/m^2

	Canterbury and Adjacent Area Whitstable and Adjacent Rural CCC	Sturry	Herne Bay and Adjacent
Large Greenfield	£4,000	£3,250	£3,700
Medium Greenfield			
Small Greenfield	£4,100		
Previously Developed Land	£3,800		£3,500
Flatted Development	£4,000		

Source: HDH (August 2021)

4.40 The value for Large Greenfield sites in the Canterbury and Adjacent Area, Whitstable and Adjacent and Rural CCC of about £4,000/m^2 was confirmed[27] through the November 2021 consultation as being 'broadly in line with our expectations'.

4.41 Through the November 2021 consultation, a site promoter[28] commented that they '*consider the research is not in depth enough to consider viability in the Local Plan or CIL*'. No alternative references or data sources were suggested and no additional evidence was provided. We do not accept this criticism, a wide range of data sources has been considered, including prices paid for new and existing homes, asking prices from new and existing homes and a detailed survey of the market.

Ground Rents

4.42 Over the last 20 or so years many new homes have been sold subject to a ground rent. Such ground rents have recently become a controversial and political topic. In this study, no allowance is made for residential ground rents[29].

---

[27] T Boxall, Avison Young for the University of Kent.

[28] D Murray-Cox of Turley for Bodkin Farm.

[29] 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

Build to Rent

4.43 This is a growing development format (and one that is expected within the Meridian Water project). The Build to Rent sector is a different sector to mainstream housing.

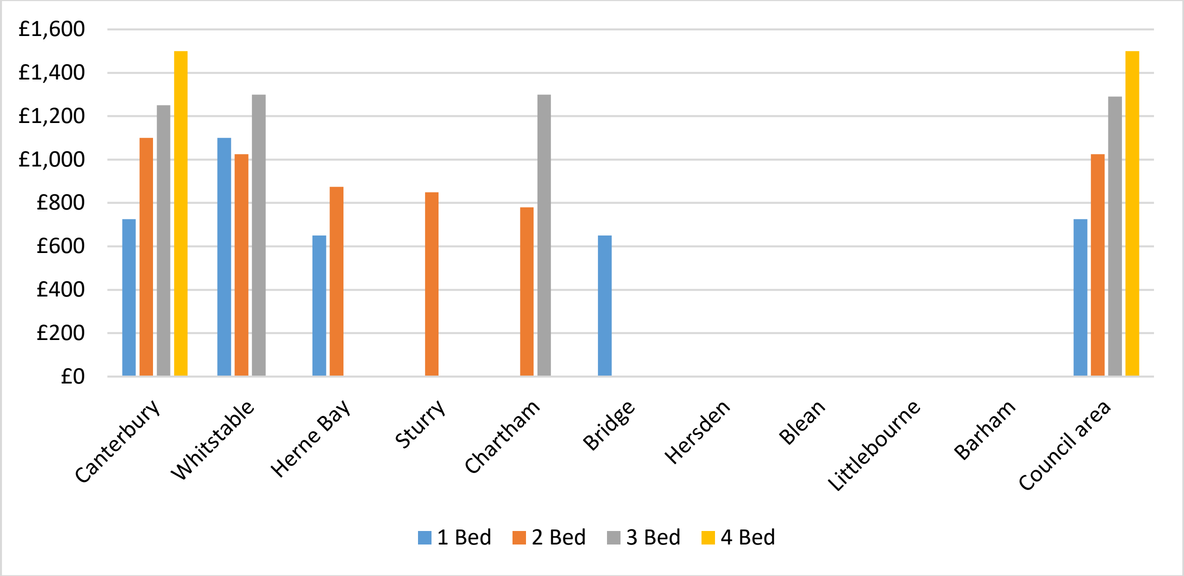
4.44 The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. The value of the units in the PRS (where their use is restricted to PRS and they cannot be used in other tenures) is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor would pay for the completed unit or scheme. This 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.*

4.45 In estimating the likely level of rent, we have undertaken a survey of market rents across the area.

Table 4.11 Median Asking Rents advertised on Rightmove (£/month)

	1 bed	2 beds	3 beds	4 beds
Canterbury	£725	£1,100	£1,250	£1,500
Whitstable	£1,100	£1,025	£1,300	
Herne Bay	£650	£875		
Sturry		£850		
Chartham		£780	£1,300	
Bridge	£650			
Hersden				
Blean				
Littlebourne				
Barham				
Council area	**£725**	**£1,025**	**£1,290**	**£1,500**



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

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

Table 4.12 Rents reported by the VOA - CCC					
	Count of rents	Mean	Lower quartile	Median	Upper quartile
Room	600	£410	£400	£410	£420
Studio	30	£538	£475	£503	£575
1 Bedroom	300	£693	£595	£695	£795
2 Bedroom	700	£899	£800	£895	£980
3 Bedroom	390	£1,101	£950	£1,100	£1,218
4+ Bedroom	240	£1,492	£1,200	£1,400	£1,695

Source: VOA Private rental market summary statistics in England (16th June 2021)

4.47 In calculating the value of PRS units it is necessary to consider the yields. Several sources of information have been reviewed. Savills in its *Investing in Private Rent* (Savills, 2018) reports a North-South divide:

> *Net initial yields on BTR deals averaged 4.3 per cent between 2015 and 2017. But that hides substantial regional variation. While half that investment took place in London, where yields averaged 3.8 per cent, across Scotland and the north of England the average yield was 4.9 per cent. In London and the South, the income returns from funding deals are higher than on standing investments, as you might expect. In the North, this is not necessarily the case, given issues over the quality of some of the existing rental stock and the rental covenant attached to it, all limited by the fact that we're yet to see any of the purpose-built kit trade yet. As investors focus more on the potential growth of the income stream and less on the track record of local house price growth, we expect yields from purpose-built assets to show less regional variation.*

4.48 Knight Frank in its *Residential Yield Guide* (February 2018) reported a 4.0% to 4.24% yield in Prime Regional Cites (including London) and 5.0% to 5.25% in Secondary Regional Cities.

4.49 Having considered a range of sources, a net yield of 5% has been assumed. It is also assumed that such development will be flatted and close to the train and tube stations centres. 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.

4.50 In this regard it is timely to note that the CBRE *Market View Data (Multifamily Investment Q1 2020)* report that makes reference to a yield of 3.50% and that the previous CBRE report (Q4 2019) also had less than 4% at 3.75% for Outer London. 4% is likely to be at the higher end of the yield range, underlining the cautious approach being taken in this assessment.

Table 4.13 Capitalisation of Private Rents			
	1 bed	2 bed	3 bed
Gross Rent (£/month)	£760	£1,000	£1,250
Gross Rent (£/annum)	£9,120	£12,000	£15,000
Net Rent (£/annum)	£7,296	£9,600	£12,000
Value	£145,920	£192,000	£240,000
m^2	50	70	84
£/m^2	£2,918	£2,743	£2,857

Source: HDH (July 2021)

4.51 This approach derives a value for Build to Rent development of £2,800/m^2.

4.52 Through the November 2021 consultation it was observed[30] that it was critical that the assessment of BTR values should be assessed on a site-specific basis because of the importance of schemes' micro-location. We have some sympathy with this comment as the levels of rent and the resultant values will vary from site to site. Having said this, the Council is not making specific allocations for this type of housing so it there are not specific sites to test. In this regard we highlight paragraph 10-007-20190509 of the PPG which specifically anticipates that the viability of Build to Rent housing is considered at the development management stage.

4.53 In a response to a consultee comment[31] an extra typology has been added of a 'Single Family Housing' scheme in this sector.

4.54 A site promoter[32] commented that '*Our response in this regard is simply to note that the material published so far in the 'Local Plan and CIL Viability Study' would not be a sufficient evidence base upon which to consider viability in relation to the Local Plan or CIL'*. No alternative references or data sources were suggested, and no additional evidence was provided. We do not accept this criticism, current rents have informed the analysis and wider evidence has been drawn on to inform the yield assumption. Uncertainty in the market was also noted.

Affordable Housing

4.55 A core 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).

---

[30] T Boxall, Avison Young for the University of Kent.

[31] T Boxall, Avison Young for the University of Kent.

[32] D Murray-Cox of Turley for Bodkin Farm.

Affordable Housing Values

4.56 In the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) values of £1,434/m^2 was used for Affordable Rent and a little over 70% of market value was used for Shared Ownership housing.

Social Rent

4.57 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, in an area of a similar type, pay a similar rent:

Table 4.14 General Needs (Social Rent) – Canterbury

Average weekly net rent (£ per week) by unit size for Canterbury - Large PRPs[33]				**£ per week**	
Unit Size	**Net rent**	**Social rent rate**	**Service charge**	**Gross rent**	**Unit count**
Non-self-contained	£0.00	£0.00	£0.00	£0.00	0
Bedsit	£68.93	£68.93	£7.59	£76.52	17
1 Bedroom	£83.81	£82.70	£8.69	£92.17	233
2 Bedroom	£99.67	£97.87	£9.27	£107.23	634
3 Bedroom	£111.88	£111.25	£3.78	£114.90	415
4 Bedroom	£125.01	£124.00	£2.58	£126.75	80
5 Bedroom	£0.00	£0.00	£0.00	£0.00	0
6+ Bedroom	£0.00	£0.00	£0.00	£0.00	0
All self-contained	£101.76	£100.44	£7.22	£107.75	1,379
All stock sizes	**£101.76**	**£100.44**	**£7.22**	**£107.75**	**1,379**

Owned stock. Large PRPs only - unweighted. Excludes Affordable Rent and intermediate rent, but includes other units with an absolute exception for the WRWA 2016. Stock outside England is excluded.

Source: Table 9, SDR 2020 – Data Tool

4.58 This study concerns only the value of newly built homes. 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%.

---

[33] 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)	£363	£432	£485	£542
Rent (£/annum)	£4,358	£5,183	£5,818	£6,501
Net Rent	£3,486	£5,183	£5,818	£6,501
Value	£87,162	£129,571	£145,444	£162,513
m^2	50	70	84	97
£/m^2	£1,743	£1,851	£1,731	£1,675

Source: HDH (July 2021)

4.59 On this basis, a value of £1,790/m^2 across the study area would be assumed.

4.60 Through the November 2021 consultation it was noted[34] that this value may be at the top of the expected range.

4.61 A site promoter[35] commented that '*Our response in this regard is simply to note that the material published so far in the 'Local Plan and CIL Viability Study' would not be a sufficient evidence base upon which to consider viability in relation to the Local Plan or CIL'*. No alternative references or data sources were suggested and no additional evidence was provided. We do not accept this criticism, current rents have informed the analysis and wider evidence has been drawn on to inform the yield assumption.

Affordable Rent

4.62 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. In estimating the likely level of Affordable Rent, a survey of market rents across the CCC area has been undertaken and is set out under the Build to Rent heading above.

4.63 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. The whole of the District is within the Canterbury BRMA.

---

[34] T Boxall, Avison Young for the University of Kent.

[35] D Murray-Cox of Turley for Bodkin Farm.

Table 4.16 BRMA LHA Caps (£/week)	
Shared Accommodation	£78.59
One Bedroom	£136.93
Two Bedrooms	£182.96
Three Bedrooms	£224.38
Four Bedrooms	£287.67

Source: VOA (July 2021)

4.64 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 - Canterbury

Average weekly gross rent (£ per week) and unit counts by unit size for Canterbury

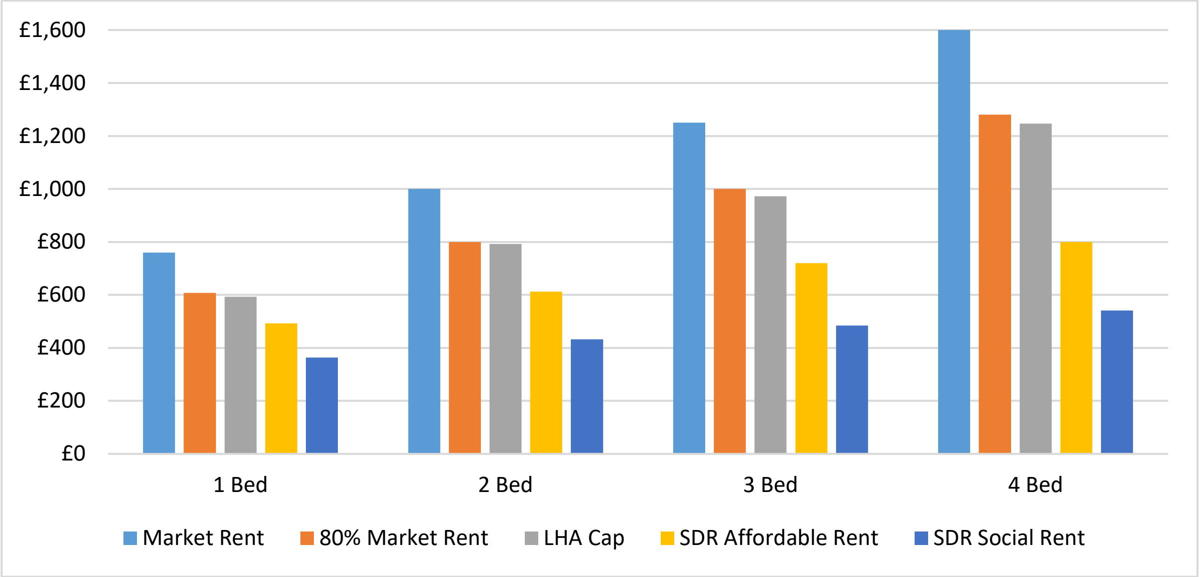
	£ per week	
Unit Size	**Gross rent**	**Unit count**
Non-self-contained	£0.00	0
Bedsit	£0.00	0
1 Bedroom	£113.73	45
2 Bedroom	£141.22	198
3 Bedroom	£166.28	94
4 Bedroom	£184.56	25
5 Bedroom	£0.00	0
6+ Bedroom	£0.00	0
All self-contained	£147.30	362
All stock sizes	**£147.30**	**362**

Owned stock. All PRPs owning Affordable Rent units - unweighted. Stock outside England is excluded.

Source: Table11, SDR 2020 – Data Tool

4.65 The rents can be summarised as follows:

Figure 4.9 Rents by Tenure – £/Month



Source: Market Survey, HCA Statistical Return and VOA (July 2021)

4.66 Initially, 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 4.5%. 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)	£593	£793	£972	£1,247
Gross Rent (£/annum)	£7,120	£9,514	£11,668	£14,959
Net Rent	£5,696	£7,611	£9,334	£11,967
Value	£126,584	£169,136	£207,427	£265,935
m^2	50	70	84	97
£/m^2	£2,532	£2,416	£2,469	£2,742

Source: HDH (July 2021)

4.67 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £2,500/m^2 or so is derived. Through the November 2021 consultation it was noted[36] that this value may be at the top of the expected range.

4.68 A site promoter[37] commented that '*Our response in this regard is simply to note that the material published so far in the 'Local Plan and CIL Viability Study' would not be a sufficient evidence base upon which to consider viability in relation to the Local Plan or CIL'*. No

---

[36] T Boxall, Avison Young for the University of Kent.

[37] D Murray-Cox of Turley for Bodkin Farm.

alternative references or data sources were suggested, and no additional evidence was provided. We do not accept this criticism, current rents have informed the analysis and wider evidence has been drawn on to inform the yield assumption.

Affordable Home Ownership

4.69 Intermediate products for sale include Shared Ownership and shared equity products[38] 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%[39] per annum rent payable on the equity retained. The rental income is capitalised at 4% having made a 2% management allowance.

4.70 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**
95	4,300	408,500	10%	40,850	2.50%	9,191	225,186	266,036	2,800	**65.13%**
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	408,500	60%	245,100	2.50%	4,085	100,083	345,183	3,634	**84.50%**
95	3,500	332,500	10%	33,250	2.50%	7,481	183,291	216,541	2,279	**65.13%**
95	3,500	332,500	20%	66,500	2.50%	6,650	162,925	229,425	2,415	**69.00%**
95	3,500	332,500	30%	99,750	2.50%	5,819	142,559	242,309	2,551	**72.88%**
95	3,500	332,500	40%	133,000	2.50%	4,988	122,194	255,194	2,686	**76.75%**
95	3,500	332,500	50%	166,250	2.50%	4,156	101,828	268,078	2,822	**80.63%**
95	3,500	332,500	60%	199,500	2.50%	3,325	81,463	280,963	2,958	**84.50%**

Source: HDH 2021

4.71 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%).

---

[38] 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,

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

c. A ten-year 'repair free period' during which the landlord would fund repairs worth up to £500 per year, with a one-year rollover, with the shared owner responsible for undertaking repairs.

4.72 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.

4.73 It is important to note that there is an income cap that applies to Shared Ownership properties of £80,000/year[40]. Generally, the Council considers households should not spend more than 40% of their net household income on direct housing costs (mortgage or rent). This means the maximum monthly charge is in effect £1,300/month, which caps the mortgage at about £450,000 (assuming a 25-year repayment at 3.5%). Assuming a 10% deposit, this means the maximum price under such products is about £490,000.

Grant Funding

4.74 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

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

> ***Retirement living or sheltered housing**: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.*
>
> ***Extra care housing or housing-with-care:** This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*

4.76 HDH has received representations from the Retirement Housing Group (RHG) a trade group representing private sector developers and operators of retirement, 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

---

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

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.

4.77 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

Canterbury	Area (m^2)	£	£/m^2
3 bed semi-detached		335,000	
1 bed Sheltered	50	251,250	5,025
2 bed Sheltered	75	335,000	4,467
1 bed Extracare	65	314,063	4,832
2 bed Extracare	80	418,750	5,234
Whitstable	Area (m^2)	£	£/m^2
3 bed semi-detached		340,000	
1 bed Sheltered	50	255,000	5,100
2 bed Sheltered	75	340,000	4,533
1 bed Extracare	65	318,750	4,904
2 bed Extracare	80	425,000	5,313
Herne Bay	Area (m^2)	£	£/m^2
3 bed semi-detached		335,000	
1 bed Sheltered	50	251,250	5,025
2 bed Sheltered	75	335,000	4,467
1 bed Extracare	65	314,063	4,832
2 bed Extracare	80	418,750	5,234

Source: HDH (July 2021)

4.78 We have reviewed of older people's schemes within the District and surrounding area (as there is just one scheme in Canterbury at the current time):

4.79 Cognatum has a 15 unit scheme at Wingham (east of Canterbury). The prices have not been released. At its Atwater Court scheme at Lenham (west of Canterbury), a 3 bed unit (109m2) is being marketed for £450,000 which is about £4,130/m2.

4.80 McCarthy and Stone have several schemes in Kent. It is advertising schemes at 35 - 41 New Dover Road, Canterbury, at Charlton Green, Dover and at Highgate Hill, Hawkhurst, however prices have not been released. Asking prices at its schemes in Tunbridge Wells are as follows:

Table 4.21 McCarthy and Stone Newbuild Asking Prices						
Unit	Bed rooms	Asking Price		Status	m2	£/m2
Pinewood Gardens Southborough, Tunbridge Wells						
15	2	£428,000	First Floor	Available	74.66	£5,733
24	2	£454,000	First Floor	Available	74.99	£6,054
33	2	£444,000	Second Floor	Available	78.54	£5,653
34	1	£345,000	Second Floor	Available	52	£6,635
39	2	£454,000	Second Floor	Available	73.92	£6,142
41	2	£448,000	Second Floor	Available	75.63	£5,924
103 St. John's Road, Tunbridge Wells						
22	1	£404,000	Fourth Floor	Available	54.6	£7,399
27A	1	£393,000	Ground Floor	Available	55.8	£7,043
33	2	£498,000	First Floor	Available	81.5	£6,110
35	2	£497,000	First Floor	Available	80.03	£6,210
42	2	£498,000	Second Floor	Available	82.4	£6,044
17	1	£396,000	Third Floor	Under Offer	54.6	£7,253

Source: www.mccarthyandstone.co.uk

4.81 Churchill Retirement Living is advertising several schemes in Kent:

a. King’s Lodge at Maidstone. The asking prices for 1 bedroom units are £300,000 /£279,000 /£278,950 and 2 bed units are £376,950 /£350,000 /£323,000. The service charge is £3,779.52 pa, and the scheme is about 50% sold.

b. St Giles Lodge, Shipbourne Road, Tonbridge. The asking prices for the remaining 2 bed unit are £399,950 (out of a scheme of 31).

c. Beatrice Lodge, Canterbury Road, Sittingbourne. The asking prices for 1 bedroom units are £259,950 and 2 bed units are £332,950. Scheme of 45.

d. Goodwin Lodge, Ark Lane, Deal. The asking prices for 1 bedroom units are £285,950 and 2 bed units are £409,950. Scheme of 41.

4.82 Through the November 2021 consultation, a site promoter[41] commented that some of these are outside the Council area. This is the case as there are very few schemes that can be referred to within the area.

---

[41] D Murray-Cox of Turley for Bodkin Farm.

4.83 Based on the above, a value of £5,500/m^2 is assumed for Sheltered Housing and for Extracare Housing[42]. Extracare is likely to have a higher value, however we have been unable to evidence this, so no differentiation has been made. No allowance is made for ground rents.

4.84 Through the November 2021 consultation it was observed[43]

> *We note that a value of £5,500 psm (£511 psf) has been assumed for Sheltered Housing and Extracare Housing. This represents an increase of approximately 28% from the private residential units. Typically based upon viability work we have undertaken we have seen price premiums of 10 – 20% subject to Extra Care offering and product.*
>
> - *We would request further information on what is accounting for this significant price premium at the comparable schemes. Is care included? Are there any other bespoke amenities?*
> - *We would comment that the McCarthy & Stone and the Churchill comparables used as evidence represent asking prices and not prices that were achieved. Has this been accounted for within the value assumption?*

4.85 Having considered the above we have revised this assumption to £5,200/m^2 being closer to the assumption as per the RHG representations. Whilst this is somewhat less than suggested by prices on some similar schemes, they tend to be in higher values places.

4.86 A site promoter[44] commented that there are a range of different products. This is agreed. It is impractical to test every possible permutation that is currently available. It is acknowledged that different providers have a range of models on providing services to residents. It is beyond the scope of plan-wide viability testing to delve into such models.

4.87 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. Such a view was confirmed[45] through the November 2021 consultation.

Student Housing and Shared Living

4.88 Canterbury Christchurch University, The University of Kent and East Kent College, University of the Creative Arts all have campuses in Canterbury and there is a significant student population. Whilst a large proportion of these live in the wider, general, housing stock, purpose built, student accommodation has come forward in the past. There is an overlap in the market

---

[42] Through the November 2021 consultation a site promoter (D Murray-Cox of Turley for Bodkin Farm) highlighted the need to account for increased circulation space in such schemes. This has been done – see Chapter 9 below.

[43] T Boxall, Avison Young for the University of Kent.

[44] D Murray-Cox of Turley for Bodkin Farm.

[45] D Murray-Cox of Turley for Bodkin Farm.

with the Build to Rent sector which is also considered as a separate development type (the economics of Build to Rent are different from market housing).

4.89 A survey of student housing in Canterbury has been carried out (**Appendix 8**). Two forms of student accommodation have been modelled, the Cluster Flat model and the Studio Flat model. Cluster Flats are groups of rooms (en-suite or not) sharing living space and a kitchen. Studio Flats are slightly larger rooms, including a kitchenette.

4.90 It is difficult to make direct comparisons as some operators let rooms just during term time (allowing other commercial uses in the holidays), some for a 39 week academic year (allowing other commercial uses in the summer), and some operators let for a 52 week year. Across the different sites and operators, the product offered varies from basic to luxurious and this is reflected in the rents. The average rents are:

Table 4.22 – Student Housing – Rent by Type (£/room/week)

	Cluster	**Studio**	**All**
Becket Court	£256		£256
Darwin College	£139		£139
Dover Street	£156		£156
Eliot College	£154		£154
Hotham Court	£135		£135
Ian Dury House	£150	£150	£150
Keynes Flats	£204		£204
Keynes Houses	£165		£165
Lanfranc	£149		£149
Parham Road Student Village	£134	£193	£154
Park Wood Flats	£149		£149
Park Wood Houses	£139		£139
Petros Court	£167		£167
Pin Hill	£133		£133
St Georges Place	£165		£165
Turing Flats	£204		£204
Turing Houses	£165		£165
Tyler Court A	£184		£184
Tyler Court B/C	£198		£198
Vernon Place	£123		£123
Woolf College	£188		£188
Grand Total	**£161**	**£178**	**£162**

Source: Market Survey (June 2021)

4.91 The average for cluster flats is £6,392/year and the average for self-contained accommodation is £8,315/year, although it is important to appreciate that this is the average of all units, including those older units.

4.92 There is little evidence of rents for Shared Living. The VOA's *Private rental market summary statistics in England* (released 16th June 2021) suggests rents for studios are about £575 per month. These figures are not directly comparable with purpose built Shared Living accommodation, rather being typical HMO costs, which includes older sub-dived houses.

4.93 An assumption of £8,000/room/year is assumed for student accommodation under the studio model. Cluster accommodation is not modelled as most new development is now based on the self-contained studio model. An assumption of £6,900/room/year is assumed for shared living accommodation. The rents are be discounted by 3% to reflect voids and bad debts at this stage. In deriving the values, the following assumptions are used:

Student Studio:	£8,000	less 3%	£7,760/year
Shared Living:	£6,900	less 3%	£6,693/year

4.94 Having made an allowance for management and repair costs, and capitalised the income at 4%, the following capital values are derived.

Table 4.23 Value of Student Housing and Shared Housing

		Student Studio	Shared Living
Rent		£7,760	£6,693
Management etc	%	25%	30%
Net Rent		£5,820	£4,685
Yield		4.00%	4.00%
Value per room	£	£145,500	£117,128

Source: HDH (July 2021)

4.95 It is necessary to caveat the student accommodation assumptions. Those presented above relate to a normal market. This sector has been affected by the pandemic, however is now beginning to return to normal, a view that was endorsed[46] through the November 2021 consultation.

4.96 A site promoter[47] commented that '*Our response in this regard is simply to note that the material published so far in the 'Local Plan and CIL Viability Study' would not be a sufficient evidence base upon which to consider viability in relation to the Local Plan or CIL'*. No alternative references or data sources were suggested and no additional evidence was provided. We do not accept this criticism, current rents have informed the analysis and wider

---

[46] T Boxall, Avison Young for the University of Kent.

[47] D Murray-Cox of Turley for Bodkin Farm.

evidence has been drawn on to inform the yield assumption. Uncertainty in the market due to Brexit was also noted.

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 Canterbury City Council rea, 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 Council area reflects national trends. An improved sentiment has been reported in the press:

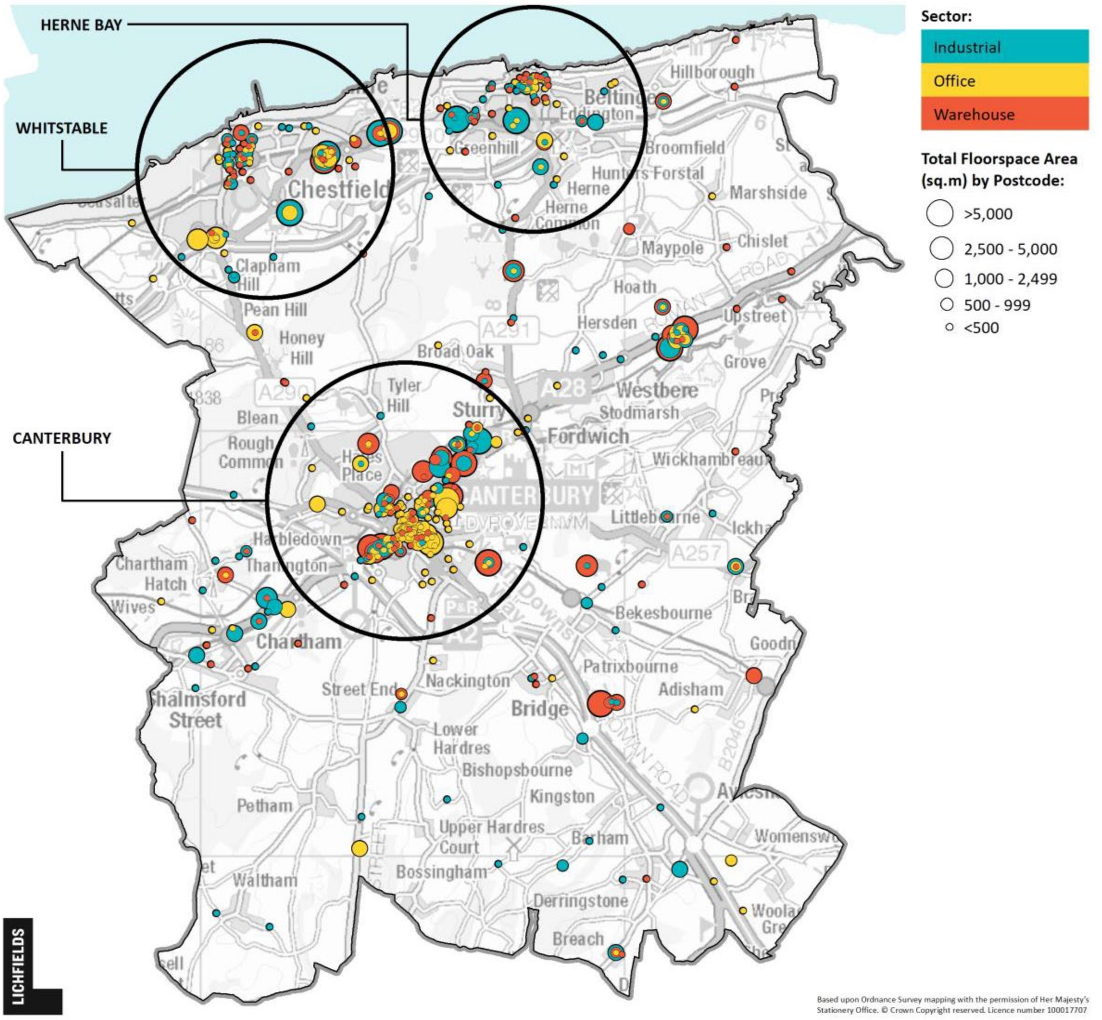
> ***Twelve-month expectations hit fresh highs for the industrial sector***
>
> - *Outlook for values remains upbeat for industrials, data centres, multifamily and aged care facilities*
> - *Covid developments stifle the recovery in tenant demand across the office sector during Q4*
> - *But 66% of survey participants still feel office space is essential for a company to operate successfully*
>
> *The Q4 2021 RICS UK Commercial Property Survey suggest conditions remain polarised across different portions of the real estate market. While already strong twelve-month projections were further upgraded in the industrial sector, offices and retail continue to struggle, with the situation not helped by the surge in Covid cases seen during the latest survey period.*
>
> *During Q4, the headline net balance for occupier demand came in at +16%, similar to the reading of +18% returned previously. That said, across the three traditional sectors, only industrials posted a positive reading for tenant demand, with the net balance standing at +61%. Meanwhile, the comparable readings were -3% for offices and -21% for retail. With respect to offices, this latest figure marks a slight setback from a modestly positive trend cited in Q3 (+7%), with respondents pointing to the rapid spread of the omicron variant as a negative influence this quarter.*
>
> *Looking at the longer term, some additional questions were included to further examine structural changes sweeping the office sector as a result of the pandemic. Importantly, when asked if office space is still essential for a company to operate successfully, 66% of respondents replied ‘yes’, while 29% felt otherwise (the remaining 5% did not have an opinion). Alongside this, 76% of contributors report that they are seeing a relative increase in demand for flexible and more local workspaces compared to only 13% who replied negatively. When asked if space allocation per desk had increased in the wake of the pandemic, 69% reported that more space has been allotted to individual desks. Notwithstanding the general perception that offices are still essential for businesses, 87% of respondents also report seeing re-purposing of office space for other uses, with 15% highlighting that this is occurring in significant volumes.*
>
> *Turning to the rental outlook, respondents foresee a modest pick-up in prime office rents over the coming twelve months (+1%), while rents for secondary office space are anticipated to fall by around 3% (both similar reading to the Q3 results). Across the other market sectors, industrial rents are projected to rise by around +7% over the year head, the strongest*

> *expectations returned since this series was formed in 2014. On the same basis, secondary industrial rents are seen rising by 4%. Expectations remain negative for retail, with prime rents envisaged falling by 3% while secondary rents expected to see a near 6% decline. From a broad regional perspective, the only noticeable differences from the national averages are seen in the office sector. Indeed, prime office rents in London and the south are expected to edge higher over the year to come, while the Midlands and the North exhibit flat projections.....*
>
> *Q4 2021: RICS UK Commercial Property Market Survey*

Non-Residential Market

5.4 The *Canterbury Economic Development and Tourism Study Final Report* (Lichfields, October 2020) included a detailed assessment of the local employment markets so that will not be repeated here. The current distribution of employment space is shown as follows:

Figure 5.1 Location of B Class Employment Space in Canterbury District



Source: Figure 6.3, Canterbury Economic Development and Tourism Study Final Report (Lichfields, October 2020)

5.5 This report summarised the current situation (from paragraph 6.57):

> *The key points from the review of commercial property market signals and intelligence are as follows:*

1. *The majority of B-class floorspace in the District is accommodated in the City of Canterbury and the band of industrial sites and business parks located along the A299 and Thanet Way in Whitstable and Herne Bay, which primarily contain B1c/B2 and B8 premises.*
2. *The District's stock of B-class floorspace has shrunk in recent years, with VOA Business Floorspace data and the Council's own monitoring data evidencing this trend. Monitoring data indicates the District experienced a total net decrease in B-class floorspace of 5,323 sq.m between 2011/12 and 2018/19.*
3. *The quantitative impact of office to residential PDR in the District has been limited to date. In total, 4,329 sq.m of office floorspace has been lost, which is equivalent to 3.6% of the District's total office stock. This could increase in the future as existing offices with prior approval are converted to residential use.*
4. *Canterbury District broadly operates within the East Kent property market area, which also features Ashford, Folkstone, Dover and Margate. The commercial property market within Canterbury District is split between two main sub-areas comprised of Canterbury City and Herne Bay and Whitstable.*
5. *In the context of Kent, industrial and warehouse rents have been rising with the County having the second-lowest vacancy rate in the country during Q2 2019. Rents for B class space have also been rising in Canterbury District, albeit, they remain lower than other parts of the County due to the locational characteristics of the District.*
6. *The industrial and warehouse market within the District typically services local businesses. If a business within the District does decide to move it is normally to another unit in the area that better suits the needs of the business. The expansion of existing business parks and industrial estates would likely be focused on meeting the needs of these businesses; and could be beneficial considering the current low vacancy rate.*
7. *Like the industrial and warehouse markets, the office market in the District is relatively self-contained, but in contrast to industrial, is characterised by relatively limited demand.*
8. *In Canterbury City, the number of A-grade offices is small, with recently developed A-grade offices (e.g. Logan House) taking some time to be fully let. Recent growth in co-working spaces within the District and Kent more broadly emphasises good levels of demand for small scale, flexible workspace with recent developments in Canterbury District including the Fruitworks in Canterbury City Centre and Neptune Space in Herne Bay.*

5.6 The main employment clusters are along A299, through the coastal towns in the north, or within Canterbury, although employment does take place more widely. 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 9** includes market data from CoStar.

Offices

5.9 The *Canterbury Economic Development and Tourism Study Final Report* (Lichfields, October 2020) reports as follows (from paragraph 6.40):

> *Canterbury District has a self-contained office market, with internal sub-markets operating between Canterbury City, Whitstable and Herne Bay and the rural areas. The largest sub-market is Canterbury City centre which accommodates a mixed stock of historic buildings converted into offices, ageing and poor-quality office blocks and a small amount of new A-grade space in the form of blocks such as Logan House. Demand for anything less than A-grade office space is reported to be very weak, and older, poorer quality office buildings generally remain vacant for some time.*
>
> *Rents for the best quality A-grade office stock in Canterbury City range up to around £23 per sq.ft, while B grade stock goes for around £17-£18 per sq.ft. These rents alongside other factors including the limited availability of parking, the available supply of land – linked to competition from more valuable land uses (e.g. residential) - and traffic congestion currently make the development of new office buildings challenging for the private sector. The conversion of existing blocks into local business centres (e.g. Lombard House) and offices developed by the public sector (e.g. Canterbury Innovation Centre) has yielded positive results, with small firms quickly occupying the majority of the available suites. This suggests that good quality smaller scale managed/serviced office space is popular with local firms, although the organisations behind these schemes may not face the same viability concerns as commercial developers.*
>
> *Offices in Whitstable and Herne Bay, like in Canterbury City, serve the local market. Offices are typically located on or near to industrial estates and vary in quality. Demand for these offices is limited, with few enquiries even for the highest quality stock on the Chaucer Industrial Park. Rents for the high-quality stock have dropped, with some of the space now on the market for £12.50 per sq.ft, which is below the previous rents tenants paid to occupy the offices.*
>
> *The rural market is smaller than the other two sub-markets; however, it has remained stable as rural locations remain attractive to those office occupiers that require good car parking and are keen to avoid the traffic congestion associated with Canterbury City in particular.*

5.10 CCC sits in the wider Kent market. 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.

5.11 In the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) the following assumptions were used:

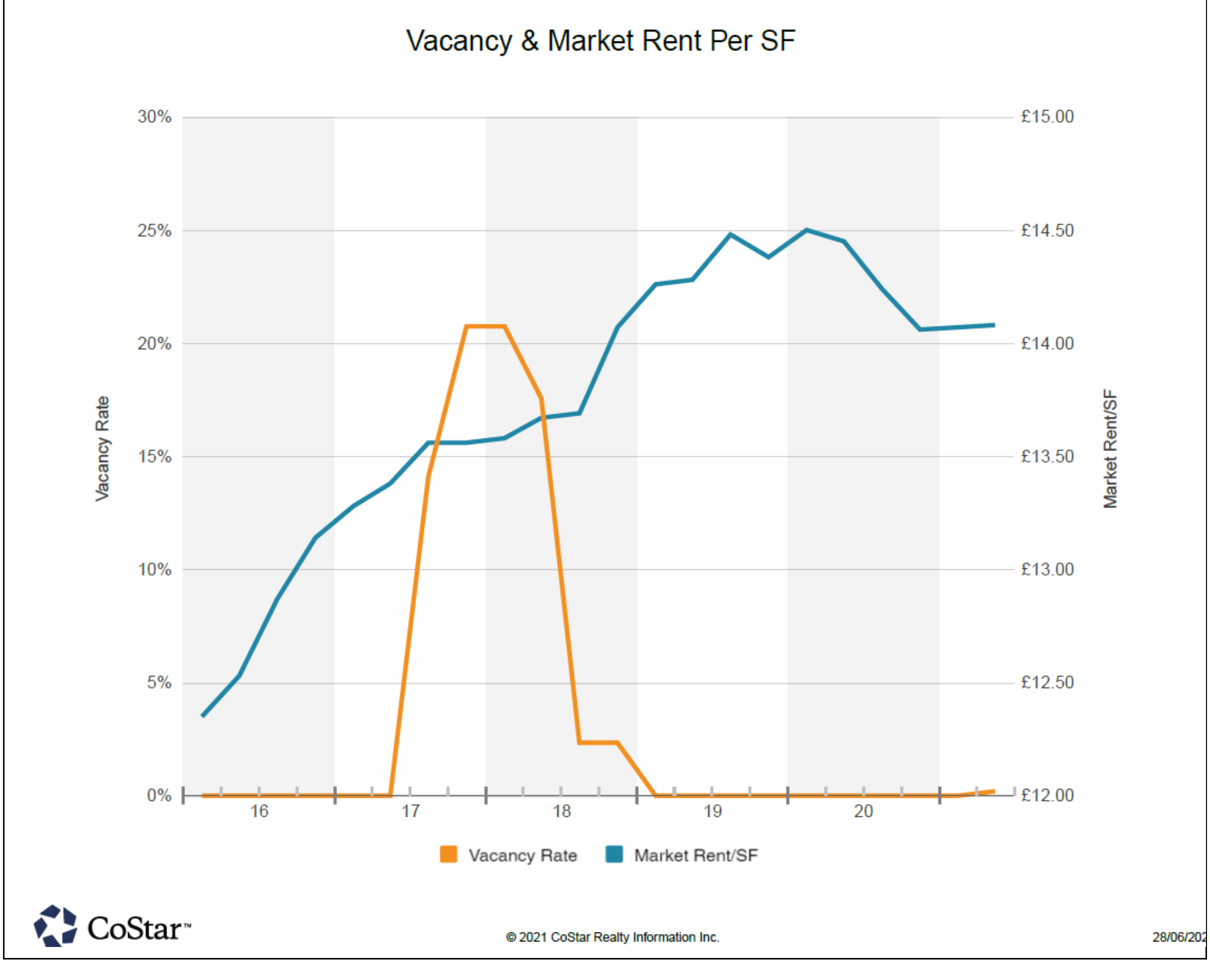
Table 5.1 Office Values - 2018

Ref.	Use	Description	Rent (£ per sq m)	Yield (%)
NR1	Office	Out of centre - Canterbury	£172	8.5%
NR2	Office	Town centre - Canterbury	£172	8.5%
NR3	Office	Out of centre - rest of district	£129	8.5%
NR4	Office	Town centre - rest of district	£129	8.5%

Source: Table 6.1. *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018)

5.12 CoStar data shows a notable increase in rents over the last five years, although these have fallen more recently. There are low levels of vacancies, although these do tend to fluctuate somewhat.

Figure 5.2 Offices. Vacancy Rates v Rent (£/sqft)



Source: CoStar (June 2021)

5.13 CoStar is currently reporting rents (for all types of office), of about £160/m^2/year (£14.75sqft/year). On the whole, these buildings are not modern offices that are best suited to current work practices. Newer offices with good transport access and with a flexible layout, are most likely to be around £215/m^2/year (£20sqft/year).

5.14 CoStar does not report a yield for office uses. We would expect that new larger, purpose-built offices, with ample parking, let to a sound tenant, to derive a yield of 6% or so in a market such as the CCC area. Smaller offices would attract a higher yield as these are likely to be less attractive to investors. 6% is somewhat less than the assumption used in 2018.

5.15 On this basis new office development would have a value of £3,400/m^2 (£315/sqft) on larger schemes, and about £2,670/m^2 (£250/sqft) on smaller schemes (having allowed for a rent free / void period of 12 months).

Industrial and Distribution

5.16 The *Canterbury Economic Development and Tourism Study Final Report* (Lichfields, October 2020) reports as follows (from paragraph 6.40):

> *The industrial market in Canterbury is focused on serving the needs of local businesses within the District. The market does not have strong ties with the industrial markets of other Kent local authorities and is relatively self-contained within the District boundary. Within the District itself there are three distinct market areas; Canterbury City; Herne Bay and Whitstable; and smaller rural locations.*
>
> *The industrial business parks within and around Canterbury City (e.g. Wincheap Industrial Estate and Lakes View Business Park) typically serve local businesses with limited larger occupiers. The units on these business parks are not of the highest quality; however, vacancy is low with space costing around £6 per sq.ft to rent. Trade counters on the Wincheap Industrial Estate would typically pay in the range of £8.50-£9.50 per sq.ft in rent, highlighting the potential financial gain landlords could benefit from by converting industrial space over to other uses.*
>
> *Herne Bay and Whitstable have more industrial business parks than Canterbury City, which also mainly serve local businesses. Rent for industrial space on these business parks ranges from £6-*
>
> *£7 per sq.ft, with trade counters paying around £9 per sq.ft; the difference in rents between B1c, B2 and B8 uses is minimal. Vacancy across the estates is generally low, and if a unit does become vacant, it is typically caused by a business moving to another unit within the District.*
>
> *There is a small rural segment of the industrial market with businesses occupying old agricultural buildings that have been converted into B1c units. Rents on these spaces range from*
>
> *£2-£4 per sq.ft, making them considerably cheaper than industrial units on the District's general industrial estates. However, recent changes to building regulations have increased the upfront cost of converting agricultural buildings into B1c space, so this form of development has become less viable.*

5.17 In the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) the following assumptions were used:

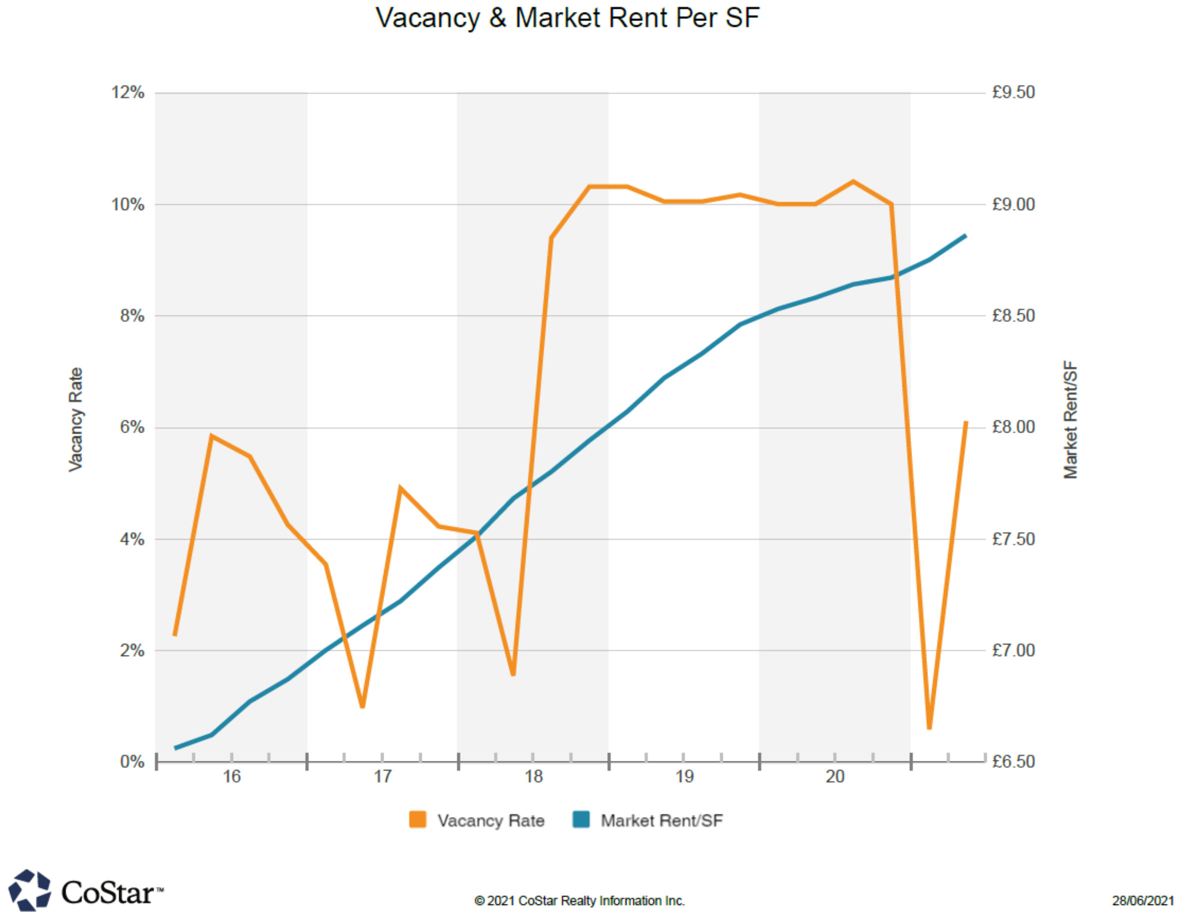
Table 5.2 Industrial Values - 2018

Ref.	Use	Description	Rent (£ per sqm)	Yield (%)
NR3	Industrial	Out of centre	£70	6%
NR4	Warehouse	Out of centre	£70	7.5%

Source: Table 6.1. *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018)

5.18 CoStar data also shows a steady increase in rents over the last five years in the industrial sector, and a recent increase in vacancies. This situation is not recognised by local agents who report that reasonable industrial space remains in strong demand.

Figure 5.3 Industrial. Vacancy Rates v Rent (£/sqft)



Source: CoStar (June 2021)

5.19 CoStar is currently reporting average rents in CCC (for all types of industrial space) of about £66/m^2/year (£6.15/sqft/year). More modern buildings that are well located and with adequate parking are securing rents that are higher, at about of about £120/m^2/year (£11/sqft/year).

5.20 Whilst there is little differentiation of rents relative to the size of the units, we have considered very large units in more detail as, nationally, this is currently an area of particular growth. Due to the lack of local comparables, wider data has been drawn on. We have reviewed several sources.

a. Savills, in *Big Shed Briefing* (Savills, January 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 the following for prime 'Big Box' rent in the South East submarket of £178/m^2/year (£16.50 per sqft/year) (3.9% NIY).

c. Knight Frank, in *London & SE Industrial Market Research, 2020 Review,* reports prime rents of £215/m^2/year (£20/sqft) and yields of 4%.

5.21 CoStar reports an average local yield of about 6.5%, although the sample is small. We would expect larger units (or groups of units) to achieve a yield of 6.5% or so, with smaller units achieving a yield of 7% or so. There are several, more modern (i.e. of the type that is most likely to be developed) industrial spaces being advertised, quoting asking rents around £80/m^2/year (£7.50/sqft/year).

5.22 On this basis, new industrial development would have a value of £2,070/m^2 (£190/sqft) on larger schemes, and about half that on smaller schemes (having allowed for a rent free / void period of 12 months). Large logistics sheds would have a value of £2,800/m^2 (£260/sqft).

Retail

5.23 The retail market is described in detail in the *Canterbury City Council Retail and Leisure Study Final report* (DTZ, January 2011) so that is not repeated here. In the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) the following assumptions were used:

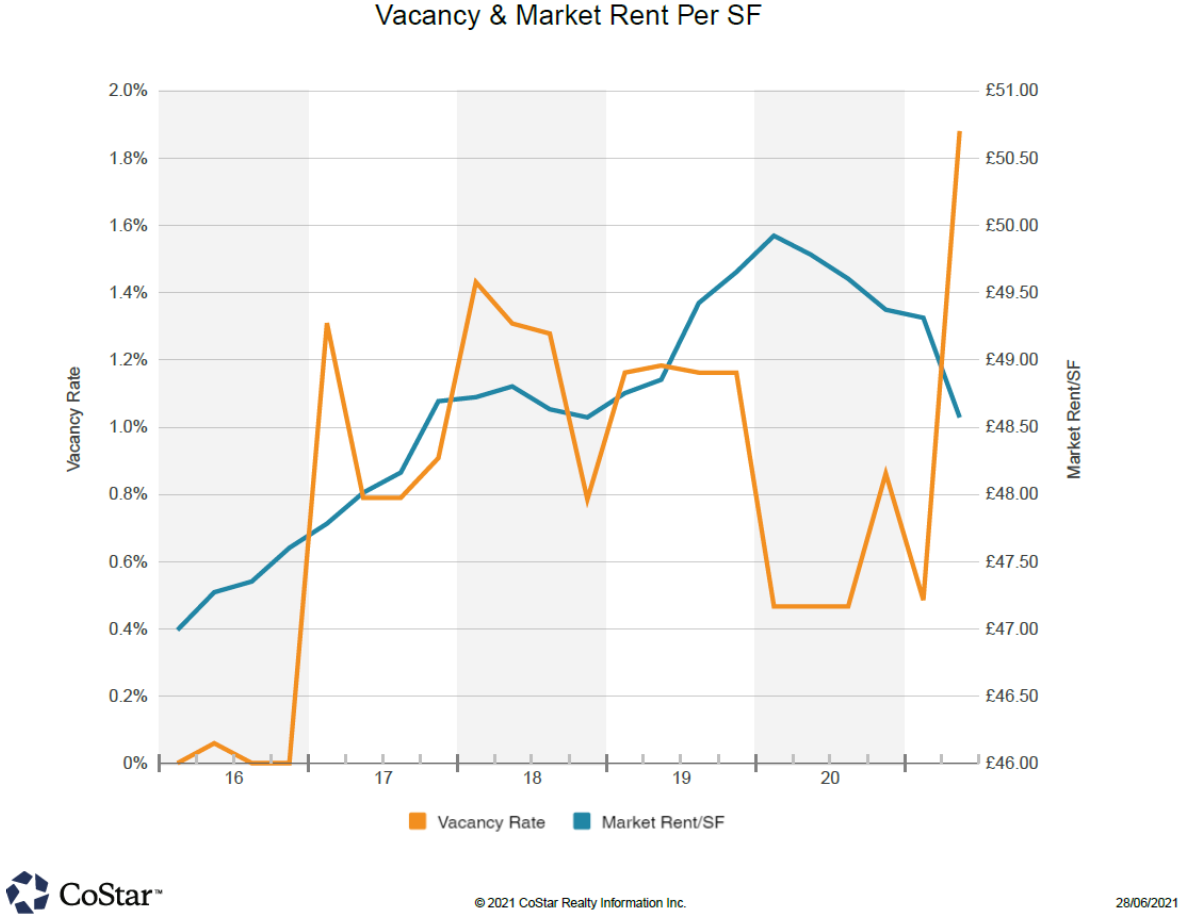
Table 5.3 Retail Values - 2018

Ref.	Use	Description	Rent (£ per sqm)	Yield (%)
NR7	Retail comparison	City centre - Canterbury	£204	6.4%
NR8	Retail comparison	Town centre - Whitstable	£178	6.4%
NR9	Retail comparison	Town centre – Herne Bay	£149	6.4%
NR10	Retail comparison	Speculative out of centre/ retail warehouse/ park	£197	5.4%
NR11	Retail comparison	Planned retail led regeneration large scale retail warehouse/ park site	£197	5.4%
NR12	Retail convenience	Small local store	£206	6.75%
NR13	Retail convenience	Supermarket	£224	5.29%

Source: Table 6.1. *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018)

5.24 The CoStar data shows a recent fall in rents and increase in vacancies in the CCC area.

Figure 5.4 Retail. Vacancy Rates v Rent (£/sqft)



Source: CoStar (June 2021)

5.25 The market is segmented with the core of Canterbury and Whitstable, and Herne Bay to a lesser extent, thriving, but with secondary locations being more challenging. There is currently little out-of-town retail activity in the District. The rents vary significantly:

Table 5.4 Retail Rents £/year/m² (£/year/sqft)

		Count	Minimum	Average	Maximum
Canterbury	£/year/m²	52	£60.22	£323.82	£1,054.85
	£/year/sqft		£5.59	£30.08	£98.00
Herne Bay	£/year/m²	10	£125.94	£225.12	£424.89
	£/year/sqft		£11.70	£20.91	£39.47
Whitstable	£/year/m²	13	£0.27	£299.95	£520.68
	£/year/sqft		£0.03	£27.87	£48.37
All	**£/year/m²**	**75**	**£0.27**	**£306.53**	**£1,054.85**
	£/year/sqft		**£0.03**	**£28.48**	**£98.00**

Source: CoStar (June 2021)

5.26 Rents for small units in the best central locations are currently over £500/m^2/year (£46/sqft/year)[48] although generally they are well below this level at around £300/m^2/year (£28.50/sqft/year) in all but the best locations. Rents for good units in both Canterbury and Whitstable are similar, but about 25% less in Herne Bay.

5.27 CoStar reports an average local yield of about 6%, although the sample is small. We would expect larger, out of town, units (or groups of units) to achieve a yield of this level, but in the secondary locations the yield is likely to be somewhat higher.

5.28 A value (based on a 6% yield) of £6,300/m^2 (£585/sqft) is used for prime, town centre shop-based retail in Canterbury and Whitstable. A value (based on a 6.5% yield) of £4,330/m^2 (£400/sqft) is used for prime, town centre shop-based retail in Herne Bay. A value (based on a 8% yield) of £3,500/m^2 (£325/sqft) is used for other shop based retail in other locations.

5.29 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the CCC area, however drawing on our wider experience we have assumed supermarket rents of £250/m^2/year (£23/sqft/year) with a yield of 4.5% to give a value of £5,550/m^2 (£515/sqft). This yield is somewhat lower than we would have used several years ago. This reflects the increased confidence in this sector after a difficult period faced by the traditional supermarket operators.

5.30 In the case of retail warehouses, we have assumed a rent of £200/m^2/year (£18.60/sqft/year) and a yield of 5.5% giving a value of £3,000/m^2 (£300/sqft) (allowing for a 2 year rent free / void period).

Hotels

5.31 In the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) the following assumptions were used:

Table 5.5 Hotel Values - 2018

Ref.	Use	Description	Rent (£ per sqm)	Yield (%)
NR14	Hotel	Budget/business	£112,000 (per bed space)	5.8%

Source: Table 6.1. *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018)

5.32 There is a recognised need (and demand) for further provision. For the hotel sector, a rental of £5,000/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 6%, this equates to a value of about £3,375/m^2 (£313/sqft). It is important to note that this study is only concerned with newbuild hotels[49].

---

[48] These rents are calculated over the whole building area rather than just the sales area.

[49] 60 rooms x £4,500 = £300,000. 6% yield = £5,000,000. 60 rooms @19m^2 + 30% circulation space = £3,375/m^2

Appraisal Assumptions

5.33 The following assumptions have been used:

Table 5.6 Commercial Values £/m^2 2021

	Rent £/m^2	Yield	Rent free period	Derived Value	Assump-tion
Offices - Large	£215	6.00%	1.0	£3,381	£3,400
Offices - Small	£215	7.50%	1.0	£2,667	£2,670
Industrial - Large	£120	5.50%	1.0	£2,068	£2,070
Industrial - Small	£80	7.00%	1.0	£1,068	£1,070
Logistics	£120	4.00%	2.0	£2,774	£2,800
Retail - Central Canterbury and Whitstable	£400	6.00%	1.0	£6,289	£6,300
Retail - Central Herne Bay	£300	6.50%	1.0	£4,334	£4,330
Retail (elsewhere)	£300	8.00%	1.0	£3,472	£3,500
Supermarket	£250	4.50%	0.0	£5,556	£5,550
Retail warehouse	£200	5.50%	2.0	£3,267	£3,250
Hotel (per room)	£5,000	6.00%	0.0	£3,374	£3,375

Source: HDH (July 2021)

5.34 The above values were confirmed as being appropriate[50] through the November 2021 consultation.

5.35 A site promoter[51] commented that *'Our response in this regard is simply to note that the material published so far in the 'Local Plan and CIL Viability Study' would not be a sufficient evidence base upon which to consider viability in relation to the Local Plan or CIL'*. No alternative references or data sources were suggested, and no additional evidence was provided. We do not accept this criticism, current rents have informed the analysis and wider evidence has been drawn on to inform the yield assumption. Uncertainty in the market due to Brexit was also noted.

---

[50] T Boxall, Avison Young for the University of Kent.

[51] D Murray-Cox of Turley for Bodkin Farm.

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 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 range considerably from site to site. As this is a high-level study, the three main uses, being agricultural, residential and industrial, have been researched. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.

6.3 In this context it is important to note that the PPG says (at 10-016-20180724) that the '*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. For any viability assessment data sources to inform the establishment the landowner premium should include market evidence and can include benchmark land values from other viability assessments*'. It is therefore necessary to consider the EUV as a starting point.

6.4 In the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) the following BLV assumptions were used.

Table 6.1 Residential Benchmark Land Values - 2018

Value per gross hectare	Large Greenfield (250 plus)	Greenfield (1 – 249)	Urban infill/ BF cleared	Urban infill/ BF existing uses
Canterbury/ Whitstable	£500,000	£675,000	£1,000,000	£1,500,000
Rural	-	£675,000	£1,000,000	-
Herne Bay	£275,000	£600,000	£850,000	-

Source: Table 4.10 *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018)

Table 6.2 Non Residential Benchmark Land Values - 2018

Ref.	Use	Description	£ per hectare
NR1	Office	Out of centre - Canterbury	£800,000
NR2	Office	Town centre - Canterbury	£800,000
NR3	Office	Out of centre - rest of district	£640,000
NR4	Office	Town centre - rest of district	£640,000
NR3	Industrial	Out of centre	£600,000
NR4	Warehouse	Out of centre	£600,000
NR7	Retail comparison	City centre - Canterbury	£13,500,000
NR8	Retail comparison	Town centre - Whitstable	£12,900,000
NR9	Retail comparison	Town centre – Herne Bay	£11,900,000
NR10	Retail comparison	Speculative out of centre/retail warehouse/park	£2,000,000
NR11	Retail comparison	Planned retail led regeneration large scale retail warehouse/park site	£4,000,000
NR12	Retail convenience	Small local store	£1,250,000
NR13	Retail convenience	Supermarket	£2,000,000
NR14	Hotel	Budget/business	£2,000,000

Source: Table 6.4 *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018)

6.5 The *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) sets out that it has followed the EUV Plus approach, but does not set out what EUV assumptions are used or the amount of the 'plus' (i.e. Landowners' Premium) so this assumption is reconsidered to be in line with the updated PPG.

Existing Use Values

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

> *How should land value be defined for the purpose of viability assessment?*
>
> *To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. This approach is often called 'existing use value plus' (EUV+).*
>
> *In order to establish benchmark land value, plan makers, landowners, developers, infrastructure and affordable housing providers should engage and provide evidence to inform this iterative and collaborative process.*
>
> *PPG: 10-013-20190509*

> *What is meant by existing use value in viability assessment?*
>
> *Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).*
>
> *Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.*
>
> *PPG: 10-015-20190509*

6.7 The land value should reflect 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:

i. For sites in agricultural use, then agricultural land represents the EUV. It is assumed that greenfield sites of 0.5ha or more fall into this category.

ii. 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.

iii. Where the development is on brownfield land or previously developed land (PDL), we have assumed an industrial value.

Residential Land

6.9 In August 2020, MHCLG published *Land value estimates for policy appraisal 2019*[52]. This was prepared by the Valuation Office Agency (VOA) and sets out land values at April 2019. The Canterbury figure is £5,450,000/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*'.

6.10 The VOA assumed as follows:

- *Any liability for the Community Infrastructure Levy (CIL), even where it was planning policy as at 1 April 2019, has been excluded.*

---

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

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

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

6.11 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 Canterbury) at the time of this study. There are few sites for sale in the District, so it has been necessary to look beyond the District boundaries:

Table 6.3 Development Land Asking Prices							
		ha	Units	Asking Price	£/ha	£/unit	
Off Sandwich Road	Ash	3.40	76	£5,000,000	£1,470,588	£65,789	Outline for 53 market and 23 affordable homes.
Highstead	Herne Bay	0.28	2	£1,500,000	£5,357,143	£750,000	2 x 5 bed detached.
William Street	Herne Bay	0.13	20	£1,250,000	£9,615,385	£62,500	20 flats + affordable contribution.
Estern Esplanade	Herne Bay	0.16	2	£1,000,000	£6,134,969	£500,000	Two plots.
Wingham	Canterbury	2.02	1	£975,000	£482,673	£975,000	Large single plot.
Felderland Lane	Worth	0.71	1	£620,000	£875,706	£620,000	Single 'eco home'.
Cornwalls Circle	Whitstable	0.06	1	£290,000	£5,206,463	£290,000	2 bed detached.
Longmead Close	Herne Bay	0.03	1	£175,000	£6,730,769	£175,000	Detached bungalow.

Source: Market Survey (July 2021)

6.12 These are asking prices – so reflect the landowner’s aspiration. In setting the BLV the important point is the minimum amount a landowner may accept, rather than their aspiration.

6.13 Recent transactions based on planning consents over the last few years and price paid information from the Land Registry have been researched and are set out in **Appendix 10.** 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 10**.

Table 6.4 Price Paid for Consented Development Land

Site	Date approved	ha	Units All	Aff %	£/ha	£/unit
Strategic site 11A - Land at Cockering Farm (numbers include phases so far)	13/07/2016	73.314	356	30.9%	£23,870	£4,916
Land adjacent to Aspinall Close, Bekesbourne	06/10/2017	0.400	15	33.3%	£3,000,000	£80,000
11 Dover Street, Canterbury	17/10/2017	0.070	20	30.0%	£27,704,114	£96,964
7-9 Ethelbert Road, Canterbury	26/2/2018	0.200	13	38.5%	£9,000,000	£138,462
Former Bus Depot, 74 High Street, Herne Bay	20/06/2018	0.530	50	0.0%	£6,028,302	£63,900
Site 5 Land at Strode Farm, Herne Bay	6/8/2018	6.700	800	30.0%	£816,909	£6,842
Scruffy Duck, 10 William Street	11/3/2019	0.130	20	0.0%	£2,692,308	£17,500
5-5A Rhodaus Town, Canterbury	24/03/2020	0.546	212	0.0%	£19,645,826	£50,613
Newingate House, 16-17 Lower Bridge Street, Canterbury	10/07/2020	0.091	10	0.0%	£21,743,674	£197,650
Strategic site 6 - Land South of Greenhill Road	15/10/2020	22.970	450	30.0%	£122,920	£6,274

Source: CCC and Land Registry (July 2021) (The blanks in the table are where this source does not include data.)

6.14 Through the November 2021 consultation it was noted[53] that this is a small sample. This is agreed and anticipated in paragraph 10-014-20190509 of the PPG:

> *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.*

6.15 These values are on a whole site basis (gross area) and range considerably. The average is about £7,670,472/ha (£51,719/unit) and median £3,000,000/ha (£51,719/unit). If the outliers and non-standard development types (i.e. student accommodation) are disregarded, the average is about £1,331,000/ha (£23,106/unit) and median £816,909/ha (£6,842/unit). Data is not available for larger greenfield sites of the type that will be critical to the delivery of the new Local Plan.

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

---

[53] T Boxall, Avison Young for the University of Kent.

> *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.*

6.17 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).

6.18 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. In the case of non-residential uses we have taken a similar approach to that taken with residential land except in cases where there is no change of use. Where industrial land is being developed for industrial purposes, we have assumed a BLV of the value of industrial land.

Previously Developed Land

6.19 *Land value estimates for policy appraisal* provides the following values:

Table 6.5 Employment Land Values

		Redbridge	Bexley
Industrial Land	£/ha	£1,000,000	
	£/acre	£405,000	
Commercial Land: Office Edge of City Centre	£/ha	£2,470,000	£2,470,000
	£/acre	£1,000,000	£1,000,000
Commercial Land: Office Out of Town – Business Park	£/ha	£4,500,000	£4,250,000
	£/acre	£1,821,000	£1,720,000

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

6.20 It is important to note that neither Redbridge nor Bexley are similar markets to Canterbury so should be given little weight.

6.21 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 11**. The average for the CCC area is about £273,000/ha (£110,479/acre), and the median is £1,015,000/ha (£410,663/acre)

6.22 A figure of £1,000,000/ha is assumed for industrial land.

Agricultural and Paddocks

6.23 *Land value estimates for policy appraisal* (MHCLG, August 2020) provides a value figure for agricultural land in the area of £25,000/ha. We have checked this assumption:

a. Savills *GB Farmland*[54] 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 2019/2020*[55] states '*that average arable values remain unchanged from 12 months ago at £9,200/acre*'.

c. Carter Jonas *Farmland Market Update*[56] reports *'average arable land values shifted down slightly to end the year on £8,539 per acre (£21,100/ha)'.*

6.24 For agricultural land, a value of £25,000/ha is assumed to apply here. This assumption was confirmed as being appropriate[57] through the November 2021 consultation.

6.25 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.

Existing Use Value Assumptions

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

---

[54] savills-mim-ukfarmland2019.pdf

[55] S&P%20EEFM-Review-Q4-2019-WEB.pdf

[56] https://www.carterjonas.co.uk/property-publications/

[57] T Boxall, Avison Young for the University of Kent.

Table 6.6 Existing Use Value Land Prices - 2021	
PDL	£1,000,000/ha
Agricultural	£25,000/ha
Paddock	£50,000/ha

Source: HDH (July 2021)

6.27 A site promoter[58] commented that '*this looks simplistic. There should be far more analysis around values for existing uses e.g. industrial land. The MHCLG land values cannot be relied upon to guide values*'. No alternative references or data sources were suggested, and no additional evidence was provided. Reference had been had to the MHCLG's *Land value estimates for policy appraisal 2019,* however a range of other sources have been drawn on.

Benchmark Land Values

6.28 The setting of the Benchmark Land Values (BLV) is one of the more controversial 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.*
>
> *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*

---

[58] D Murray-Cox of Turley for Bodkin Farm.

> *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*

6.29 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*

6.30 Through the November 2021 consultation a local developer[59] commented:

> *We would suggest that the data samples for Existing Use Value and Benchmark Land Value are too small and should extend to a wider area beyond District borders. BLV also needs to include consideration of supply and demand and wider issues. In our experience agricultural land in particular may have been within a family or families for generations and there will therefore be multiple owners with competing interests and aspirations. The uplift suggested on agricultural value also does not take in to account the long term view taken by such landowners, nor the requirement to purchase appropriate land to replace that which is allocated for development.*

6.31 We agree that it is useful to consider the assumptions used in other studies in other parts of the South East in development plans (albeit from before the PPG was updated in July 2018). These are set out below.

---

[59] B Geering for Quinn Estates

Table 6.7 Local BLV Assumptions

	Date	Consultant	Assumption
Thanet	August 2018	Dixon Searle	Greenfield £250,000/gross ha PDL £750,000/ha
Dover	November 2020	HDH	Greenfield EUV (£22,500/ha) + £400,000/ha PDL EUV (£1,200,000/ha) + 20%
Folkstone & Hythe	September 2017	Chilmark Consulting	£500,000/ha
Ashford	June 2016	3 Dragons	'The main residential benchmark land value generally used is £0.7 million per hectare in Ashford Town and Ashford Hinterlands (£1.3 million in Rest of Borough), with a lower benchmark (£0.3 million per hectare) for large-scale greenfield sites and an intermediate benchmark of £0.45 million per hectare for other large sites which have additional costs to meet. Non-residential development is tested against benchmarks ranging between £0.48 million per hectare for industrial uses to £1.3 million per hectare for higher value non-residential uses'
Swale	December 2020	Aspinall Verdi	Greenfield Higher Value Zone - £247,100/ha Lower Value Zone - £237,253/ha Brownfield EUV (£988,400/ha) + 10%
Medway	December 2021	HDH	Greenfield EUV (£25,000/ha) + £350,000/ha PDL EUV (£1,600,000/ha / £3,500,000 intown centre) + 20%
Maidstone	September 2021	Aspinall Verdi	Greenfield Higher value - £309,000/ha Lower / middle value - £247,100/ha Brownfield Town centre EUV (£2,200,000/ha) + 10% Outer EUV (£1,358,500/ha) + 10%
Tonbridge & Malling	July 2016	HDH	Greenfield EUV + = £450,000/ha PDL EUV (£400,000/ha) + 20%
Tunbridge Wells	August 2018	Dixon Searle	EUV Plus not specified.

Source: Council websites (December 2021)

6.32 In this pre-consultation iteration of this viability study, the following Benchmark Land Value assumptions were put forward (these are applied on a gross site area):

Brownfield/Urban Sites:	EUV Plus 20%.
Greenfield Sites:	EUV Plus £350,000/ha.

6.33 Through the November 2021 consultation a number of comments were made:

a. It was noted[60] that it is appropriate to try to capture all the variables in a single premium that satisfies landowners. To some extent this is agreed. The EUV Plus approach set out in the PPG is a simplification of how the market operates.

b. A land promoter commented[61] that the 'the BLV appears to be on the low side', although no supporting evidence was submitted nor alternatives suggested.

c. A site promoter[62] commented as follows:

> *The work undertaken by HDH has followed the NPPF in applying a return at the upper end of the range set out by the government at 20%. In reality sites are heterogenous, not homogenous and we consider that certain sites will attract lower or higher premiums depending upon the circumstances of the site in question. One size does not fit all.*

This is acknowledged, however it is necessary to make a relatively simple assumption here.

6.34 The assumptions used in the consultation are carried forward into this iteration of this report.

---

[60] T Wilsher for Hallam Land.

[61] R Agnew, Gladman Developments Ltd.

[62] D Murray-Cox of Turley for Bodkin Farm.

7. Development Costs

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

Development Costs

Construction costs: baseline costs

7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for the CCC area. The high levels of inflation were highlighted through the November 2021 consultation[63] [64]. The cost figure for 'Estate Housing – Generally' is £1,444/m^2 (and the costs for Flats - Generally is £1,669/m^2), at the time of this study (**Appendix 12**). This is an increase of 7.8%[65] since the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018) was undertaken, and an increase from the June 2021 figures put to the consultation of 5.7%. The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724), however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale.

7.3 As set out in Chapter 2 above, the Government recently announced the outcome of its consultation on 'The Future Homes Standard'[66]. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. This is considered in Chapter 8 below.

7.4 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 (including all the Strategic Sites) where economies of scale can be achieved, and the median is used for smaller schemes.

Other normal development costs

7.5 In addition to the BCIS £/m^2 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

---

[63] D Murray-Cox of Turley for Bodkin Farm

[64] B Geering for Quinn Estates

[65] BCIS Estate Housing Generally 9th June 2018 £1,339/m^2, 20th November 2021 £1,444/m^2.

[66] 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

site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.

7.6 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.

7.7 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 schemes. Through the November 2021 consultation it was noted[67] that site costs will vary from site to site. This is accepted, however, in a high-level study of this type it is necessary to make some broad assumptions.

7.8 Detached houses are modelled with garages.

Garden Town Principles

7.9 There is an aspiration for the Strategic sites to be delivered in line with Garden Town Principles. The difference between the Garden Town and the conventional approach is in two main parts. The first being the total land requirement and the second being the layout.

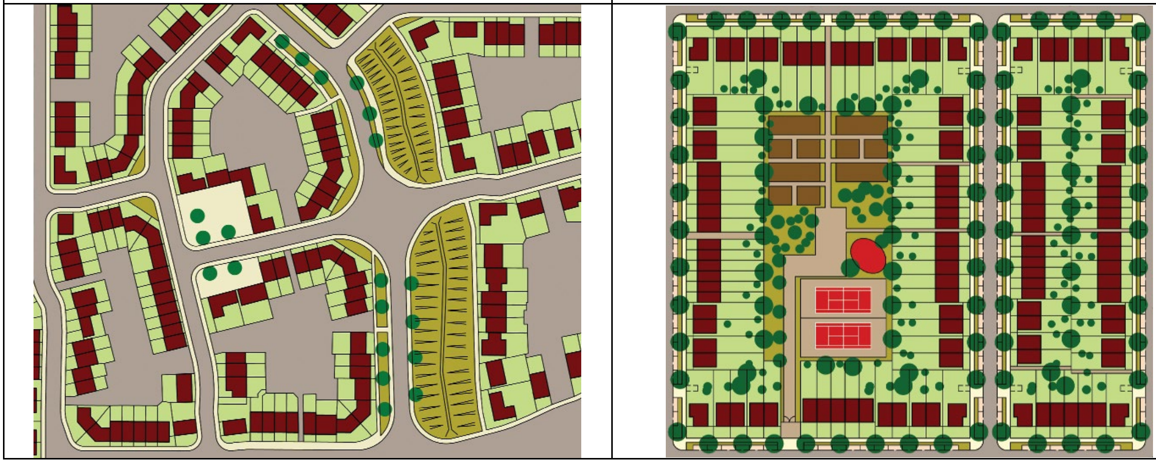
7.10 In this assessment the construction costs are based on the BCIS costs. The BCIS costs include the costs of the building but not the costs of services and external works. For this assessment we have had regard to the work carried out by URS (now AECOM) to support the TCPA's *Nothing gained by overcrowding!* paper. In that paper, two 4ha schemes were modelled as per the layouts below (at 2012 prices) to ascertain the estimated site costs. It found that the site costs on the Garden Town scheme, on a per unit basis, are about 65% of the costs on the conventional scheme.

---

[67] T Boxall, Avison Young for the University of Kent.

Figure 7.1 Scheme Layouts

Conventional Layout (A) | Garden Town Layout (B)



Source: Nothing gained by overcrowding! TCPA 2012

7.11 The reason for this is set out in the report as follows (where Scheme A is the Conventional scheme and Scheme B adopts the Garden Town principles):

> *... the real difference between the two approaches becomes apparent when we then take into account the substantially larger plot size of homes in Scheme B. It can be seen that the cost per square metre is more than 40% less for homes in Scheme B, and more than 50% less if one includes a share of the communal open space area. Aside from the adoption of the highway and footways, no additional cost has been included for the long-term management and maintenance of communal areas in either scheme. However, there are significant differences between the two approaches. In Scheme A only 31% of the total area is looked after by the individual property owners or tenants, leaving almost 70% of the area to be maintained by the highway authority or management company. In contrast, in Scheme B the area to be maintained communally is just 39%, and would be reduced to just 24% if the communal gardens were managed directly by the residents.*

7.12 Under a conventional scheme it is generally assumed that the site costs would be about of 15% of the construction (i.e. BCIS based) costs. Generally, we would assume that a Strategic Site, developed under Garden Town principles to have a site cost of 13%. Whilst this was put to the consultation and no comments were made, in this case a cautious approach has been taken and 15% is used on these sites, thus a cautious approach is taken.

Abnormal development costs and brownfield sites

7.13 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 ...*

7.14 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 ...*

7.15 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.

7.16 This approach is consistent with the treatment of abnormals that was considered at Gedling Council's Examination in Public. As set out in Gedling, it may not be appropriate for abnormals to be built into appraisals in a high-level assessment of this type. Councils should not plan for the worst-case option – rather for the norm. For example, if two similar sites were offered to the market and one was previously in industrial use with significant contamination, and one was 'clean' then the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:

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

7.17 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.

7.18 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.

7.19 Through the November 2021 consultation it was suggested[68] that an allowance for abnormal costs should also be applied to larger greenfield sites, to cover matters such as '*archaeological constraints, ecological constraints, existing services crossing the site and existing service and drainage capacities, demolitions and site levelling earthworks, significant site access arrangements, strategic drainage and attenuation and public open space and play provision*'. We consider many of these items to be normal items that are considered elsewhere (eg SUDS, and drainage), and demolitions are covered under the brownfield assumption. Having said this, we do accept that larger greenfield sites are likely to be subject to some abnormal costs, so we have made a modest allowance of 2%.

---

[68] T Wilsher for Hallam Land.

Fees

7.20 For residential and non-residential development, we have assumed professional fees amount to 8% of build costs to include cost of preparing the planning application and land promotion. Separate allowances are made for planning fees, acquisition, sales and fees.

Contingencies

7.21 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.

7.22 Whilst this approach was generally supported through the November 2021 consultation, concern was raised about inflation[69] [70]. It is accepted that there is uncertainty around inflation, however rather than change this assumption we have carried out sensitivity testing on build costs separately. It was also noted[71] that greenfield sites *'may require a development contingency or a higher return'*.

S106 Contributions and the costs of strategic infrastructure

7.23 CCC has adopted CIL. The costs are set out in Chapter 8 below. In addition, the Council seeks Developer Contributions, for strategic infrastructure and mitigation, under the s106 regime. In line with restrictions set out on CIL Regulation 122, these are treated separately to abnormal costs. Additional costs, as set out in Chapter 8 below are allowed for.

Financial and Other Appraisal Assumptions

VAT

7.24 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full[72].

Interest rates

7.25 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%

---

[69] T Wilsher for Hallam Land.

[70] D Murray-Cox of Turley for Bodkin Farm.

[71] T Boxall, Avison Young for the University of Kent.

[72] 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.

of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger listed developers tend to be funded through longer term rolling arrangements across multiple sites.

7.26 The 6% assumption may seem high given the very low base rate figure (0.1% July 2021, 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.

7.27 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.

7.28 6% is in line with Treasury assumptions (5% to 7%). In this context the major housebuilders report the following in their 2019 Annual Reports:

a. Persimmon - Base plus 1% to 3.25% and LIBOR plus 0.9%[73].

b. Barratt - Weighted Average (excluding fees) of 2.8%[74].

c. Vistry (Bovis, Galliford Try and Linden Homes) - LIBOR plus 165-255bsp. USPP Loan 4.03%[75].

d. Redrow - 2.3%[76]

7.29 An assumption in the 6% to 7% range was confirmed[77] to be appropriate through the November 2021 consultation.

Developers' return

7.30 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*

---

[73] Page 150.

[74] Page 172.

[75] Page 139.

[76] Page 120.

[77] T Boxall, Avison Young for the University of Kent.

> *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.*

7.31 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.

7.32 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.

7.33 In deciding which option to adopt, it is important to note that the intention is not to recreate any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.

7.34 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 will also consider a wide range of other factors, including the amount of equity the developer is contributing (both on a loan-to-value and loan-to-cost basis), the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.

7.35 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'*.

7.36 Through the November 2021 consultation, several comments were made:

> *Developers' return percentages of 17.5% on market housing and 6% on affordable housing appear reasonable for smaller developments, however, the level of risk in developing the larger, strategic developments would lead to higher developers' return percentages; potentially 20% on market housing and 8% on affordable housing*[78]*.*
>
> *For larger strategic sites we consider a return of c. 25 – 30% on Cost or 15% IRR (based upon concurrent costs and receipts) to be appropriate*[79]*.*
>
> *In terms of a developer's expected return whilst it is acknowledged that PPG states an assumption between 15-20% it may be more appropriate to model across that range than simply using the mid-point. It is also reasonable to assume that a developers expected return will vary based on typology and as such it is suggested that this should be recognised. Further, due to additional risk items developers face move forward, covered in the CCC consultation draft, it may be appropriate to increase this percentage*[80]

7.37 We have reviewed the assumptions used in local viability assessments:

---

[78] T Wilsher for Hallam Land.

[79] T Boxall, Avison Young for the University of Kent.

[80] R Agnew, Gladman Developments Ltd.

Table 7.1 Local Developers' Return Assumptions
% of Value unless stated

	Date	Consultant	Assumption
Thanet	August 2018	Dixon Searle	Residential Market housing 20% Affordable housing 6% Commercial 20%
Dover	November 2020	HDH	Residential 17.5% GDV Other 15% GDV
Folkstone & Hythe	September 2017	Chilmark Consulting	Market housing 20% Affordable housing 6%
Ashford	June 2016	3 Dragons	Residential Market housing 20% Affordable housing 6% of cost Non-residential 20% of cost
Swale	December 2020	Aspinall Verdi	Residential Market housing 20% Affordable housing 6% BTR 13% Non-residential 20% of cost
Medway	December 2021	HDH	Residential 17.5% GDV BTR 15% Other 15% GDV
Maidstone	September 2021	Aspinall Verdi	Residential Market housing 20% Affordable housing 6% BTR 13% Non-residential 20% of cost
Tonbridge & Malling	July 2016	HDH	Residential Market housing 20% Affordable housing 6% Non-residential 15%
Tunbridge Wells	August 2018	Dixon Searle	Residential Market housing 15% - 20% Affordable housing 6% Commercial 15% - 20%

Source: Council websites (at December 2021)

7.38 In this assessment, the developers' return is assessed as 17.5% of the value of market housing and a 6% is applied to the value affordable housing[81]. Additionally, 17.5% is applied to First Homes as the sales risk lies with the developer. This approach is consistent with that used in the *Canterbury City Council CIL Viability Study* (Three Dragons, September 2018). In

---

[81] Through the November 2021 consultation R Agnew, Gladman Developments Ltd sought clarity as to what this assumption was applied to. This developer's return is calculated as a percentage of the value, rather than costs.

addition, a 15% return is assumed for non-residential development, student housing and Build to Rent.

Voids

7.39 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.

7.40 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

7.41 A pre-construction period of six months (from site acquisition, following the grant of planning consent) is assumed for all the sites. Each dwelling is assumed to be built over a nine-month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. The rate of delivery will be an important factor when 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.

7.42 A delivery rate of 50 units per outlet per year is assumed for large sites. On a site with 30% affordable housing this equates to 35 market units per year. 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.

7.43 Through the November 2021 consultation it was noted[82] that '*large strategic sites require bespoke timings that will need to be discussed and agreed on a site-by-site basis*'. This is agreed. In due course the Council will engage further with the site promoters.

Site Acquisition and Disposal Costs

Site holding costs and receipts

7.44 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.

---

[82] T Boxall, Avison Young for the University of Kent.

Acquisition costs

7.45 A simplistic approach is taken, it is assumed an allowance 1% for acquisition agents' and 0.5% legal fees.

7.46 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.47 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 purpose of this study is to consider and inform the development of the emerging Local Plan and then, to assess the cumulative impact of the policies on the planned development. The new Local Plan will replace the *Canterbury District Local Plan* (adopted 2017). At the time of this report the Council has not finalised a full set of policies as that will, in part, be informed by the wider evidence base, including this report. The Council completed a consultation in the options available in *Our Future District 2040*, that ended in August 2021.

8.2 In this report we have reviewed the options set out in *Our Future District 2040*, and updated these in line with national policy and the Council's emerging preferences.

8.3 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.

Housing

8.4 There are several policy areas under this heading.

Housing Mix

8.5 The *Canterbury City Council Housing Needs Assessment, Outcomes & Methodology* (Domus, May 2021) sets out the following dwelling mix requirements by tenure, type and size:

Table 8.1 HNA Housing Mix

	Tenure			Total Housing Mix	Previous SHMA Mix
Dwelling type/ size	Market Housing	Social/ Affordable Rent	Affordable Home Ownership		
Dwelling Type					
House	84%	45%	87%	74%	-
Flat	16%	55%	13%	26%	-
Number of bedrooms					
1 bedroom	4%	29%	7%	11%	11%
2 bedrooms	24%	30%	22%	25%	33%
3 bedrooms	46%	28%	51%	42%	35%
4+ bedrooms	26%	13%	20%	22%	21%
Dwelling Size/Type					
2-bedroom house	12%	15%	17%	14%	-
3-bedroom house	46%	28%	51%	42%	-
4+ bedroom house	26%	13%	20%	22%	-
1 bed Flat	4%	29%	7%	12%	-
2+ bed Flat	12%	15%	6%	11%	-

Source: Table 9: Dwelling mix requirements by tenure, type and size, *Canterbury City Council Housing Needs Assessment, Outcomes & Methodology* (Domus, May 2021)

8.6 This is clarified with the following commentary (paragraphs 4.10 and 4.11):

> *However, with the introduction of the First Homes scheme in June 2021, there is now a requirement for 25% of all affordable housing units delivered by developers through planning obligations to be First Homes. For the remaining 75% of affordable housing, social rent should be delivered 'in the same percentage as set out in the local plan'. The analysis presented in Section 3 suggests that around 50% of the identified affordable need is for social rented properties, based on local affordability and rental costs. PPG states the remainder of affordable housing tenures should be delivered in line with the proportion set out in local plan policy. Based on the analysis presented in Section 3, the remaining 25% would therefore be split between affordable rent (8%) and other affordable home ownership products (17%).*
>
> *This assessment is intended to be illustrative rather than providing a definitive policy recommendation; the split between affordable housing tenures would require viability testing. The proportion of social rent calculated here (50%) would be lower if affordable rents in Canterbury were more affordable. Recorded affordable rents are around 86–97% of the lower quartile market rent (see* ***Error! Reference source not found.****), higher than the recommended 80%. With affordable rents at 80%, after the 25% First Homes is accounted for, 43% of affordable need would be for social rent, 13% affordable rent, and 19% other affordable home ownership products.*

8.7 The Council has also referred us to the *Canterbury City Council Housing, Homelessness And Rough Sleeping Strategy 2018 – 2023* which sets out the following preferred mixes:

Table 8.2 Housing Strategy. Housing Mix		
Property type	**Market Housing**	**Affordable Housing**
1-bedroom	0-5%	18%
2-bedroom	26-31%	House - 21% Flat – 21%
3-bedroom	36-41%	31%
4 +-bedroom	23-28%	9%
Total	**100%**	**100%**

Source: Tables 3 and 6 of C*anterbury City Council Housing, Homelessness And Rough Sleeping Strategy 2018 – 2023*

8.8 These have informed the modelling. Having said this we have assumed that the higher density urban schemes are likely to have more flats (or be 100% flats) and the larger greenfield sites have more family housing. Additionally, in line with Paragraph 65 of the 2021 NPPF we have assumed a minimum of 10% Affordable Home Ownership units, and in line with paragraph 70-001-21210524 of the PPG that 25% of affordable housing is a First Home.

8.9 Through the November 2021 consultation a land promoter[83] observed that '*it is important to recognise that a generic mix rather than site specific consideration driven by the market and housing need does not allow for the necessary flexibility to adapt to changing needs. This would in turn impact viability if a greater mix of 2-bedroom dwellings is imposed on developments*'. This is agreed, however it is important to note that the Council is planning to pursue a housing mix, informed by the SHMA, so to ensure that new housing reflects the needs of the changing population. For this reason, it is important that it is reflected in the modelling.

8.10 The base modelling assumes 30% affordable housing on sites of 10 and larger and 6 and larger in the designated Rural Area being the AONB, being in line with the current policy (the Council does not currently seek affordable housing from student housing schemes). At the time of this report the Council has not settled on a preferred mix. The base appraisals assume the affordable housing for rent is assumed to be as Affordable Rent and a range of tenure mixes, including with Social Rent, are tested.

Specialist Older People's Housing

8.11 A need for this type of housing has been identified and the Council is considering requiring developers to include elements of such housing into larger sites.

8.12 Specialist Accommodation has been modelled in line with the definitions in the PPG (see Chapter 4 above).

---

[83] R Agnew, Gladman Developments Ltd.

Nationally Described Space Standards

8.13 The *Our Future District 2040* does not seek Nationally Described Space Standard (NDSS) technical requirements. 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.*

8.14 The following unit sizes are set out[84]:

Table 8.3 National Space Standards. Minimum gross internal floor areas and storage (m^2)

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

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

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

---

[84] https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard____Final_Web_version.pdf

Accessible and Disability-friendly Homes

8.16 The Council's current approach is for 20% of new properties to be built to M4(2) standards on major developments and Strategic Sites. The preferred option is to move to a situation where around 15% of new properties to be built to M4(2) standards, and around 5% to be built to M4(3) standards on major developments and Strategic Sites.

8.17 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 B4[85]) 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)[86], 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)).

8.18 The cost of a wheelchair adaptable dwelling, based on the Wheelchair Housing Design Guide for a 3-bed house, is taken to be £10,111 per dwelling[87]. The cost of Category 2 is taken to be £521[88]. These costs have been indexed[89] by 29.4% to £13,083/dwelling and £674/dwelling respectively.

8.19 These requirements have been tested. In addition, a requirement where 95% of homes are built to M4(2) standards, and 5% to be built to M4(3) standards will be tested.

Self and Custom Build Housing

8.20 The Council is exploring several options in this regard, but has not yet developed a policy. To inform the development of policy we have considered a 5% requirement on sites of 20 units and larger.

---

[85] https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-m

[86] https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/150327_-_HSR_IA_Final_Web_Version.pdf

[87] Paragraph 153 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

[88] Paragraph 157 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

[89] BCIS Index 1Q 2014 = 316, Q4 2021 = 409.

Housing Density

8.21 The modelling in the emerging Strategic Land Availability Assessment (SLAA) is based on the following assumptions (that are then tailored to the specific sites).

Table 8.4 Net Developable Area and Density Assumptions

	Size of site	**Developable area**	**Average Density (dph)***	**Infrastructure Considerations**
Homes	82 ha+	52%	35	On the basis that 1500+ homes will require an on-site primary school (2.05ha) some non-residential (7% of total site area) & all OS types to be provided on-site
	16 - 82ha	54%	35	On the basis that 300 - 1499 homes will need some on-site non-residential (7% of total site area) & all OS types to be provided on-site
	7.5 - 15.9 ha	58%	35	all OS types to be provided on-site
	3.5 - 7.4 ha	60%	35	all on-site except allotments and outdoor sports (off-site contributions apply for Outdoor Sports)
	below 3.4ha	78%	35	Amenity OS and Green Corridors to be provided on-site (Off-site contributions apply for Parks & Gardens, Fixed Play, Outdoor Sport and Semi Natural)
Flats	Any urban	88%	80	Green Corridors to be provided on-site (Off-site contributions apply for Parks & Gardens, Amenity OS, Fixed Play, Outdoor Sport and Semi Natural)

*unless site location/characteristics dictate an alternative density.

Source: CCC (October 2021)

8.22 The preferred option is that '*site allocation densities would be influenced by the local distinctiveness and character so that housing fits in with surroundings*', that is to say the above are largely used as a starting point, and then regard is given to the local specifics. The modelling in this report is consistent with these assumptions. A range of site types and sizes have been modelled to be representative of the type of development that is planned in the CCC area. The detail of the modelling is presented in Chapter 9 below.

8.23 Through the November 2021 consultation a land promoter[90] commented that volume housebuilders 'would typically pursue a blended 37/38dph level'. Whilst this is noted it is important that the modelling in this assessment is broadly in line with the Council's wider assumptions. The impact of varied densities has been tested.

8.24 It is assumed that the requirements for carparking can be met within the above densities.

---

[90] T Wilsher for Hallam Land.

Community Infrastructure

8.25 This is a broad policy area that requires new development provides the appropriate infrastructure and mitigation. This is delivered through developer contributions that are either make through CIL or the s106 / s278 regime. The Council has adopted CIL as set out below.

8.26 The Council also seeks payments from developers to mitigate the impact of the development through improvements to the local infrastructure. In this study it is important that the costs of mitigation are reflected in the analysis. In the Canterbury City Council CIL Viability Study (Three Dragons, September 2018) the following assumptions were used for s106 costs:

Strategic sites	£21,000 per unit
150 dwellings	£15,000 per unit
5 dwellings	£5,000 per unit

8.27 We have reviewed the recent s106 contributions agreed by the Council and by Kent County Council:

Table 8.5 Average 106 contributions

	Year	**2019 - 2020**	**2020 - 2021**
CCC	Schemes	67	31
	Units	845	1,142
	Secured	£1,378,616	£2,443,065
	Average	**£1,631**	**£2,139**
KCC	Schemes	4	5
	Units	150	5,546
	Secured	£422,002	£58,033,889
	Average	**£2,813**	**£10,464**

Source: CCC data

8.28 The KCC contributions relate mainly to large sites, whilst the majority of the CCC contributions relate to the Special Protection Areas (see below). Having discussed this with the Council. in this iteration a base assumption of £5,000/unit (in addition to CIL) is used in relation to the typologies of 1 to 9 units and £15,000/unit (in addition to CIL) is used in relation to the typologies of 10 units and larger. These are a substantial increase on the allowance of £2,500/unit used in the initial iteration of this report and more than is currently sought.

8.29 The Council are working with Infrastructure providers to establish the costs of strategic infrastructure and mitigation for the Strategic Sites. This work is ongoing, however based on the current, best available information, the following costs are used:

a. Transport and Highways £197,000,000 ÷ 12,715 units = £15,500/unit

b.	Education	£13,030/house[91], £3,257/flat[92].
c.	Community Facilities	£339/dwelling[93]
d.	Health Facilities	£7,776,000 ÷ 12,715 units = £612/unit

8.30 These costs are rounded up to £30,000/house and £20,000/flat and are used in relation to the Strategic Sites. It is assumed that this is addition to CIL. The Council will continue to develop these costs and, if necessary, update these assumptions in due course.

8.31 It is acknowledged that the costs of strategic infrastructure and mitigation costs can vary considerably. A range of requirements of up to £60,000/unit are tested.

8.32 The Council seeks payments in relation to two Special Protection Areas based on the following rates:

a. Contributions for Thanet Coast and Sandwich Bay SPA

1 bedroom (per home)	£355
2 bedrooms (per home)	£498
3 bedrooms (per home)	£670
4 or more bedrooms (per home)	£848

b. Contributions for Thames, Medway & Swale SPA

1 bedroom (per home)	£144.86
2 bedrooms (per home)	£203.68
3 bedrooms (per home)	£274.48
4 or more bedrooms (per home)	£347.45

8.33 The areas are shown on the following map.

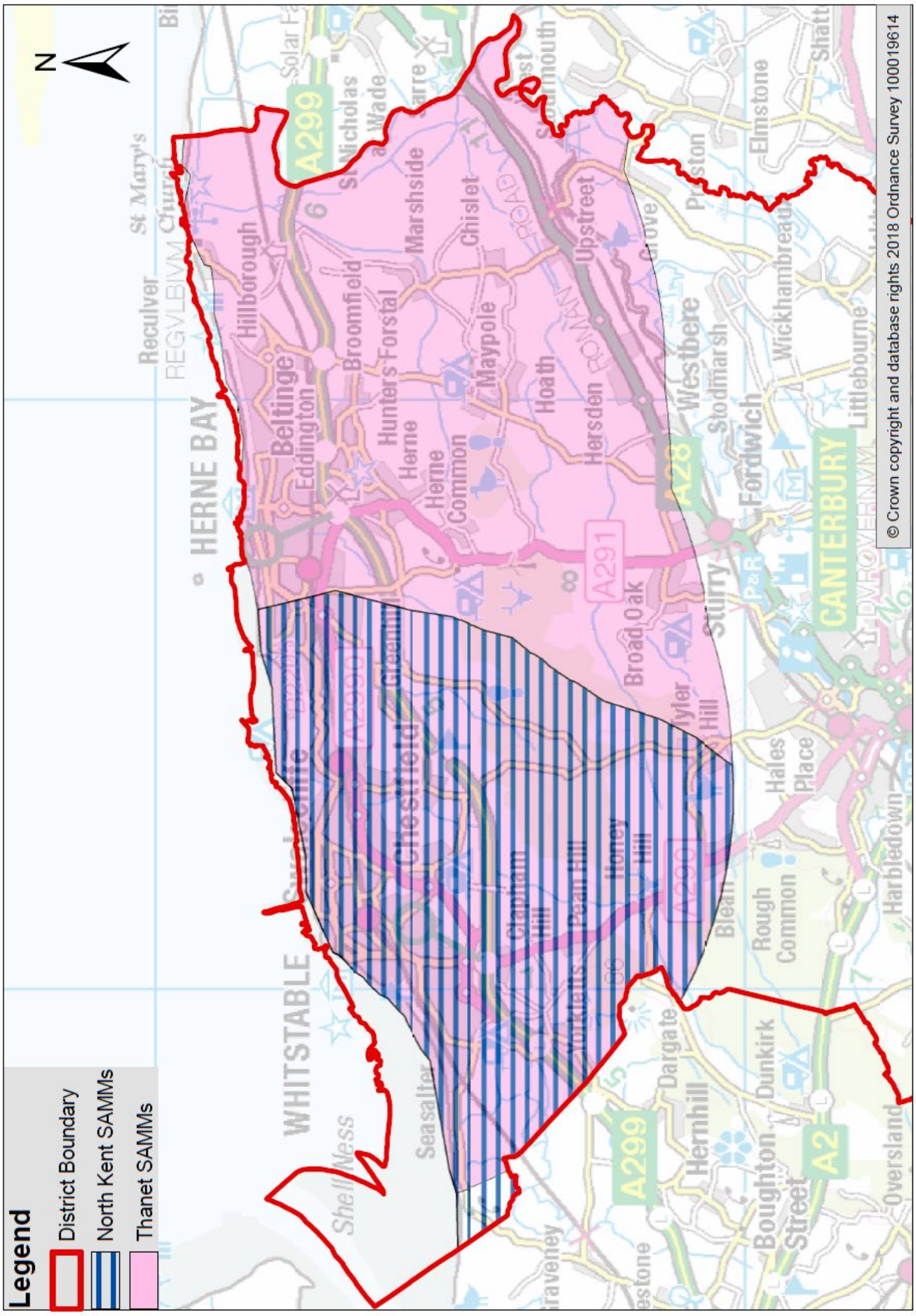
---

[91] Primary @ £6,800, secondary @ £5,176, special needs @ £1,051.52

[92] Primary @ £1,700, secondary @ £1,294, special needs @ £262.96

[93] Libraries @ £55.45, Youth @ £65.50, Community Learning @ £16.42, Adult Social Services @ £146.88, Waste @ £54.47

Figure 8.1 Special Protection Area



Source: CCC (July 2021)

8.34 These rates are assumed to be within the allowances set out above.

Nutrient Neutrality

8.35 This topic was raised at the November 2021 consultation event and subsequently[94] [95]. At the time of this report (December 2021) the Council have confirmed that this is something that will need to be addressed and that this is likely to be a cost for developers. At this stage they do not have a strategy that is sufficiently well developed to understand what the cost may be.

8.36 A range of developer contributions have been tested to explore the effect of higher developer contributions on development viability can be understood.

Community Infrastructure Levy

8.37 The Council started charging CIL from 1st April 2020 as per the CIL Charging Schedule:

Zone and Use	**Levy (£/sqm)**
Residential development Charging Zone A Charging Zone B	 £187 £82
Older person housing development (retirement and supported living) Charging Zone A Charging Zone B	 £187 £0
Strategic development sites Charging Zone C - all chargeable development	 £0
Retail Development Charging Zone D	 £0
Supermarket development Charging Zone E (all areas not within Zone C or Zone D)	 £37
Comparison retail development Charging Zone E (all areas not within Zone C or Zone D)	 £178
Hotel development Charging Zone E (all areas not within Zone C or Zone D)	 £34
Flatted development of 11 or more dwellings where no other residential development is proposed District wide	 £0
Student accommodation development District wide	 £103
All other uses not identified above District wide	 £0

Source: Table 4.1, CIL Charging Schedule (CCC February 2020)

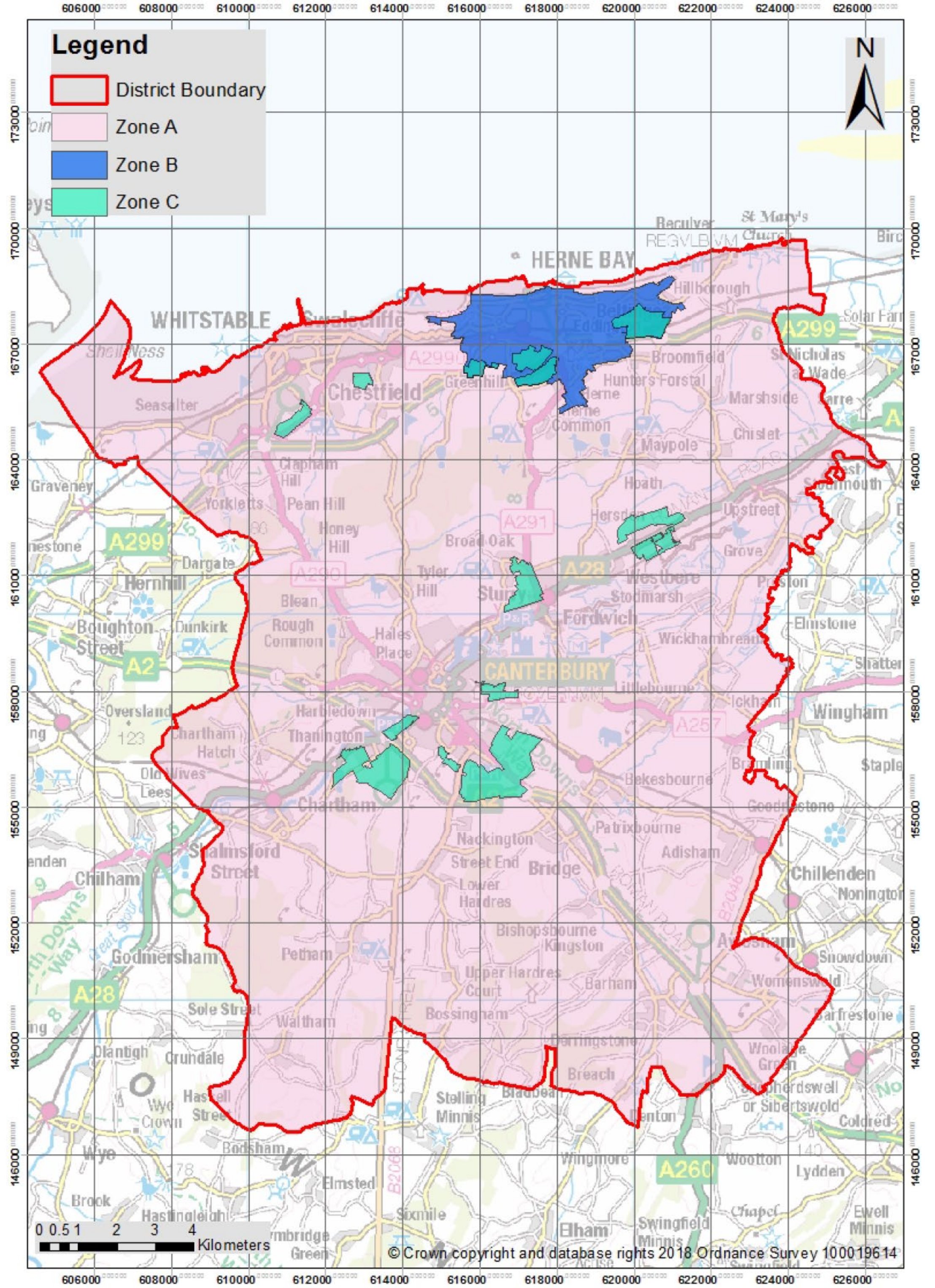
---

[94] R Agnew, Gladman Developments Ltd.

[95] B Geering for Quinn Estates.

8.38 Broadly speaking, Zone B is the built-up area of Herne Bay, Zone C is the strategic allocations under the *Canterbury District Local Plan* (adopted 2017) and Zone A is the remaining areas of the District, including the built-up areas of Canterbury and Whitstable.

Figure 8.2 CIL Charging Zones (Residential)



Source: MapA.1, CIL Charging Schedule (CCC February 2020)

8.39 The Council has adopted a *CIL Instalments and Payment in Kind Policy* (February 2020) that sets out that all payments are payable within the first year of a development:

> *1.2 The Community Infrastructure Levy will be payable as follows:*
>
> *1.3 Where the chargeable amount is less than £50,000 the chargeable amount will be payable within 60 days of commencement.*
>
> *1.4 Where the chargeable amount is equal to or greater than £50,000 and less than £250,000 the chargeable amount will be payable over two instalments: 50% within 90 days of commencement and 50% within 180 days of commencement.*
>
> *1.5 Where the chargeable amount is equal to or greater than £250,000 the chargeable amount will be payable over two instalments: 25% within 90 days of commencement, 75% within 360 days of commencement.*

8.40 The above rates and instalment policy are built into the base modelling.

8.41 Through the November 2021 consultation a developer[96] commented on the option of s106 rather than CIL being the preferred funding route on Strategic Sites. This is noted. It is important that the base analysis assumes CIL at the prevailing rates as this is an unavoidable cost of development so long as the CIL Charging Schedule is in place.

Design

8.42 The current preferred option is to follow the Government's consultation in January 2021, under the title *National Planning Policy Framework and National Model Design Code: consultation proposals*[97]. The proposed National Design Code does not add to the cost of development over and above those already covered in the base costs (including for fees). Rather it sets out good practice in a consistent format. It will provide a checklist of design principles to consider for new schemes, including street character, building type and requirements addressing wellbeing and environmental impact. Local authorities can use the code to form their own local design codes.

Water Efficiency

8.43 In the base assumptions, it is assumed that measures to reduce the use of water, in line with the enhanced building regulations, will be introduced. The costs are modest, likely to be less than £5/dwelling[98]. This cost was based in 2014 so has been indexed[99] to £6/dwelling.

8.44 The Council is also considering going further than this:

---

[96] B Geering for Quinn Estates

[97] National Planning Policy Framework and National Model Design Code: consultation proposals - GOV.UK (www.gov.uk)

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

[99] BCIS Index 1Q 2014, Q1 2021.

> *This option would build on Option HNC8H by requiring large or strategic sites to show water efficiency standards that exceed the current building regulations, to achieve a maximum use of 90 litres per person per day of potable water (including external water use).*
>
> *This would expect large or strategic sites to show water efficiency and demand management measures to be implemented to minimise water use and maximise the recycling and reuse of water resources, using integrated water management solutions.*

8.45 We have assumed that would be achieved through features such as rainwater harvesting. There are few published costs, although figures of £2,000 to £3,000 are sometimes quoted[100]. 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 cost is not incorporated into the base assumptions, but is tested as a scenario.

Biodiversity Net Gain

8.46 The Environment Act 2021 requires 10% Biodiversity Net Gain. The requirement is that developers ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity – such as through the creation of green corridors, planting more trees, or forming local nature spaces.

8.47 CCC's preferred option is to seek 20% Biodiversity Net Gain (BNG). Green improvements on-site would be preferred (and expected), but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.

8.48 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.

8.49 The approach to modelling the costs of BNG has been expanded following the November 2021 consultation, in response to comments made[101]. The Government's impact assessment[102] suggests an average cost of scenarios including where all the provision is on-site and where all is off-site.

---

[100] For example by the UK Rainwater Harvesting Association.

[101] T Wilsher for Hallam Land.

[102] 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 8.6 Cost of Biodiversity Net Gain – South East

2017 based costs

	Scenario A 100% on-site	**Scenario C** 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

8.50 It is assumed provision will be on-site on greenfield sites and off-site on brownfield sites (this approach is different to that taken in the pre-consultation report). The percentage uplift costs from the above table are used as the costs per ha/unit are a little historic.

8.51 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.

8.52 Through the November 2021 consultation two land promoters[103] [104] questioned whether the requirement for 20% Biodiversity Net Gain would impinge on the capacity of development sites. Having discussed this with the Council we understand this is not the case.

Open Space

8.53 *Our Future District 2040* does not propose specific open space standards. We have assumed that the current requirements continue to be sought:

---

[103] T Wilsher for Hallam Land.

[104] R Agnew, Gladman Developments Ltd.

Table 8.7 CCC Open Space Standards Ha per 1,000 people	
Parks and Gardens	0.3
Green Corridors	Min 1.3 Max 1.7
Amenity Open Space	Min 1.3 Max 1.7
Play Areas	0.3
Outdoor Sport	0.9
Semi-natural	4.0
Allotments	15 plots at 0.025ha

Source: CCC (June 2021)

8.54 In calculating the on-site requirements the following occupancy rates are assumed to apply.

Table 8.8 CCC Open Space Standards – Occupancy Rates	
1 Bedroom Flat	1.33
2 Bedroom House or Flat	1.87
3 Bedroom House	2.52
4+ Bedroom House	3.19
Student Housing (per room)	1

Source: CCC (June 2021)

8.55 These requirements are incorporated into the modelling, however it important to note that these requirements are currently being updated by the Council.

Water Management

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

Climate Change

8.57 The Council’s referred option in this regard is for ‘*all new homes delivered to net zero*’:

> *This option would incorporate new standards into the new Local Plan at full net zero operational emissions.*

> *The method for determining this at design stage would need to be set out using an agreed approach, like the emissions rate in the Standard Assessment Procedure or Passive House design, and then checked at the completion stage through the Energy Performance Certificate or Passive House Certification.*
>
> *This option would also include a method for payment for any developments failing to meet the standard using an agreed carbon price which would contribute to a district decarbonisation fund.*

8.58 In this regard we have reviewed the internal working draft of the *Canterbury City Council Climate Action Strategy 2020-2030*. 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. The costs will depend on the specific changes made and are considered in Chapter 3 of the 2019 Government Consultation[105]. The Government has announced that it plans to introduce the Future Homes Standard Option 2 through changes to Building Regulations.

> a. ***Option 2 - 'Fabric plus technology'***. *This would be a 31% reduction in CO2 from new dwellings, compared to the current standards. This option is likely to encourage the use of low-carbon heating and/or renewables. The performance standard is based on the energy and carbon performance of a home with:*
>
> *i. an increase in fabric standards (but not as high an increase as in Option 1, likely to have double rather than triple glazing)*
>
> *ii. a gas boiler*
>
> *iii. a waste water heat recovery system.*
>
> *iv. iv. Photovoltaic panels*
>
> *Meeting the same specification would add £4847 to the build-cost of a new home and would save households £257 a year on energy bills. The estimated impact on housebuilding is discussed in the impact assessment.*
>
> *3.10. The option 2 specification would give a CO2 saving of only 22% for flats due to the standard including solar panels and flats having a smaller roof area per home. The additional cost per flat is also less at £2256.*
>
> *3.11. In practice, we expect that some developers would choose less costly ways of meeting the option 2 standard, such as putting in low-carbon heating now. This would cost less than the full specification, at £3134 for a semi-detached house.*

8.59 These costs have been indexed. Approximately, Option 2 would add about 3%[106] to the base cost of construction and are assumed to apply in the base appraisals. This approach was confirmed[107] through the November 2021 consultation. Alternatively, through the November

---

[105] 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).

[106] BCIS Nov 2022 409.1 from BCIS Oct 2018 354.2 = 15.5%. £3,134x15.5%+£3,620. £3,620/85m^2 = £42.60/m^2. £42.60/m^2 / (BCIS Estate Housing £1,444 = 3%

[107] T Wilsher for Hallam Land.

2021 consultation a land promoter suggested that these costs may be too low and should be kept under review (no supporting information was provided).

8.60 In addition to the above CCC is expecting new major residential development to be Zero Carbon. There are no specific costs of higher standards that are published by the Government. There are however a number of other published sources. *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.

8.61 The Government consultation is 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 construction[108].

b. The cumulative costs over Part L 2013 for certified Passivhaus is about:

    i. £12,000 per detached house (based on 117m^2, £103/m^2 or an additional 7.6% in costs).

    ii. £7,100 per terraced house (based on 84m^2, £85/m^2 or an additional 5.8% in costs).

    iii. £2,750 per low rise flat (based on 70m^2, £39/m^2 or an additional 2.9% in costs).

c. The cost of Zero Regulated Carbon[109] and Zero Regulated and Un-Regulated Carbon[110] is about as follows[111]:

---

[108] Figure 4.10.

[109] Regulated energy use that 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).

[110] Unregulated energy use that is not controlled by Part L of Building Regulations. In homes this includes energy use for cooking, white goods and small power (eg, TV's, 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.

[111] Figure 4.10.

Table 8.9 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							
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)

8.62 These additional costs are tested. The base assumptions assume are based on the zero regulated carbon, with air-sourced heat pumps (7%). The zero un-regulated carbon, with air-sourced heat pumps is also tested (10%). The additional cost is taken as a percentage cost rather than a £/m^2 figure.

8.63 It is timely to note that building to higher standards that result in lower running costs does result in higher values[112].

8.64 The above relates to residential development. The performance of non-residential development is normally assessed using the BREEAM system[113]. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research[114] 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

---

[112] 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.)

[113] 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.

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

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.

8.65 The Council's preferred option is that all commercial buildings are built to the Zero Carbon standard. In this instant we have assumed that this would be implemented in a similar way to the development under the London Plan. In London the GLA seek a 15% reduction in carbon emissions from energy efficiency, a total on-site reduction of 35% and the achievement of zero regulated carbon emissions using allowable solutions, all in comparison to the emissions from a Part L 2013 compliance building with gas heating.

8.66 In this regard it was estimated that the following costs were identified:

Table 8.10 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 CO2 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)

8.67 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%.

8.68 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 office building in the context of carbon pricing and a 35% CO_2 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).

8.69 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 5%, 10%, 15% and 20% additional costs.

On-Site Generation

8.70 The Council is incorporating the requirement for development to incorporate on-site generation. To a large extent to meet the Zero Carbon requirements as discussed above. These will be a requirement so is not considered to be an additional cost.

Electric Vehicle Charging

8.71 The Council is planning to seek that '*all off-street parking spaces in all developments to have 'active' EV charging points. Where on-street parking is provided, we would ask that 20% are 'active' (to include allocated spaces for visitors) and 80% have 'passive' infrastructure to allow the transition to EV over the period of the Local Plan*'.

8.72 EV Charging facilities are now 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.*

8.73 It is assumed that all new homes have EV charging points. A cost of £976/unit[115] has been modelled, although it is important to note that this is for a full installation. The fitting of a 33amp fused spur, to a convenient location, for the later installation of a charger by the householder would be a minimal cost[116].

8.74 Through the November 2021 consultation it was noted[117] that as follows:

> *There will be different means of providing EV charging to off-street and on-street locations; the former could be achieved via a charging unit fixed to the wall or inside the garage of a new dwelling (and the rate proposed would appear adequate for this type of provision), whereas the latter, in a parking court or an on-street visitor parking bay for example, would require a standalone bollard-type charging unit costing considerably more. Therefore, utilising a single rate for EV provision would be inappropriate.*

---

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

[116] We take this opportunity to comment in relation to EV charging points. This is an area where there is not industry standardisation (Audi cannot use a Tesla point etc), so we would suggest that rather than requiring developers to install charging points, a more pragmatic approach would be to require a 33amp fused spur to be provided to a convenient point for the householder to install the appropriate unit in due course.

[117] T Wilsher for Hallam Land.

8.75 We agree with these comments, however the Government's announcement requires that all new homes will include a EV Charger. We have taken this at face value and included this cost in the modelling.

8.76 It was also noted[118] that it may be necessary to '*recognise the costs of wider infrastructure, such as additional sub-stations'*. This would be reflected in the site cost assumptions.

---

[118] R Agnew, Gladman Developments Ltd.

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 *Canterbury District Local Plan* (adopted 2017). The capacity of sites has been estimated by the Council through its work on the Strategic Land Availability Assessment (SLAA).

Table 9.1 Net Developable Area and Density Assumptions

	Size of site	Developable area	Average Density (dph)*	Infrastructure Considerations
Homes	82 ha+	52%	35	On the basis that 1500+ homes will require an on-site primary school (2.05ha) some non-residential (7% of total site area) & all OS types to be provided on-site
	16 - 82ha	54%	35	On the basis that 300 - 1499 homes will need some on-site non-residential (7% of total site area) & all OS types to be provided on-site
	7.5 - 15.9 ha	58%	35	all OS types to be provided on-site
	3.5 - 7.4 ha	60%	35	all on-site except allotments and outdoor sports (off site contributions apply for Outdoor Sports)
	below 3.4ha	78%	35	Amenity OS and Green Corridors to be provided on-site (Off site contributions apply for Parks & Gardens, Fixed Play, Outdoor Sport and Semi Natural)
Flats	Any urban	88%	80	Green Corridors to be provided on-site (Off site contributions apply for Parks & Gardens, Amenity OS, Fixed Play, Outdoor Sport and Semi Natural)
*unless site location/characteristics dictate an alternative density.				

Source: CCC (October 2021)

9.4 The SLAA uses similar assumptions for green and brownfield sites, and this is reflected in the modelling. Generally, we would expect brownfield sites to come forward at greater densities, with less detached housing, than greenfield sites, at least in part due to their more urban locations. In the case of all but the largest sites these net developable area assumptions are somewhat less than those required to provide the full open space requirements set out in Chapter 8 above.

9.5 In this iteration of this report, we have modelled based on the following assumptions in the base appraisals.

9.6 The density in the base appraisals is calculated per net developable hectare at the following rates:

a.	Greenfield	35dph (25dph within the AONB)
b.	Urban Brownfield flats	80dph

9.7 In addition to the above, several brownfield typologies are based on a density of 40dph. Whilst this is a lower density to that the Council expects to come forward, it has been included for completeness, and to reflect the fact that some windfall sites may come forward as slightly higher density housing, rather than flatted development.

9.8 The following gross/net assumptions are also used:

a. On the greenfield sites of 10 and larger, we have added the open space requirement as per the current open space requirements. This gives a net developable area of under 60% which is at the bottom of the normal range for all but the largest greenfield sites.

b. On the larger brownfield sites, the SLAA assumption of 78% net developable hectare is used.

c. On the flatted schemes, the SLAA assumption of 88% net developable hectare is used.

d. On the small sites of less than 10 units (greenfield and brownfield), the net developable area is taken to be the whole site (100%), reflecting the fact that such small sites are unlikely to accommodate public open space and other requirements on-site.

e. The Strategic Sites are modelled based on their actual areas.

9.9 We have been provided with a working draft of the Council's SLAA, 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 is useful to inform the modelling.

9.10 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.

1.22 The 17 potential Strategic Sites are modelled individually. In May 2022 the final list of potential Strategic Sites was completed in May 2022 at which point the modelling was updated so to be consistent with the updated information.

9.11 The modelling of the typologies and the potential Strategic Sites is summarised in the following tables:

Table 9.2 Modelled Typologies

V Large Green 300	Units	300	Modelled on preferred housing mix. Net area plus POS of 6.400ha provided on-site - 57% net developable.
	Gross	14.778	
	Net	8.571	
1	Density	35.0	
Large 200	Units	200	Modelled on preferred housing mix. Net area plus POS of 4.019ha provided on-site - 58% net developable.
	Gross	9.852	
	Net	5.714	
2	Density	35.0	
Large Green 100	Units	100	Modelled on preferred housing mix. Net area plus POS of 2.135ha provided on-site - 57% net developable.
	Gross	4.762	
	Net	2.857	
3	Density	35.0	
Medium Green 50	Units	50	Modelled on preferred housing mix. Net area plus POS of 1.060ha provided on-site - 57% net developable.
	Gross	1.832	
	Net	1.429	
4	Density	35.0	
Medium Green 30	Units	30	Modelled on preferred housing mix. Net area plus POS of 0.633ha provided on-site - 58% net developable.
	Gross	1.099	
	Net	0.857	
5	Density	35.0	
Medium Green 30 LD	Units	30	Modelled on preferred housing mix. Lower density (AONB/ villages). Net area plus POS of 0.668ha provided on-site - 64% net developable.
	Gross	1.538	
	Net	1.200	
6	Density	25.0	
Medium Green 20	Units	20	Modelled on preferred housing mix. Net area plus POS of 0.414ha provided on-site - 58% net developable.
	Gross	0.733	
	Net	0.571	
7	Density	35.0	
Medium Green 20 LD	Units	20	Modelled on preferred housing mix. Lower density (AONB/ villages)). Net area plus POS of 0.438ha provided on-site - 65% net developable.
	Gross	1.026	
	Net	0.800	
8	Density	25.0	

Medium Green 12	Units	12	Net area plus POS of 0.257ha provided on-site - 57% net developable.
	Gross	0.440	
	Net	0.343	
9	Density	35.0	
Medium Green 12 LD	Units	12	Lower density (AONB/villages). Net area plus POS of 0.280ha provided on-site - 63% net developable.
	Gross	0.615	
	Net	0.480	
10	Density	25.0	
Small Green 9	Units	9	Small green, below affordable threshold. 100% net developable
	Gross	0.257	
	Net	0.257	
11	Density	35.0	
Small Green 9 LD	Units	9	Lower density, small green, below affordable threshold. 100% net developable
	Gross	0.360	
	Net	0.360	
12	Density	25.0	
Small Green 9 LD - DRA/AONB	Units	9	Lower density, small green, above affordable threshold (AONB). 100% net developable
	Gross	0.360	
	Net	0.360	
13	Density	25.0	
Small Green 6	Units	6	Small green, below affordable threshold. 100% net developable
	Gross	0.171	
	Net	0.171	
14	Density	35.0	
Small Green 6 LD	Units	6	Lower density, small green, below affordable threshold. 100% net developable
	Gross	0.240	
	Net	0.240	
15	Density	25.0	
Small Green 6 LD - DRA	Units	6	Lower density, small green, above affordable threshold (AONB). 100% net developable
	Gross	0.240	
	Net	0.240	
16	Density	25.0	
Small Green 3	Units	3	Small greenfield site. 100% net developable.
	Gross	0.086	
	Net	0.086	
17	Density	35.0	

Large Brown 100	Units	100	Modelled on preferred housing mix at 40pdh. 78% net developable - some off-site POS.
	Gross	3.205	
	Net	2.500	
18	Density	40.0	
Medium Brown 50	Units	50	Modelled on preferred housing mix at 40pdh. 78% net developable - some off-site POS.
	Gross	1.603	
	Net	1.250	
19	Density	40.0	
Medium Brown 20	Units	20	Modelled on preferred housing mix at 40pdh. 78% net developable - some off-site POS.
	Gross	0.641	
	Net	0.500	
20	Density	40.0	
Small Brown 10	Units	10	Modelled at 40pdh. 78% net developable - some off-site POS.
	Gross	0.321	
	Net	0.250	
21	Density	40.0	
Small Brown 6	Units	6	Modelled at 40pdh. Below affordable threshold. 100% net developable.
	Gross	0.150	
	Net	0.150	
22	Density	40.0	
Large Brown HD 100	Units	100	Flatted scheme. 88% net developable. Off-site POS.
	Gross	1.420	
	Net	1.250	
23	Density	80.0	
Medium Brown HD 50	Units	50	Flatted scheme. 88% net developable. Off-site POS.
	Gross	0.710	
	Net	0.625	
24	Density	80.0	
Medium Brown HD 20	Units	20	Flatted scheme. 88% net developable. Off-site POS.
	Gross	0.284	
	Net	0.250	
25	Density	80.0	
Small Brown 10 HD	Units	10	Flatted scheme. 88% net developable. Off-site POS.
	Gross	0.142	
	Net	0.125	
26	Density	80.0	

BTR Green 50	Units	50	Build to Rent housing scheme. Assumes all affordable is as affordable rent. POS requirement of 1.082ha to give net developable area of 57%.
	Gross	1.832	
	Net	1.429	
27	Density	35.0	
BTR 60 - Flats	Units	60	Build to Rent flatted scheme. Net developable as 88%.
	Gross	0.852	
	Net	0.750	
28	Density	80.0	

Source: (December 2021)

9.12 This is summarised as follows:

Table 9.3 Summary of Modelled Typologies

			Current Use	Units	Area Ha				Density Units/ha		Density
					Total	Gross	Net	%	Gross	Net	m2/ha
1	V Large Green 300	Green	Agricultural	300	14.972	14.778	8.571	58.0%	20.30	35.00	3,217
2	Large 200	Green	Agricultural	200	9.733	9.852	5.714	58.0%	20.30	35.00	3,045
3	Large Green 100	Green	Agricultural	100	4.992	4.762	2.857	60.0%	21.00	35.00	3,221
4	Medium Green 50	Green	Agricultural	50	2.488	1.832	1.429	78.0%	27.30	35.00	3,199
5	Medium Green 30	Green	Agricultural	30	1.490	1.099	0.857	78.0%	27.30	35.00	3,192
6	Medium Green 30 LD	Green	Agricultural	30	1.868	1.538	1.200	78.0%	19.50	25.00	2,477
7	Medium Green 20	Green	Agricultural	20	0.986	0.733	0.571	78.0%	27.30	35.00	3,119
8	Medium Green 20 LD	Green	Agricultural	20	1.238	1.026	0.800	78.0%	19.50	25.00	2,444
9	Medium Green 12	Green	Paddock	12	0.600	0.440	0.343	78.0%	27.30	35.00	3,273
10	Medium Green 12 LD	Green	Paddock	12	0.760	0.615	0.480	78.0%	19.50	25.00	2,623
11	Small Green 9	Green	Paddock	9	0.257	0.257	0.257	100.0%	35.00	35.00	3,582
12	Small Green 9 LD	Green	Paddock	9	0.360	0.360	0.360	100.0%	25.00	25.00	2,558
13	Small Green 9 LD - DRA/AONB	Green	Paddock	9	0.360	0.360	0.360	100.0%	25.00	25.00	2,289
14	Small Green 6	Green	Paddock	6	0.171	0.171	0.171	100.0%	35.00	35.00	3,582
15	Small Green 6 LD	Green	Paddock	6	0.240	0.240	0.240	100.0%	25.00	25.00	3,042
16	Small Green 6 LD - DRA	Green	Paddock	6	0.240	0.240	0.240	100.0%	25.00	25.00	2,542
17	Small Green 3	Green	Paddock	3	0.086	0.086	0.086	100.0%	35.00	35.00	4,550
18	Large Brown 100	Brown	PDL	100	3.205	3.205	2.500	78.0%	31.20	40.00	3,682
19	Medium Brown 50	Brown	PDL	50	1.603	1.603	1.250	78.0%	31.20	40.00	3,754
20	Medium Brown 20	Brown	PDL	20	0.641	0.641	0.500	78.0%	31.20	40.00	3,824
21	Small Brown 10	Brown	PDL	10	0.321	0.321	0.250	78.0%	31.20	40.00	3,940
22	Small Brown 6	Brown	PDL	6	0.150	0.150	0.150	100.0%	40.00	40.00	4,027
23	Large Brown HD 100	Brown	PDL	100	1.420	1.420	1.250	88.0%	70.40	80.00	5,982
24	Medium Brown HD 50	Brown	PDL	50	0.710	0.710	0.625	88.0%	70.40	80.00	5,982
25	Medium Brown HD 20	Brown	PDL	20	0.284	0.284	0.250	88.0%	70.40	80.00	5,980
26	Small Brown 10 HD	Brown	PDL	10	0.142	0.142	0.125	88.0%	70.40	80.00	6,186
27	BTR Green 50	Green	Agricultural	50	2.511	1.832	1.429	78.0%	27.30	35.00	3,266
28	BTR 60 - Flats	Brown	PDL	60	0.852	0.852	0.750	88.0%	70.40	80.00	4,994

Source: HDH (December 2021)

Table 9.4 Summary of Strategic Sites

			Current Use	Units	Area Ha				Density Units/ha		Density
					Total	Gross	Net	%	Gross	Net	m2/ha
1	Merton Park	Green	Agricultural	1,580	86.830	86.813	45.143	52.0%	18.20	35.00	3,219
2	W of Hollow Lane	Green	Agricultural	773	40.890	40.899	22.086	54.0%	18.90	35.00	3,217
3	Milton Manor House	Green	Agricultural	80	3.800	3.810	2.286	60.2%	21.00	35.00	3,259
4	S of Littlebourne Rd	Green	Agricultural	1,461	77.300	77.302	41.743	54.0%	18.90	35.00	3,214
5	N of Railway, S of Bel	Green	Agricultural	644	34.060	34.074	18.400	54.0%	18.90	35.00	3,220
6	At Bekesbourne Ln at	Green	Agricultural	86	3.150	3.150	2.457	78.0%	27.30	35.00	3,251
7	Uni of Kent B	Green	Agricultural	1,199	63.450	63.439	34.257	54.0%	18.90	35.00	3,214
8	Brooklands Fm	Green	Agricultural	1,198	63.400	63.386	34.229	54.0%	18.90	35.00	3,213
9	S of Thanet Way	Green	Agricultural	255	12.540	12.562	7.286	58.1%	20.30	35.00	3,222
10	At Golden Hill	Green	Agricultural	120	5.714	5.714	3.429	60.0%	21.00	35.00	3,192
11	At Cooting Fm	Green	Agricultural	1,638	90.000	90.000	46.800	52.0%	18.20	35.00	3,216
12	W & E Cooting Ln	Green	Agricultural	778	41.170	41.164	22.229	54.0%	18.90	35.00	3,217
13	SE of Cooting Ln	Green	Agricultural	253	12.440	12.463	7.229	58.1%	20.30	35.00	3,215
14	Aylesham South	Green	Agricultural	420	12.000	12.000	12.000	100.0%	35.00	35.00	3,210
15	Off The Hill, Littlebou	Green	Agricultural	302	15.990	15.979	8.629	54.0%	18.90	35.00	3,216

Source: HDH (May 2022)

9.13 Through November 2021 consultation, it was observed[119] that the density assumptions were appropriate – subject to them being kept under review as the SLAA is updated.

9.14 It is important to note that CIL is only applicable to net new development, and conversions and development may qualify for Vacant Building Credit[120]. The rules in this area of planning are complex and is unlikely that both CIL Relief and Vacant Buildings Credit would apply.

Older People's Housing

9.15 A private Sheltered/retirement and an Extracare scheme have been modelled, each on a 0.5ha site as follows.

9.16 A private Sheltered/retirement scheme of 30 x 1 bed units of 50m^2 and 30 x 2 bed units of 75m^2 to give a net saleable area of 3,750m^2. We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,500m^2.

9.17 An Extracare scheme of 36 x 1 bed units of 65m^2 and 24 x 2 bed units of 80m^2 to give a net saleable area of 4,260m^2. We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m^2.

Student Housing and Shared Living

9.18 Two forms of student accommodation have been modelled, the Cluster Flat model and the Studio Flat model. Cluster Flats are groups of rooms (en-suite or not) sharing living space and a kitchen. Studio Flats which are slightly larger rooms, including a kitchenette. The Studio Flats are modelled as both student accommodation and under the Shared Living model. Cluster Flats are not modelled as new student housing tends to be as studio flats.

9.19 We have assumed that the typical Studio Flat is 23m^2. We have assumed 26% circulation space in Studio Flat development. We have run appraisals based on the following range of schemes, based on discussions with officers on the expected development to be forthcoming in the future:

9.20 The analysis was based on a brownfield site in the urban area, being the most likely situation for student housing to come forward.

---

[119] T Boxall, Avison Young for the University of Kent.

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

> *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.*

Table 9.5 Student and Shared Accommodation – Modelling

		Studios		
Rooms		60	175	500
Room size	m^2	23	23	23
Lettable Area	m^2	1,380	4,025	11,500
Circulation	%	26%	26%	26%
	m^2	359	1,047	2,990
GIA	m^2	1,739	5,072	14,490
Site	ha	0.3	0.875	2.5

Source: HDH

Employment Uses

9.21 The Council is planning to allocate strategic employment sites and mixed-use Strategic Sites. These sites will not be modelled individually, rather the type of development that they are most likely to deliver is modelled.

9.22 In line with the CIL Regulations, we have only assessed developments of over 100m^2. 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.

9.23 For this study, we have assessed a number of development types. We have based our modelling on the following development types:

a. **Offices**. These are more than 250m^2, will be of steel frame construction, be over several floors. Typical larger units are around 2,000m^2.

   We have made assumptions about the site coverage and density of development on the sites. We have assumed 70% coverage on the office sites in the central urban situation and 25% elsewhere (i.e. business park). We assumed three storey construction in the business park situation, and four-storey construction in the urban situation.

b. **Large Industrial.** Modern industrial units of over 4,000m^2. 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 400m^2. We have assumed 40% coverage which is based on the single storey construction.

d. **Distribution.** Modern units of over 4,000m^2 is used as the basis of the modelling. We have assumed 35% coverage which is based on the single storey construction.

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

Retail

9.25 For this study, we have assessed the following types of space. It is important to remember that this assessment is looking at the ability of new projects to bear an element of CIL – it is only therefore necessary to look at the main types of development likely to come forward in the future.

a. **Supermarkets** is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. A 1,200m^2 unit on a 0.4ha site (40% coverage) to allow for car parking is assumed.

b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m^2. It is assumed to occupy a total site area of 0.8ha. The building is taken to be of steel construction. The development is modelled alternatively on greenfield and on previously developed sites.

c. **Shop** is a brick-built development, of 200m^2. No car parking or loading space is allowed for, and almost all the site is developed. The total site area (effectively the building footprint) is 0.025ha.

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

Hotels and Leisure

9.27 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is very little activity in this sector at the moment, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have assessed a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area).

9.28 We have assumed that this is a 60 bedroom product (60 x 19m^2 + 30% circulation space = 1,482m^2) with ample car parking on a 0.44 ha (1 acre) site.

10. Residential Appraisals

10.1 At the start of this chapter, it is important to stress that the results of the appraisals do not, in themselves, determine policy. The results of this study are one of a number of factors that Canterbury City 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 full policy on scenario with all the policy requirements, unless stated, being following assumptions.

a.	Affordable Housing	30% as 33% Affordable Home Ownership / 67% Affordable Rent – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes.

b.	Design	15% Part M4(2), 5% Part M4(3), Water efficiency, 20% Biodiversity Net Gain, Zero Carbon (regulated), EV Charging (except high density flats)
c.	Developer Contributions	CIL – as adopted (applied to all sites – including proposed Strategic Sites). s106 as £/unit at the following rates:

Strategic Sites	Houses	£30,000/unit
	Flats	£20,000/unit
All other	1-9 dwellings, £5,000/unit	
	10+ dwellings, £15,000/unit.	

10.7 The base appraisals are included in **Appendix 13**. The appraisals are presented for each of the three price areas identified in Chapter 4 above and for the potential Strategic Sites.

Table 10.1a Residential Typologies – Residual Values

Canterbury and Adjacent Area, Whitstable and Adjacent, Rural CCC

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	V Large Green 300	Cant. Whit, Rural	Green	Agricultural	14.78	8.57	300	950,173	1,659,677	14,225,806
Site 2	Large 200	Cant. Whit, Rural	Green	Agricultural	9.85	5.71	200	457,739	779,647	4,455,126
Site 3	Large Green 100	Cant. Whit, Rural	Green	Agricultural	4.76	2.86	100	463,738	810,276	2,315,075
Site 4	Medium Green 50	Cant. Whit, Rural	Green	Agricultural	1.83	1.43	50	474,075	825,789	1,179,699
Site 5	Medium Green 30	Cant. Whit, Rural	Green	Agricultural	1.10	0.86	30	501,848	872,338	747,719
Site 6	Medium Green 30 LD	Cant. Whit, Rural	Green	Agricultural	1.54	1.20	30	414,469	645,229	774,274
Site 7	Medium Green 20	Cant. Whit, Rural	Green	Agricultural	0.73	0.57	20	509,336	878,683	502,104
Site 8	Medium Green 20 LD	Cant. Whit, Rural	Green	Agricultural	1.03	0.80	20	406,378	628,861	503,089
Site 9	Medium Green 12	Cant. Whit, Rural	Green	Paddock	0.44	0.34	12	845,151	1,479,586	507,286
Site 10	Medium Green 12 LD	Cant. Whit, Rural	Green	Paddock	0.62	0.48	12	662,543	1,048,913	503,478
Site 11	Small Green 9	Cant. Whit, Rural	Green	Paddock	0.26	0.26	9	2,062,616	2,062,616	530,387
Site 12	Small Green 9 LD	Cant. Whit, Rural	Green	Paddock	0.36	0.36	9	1,473,297	1,473,297	530,387
Site 13	Small Green 9 LD - DRA/AONB	Cant. Whit, Rural	Green	Paddock	0.36	0.36	9	1,046,716	1,046,716	376,818
Site 14	Small Green 6	Cant. Whit, Rural	Green	Paddock	0.17	0.17	6	2,081,787	2,081,787	356,878
Site 15	Small Green 6 LD	Cant. Whit, Rural	Green	Paddock	0.24	0.24	6	1,578,661	1,578,661	378,879
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	Green	Paddock	0.24	0.24	6	2,605,384	930,494	223,319
Site 17	Small Green 3	Cant. Whit, Rural	Green	Paddock	0.09	0.09	3	2,096,187	2,096,187	179,673
Site 18	Large Brown 100	Cant. Whit, Rural	Brown	PDL	3.21	2.50	100	152,231	195,168	487,919
Site 19	Medium Brown 50	Cant. Whit, Rural	Brown	PDL	1.60	1.25	50	190,344	244,031	305,038
Site 20	Medium Brown 20	Cant. Whit, Rural	Brown	PDL	0.64	0.50	20	184,027	235,932	117,966
Site 21	Small Brown 10	Cant. Whit, Rural	Brown	PDL	0.32	0.25	10	163,298	209,357	52,339
Site 22	Small Brown 6	Cant. Whit, Rural	Brown	PDL	0.15	0.15	6	689,008	689,008	103,351
Site 23	Large Brown HD 100	Cant. Whit, Rural	Brown	PDL	1.42	1.25	100	-114,138	-129,702	-162,127
Site 24	Medium Brown HD 50	Cant. Whit, Rural	Brown	PDL	0.71	0.63	50	-148,348	-168,577	-105,361
Site 25	Medium Brown HD 20	Cant. Whit, Rural	Brown	PDL	0.28	0.25	20	-198,721	-225,819	-56,455
Site 26	Small Brown 10 HD	Cant. Whit, Rural	Brown	PDL	0.14	0.13	10	-194,438	-220,952	-27,619
Site 27	BTR Green 50	Cant. Whit, Rural	Green	Agricultural	1.83	1.43	50	-832,063	-1,462,343	-2,089,062
Site 28	BTR 60 - Flats	Cant. Whit, Rural	Brown	PDL	0.85	0.75	60	-3,096,819	-3,519,113	-2,639,334

Source: HDH (December 2021)

Table 10.1b Residential Typologies – Residual Values

Sturry

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	V Large Green 300	Sturry	Green	Agricultural	14.78	8.57	300	259,327	452,970	3,882,602
Site 2	Large 200	Sturry	Green	Agricultural	9.85	5.71	200	-260,429	-443,577	-2,534,723
Site 3	Large Green 100	Sturry	Green	Agricultural	4.76	2.86	100	-274,712	-479,997	-1,371,420
Site 4	Medium Green 50	Sturry	Green	Agricultural	1.83	1.43	50	-295,508	-514,744	-735,348
Site 5	Medium Green 30	Sturry	Green	Agricultural	1.10	0.86	30	-262,524	-456,332	-391,142
Site 6	Medium Green 30 LD	Sturry	Green	Agricultural	1.54	1.20	30	-261,709	-407,418	-488,901
Site 7	Medium Green 20	Sturry	Green	Agricultural	0.73	0.57	20	-264,286	-455,934	-260,534
Site 8	Medium Green 20 LD	Sturry	Green	Agricultural	1.03	0.80	20	-283,798	-439,171	-351,337
Site 9	Medium Green 12	Sturry	Green	Paddock	0.44	0.34	12	845,151	1,479,586	507,286
Site 10	Medium Green 12 LD	Sturry	Green	Paddock	0.62	0.48	12	662,543	1,048,913	503,478
Site 11	Small Green 9	Sturry	Green	Paddock	0.26	0.26	9	2,062,616	2,062,616	530,387
Site 12	Small Green 9 LD	Sturry	Green	Paddock	0.36	0.36	9	1,473,297	1,473,297	530,387
Site 13	Small Green 9 LD - DRA/AONB	Sturry	Green	Paddock	0.36	0.36	9	1,046,716	1,046,716	376,818
Site 14	Small Green 6	Sturry	Green	Paddock	0.17	0.17	6	2,081,787	2,081,787	356,878
Site 15	Small Green 6 LD	Sturry	Green	Paddock	0.24	0.24	6	1,578,661	1,578,661	378,879
Site 16	Small Green 6 LD - DRA	Sturry	Green	Paddock	0.24	0.24	6	2,605,384	930,494	223,319
Site 17	Small Green 3	Sturry	Green	Paddock	0.09	0.09	3	2,096,187	2,096,187	179,673
Site 18	Large Brown 100	Sturry	Brown	PDL	3.21	2.50	100	152,231	195,168	487,919
Site 19	Medium Brown 50	Sturry	Brown	PDL	1.60	1.25	50	190,344	244,031	305,038
Site 20	Medium Brown 20	Sturry	Brown	PDL	0.64	0.50	20	184,027	235,932	117,966
Site 21	Small Brown 10	Sturry	Brown	PDL	0.32	0.25	10	163,298	209,357	52,339
Site 22	Small Brown 6	Sturry	Brown	PDL	0.15	0.15	6	689,008	689,008	103,351
Site 23	Large Brown HD 100	Sturry	Brown	PDL	1.42	1.25	100	-114,138	-129,702	-162,127
Site 24	Medium Brown HD 50	Sturry	Brown	PDL	0.71	0.63	50	-148,348	-168,577	-105,361
Site 25	Medium Brown HD 20	Sturry	Brown	PDL	0.28	0.25	20	-198,721	-225,819	-56,455
Site 26	Small Brown 10 HD	Sturry	Brown	PDL	0.14	0.13	10	-970,036	-1,102,314	-137,789
Site 27	BTR Green 50	Sturry	Green	Agricultural	1.83	1.43	50	-832,063	-1,462,343	-2,089,062
Site 28	BTR 60 - Flats	Sturry	Brown	PDL	0.85	0.75	60	-3,096,819	-3,519,113	-2,639,334

Source: HDH (December 2021)

Table 10.1c Residential Typologies – Residual Values

Herne Bay and Adjacent

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	V Large Green 300	Herne Bay	Green	Agricultural	14.78	8.57	300	675,771	1,180,377	10,117,516
Site 2	Large 200	Herne Bay	Green	Agricultural	9.85	5.71	200	176,244	300,188	1,715,362
Site 3	Large Green 100	Herne Bay	Green	Agricultural	4.76	2.86	100	174,876	305,555	873,016
Site 4	Medium Green 50	Herne Bay	Green	Agricultural	1.83	1.43	50	174,043	303,164	433,092
Site 5	Medium Green 30	Herne Bay	Green	Agricultural	1.10	0.86	30	204,165	354,891	304,192
Site 6	Medium Green 30 LD	Herne Bay	Green	Agricultural	1.54	1.20	30	151,634	236,057	283,268
Site 7	Medium Green 20	Herne Bay	Green	Agricultural	0.73	0.57	20	208,079	358,969	205,125
Site 8	Medium Green 20 LD	Herne Bay	Green	Agricultural	1.03	0.80	20	137,748	213,162	170,529
Site 9	Medium Green 12	Herne Bay	Green	Paddock	0.44	0.34	12	845,151	1,479,586	507,286
Site 10	Medium Green 12 LD	Herne Bay	Green	Paddock	0.62	0.48	12	662,543	1,048,913	503,478
Site 11	Small Green 9	Herne Bay	Green	Paddock	0.26	0.26	9	2,062,616	2,062,616	530,387
Site 12	Small Green 9 LD	Herne Bay	Green	Paddock	0.36	0.36	9	1,473,297	1,473,297	530,387
Site 13	Small Green 9 LD - DRA/AONB	Herne Bay	Green	Paddock	0.36	0.36	9	1,046,716	1,046,716	376,818
Site 14	Small Green 6	Herne Bay	Green	Paddock	0.17	0.17	6	2,081,787	2,081,787	356,878
Site 15	Small Green 6 LD	Herne Bay	Green	Paddock	0.24	0.24	6	1,578,661	1,578,661	378,879
Site 16	Small Green 6 LD - DRA	Herne Bay	Green	Paddock	0.24	0.24	6	2,605,384	930,494	223,319
Site 17	Small Green 3	Herne Bay	Green	Paddock	0.09	0.09	3	2,096,187	2,096,187	179,673
Site 18	Large Brown 100	Herne Bay	Brown	PDL	3.21	2.50	100	-82,838	-106,203	-265,507
Site 19	Medium Brown 50	Herne Bay	Brown	PDL	1.60	1.25	50	-61,696	-79,097	-98,871
Site 20	Medium Brown 20	Herne Bay	Brown	PDL	0.64	0.50	20	-68,788	-88,190	-44,095
Site 21	Small Brown 10	Herne Bay	Brown	PDL	0.32	0.25	10	-99,525	-127,596	-31,899
Site 22	Small Brown 6	Herne Bay	Brown	PDL	0.15	0.15	6	282,229	282,229	42,334
Site 23	Large Brown HD 100	Herne Bay	Brown	PDL	1.42	1.25	100	-114,138	-129,702	-162,127
Site 24	Medium Brown HD 50	Herne Bay	Brown	PDL	0.71	0.63	50	-148,348	-168,577	-105,361
Site 25	Medium Brown HD 20	Herne Bay	Brown	PDL	0.28	0.25	20	-198,721	-225,819	-56,455
Site 26	Small Brown 10 HD	Herne Bay	Brown	PDL	0.14	0.13	10	-531,944	-604,482	-75,560
Site 27	BTR Green 50	Herne Bay	Green	Agricultural	1.83	1.43	50	-832,063	-1,462,343	-2,089,062
Site 28	BTR 60 - Flats	Herne Bay	Brown	PDL	0.85	0.75	60	-3,096,819	-3,519,113	-2,639,334

Source: HDH (December 2021)

Table 10.1d Residential Typologies – Residual Values

Potential Strategic Sites

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Merton Park	South Canterbury	Green	Agricultural	86.81	45.14	1,580	540,419	1,039,468	46,924,563
Site 2	W of Hollow Lane	South Canterbury	Green	Agricultural	40.90	22.09	773	642,336	1,189,235	26,265,106
Site 3	Milton Manor House	South Canterbury	Green	Agricultural	3.81	2.29	80	692,425	1,151,157	2,631,216
Site 4	S of Littlebourne Rd	East Canterbury	Green	Agricultural	77.30	41.74	1,461	573,740	1,062,459	44,350,095
Site 5	N of Railway, S of Bekesbourne Ln	East Canterbury	Green	Agricultural	34.07	18.40	644	678,365	1,255,712	23,105,102
Site 6	At Bekesbourne Ln at Hoath Fm	East Canterbury	Green	Agricultural	3.15	2.46	86	915,800	1,174,034	2,884,769
Site 7	Uni of Kent B	North Canterbury	Green	Agricultural	63.44	34.26	1,199	616,812	1,142,440	39,136,744
Site 8	Brooklands Fm	South Whitstable	Green	Agricultural	63.39	34.23	1,198	616,012	1,141,010	39,055,141
Site 9	S of Thanet Way	South Whitstable	Green	Agricultural	12.56	7.29	255	797,373	1,372,419	9,999,052
Site 10	At Golden Hill	South Whitstable	Green	Agricultural	5.71	3.43	120	663,237	1,105,395	3,789,925
Site 11	At Cooting Fm	Aylesham - Adisha	Green	Agricultural	90.00	46.80	1,638	541,879	1,042,074	48,769,084
Site 12	W & E Cooting Ln	Aylesham - Adisha	Green	Agricultural	41.16	22.23	778	651,875	1,207,351	26,837,698
Site 13	SE of Cooting Ln	Aylesham - Adisha	Green	Agricultural	12.46	7.23	253	798,079	1,373,452	9,928,099
Site 14	Aylesham South	Aylesham - Adisha	Green	Agricultural	12.00	12.00	420	929,095	1,241,890	14,902,678
Site 15	Off The Hill, Littlebourne	Littlebourne	Green	Agricultural	15.98	8.63	302	716,688	1,328,127	11,459,836

Source: HDH (May 2022)

10.8 The results vary across the typologies and sites, although this is largely due to the different assumptions around the nature of each typology. The higher density sites generally have higher Residual Values, and the additional costs associated with brownfield sites reduces the Residual Value.

10.9 The tables above include the results for all the appraisals. In the remaining tables in this chapter, just those typologies that apply to each area are presented.

10.10 The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return. In the following tables the Residual Value is compared with the BLV. The BLV being an amount over and above the EUV that is sufficient to provide the willing landowner to sell the land for development as set out in Chapter 6 above.

Table 10.2a Residual Value v BLV

Canterbury and Adjacent Area, Whitstable and Adjacent, Rural CCC

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	950,173
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	457,739
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	463,738
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	474,075
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	501,848
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	414,469
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	509,336
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	406,378
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	845,151
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	662,543
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,062,616
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,473,297
Site 13	Small Green 9 LD - DRA	Cant. Whit, Rural	50,000	400,000	1,046,716
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,081,787
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,578,661
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	2,605,384
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,096,187
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	152,231
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	190,344
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	184,027
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	163,298
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	689,008
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	-114,138
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	-148,348
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	-198,721
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	-194,438
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-832,063
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-3,096,819

Source: HDH (December 2021)

Table 10.2b Residual Value v BLV Sturry					
			EUV	BLV	Residual Value
Site 1	V Large Green 300	Sturry	25,000	375,000	259,327
Site 2	Large 200	Sturry	25,000	375,000	-260,429
Site 3	Large Green 100	Sturry	25,000	375,000	-274,712
Site 4	Medium Green 50	Sturry	25,000	375,000	-295,508
Site 5	Medium Green 30	Sturry	25,000	375,000	-262,524
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-261,709
Site 7	Medium Green 20	Sturry	25,000	375,000	-264,286
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-283,798
Site 9	Medium Green 12	Sturry	50,000	400,000	845,151
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	662,543
Site 11	Small Green 9	Sturry	50,000	400,000	2,062,616
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,473,297
Site 14	Small Green 6	Sturry	50,000	400,000	2,081,787
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,578,661
Site 17	Small Green 3	Sturry	50,000	400,000	2,096,187

Source: HDH (December 2021)

Table 10.2c Residual Value v BLV Herne Bay and Adjacent					
			EUV	BLV	Residual Value
Site 1	V Large Green 300	Herne Bay	25,000	375,000	675,771
Site 2	Large 200	Herne Bay	25,000	375,000	176,244
Site 3	Large Green 100	Herne Bay	25,000	375,000	174,876
Site 4	Medium Green 50	Herne Bay	25,000	375,000	174,043
Site 5	Medium Green 30	Herne Bay	25,000	375,000	204,165
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	151,634
Site 7	Medium Green 20	Herne Bay	25,000	375,000	208,079
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	137,748
Site 9	Medium Green 12	Herne Bay	50,000	400,000	845,151
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	662,543
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,062,616
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,473,297
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,081,787
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,578,661
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,096,187
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	-82,838
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	-61,696
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	-68,788
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	-99,525
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	282,229
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	-114,138
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	-148,348
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	-198,721
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	-531,944
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-832,063
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-3,096,819

Source: HDH (December 2021)

10.11 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.

a. Almost all the typologies generate a positive Residual Value. The exceptions being the Build to Rent schemes (Typologies 27 and 28) and the medium sized sites in the Sturry area, where the values are notably less.

b. The larger greenfield sites generate a Residual Value that is notably greater than the smaller sites. This is due to the lower (BCIS Lower Quartile) cost being used on the sites of 250 units and over.

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.

d. The Residual Value is about £725,000/ha more on the greenfield sites in the higher value area of Canterbury, Whitstable and Rural than in the lower value Sturry area. The Residual Value is about £260,000/ha more on the greenfield sites in the higher value area of Canterbury, Whitstable and Rural than in the mid-value area of Herne Bay and adjacent.

Table 10.2d Residual Value v BLV

Potential Strategic Sites

			EUV	BLV	Residual Value
Site 1	Merton Park	South Canterbury	25,000	375,000	540,419
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	642,610
Site 3	Milton Manor House	South Canterbury	25,000	375,000	692,780
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	573,999
Site 5	N of Railway, S of Bekesbourne Ln	East Canterbury	25,000	375,000	678,647
Site 6	At Bekesbourne Ln at Hoath Fm	East Canterbury	25,000	375,000	916,258
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	617,081
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	616,281
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	797,373
Site 10	At Golden Hill	South Whitstable	25,000	375,000	663,583
Site 11	At Cooting Fm	Aylesham - Adisham GV	25,000	375,000	542,121
Site 12	W & E Cooting Ln	Aylesham - Adisham GV	25,000	375,000	652,149
Site 13	SE of Cooting Ln	Aylesham - Adisham GV	25,000	375,000	798,398
Site 14	Aylesham South	Aylesham - Adisham GV	25,000	375,000	929,485
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	716,981

Source: HDH (May 2022)

10.12 The results vary across the potential strategic sites, however the Residual Value is above the BLV on all of these sites. It is important to note that this analysis allows for both the estimated strategic infrastructure and mitigation costs (£30,000 per house and £20,000 per flat) and CIL at £187/m^2. 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 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....*
>
> *PPG 10-006-20180724*

10.14 To assist the Council, a range of further appraisals have been run, considering the individual and cumulative costs of the policy options.

Cost of Individual Policies

10.15 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 10.3 Cost of Individual Policies in £/ha			
Canterbury, Whitstable and Rural	**Greenfield**	**Brownfield**	**All**
Water	308	507	377
BNG 10%	4,317	36,291	15,385
BNG 20%	6,476	54,437	23,078
FHS 2	144,481	243,951	178,913
Zero Reg CO2	327,491	552,956	405,536
Zero Un-reg CO2	481,604	813,170	596,377
15% M4(2) / 5% M4(3)	28,393	46,662	34,717
95% M4(2) / 5% M4(3)	48,679	80,000	59,521
Current CIL	520,587	343,794	459,390
Rainwater	95,569	157,061	116,855
Sturry	**Greenfield**	**Brownfield**	**All**
Water	270		270
BNG 10%	3,745		3,745
BNG 20%	5,617		5,617
FHS 2	125,849		125,849
Zero Reg CO2	285,259		285,259
Zero Un-reg CO2	419,540		419,540
15% M4(2) / 5% M4(3)	24,882		24,882
95% M4(2) / 5% M4(3)	42,658		42,658
Current CIL	455,687		455,687
Rainwater	83,749		83,749
Herne Bay	**Greenfield**	**Brownfield**	**All**
Water	270	507	359
BNG 10%	3,745	36,291	15,950
BNG 20%	5,617	54,437	23,924
FHS 2	125,849	243,962	170,142
Zero Reg CO2	285,259	553,892	385,996
Zero Un-reg CO2	419,498	814,887	567,769
15% M4(2) / 5% M4(3)	24,882	46,662	33,049
95% M4(2) / 5% M4(3)	42,658	80,000	56,661
Current CIL	455,687	202,155	360,612
Rainwater	83,749	157,061	111,241

Source: HDH (December 2021)

10.16 The cost of some requirements such as the increased water standard or on-site provision of Biodiversity Net Gain on greenfield sites is less than £10,000/ha. The costs of other requirements are very much more. The higher density typologies, which are the brownfield typologies, are subject to a greater impact of each policy than the lower density, greenfield typologies. 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. By way of example, building to higher environmental standards may have a positive impact on prices.

10.17 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 10.4 Cost of 5% Affordable Housing in £/ha

	Greenfield	Brownfield	All
Canterbury, Whitstable and Rural	84,259	108,787	94,293
Sturry	70,948		70,948
Herne Bay	78,935	102,820	88,706

Source: HDH (December 2021)

10.18 The results show that a 5% increase in the amount of affordable housing, on average, across the typologies, leads to a fall in the Residual Value of about £90,000/ha, although this does vary across the typologies (largely being a factor of the density assumptions) and the price areas. The significance of this is that for each 5% increase in the amount of affordable housing, the developer can afford to pay the landowner about £90,000/ha less.

10.19 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 10.5 Cost of £10,000/unit Developer Contributions in £/ha

Greenfield	Brownfield	All
244,422	474,831	324,179

Source: HDH (December 2021)

10.20 The results show that a £10,000/unit increase in the amount of developer contributions, on average, across the typologies, leads to a fall in the Residual Value of about £245,000/ha on greenfield sites and £475,000/ha on brownfield sites. The amount is more on the brownfield sites as there are more units per hectare. For each £10,000/ha increase in the amount of affordable housing, the developer can, on average, afford to pay the landowner about £325,000/ha less.

Cumulative Impact of Policies.

10.21 The above analysis considers each policy option individually. A further set of appraisals have been run to illustrate the cumulative impact of the polices. The order of the build-up of policies is for illustrative purposes and does not represent the Council's particular priorities.

10.22 In this analysis the minimum policy request is taken to include:

- The water standard, as these are to be introduced.
- Future Homes Standard Option 2 (increased Part L of Building Regulations), as this is the new national requirement.
- 10% Biodiversity Net Gain, as this is a national requirement.
- Electric Vehicle Charging, as this has become a national requirement.
- The current levels of CIL, as these will apply unless the Council formally reviews or cancels CIL.
- Developer contributions of £5,000/unit (in addition to CIL) the typologies of 1 to 9 units and £15,000/unit (in addition to CIL) for the typologies of 10 units and larger, as this is considered to be a typical requirement on most typologies.

10.23 This analysis does not include affordable housing or higher levels of developer contribution.

Table 10.6 Cumulative Cost of Policies in £/ha

Canterbury, Whitstable and Rural	**Greenfield**	**Brownfield**	**All**
Water, FHS2, 10% BNG, EV Charge, Current CIL, Developer Contributions £5,000/unit / £15,000/unit	1,061,045	1,366,644	1,166,829
+ 20% BNG	1,063,275	1,385,471	1,174,804
+ A&A 15%, 5%	1,091,785	1,432,803	1,209,830
+ A&A 95%, 5%	1,112,711	1,467,607	1,235,560
+ Zero Regulated CO_2	1,296,510	1,782,547	1,464,754
+ Zero Un-regulated CO_2	1,451,287	2,049,700	1,658,430
+ Rainwater harvesting	1,547,395	2,211,909	1,777,419
Sturry	**Greenfield**	**Brownfield**	**All**
Water, FHS2, 10% BNG, EV Charge, Current CIL, Developer Contributions £5,000/unit / £15,000/unit	1,020,513		1,020,513
+ 20% BNG	936,721		936,721
+ A&A 15%, 5%	962,213		962,213
+ A&A 95%, 5%	980,425		980,425
+ Zero Regulated CO_2	1,143,777		1,143,777
+ Zero Un-regulated CO_2	1,281,941		1,281,941
+ Rainwater harvesting	1,368,382		1,368,382
Herne Bay	**Greenfield**	**Brownfield**	**All**
Water, FHS2, 10% BNG, EV Charge, Current CIL, Developer Contributions £5,000/unit / £15,000/unit	1,016,156	1,388,985	1,155,967
+ 20% BNG	933,968	1,247,818	1,051,662
+ A&A 15%, 5%	958,972	1,295,491	1,085,167
+ A&A 95%, 5%	976,836	1,329,550	1,109,104
+ Zero Regulated CO_2	1,137,074	1,646,034	1,327,934
+ Zero Un-regulated CO_2	1,272,010	1,914,448	1,512,924
+ Rainwater harvesting	1,356,367	2,077,998	1,626,979

Source: HDH (December 2021)

10.24 It is clear that if the full list of policies tested, were to be introduced, the impact on land values would be substantial, being at least, £1,000,000/ha. To set this in context, the BLV on the larger greenfield sites is £375,000/ha.

10.25 In terms of developing policies, there is a balance between developer contributions and affordable housing. Two sets of appraisals have been run, being based on Lower and Higher scenarios.

- **Lower** Water Standard, Future Homes Standard Option 2 (31% CO_2), 20% Biodiversity Net Gain, Electric Vehicle Charging, CIL at the current rates, 15% Part M4(2) 5% Part M4(3).
- **Higher** Water Standard, Zero Carbon (Regulated), 20% Biodiversity Net Gain, Electric Vehicle Charging, CIL at the current rates, 15% Part M4(2) 5% Part M4(3), rainwater harvesting.

10.26 A set of appraisals have been run under each scenario. These show the impact on land value of each scenario.

Table 10.7 – Cost of Policy Scenarios in £/ha

Canterbury, Whitstable and Rural	Greenfield	Brownfield	All
Lower	724,335	718,330	722,256
Higher	1,158,832	1,453,020	1,260,667
Sturry	**Greenfield**	**Brownfield**	**All**
Lower	724,370		724,370
Higher	1,005,501		1,005,501
Herne Bay	**Greenfield**	**Brownfield**	**All**
Lower	633,617	577,597	612,609
Higher	877,970	1,050,600	942,706
Strategic Sites	**Greenfield**	**Brownfield**	**All**
Lower	484,946		484,946
Higher	650,243		650,243

Source: HDH (December 2021/ May 2022)

10.27 These three scenarios are used in the remainder of this report unless specifically noted.

Affordable Housing Mix and First Homes

10.28 The base analysis used the Council's preferred affordable housing mix of 67% affordable housing for rent (as Affordable Rent), 25% First Homes (as per the PPG) and the balance as Shared Ownership housing. Further sets of appraisals have been run at 20%, 25% and 30% affordable housing with a range of mixes and are included in **Appendix 14**.

10.29 This analysis shows the Residual Value is higher where the affordable housing for rent is provided as Affordable Rent rather than as Social Rent. By way of an example, the Residual

Value, with the Higher policy scenario, in the Canterbury, Whitstable Rural area, on the greenfield sites, the Residual Value is about £180,000/ha higher and on the brownfield sites about £405,000/ha higher with Affordable Rent than with Social Rent. Currently all affordable housing for rent is secured as Affordable Rent, rather than Social Rent. A move away from this approach, to secure higher levels of Social Rented housing could have significant implications for development viability, leading to a reduction on developer contributions and/or less affordable housing overall.

10.30 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 and are included in **Appendix 15**.

10.31 The analysis suggests that increasing the First Homes discount from 30% to 40% is likely to reduce the Residual Value by about £26,000/ha on greenfield sites and by about £70,000/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 £52,000/ha on greenfield sites and by about £142,000/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

10.32 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 against varied different levels of affordable housing. The base assumption used above is 30% affordable housing, CIL (at the appropriate local rate) and a s106 payment of £5,000/unit on the typologies of 1 to 9 units, £15,000/unit on the typologies of 10 units and larger, and £30,000/house and £20,000/flat on Strategic Sites. Bearing in mind the uncertainly in this regard, a range of costs of up to £60,000/unit is tested. In this analysis it is assumed that the developer contributions will be in addition to CIL.

10.33 At the time of this report the Council has a good understanding of the strategic infrastructure and mitigation costs for the potential strategic sites. As set out in Chapter 8 above, it is proposing a uniform approach across the Strategic Sites as they are required, together, to deliver the overall strategy; as such, the Strategic Sites are considered to be linked, in terms of the need for strategic infrastructure and mitigation measures.

10.34 **Appendix 16** includes the appraisal results, for the higher policy requirement scenario with varied levels of affordable housing and varied levels of developer contributions. The results for the lower and higher policy requirements are summarised below. In considering the following it is timely to note that the Council's adopted rate of CIL of £187/m^2 is between £15,000 and £20,000 per unit and the adopted rate of CIL of £82/m^2 is between £5,000 and £10,000 per unit. Those typologies of 1 to 9 units that are unable to bear £5,000/unit and of 10 plus units that are unable to bear £15,000/unit in addition to CIL are shaded red.

Table 10.8a i Maximum Developer Contributions (in addition to CIL)
Lower Policies - Canterbury, Whitstable and Rural

Affordable	0%	10%	20%	25%	30%
V Large Green 300	60,000	60,000	60,000	55,000	50,000
Large 200	45,000	40,000	30,000	25,000	25,000
Large Green 100	45,000	40,000	30,000	25,000	25,000
Medium Green 50	45,000	40,000	30,000	30,000	25,000
Medium Green 30	45,000	40,000	30,000	30,000	25,000
Medium Green 30 LD	45,000	35,000	30,000	25,000	20,000
Medium Green 20	45,000	40,000	35,000	30,000	25,000
Medium Green 20 LD	45,000	35,000	30,000	25,000	20,000
Medium Green 12	60,000	60,000	50,000	45,000	40,000
Medium Green 12 LD	60,000	55,000	45,000	40,000	40,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	60,000	60,000	55,000	50,000	45,000
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	60,000	60,000	60,000	55,000	50,000
Small Green 3	60,000	N/A	N/A	N/A	N/A
Large Brown 100	0	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	0	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	7,500	N/A	N/A	N/A	N/A
Large Brown HD 100	15,000	10,000	5,000	2,500	0
Medium Brown HD 50	15,000	10,000	5,000	2,500	0
Medium Brown HD 20	15,000	10,000	5,000	2,500	0
Small Brown 10 HD	15,000	10,000	5,000	2,500	0
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 10.8a ii Maximum Developer Contributions (in addition to CIL)
Lower Policies - Sturry

Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
V Large Green 300	20,000	15,000	15,000	15,000	10,000
Large 200	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Green 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 12	60,000	60,000	50,000	45,000	40,000
Medium Green 12 LD	60,000	55,000	45,000	40,000	40,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	60,000	60,000	55,000	50,000	45,000
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	60,000	60,000	60,000	55,000	50,000
Small Green 3	60,000	N/A	N/A	N/A	N/A

Source: HDH (December 2021 / May 2022)

Table 10.8a iii Maximum Developer Contributions (in addition to CIL) Lower Policies – Herne Bay					
Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
V Large Green 300	55,000	50,000	40,000	40,000	35,000
Large 200	20,000	20,000	15,000	10,000	10,000
Large Green 100	20,000	20,000	15,000	10,000	10,000
Medium Green 50	25,000	20,000	15,000	10,000	10,000
Medium Green 30	25,000	20,000	15,000	10,000	10,000
Medium Green 30 LD	20,000	15,000	10,000	10,000	7,500
Medium Green 20	25,000	20,000	15,000	15,000	10,000
Medium Green 20 LD	20,000	15,000	10,000	7,500	5,000
Medium Green 12	60,000	60,000	50,000	45,000	40,000
Medium Green 12 LD	60,000	55,000	45,000	40,000	40,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	60,000	N/A	N/A	N/A	N/A
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	60,000	N/A	N/A	N/A	N/A
Small Green 3	60,000	N/A	N/A	N/A	N/A
Large Brown 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Brown HD 100	15,000	10,000	5,000	2,500	0
Medium Brown HD 50	15,000	10,000	5,000	2,500	0
Medium Brown HD 20	15,000	10,000	5,000	2,500	0
Small Brown 10 HD	10,000	5,000	0	Not Viable	Not Viable
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 10.8a iv Maximum Developer Contributions (in addition to CIL)
Lower Policies – Strategic Sites

Affordable	0%	10%	20%	25%	30%
Merton Park	60,000	60,000	50,000	50,000	45,000
W of Hollow Lane	60,000	60,000	55,000	55,000	50,000
Milton Manor House	60,000	60,000	55,000	50,000	45,000
S of Littlebourne Rd	60,000	60,000	55,000	50,000	50,000
N of Railway, S of Bekesbourne Ln	60,000	60,000	60,000	55,000	55,000
At Bekesbourne Ln at Hoath Fm	60,000	60,000	60,000	55,000	50,000
Uni of Kent B	60,000	60,000	55,000	50,000	50,000
Brooklands Fm	60,000	60,000	50,000	50,000	50,000
S of Thanet Way	60,000	60,000	60,000	60,000	55,000
At Golden Hill	60,000	60,000	55,000	50,000	45,000
At Cooting Fm	60,000	60,000	50,000	50,000	45,000
W & E Cooting Ln	60,000	60,000	60,000	55,000	50,000
SE of Cooting Ln	60,000	60,000	60,000	60,000	55,000
Aylesham South	60,000	60,000	60,000	60,000	60,000
Off The Hill, Littlebourne	60,000	60,000	60,000	55,000	50,000

Source: HDH (December 2021 / May 2022)

Table 10.8b i Maximum Developer Contributions (in addition to CIL)
Higher Policies - Canterbury, Whitstable and Rural

Affordable	0%	10%	20%	25%	30%
V Large Green 300	60,000	55,000	45,000	40,000	40,000
Large 200	25,000	20,000	15,000	10,000	10,000
Large Green 100	25,000	20,000	15,000	10,000	10,000
Medium Green 50	25,000	25,000	15,000	10,000	10,000
Medium Green 30	30,000	25,000	15,000	15,000	7,500
Medium Green 30 LD	25,000	20,000	15,000	10,000	10,000
Medium Green 20	30,000	25,000	20,000	15,000	7,500
Medium Green 20 LD	25,000	20,000	10,000	10,000	7,500
Medium Green 12	50,000	40,000	35,000	30,000	25,000
Medium Green 12 LD	45,000	40,000	30,000	25,000	25,000
Small Green 9	50,000	N/A	N/A	N/A	N/A
Small Green 9 LD	45,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	50,000	45,000	40,000	35,000	30,000
Small Green 6	50,000	N/A	N/A	N/A	N/A
Small Green 6 LD	50,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	55,000	50,000	40,000	40,000	35,000
Small Green 3	50,000	N/A	N/A	N/A	N/A
Large Brown 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Brown HD 100	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown HD 50	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown HD 20	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10 HD	2,500	Not Viable	Not Viable	Not Viable	Not Viable
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 10.8b ii Maximum Developer Contributions (in addition to CIL)
Higher Policies - Sturry

Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
V Large Green 300	10,000	7,500	5,000	5,000	2,500
Large 200	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Green 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 12	55,000	50,000	40,000	35,000	30,000
Medium Green 12 LD	50,000	45,000	35,000	30,000	30,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	55,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	55,000	50,000	45,000	40,000	35,000
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	55,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	60,000	55,000	50,000	45,000	40,000
Small Green 3	55,000	N/A	N/A	N/A	N/A

Source: HDH (December 2021 / May 2022)

Table 10.8b iii Maximum Developer Contributions (in addition to CIL)
Higher Policies – Herne Bay

Affordable	0%	10%	20%	25%	30%
V Large Green 300	45,000	40,000	30,000	30,000	25,000
Large 200	10,000	7,500	7,500	2,500	0
Large Green 100	10,000	10,000	7,500	2,500	0
Medium Green 50	10,000	10,000	7,500	2,500	0
Medium Green 30	15,000	10,000	7,500	5,000	2,500
Medium Green 30 LD	10,000	5,000	0	Not Viable	Not Viable
Medium Green 20	15,000	10,000	7,500	5,000	2,500
Medium Green 20 LD	10,000	5,000	0	Not Viable	Not Viable
Medium Green 12	55,000	50,000	40,000	35,000	30,000
Medium Green 12 LD	50,000	45,000	35,000	30,000	30,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	55,000	N/A	N/A	N/A	N/A
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	55,000	N/A	N/A	N/A	N/A
Small Green 3	55,000	N/A	N/A	N/A	N/A
Large Brown 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Brown HD 100	7,500	2,500	Not Viable	Not Viable	Not Viable
Medium Brown HD 50	7,500	2,500	Not Viable	Not Viable	Not Viable
Medium Brown HD 20	7,500	2,500	Not Viable	Not Viable	Not Viable
Small Brown 10 HD	0	Not Viable	Not Viable	Not Viable	Not Viable
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 10.8b iv Maximum Developer Contributions (in addition to CIL) Higher Policies – Strategic Sites					
Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
Merton Park	55,000	50,000	45,000	40,000	35,000
W of Hollow Lane	60,000	55,000	50,000	45,000	40,000
Milton Manor House	60,000	55,000	45,000	45,000	40,000
S of Littlebourne Rd	60,000	50,000	45,000	40,000	35,000
N of Railway, S of Bekesbourne Ln	60,000	60,000	50,000	45,000	40,000
At Bekesbourne Ln at Hoath Fm	60,000	60,000	50,000	50,000	45,000
Uni of Kent B	60,000	55,000	45,000	45,000	40,000
Brooklands Fm	60,000	55,000	45,000	45,000	40,000
S of Thanet Way	60,000	60,000	55,000	50,000	45,000
At Golden Hill	60,000	55,000	45,000	40,000	40,000
At Cooting Fm	55,000	50,000	45,000	40,000	35,000
W & E Cooting Ln	60,000	55,000	50,000	45,000	40,000
SE of Cooting Ln	60,000	60,000	55,000	50,000	45,000
Aylesham South	60,000	60,000	55,000	55,000	50,000
Off The Hill, Littlebourne	60,000	60,000	50,000	50,000	45,000

Source: HDH (December 2021 / May 2022)

10.35 To a large extent, the results are as would be expected in an area that has relatively high values (in the top third of England and Wales authority areas) and a 30% affordable housing target. Overall, the Council can be confident that there is scope to move beyond the minimal policy requirements.

10.36 The majority of planned development is likely to be on the potential Strategic Sites, with relatively little development being planned on other sites. The potential Strategic Sites are able to bear at least £35,000 per unit (in addition to CIL[121]) in the higher policy scenario. This is more than the current estimated cost of £30,000/unit for houses.

10.37 In the Canterbury, Whitstable and rural areas, the greenfield typologies are able to bear £10,000/ unit or so in addition to CIL, the higher costs of moving towards zero carbon and incorporating measures such as rainwater harvesting.

10.38 In the Sturry area, new development is likely to be on greenfield sites. The small sites, are shown as being viable so are likely to be forthcoming, the general development on larger sites

---

[121] It is important to note that CIL is only payable on the market housing, as affordable housing is exempt from the CIL. Based on the modelled housing mix the typical CIL requirement is £18,500 per market unit or £13,000 if calculated across both market and affordable units.

(above the affordable housing threshold) in this area is unlikely to be viable. The Council should be cautious about over reliance on site allocations in this area. The exception is in relation to larger sites (over 250 units), which are modelled with lower construction costs, where at 30% affordable housing there is limited scope for additional developer contributions over and above CIL.

10.39 In the Herne Bay area the Residual Values are less than in the Canterbury, Whitstable and rural areas. The large greenfield sites are able to move towards Zero Carbon and still bear developer contributions up to £25,000 per unit or so, however the other housing sites, on the whole, are unlikely to bear developer contributions over and above CIL – although it is important to note that they can bear 30% affordable housing and the adopted rate of CIL.

10.40 Across the CCC area, the Council should be cautious about relying on conventional development on brownfield sites to deliver the housing requirement, unless there is clear evidence that such sites are coming forward (for example a recent planning consent). However it is important to note that some higher density flatted development is being delivered and there is no reason to suspect that such development will not continue to come forward. There is little development planned (or anticipated) on brownfield sites and it is unlikely to make up a significant element of the land supply, so it would not be proportionate to set separate affordable housing requirements for this type of development, however we recommend that the Council considers accepting viability assessments at the development stage on such schemes.

Suggested Policy Requirements

10.41 The consideration of viability in the plan-making process is an iterative process, with the results of the viability testing informing the development of policy. In the sections above, the ability of development to bear a range of costs has been considered. How this information is brought together will be a matter for the Council (rather than HDH as viability consultants) – bearing in mind the wider evidence base, its own priorities, and requirements.

10.42 Of particular importance to this study has been in relation to water efficiency standards. The Council now believes that it will be necessary to go further than the enhanced building regulations, and that this would be achieved through features such as rainwater harvesting. This is assumed to be a base requirement to make development acceptable and to ensure the impact of development is mitigated satisfactorily.

10.43 It is also timely to set this report into the wider viability context. The Council started charging CIL from 1st April 2020, having been through a full Examination in Public process before then. At that stage, CIL was set at the maximum reasonable rate (having allowed for a buffer as per paragraph 25-2020-20190901 of the PPG). Although this is relatively recent, since then the economics of property development have changed, with house prices and costs increasing. Changes in national policy that will increase the costs of development have been announced, including the move towards Zero Carbon (-31% CO_2), mandatory car charging points and minimum standards for increased biodiversity. Just because values have increased, it does not necessarily follow that there is scope for greater levels of developer contributions – this would only be the case if values had increased by a greater rate than the costs of development, including the costs of extra national and local policy requirements.

10.44 It is clear that development is coming forward across the Canterbury City Council area and that development is generally policy compliant (i.e. achieving the full affordable housing requirement) and paying the required levels of CIL. Having said this, the levels of developer contributions, over and above CIL, are generally modest.

10.45 Having considered the results of the various appraisals reporting the impact of the range of policy aspirations and requirements set out above, the Council recognise that not all the policy areas tested will be deliverable. A further set of appraisals has been run, based on the following requirements.

a.	Affordable Housing	30% as 33% Affordable Home Ownership / 67% Affordable Rent – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes.
b.	Design	15% Part M4(2), 5% Part M4(3), Water efficiency – including rainwater harvesting, 20% Biodiversity Net Gain, Zero Carbon, EV Charging (except high density flats)
c.	Developer Contributions	CIL – as adopted (applied to all sites – including Strategic Sites). s106 as £/unit at the following rates:

Strategic Sites	Houses	£30,000/unit
	Flats	£20,000/unit
All other	1-9 dwellings	£5,000/unit
	10+ dwellings	£15,000/unit.

10.46 In the following modelling the additional developer contributions, over and above CIL are included in the appraisals, however it is understood that this amount could be met, at least in part, through CIL

10.47 The scope of this project extends to a review of the rates of CIL adopted in 2020. It is important to note that under the adopted CIL Charging Schedule, the Strategic Sites in the extant Local Plan are zero rated for CIL, being identified as specific CIL zones. The proposed Strategic Sites are beyond these areas so will be subject to CIL, unless the Council's CIL is formally reviewed or cancelled. The following appraisals assume that the Local Plan would be reviewed and adopted before a new CIL is adopted, so CIL is assumed to apply to all of the potential strategic sites (all the potential strategic sites are within the £187/m^2 CIL zone).

10.48 The following tables are directly comparable with those (Tables 10.2a to d) at the start of this chapter.

Table 10.9a Residual Value v BLV – Recommended Policies

Canterbury and Adjacent Area, Whitstable and Adjacent, Rural CCC

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	813,505
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	300,619
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	301,525
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	305,748
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	333,213
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	266,373
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	344,223
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	259,857
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	678,633
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	526,683
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	1,744,503
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,246,074
Site 13	Small Green 9 LD - DRA	Cant. Whit, Rural	50,000	400,000	843,560
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	1,763,674
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,301,522
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	1,927,687
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	1,658,592
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	-127,421
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	-103,382
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	-118,579
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	-152,435
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	273,459
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	-655,955
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	-692,769
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	-749,790
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	-764,011
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-1,022,450
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-3,573,129

Source: HDH (December 2021)

Table 10.9b Residual Value v BLV – Recommended Policies

Sturry

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Sturry	25,000	375,000	200,468
Site 2	Large 200	Sturry	25,000	375,000	-325,585
Site 3	Large Green 100	Sturry	25,000	375,000	-341,945
Site 4	Medium Green 50	Sturry	25,000	375,000	-365,124
Site 5	Medium Green 30	Sturry	25,000	375,000	-332,631
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-322,428
Site 7	Medium Green 20	Sturry	25,000	375,000	-332,793
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-343,638
Site 9	Medium Green 12	Sturry	50,000	400,000	780,796
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	610,378
Site 11	Small Green 9	Sturry	50,000	400,000	1,940,073
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,385,767
Site 14	Small Green 6	Sturry	50,000	400,000	1,959,244
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,474,594
Site 17	Small Green 3	Sturry	50,000	400,000	1,936,001

Source: HDH (December 2021)

Table 10.9c Residual Value v BLV – Recommended Policies

Herne Bay and Adjacent

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Herne Bay	25,000	375,000	618,460
Site 2	Large 200	Herne Bay	25,000	375,000	115,371
Site 3	Large Green 100	Herne Bay	25,000	375,000	112,038
Site 4	Medium Green 50	Herne Bay	25,000	375,000	108,981
Site 5	Medium Green 30	Herne Bay	25,000	375,000	137,801
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	93,736
Site 7	Medium Green 20	Herne Bay	25,000	375,000	142,011
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	79,375
Site 9	Medium Green 12	Herne Bay	50,000	400,000	780,796
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	610,378
Site 11	Small Green 9	Herne Bay	50,000	400,000	1,940,073
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,385,767
Site 14	Small Green 6	Herne Bay	50,000	400,000	1,959,244
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,474,594
Site 17	Small Green 3	Herne Bay	50,000	400,000	1,936,001
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	-192,963
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	-177,085
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	-186,500
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	-221,570
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	122,330
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	-311,960
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	-346,808
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	-399,090
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	-741,621
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-906,139
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-3,273,450

Source: HDH (December 2021)

Table 10.9d Residual Value v BLV – Recommended Policies Potential Strategic Sites					
			EUV	BLV	Residual Value
Site 1	Merton Park	South Canterbury	25,000	375,000	494,219
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	590,336
Site 3	Milton Manor House	South Canterbury	25,000	375,000	624,393
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	524,561
Site 5	N of Railway, S of Bekesbourne Ln	East Canterbury	25,000	375,000	624,740
Site 6	At Bekesbourne Ln at Hoath Fm	East Canterbury	25,000	375,000	828,425
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	565,849
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	565,049
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	736,447
Site 10	At Golden Hill	South Whitstable	25,000	375,000	598,134
Site 11	At Cooting Fm	Aylesham - Adisham GV	25,000	375,000	495,905
Site 12	W & E Cooting Ln	Aylesham - Adisham GV	25,000	375,000	599,979
Site 13	SE of Cooting Ln	Aylesham - Adisham GV	25,000	375,000	736,635
Site 14	Aylesham South	Aylesham - Adisham GV	25,000	375,000	855,151
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	661,010

Source: HDH (May 2022)

10.49 In considering the above it is important to note that on the typologies in each sub area, the additional developer contributions, over and above CIL are included in the appraisals (sites of 1-9 dwellings at £5,000/unit and sites of 10 or more dwellings at £15,000/unit, however it is understood that this amount could be met, at least in part, through CIL. Further, based on the draft SLAA (August 2021), over 80% of planned development is on greenfield sites and that and that over 95% of sites are on greenfield or mixed sites. Just 1.6% of planned development is on brownfield sites.

Table 10.10 SLAA Sites by Existing Use				
	Count of Sites		Yield of Sites	
Brownfield	12	10.71%	296	1.63%
Greenfield	75	66.96%	15,268	84.02%
Mixed	7	6.25%	2,266	12.47%
Not Stated	18	16.07%	342	1.88%
All	112		18,172	

Source: CCC SLAA (August 2021)

10.50 The Council can continue to be confident that residential development on greenfield sites with be forthcoming, deliver 30% affordable housing, and be policy compliant. This type of development is the predominant type of development that is expected to come forward over the plan-period.

10.51 The Build to Rent typologies are not shown as viable in the appraisals. To some extent this is anticipated within the PPG which says:

> *Should viability be assessed in decision taking?*
>
> *Where up-to-date policies have set out the contributions expected from development, planning applications that fully 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. Policy compliant in decision making means that the development fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies.*
>
> *Such circumstances could include, for example where development is proposed on unallocated sites of a wholly different type to those used in viability assessment that informed the plan; where further information on infrastructure or site costs is required; where particular types of development are proposed which may significantly vary from standard models of development for sale (for example build to rent or housing for older people); or where a recession or similar significant economic changes have occurred since the plan was brought into force.*
>
> *PPG: 10-007-20190509*

10.52 Build to Rent is a non-standard model of development. Little of this type of development is expected in the short to medium term, bearing in mind that the PPG anticipates such development will be considered at the decision-making stage it would not be proportionate to develop specific policies in this regard.

10.53 There are 12 brownfield sites (out of 112 sites) in the SLAA, but together these have a capacity of just 296 units (out of 18,172 units). These are generally shown as being unviable. The Council should be cautious in assuming they will be delivered early in the plan-period (for example within the 5 year land supply calculation) and should only do so where there is a commitment from a developer to do so, or other evidence such as a recent planning consent.

10.54 In this study, the Sturry area is treated as a separate area with lower values than other areas around Canterbury. This is a different approach to that taken several years ago when CIL was set, but one based on the more up to date evidence. The analysis shows that the development in the Sturry area likely to be unviable. There are about 1,000 units within the

SLAA that are labelled as being in the Sturry Cluster and all of these are less than 200 units. This represents about 5% of the SLAA sites. It is recommended that the Council further engages with the promoters and owners of sites in this area, to before allocating such sites in the Local Plan.

10.55 The urban area of Herne Bay is treated as a separate value zone having values that are about 8% lower than the higher value Whitstable to the west and the wider area. The smaller sites and larger sites in this area are shown as viable. The SLAA includes 13 sites in this area of which 10 are greenfield sites and 3 are brownfield sites. The greenfield sites range from 250 units to 10 units. The results show that the higher density schemes perform better than the lower density schemes, and the SLAA assumes that the schemes would be at least 35 units per ha.

10.56 The 17 potential Strategic Sites have been tested. This has been carried out based on the ownerships, however it is important to appreciate that these are most likely to come forward under an overarching master-planning process. The modelling is based on high-level assumptions around the strategic infrastructure and mitigation costs, although it is important to note that these are based on the Council's most up to date estimates.

10.57 About 11,260 units are anticipated to be delivered across the Strategic Sites, which is just under 65% of the SLAA units. The Council can be confident that these will be forthcoming and are able to meet the policy requirements, CIL as per the adopted Charging Schedule and make substantial contributions towards the strategic infrastructure and mitigation costs.

10.58 It is clear that these sites have capacity to bear both affordable housing and developer contributions. However, there is no doubt that the delivery of any large site is challenging so, rather than draw firm conclusions at this stage, it is recommended that that the Council engages 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.*

10.59 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....*
>
> *PPG 10-006-20180724*

Review of Residential Rates of CIL

10.60 The Council started charging CIL from 1st April 2020 as per the CIL Charging Schedule. The residential rates are as follows:

Zone and Use	Levy (£/sqm)
Residential development	
Charging Zone A	£187
Charging Zone B	£82
Strategic development sites	
Charging Zone C - all chargeable development	£0
Flatted development of 11 or more dwellings where no other residential development is proposed	
District wide	£0

10.61 In considering CIL in this report the assessment is based on the Council's planning policies as set out in the emerging Local Plan. This is an evolving document, and a number of policy areas are yet to be finalised. As the Council continues through the plan-making process, it will be necessary to ensure that the advice in relation to CIL remains appropriate, relative to the Council's wider policy requirements.

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

10.63 A further set of appraisals have been run that incorporate CIL at a range of levels, the results of which are set out in **Appendix 17** below. In the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL were charged on all units (market and affordable). In the following analysis the rates of CIL are only applied to the market housing and are calculated on a £/m^2 basis. When considering these results, it is necessary to have regard to the PPG. This refers to a 'buffer' (with added emphasis).

> *A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. <u>It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust</u>. In all cases, the charging authority should be able to explain its approach clearly.*
>
> *PPG 25-021-20190901*

10.64 With this in mind, the BLV has been lifted by 30%, being in line with the assumption used in many other situations. The analysis suggests that the current rates of CIL are higher than would be set now. This is in large part due to the increased assumptions used in relation to s106 costs and the move towards zero carbon and the inclusion of rainwater harvesting. We recommend that the Council does not review CIL now. CIL is not considered further in this report.

Impact of Change in Values and Costs

10.65 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 years[122]. We have tested a range of scenarios with varied increases in build costs.

10.66 As set out in Chapter 4, we are in a 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 18**), only the costs of construction and the value of the market housing are altered.

10.67 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

10.68 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.

10.69 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.*
>
> *Paragraph: 009 Reference ID: 10-009-20190509*

---

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

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

Older People's Housing

10.71 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[123] with the other policy requirements used above. The results of these are summarised as follows. In each case allowance has been made for CIL. We have assumed that this form of development falls under the £187/m^2 rate for Older Person Housing across the District, other than Herne Bay, rather than the zero rate that would be applicable to flatted development.

10.72 The full appraisals are set out in **Appendix 19** below:

---

[123] 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 10.11 Older People's Housing, Appraisal Results (£/ha)					
		Affordable %	EUV	BLV	Residual Value
Site 1	**Sheltered Green**	**0%**	**50,000**	**400,000**	**5,677,986**
Site 2	Sheltered Green	5%	50,000	400,000	5,187,097
Site 3	Sheltered Green	10%	50,000	400,000	4,686,149
Site 4	Sheltered Green	15%	50,000	400,000	4,195,259
Site 5	Sheltered Green	20%	50,000	400,000	3,694,311
Site 6	Sheltered Green	25%	50,000	400,000	3,202,671
Site 7	Sheltered Green	30%	50,000	400,000	2,700,316
Site 8	**Sheltered Brown**	**0%**	**1,000,000**	**1,200,000**	**4,236,215**
Site 9	Sheltered Brown	5%	1,000,000	1,200,000	3,819,240
Site 10	Sheltered Brown	10%	1,000,000	1,200,000	3,244,377
Site 11	Sheltered Brown	15%	1,000,000	1,200,000	2,743,876
Site 12	Sheltered Brown	20%	1,000,000	1,200,000	2,252,539
Site 13	Sheltered Brown	25%	1,000,000	1,200,000	1,751,288
Site 14	Sheltered Brown	30%	1,000,000	1,200,000	1,258,544
Site 15	**Extracare Green**	**0%**	**50,000**	**400,000**	**3,063,331**
Site 16	Extracare Green	5%	50,000	400,000	2,515,749
Site 17	Extracare Green	10%	50,000	400,000	1,968,167
Site 18	Extracare Green	15%	50,000	400,000	1,381,472
Site 19	Extracare Green	20%	50,000	400,000	833,889
Site 20	Extracare Green	25%	50,000	400,000	278,891
Site 21	Extracare Green	30%	50,000	400,000	-297,382
Site 22	**Extracare Brown**	**0%**	**1,000,000**	**1,200,000**	**1,170,876**
Site 23	Extracare Brown	5%	1,000,000	1,200,000	623,294
Site 24	Extracare Brown	10%	1,000,000	1,200,000	58,752
Site 25	Extracare Brown	15%	1,000,000	1,200,000	-556,844
Site 26	Extracare Brown	20%	1,000,000	1,200,000	-1,131,401
Site 27	Extracare Brown	25%	1,000,000	1,200,000	-1,714,434
Site 28	Extracare Brown	30%	1,000,000	1,200,000	-2,299,411

Source: HDH (December 2021)

10.73 Based on this analysis, greenfield and brownfield Sheltered housing sites are able to bear 30% affordable housing and CIL. The Extracare housing is able to bear up to 20% affordable housing on greenfield sites, but not affordable housing on brownfield sites. 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 Strategic Sites, rather than on smaller greenfield sites.

10.74 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.

Student Housing and Shared Living

10.75 Student housing is a small component of the Canterbury housing market. Historically affordable housing has not been sought on this type of development, although we are advised that the affordable housing policy does apply to all types of housing, including student housing.

10.76 Appraisals have been run for a range of affordable housing requirements[124] with the other policy requirements used above. The results of these are summarised as follows. In each case allowance has been made for CIL. We have assumed that this form of development falls under the £103/m^2 rate for student housing across the District (other than Herne Bay), rather than the zero rate that would be applicable to flatted development.

10.77 The full appraisals are set out in **Appendix 20** below:

---

[124] 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 10.12 Student Housing and Shared Living, Appraisal Results (£/ha)

		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 1	Student Studio 60	1,000,000	1,200,000	5,803,491	5,306,907	4,810,323	4,313,739	3,817,155	3,320,572	2,823,279
Site 2	Student Studio 175	1,000,000	1,200,000	5,829,639	5,332,557	4,835,475	4,338,393	3,841,311	3,344,229	2,847,147
Site 3	Student Studio 500	1,000,000	1,200,000	5,765,829	5,275,764	4,785,700	4,295,636	3,805,572	3,315,508	2,825,443
Site 4	Shared Studio 60	1,000,000	1,200,000	1,217,592	907,976	591,548	268,483	-56,385	-381,768	-708,189
Site 5	Shared Studio 175	1,000,000	1,200,000	1,239,707	929,753	619,799	309,844	-11,938	-337,161	-662,853
Site 6	Shared Studio 500	1,000,000	1,200,000	1,245,426	939,721	634,016	328,311	19,581	-301,183	-621,991

Source: HDH (December 2021)

10.78 Based on this analysis, student housing sites are likely to able to bear 30% affordable housing. Shared living housing is unlikely to be viable with affordable housing.

10.79 When considering the above, it is important to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of non-standard types of 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 21** 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 appraisals, the costs are based on the BCIS costs, adjusted for BREEAM Excellent standard. The appraisals include the adopted rates of CIL. In addition, as set out in Chapter 8 above, non-residential development is tested with 5%, 10%, 15% and 20% additional costs so that the impact of moving towards Zero Carbon can be illustrated.

Employment uses

11.5 Firstly, the main employment uses are considered.

Table 11.1 Employment Appraisal Results

GREENFIELD		Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
CIL	£/m2	0	0	0	0	0	0
RESIDUAL VALUE	**Site**	**-919,777**	**-509,039**	**-933,049**	**1,768,345**	**-319,895**	**4,037,589**
				0			
Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	£/ha	-12,876,879	-14,253,082	-3,498,935	1,768,345	-3,198,952	3,532,890

BROWNFIELD		Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
CIL	£/m2	0	0	0	0	0	0
RESIDUAL VALUE	**Site**	**-1,346,338**	**-615,679**	**-1,359,611**	**1,441,827**	**-366,687**	**4,037,589**
				0			
Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	£/ha	-18,848,735	-17,239,010	-5,098,539	1,441,827	-3,666,870	3,532,890

Source: HDH (January 2022)

11.6 The above results are reflective of the current market in the Canterbury area and more widely. Office and smaller industrial development are shown as being unviable, but with 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 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 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. The assumption is 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. The Guidance, as set out in Chapters 2 and 3 above, 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 Canterbury area is 'user led' being brought forward by businesses, or for specific end users, that will use the eventual space for operational uses, rather than for investment purposes.

11.9 It is clear that the delivery of some types of employment uses is challenging in the current market. The above appraisals assume that development is carried out to the BREEAM Excellent standard. A further set of appraisals has been run to test the impact of higher costs that may arise due to higher environmental standards. The costs will vary considerably from development type and the specifics of each building so additional construction costs of 5%, 10%, 15% and 20% are applied to the appraisals.

Table 11.2 Effect of Greater Construction Costs

GREENFIELD		**£/ha**					
		Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	CIL (£/m^2)	**0**	**0**	**0**	**0**	**0**	**0**
Existing Use Value		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Benchmark Land Value		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	BREEAM Excellent	-12,876,879	-14,253,082	-3,498,935	1,768,345	-3,198,952	3,532,890
	Plus 5%	-15,258,294	-15,443,789	-4,136,814	1,638,138	-3,385,545	3,409,064
	Plus 10%	-15,258,294	-15,443,789	-4,136,814	1,638,138	-3,385,545	3,409,064
	Plus 15%	-23,196,344	-19,412,814	-6,263,078	1,204,116	-4,007,521	2,996,311
	Plus 20%	-27,165,369	-21,397,327	-7,326,209	987,105	-4,318,510	2,789,935
BROWNFIELD							
		Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	CIL (£/m^2)	**0**	**0**	**0**	**0**	**0**	**0**
Existing Use Value		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Benchmark Land Value		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	BREEAM Excellent	-18,848,735	-17,239,010	-5,098,539	1,441,827	-3,666,870	3,532,890
	Plus 5%	-21,405,793	-18,517,539	-5,783,466	1,302,017	-3,867,225	3,409,064
	Plus 10%	-25,667,556	-20,648,420	-6,925,009	1,069,000	-4,201,150	3,202,688
	Plus 15%	-29,929,319	-22,779,302	-8,066,553	835,983	-4,535,075	2,996,311
	Plus 20%	-34,191,082	-24,910,183	-9,208,097	602,966	-4,869,001	2,789,935

Source: HDH (January 2022)

11.10 This analysis shows that there is scope to seek higher environmental standards on the large format industrial and logistics uses, but not on office and smaller industrial uses. We would suggest caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

Retail and Hotel Uses

Table 11.3 Retail and Hotel Appraisal Results

GREENFIELD							
		Prime Retail Cant & Whit	**Prime Retail Herne Bay**	**Secondary Retail**	**Supermarket**	**Retail Warehouse**	**Hotel**
CIL	£/m2	**0**	**0**	**0**	**37**	**178**	**34**
RESIDUAL VALUE	**Site**	**597,920**	**283,163**	**135,100**	**2,592,555**	**4,461,690**	**63,687**
Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	£/ha	23,916,782	11,326,512	5,403,982	8,641,851	5,577,113	144,742

BROWNFIELD							
		Prime Retail Cant & Whit	**Prime Retail Herne Bay**	**Secondary Retail**	**Supermarket**	**Retail Warehouse**	**Hotel**
CIL	£/m2	**0**	**0**	**0**	**37**	**178**	**34**
RESIDUAL VALUE	**Site**	**569,423**	**254,666**	**106,603**	**2,398,889**	**4,085,544**	**-218,394**
Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	£/ha	22,776,922	10,186,652	4,264,122	7,996,298	5,106,930	-496,350

Source: HDH (January 2022)

11.11 The retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin. Whilst we would expect the larger format and prime uses to be viable, it is surprising that the secondary retail uses are also shown as viable. The emerging Plan supports the development of retail uses in the town centres but there are limited remaining opportunities within the town centres beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.

11.12 The analysis included hotel use. This is shown not to be viable.

11.13 As with employment uses, the above appraisals assume that development is carried out to the BREEAM Excellent standard. A further set of appraisals has been run to test the impact of higher costs that may arise due to higher environmental standards. The costs will vary considerably from development type and the specifics of each building so additional construction costs of 5%, 10%, 15% and 20% are applied to the appraisals.

Table 11.4 Effect of Greater Construction Costs

GREENFIELD							
		Prime Retail Cant & Whit	Prime Retail Herne Bay	Secondary Retail	Supermarket	Retail Warehouse	Hotel
	CIL (£/m^2)	**0**	**0**	**0**	**37**	**178**	**34**
Existing Use Value		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Benchmark Land Value		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	BREEAM Excellent	23,916,782	11,326,512	5,403,982	8,641,851	5,577,113	144,742
	Plus 5%	23,462,237	10,871,967	4,949,437	8,384,422	5,389,617	-110,908
	Plus 10%	23,462,237	10,871,967	4,949,437	8,384,422	5,389,617	-110,908
	Plus 15%	21,947,086	9,356,816	3,434,286	7,526,325	4,764,630	-963,075
	Plus 20%	21,189,510	8,599,240	2,676,710	7,097,277	4,452,137	-1,389,158
BROWNFIELD							
		Prime Retail Cant & Whit	Prime Retail Herne Bay	Secondary Retail	Supermarket	Retail Warehouse	Hotel
	CIL (£/m^2)	**0**	**0**	**0**	**37**	**178**	**34**
Existing Use Value		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Benchmark Land Value		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Residual Value	BREEAM Excellent	22,776,922	10,186,652	4,264,122	7,996,298	5,106,930	-496,350
	Plus 5%	22,288,852	9,698,582	3,776,052	7,719,882	4,905,606	-770,855
	Plus 10%	21,475,401	8,885,131	2,962,601	7,259,189	4,570,064	-1,228,365
	Plus 15%	20,661,950	8,071,680	2,149,150	6,798,496	4,234,523	-1,685,874
	Plus 20%	19,848,499	7,258,229	1,335,699	6,337,803	3,898,981	-2,143,384

Source: HDH (January 2022)

11.14 This analysis shows that there is scope to seek higher environmental standards on the retail uses, but not on hotel development. We would suggest caution in relation to setting higher policy requirements for hotel uses.

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. Having said this, a viability assessment of this type is, by its very nature, a technical document that is prepared to address the very specific requirements of the National Planning Policy Framework 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 HDH Planning & Development Ltd 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.

12.3 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 National Planning Policy Framework (NPPF) and National Planning Practice Guidance (PPG) and the revised Community Infrastructure Levy Regulations. This includes:

- assessing the cumulative impact of the emerging policies, including affordable housing and open space requirements.
- testing the deliverability of the key development site allocations that are earmarked to come forward over the course of the Local Plan period.
- considering the ability of development to accommodate developer contributions alongside other policy requirements.

12.4 The current adopted CIL Charging Schedule came into effect in April 2020. Consideration will also be given for the scope to review CIL.

12.5 This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the emerging local policies, and the emerging 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.

Compliance

12.6 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principal pieces of relevant guidance, being the *Financial viability in planning: conduct and reporting RICS professional statement, England (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

12.7 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 review.

Viability Testing under the NPPF and Updated PPG

12.8 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2021 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.*'

12.9 This study is based on typologies that are representative of the type of development expected to come forward under the adopted Local Plan.

12.10 The updated PPG sets out that viability should be tested using the Existing Use Value Plus (EUV Plus) 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+).*

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

12.12 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*. *Infrastructure Levy Regulations* has yet to be published. It will be necessary for the Council to monitor the progress of the Bill and, in due course, review this report when the Regulations are published.

Viability Guidance

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

12.14 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
<u>(Construction + fees + finance charges)</u>
=
RESIDUAL VALUE

12.15 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).

12.16 The NPPF and the PPG 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.

12.17 Consultation formed part of the preparation of this study. An event was held in November 2021. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited to take part.

Residential Market

12.18 An assessment of the housing market was undertaken. Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for Canterbury is 96th (out of 336) at £361,072. To set this in context, the council at the middle of the rank (168th – Swale), has an average price of £286,555. The Canterbury median price is lower than the average at £325,000.

12.19 The housing market peaked early in November 2007 and then fell considerably in the 2007/2009 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 August 2013 but are now about 50% above the 2007 peak. These increases are substantial but are less than those seen across London (65%) over the same period. Across England and Wales, average house prices have increased by 37%.

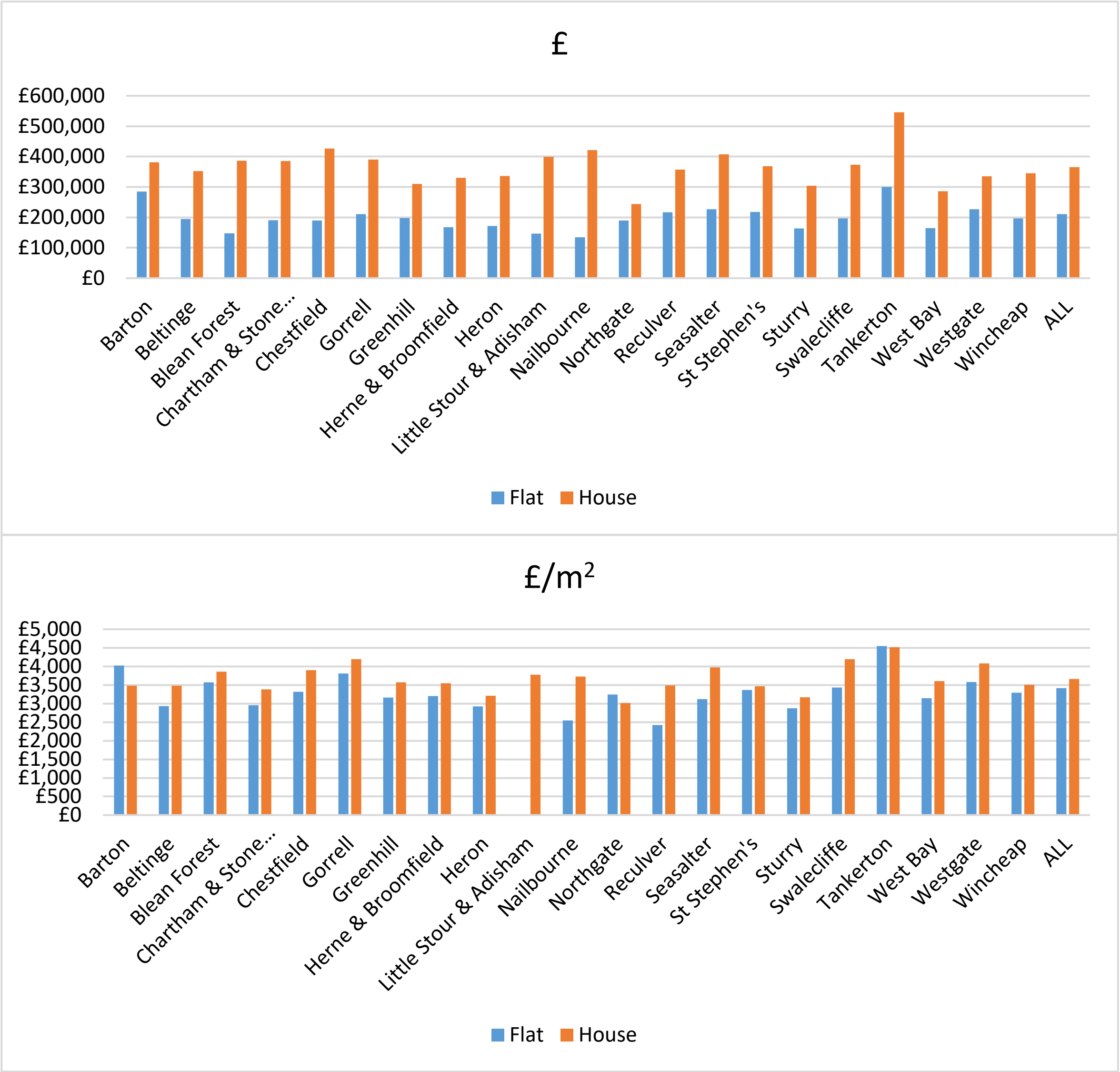
12.20 This report is being completed after the United Kingdom has left the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. A further uncertainty is around the ongoing coronavirus pandemic. It is 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. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated.

12.22 As part of the research we have used data from Landmark. This brings together data from a range of sources and allows the transactions recorded by the Land Registry to be analysed by floor area and number of bedrooms. The data is available for newbuild and existing homes and by ward and summarised as follows:

Figure 12.1 Residential Prices Paid – From January 2017



Source: Landmark (June 2021)

12.23 On average, in CCC, newbuild homes are 17% more expensive than existing homes, however when considered on a £/m^2 basis the difference is substantially less at about 2%. Newbuild houses in CCC are shown as 16% are more expensive than existing houses, but newbuild flats are 55% more expensive than existing flats. When considered on a £/m^2 basis, newbuild houses are similar price to existing houses. Newbuild flats are about 30% more expensive than existing flats.

12.24 Based on prices paid, the asking prices from active developments, and informed by the general pattern of all house prices across the assessment area, and the wider data presented, the following price assumptions are adopted:

Table 12.1 2021 Residential Price Assumptions – £/m^2

	Canterbury and Adjacent Area Whitstable and Adjacent Rural CCC	Sturry	Herne Bay and Adjacent
Large Greenfield	£4,000	£3,250	£3,700
Medium Greenfield			
Small Greenfield	£4,100		
Previously Developed Land	£3,800		£3,500
Flatted Development	£4,000		

Source: HDH (August 2021)

Affordable Housing

12.25 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	£1,790/m^2.
b.	Affordable Rent	£2,500/m^2.
c.	First Homes	70% of Market Value.
d.	Affordable Home Ownership	70% of Market Value.

Non-Residential Market

12.26 The following value assumptions have been used:

Table 12.2 Commercial Values £/m^2 2021					
	Rent £/m^2	Yield	Rent free period	Derived Value	Assumption
Offices - Large	£215	6.00%	1.0	£3,381	£3,400
Offices - Small	£215	7.50%	1.0	£2,667	£2,670
Industrial - Large	£120	5.50%	1.0	£2,068	£2,070
Industrial - Small	£80	7.00%	1.0	£1,068	£1,070
Logistics	£120	4.00%	2.0	£2,774	£2,800
Retail - Central Canterbury and Whitstable	£400	6.00%	1.0	£6,289	£6,300
Retail - Central Herne Bay	£300	6.50%	1.0	£4,334	£4,330
Retail (elsewhere)	£300	8.00%	1.0	£3,472	£3,500
Supermarket	£250	4.50%	0.0	£5,556	£5,550
Retail warehouse	£200	5.50%	2.0	£3,267	£3,250
Hotel (per room)	£5,000	6.00%	0.0	£3,374	£3,375

Source: HDH (July 2021)

Land Values

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

Table 12.3 Existing Use Value Land Prices - 2021	
PDL	£1,000,000/ha
Agricultural	£25,000/ha
Paddock	£50,000/ha

Source: HDH (July 2021)

12.28 The updated PPG makes specific reference to Benchmark Land Values (BLV) so it is necessary to address this. The following Benchmark Land Value assumptions are used:

a. Brownfield/Urban Sites: EUV Plus 20%.

b. Greenfield Sites: EUV Plus £350,000/ha.

Development Costs

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

12.30 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for the CCC area. The cost figure for ‘Estate Housing – Generally’ is £1,444/m^2 (and the costs for Flats - Generally is £1,669/m^2), at the time of this study. 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 median is used for smaller schemes.

12.31 In addition to the BCIS £/m^2 build cost figures, 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 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 schemes.

12.32 An additional allowance is made 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

12.33 For both residential and non-residential development we have assumed professional fees amount to 8% of build costs.

12.34 An allowance of 1.5% is assumed 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.

Contingencies

12.35 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.

S106 Contributions and the costs of strategic infrastructure

12.36 CCC has adopted CIL. In addition, the Council seeks Developer Contributions, for strategic infrastructure and mitigation, under the s106 regime. These are treated separately to abnormal costs.

12.37 Having discussed this with the Council. a base assumption of £5,000/unit is used in relation to the typologies of 1 to 9 units and £15,000/unit is used in relation to the typologies of 10 units and larger, in addition to CIL, to cover site specific matters (including in relation to the Thanet Coast and Sandwich Bay SPA and Thames, Medway & Swale SPA). Higher allowances of £30,000/house and £20,000/flat and are used in relation to the Strategic Sites.

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.

12.40 An assumption of 17.5% is used across market housing and First Homes, and 6% for affordable housing. A 15% return is assumed for non-residential development, student housing and Build to Rent

Local Plan Policy Requirements

12.41 The purpose of this study is to consider and inform the development of the emerging Local Plan and then, to assess the cumulative impact of the policies on the planned development. The new Local Plan will replace the *Canterbury District Local Plan* (adopted 2017). At the time of this report the Council has not finalised a full set of policies as that will, in part, be informed by the wider evidence base, including this report. The Council completed a consultation in the options available in *Our Future District 2040*, that ended in August 2021.

12.42 In this report we have reviewed the options set out in *Our Future District 2040*, and updated these in line with national policy and the Council's emerging preferences.

12.43 The policy areas that add to the costs of development over and above the normal costs of development, are quantified. 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.

Modelling

12.44 The approach is to model a set of development sites (typologies) that are broadly representative of the type of residential and non-residential development that is likely to come forward under the new Local Plan.

12.45 The following potential Strategic Sites are modelled, based on the limited and high-level information that is available.

Table 12.4 Potential Strategic Sites				
Site ref	Location	Site name	Area (ha)	Approximate capacity (units)
Site 1	Merton Park	South Canterbury	86.831	1,580
Site 2	W of Hollow Lane	South Canterbury	40.90	773
Site 3	Milton Manor House	South Canterbury	3.81	80
Site 4	S of Littlebourne Rd	East Canterbury	77.30	1,461
Site 5	N of Railway, S of Bekesbourne Ln	East Canterbury	34.07	644
Site 6	At Bekesbourne Ln at Hoath Fm	East Canterbury	3.15	86
Site 7	Uni of Kent B	North Canterbury	63.44	1,199
Site 8	Brooklands Fm	South Whitstable	63.39	1,198
Site 9	S of Thanet Way	South Whitstable	12.54	255
Site 10	At Golden Hill	South Whitstable	5.71	120
Site 11	At Cooting Fm	Aylesham - Adisham GV	90.00	1,638
Site 12	W & E Cooting Ln	Aylesham - Adisham GV	41.16	778
Site 13	SE of Cooting Ln	Aylesham - Adisham GV	12.46	253
Site 14	Aylesham South	Aylesham - Adisham GV	12.00	420
Site 15	Off The Hill, Littlebourne	Littlebourne	15.98	302

Source: CCC (May 2022)

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, including the affordable housing requirement and developer contributions and other policy requirements. The initial appraisals are based on the following policy scenario, being following assumptions.

a.	Affordable Housing	30% as 33% Affordable Home Ownership / 67% Affordable Rent – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes.
b.	Design	15% Part M4(2), 5% Part M4(3), Water efficiency, 20% Biodiversity Net Gain, Zero Carbon (regulated), EV Charging (except high density flats)

c. Developer Contributions CIL – as adopted (applied to all sites – including Strategic Sites). s106 as £/unit at the following rates:

Strategic Sites	Houses	£30,000/unit
	Flats	£20,000/unit
All other	1-9 dwellings	£5,000/unit
	10+ dwellings	£15,000/unit.

12.48 The results vary across the typologies and sites, although this is largely due to the different assumptions around the nature of each typology. The higher density sites generally have higher Residual Values, and the additional costs associated with brownfield sites reduces the Residual Value.

12.49 The output of the appraisals is the Residual Value. The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return. In the following tables the Residual Value is compared with the BLV. The BLV being an amount over and above the EUV that is sufficient to provide the willing landowner to sell the land for development as set out in Chapter 6 above.

Table 12.5a Residual Value v BLV

Canterbury and Adjacent Area, Whitstable and Adjacent, Rural CCC

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	950,173
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	457,739
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	463,738
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	474,075
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	501,848
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	414,469
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	509,336
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	406,378
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	845,151
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	662,543
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,062,616
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,473,297
Site 13	Small Green 9 LD - DRA	Cant. Whit, Rural	50,000	400,000	1,046,716
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,081,787
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,578,661
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	2,605,384
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,096,187
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	152,231
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	190,344
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	184,027
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	163,298
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	689,008
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	-114,138
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	-148,348
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	-198,721
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	-194,438
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-832,063
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-3,096,819

Source: HDH (December 2021)

Table 12.5b Residual Value v BLV

Sturry

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Sturry	25,000	375,000	259,327
Site 2	Large 200	Sturry	25,000	375,000	-260,429
Site 3	Large Green 100	Sturry	25,000	375,000	-274,712
Site 4	Medium Green 50	Sturry	25,000	375,000	-295,508
Site 5	Medium Green 30	Sturry	25,000	375,000	-262,524
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-261,709
Site 7	Medium Green 20	Sturry	25,000	375,000	-264,286
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-283,798
Site 9	Medium Green 12	Sturry	50,000	400,000	845,151
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	662,543
Site 11	Small Green 9	Sturry	50,000	400,000	2,062,616
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,473,297
Site 14	Small Green 6	Sturry	50,000	400,000	2,081,787
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,578,661
Site 17	Small Green 3	Sturry	50,000	400,000	2,096,187

Source: HDH (December 2021)

Table 12.5c Residual Value v BLV

Herne Bay and Adjacent

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Herne Bay	25,000	375,000	675,771
Site 2	Large 200	Herne Bay	25,000	375,000	176,244
Site 3	Large Green 100	Herne Bay	25,000	375,000	174,876
Site 4	Medium Green 50	Herne Bay	25,000	375,000	174,043
Site 5	Medium Green 30	Herne Bay	25,000	375,000	204,165
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	151,634
Site 7	Medium Green 20	Herne Bay	25,000	375,000	208,079
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	137,748
Site 9	Medium Green 12	Herne Bay	50,000	400,000	845,151
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	662,543
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,062,616
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,473,297
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,081,787
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,578,661
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,096,187
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	-82,838
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	-61,696
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	-68,788
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	-99,525
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	282,229
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	-114,138
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	-148,348
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	-198,721
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	-531,944
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-832,063
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-3,096,819

Source: HDH (December 2021)

12.50 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.

a. Almost all the typologies generate a positive Residual Value. The exceptions being the Build to Rent schemes (Typologies 27 and 28) and the medium sized sites in the Sturry area, where the values are notably less.

b. The larger greenfield sites generate a Residual Value that is notably greater than the smaller sites. This is due to the lower (BCIS Lower Quartile) cost being used on the sites of 250 units and over.

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.

d. The Residual Value is about £725,000/ha more on the greenfield sites in the higher value area of Canterbury, Whitstable and Rural than in the lower value Sturry area. The Residual Value is about £260,000/ha more on the greenfield sites in the higher value area of Canterbury, Whitstable and Rural than in the mid-value area of Herne Bay and adjacent.

Table 12.5d Residual Value v BLV

Potential Strategic Sites

			EUV	BLV	Residual Value
Site 1	Merton Park	South Canterbury	25,000	375,000	540,419
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	642,610
Site 3	Milton Manor House	South Canterbury	25,000	375,000	692,780
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	573,999
Site 5	N of Railway, S of Bekesbourne Ln	East Canterbury	25,000	375,000	678,647
Site 6	At Bekesbourne Ln at Hoath Fm	East Canterbury	25,000	375,000	916,258
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	617,081
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	616,281
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	797,373
Site 10	At Golden Hill	South Whitstable	25,000	375,000	663,583
Site 11	At Cooting Fm	Aylesham - Adisham GV	25,000	375,000	542,121
Site 12	W & E Cooting Ln	Aylesham - Adisham GV	25,000	375,000	652,149
Site 13	SE of Cooting Ln	Aylesham - Adisham GV	25,000	375,000	798,398
Site 14	Aylesham South	Aylesham - Adisham GV	25,000	375,000	929,485
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	716,981

Source: HDH (May 2022)

12.51 The results vary across the potential strategic sites, however the Residual Value is above the BLV on all of these sites. It is important to note that this analysis allows for both the estimated strategic infrastructure and mitigation costs (£30,000 per house and £20,000 per flat) and CIL at £187/m^2. 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 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.*

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

Cost of 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 cost of some requirements such as the increased water standard or on-site provision of Biodiversity Net Gain on greenfield sites is less than £10,000/ha. The costs of other requirements are very much more. The higher density typologies, which are the brownfield typologies, are subject to a greater impact of each policy than the lower density, greenfield typologies. 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. By way of example, building to higher environmental standards may have a positive impact on prices.

12.55 The results show that a 5% increase in the amount of affordable housing, on average, across the typologies, leads to a fall in the Residual Value of about £90,000/ha, although this does vary across the typologies (largely being a factor of the density assumptions) and the price areas. The significance of this is that for each 5% increase in the amount of affordable housing, the developer can afford to pay the landowner about £90,000/ha less.

12.56 The results show that a £10,000/unit increase in the amount of developer contributions, on average, across the typologies, leads to a fall in the Residual Value of about £245,000/ha on greenfield sites and £475,000/ha on brownfield sites. The amount is more on the brownfield sites as there are more units per hectare. For each £10,000/ha increase in the amount of affordable housing, the developer can, on average, afford to pay the landowner about £325,000/ha less.

12.57 A further set of appraisals have been run to illustrate the cumulative impact of the polices. The order of the build-up of policies is for illustrative purposes and does not represent the Council's particular priorities. In this analysis the minimum policy request is taken to include:

- The water standard, as these are to be introduced.

- Future Homes Standard Option 2 (increased Part L of Building Regulations), as this is the new national requirement.
- 10% Biodiversity Net Gain, as this is a national requirement.
- Electric Vehicle Charging, as this has become a national requirement.
- The current levels of CIL, as these will apply unless the Council formally reviews or cancels CIL.
- Developer contributions of £5,000/unit (in addition to CIL) the typologies of 1 to 9 units and £15,000/unit (in addition to CIL) for the typologies of 10 units and larger, as this is considered to be a typical requirement on most typologies.

12.58 It is clear that, even without affordable housing or developer contributions that if the full list of policies tested, were to be introduced, the impact on land values would be substantial at, at least, £1,000,000/ha. To set this in context, the BLV on the larger greenfield sites is £375,000/ha.

12.59 In terms of developing policies, there is a balance between developer contributions and affordable housing. Two sets of appraisals have been run, being based on Lower and Higher scenarios.

Lower Water Standard, Future Homes Standard Option 2 (31% CO_2), 20% Biodiversity Net Gain, Electric Vehicle Charging, CIL at the current rates, 15% Part M4(2) 5% Part M4(3).

Higher Water Standard, Zero Carbon (Regulated), 20% Biodiversity Net Gain, Electric Vehicle Charging, CIL at the current rates, 15% Part M4(2) 5% Part M4(3), rainwater harvesting.

12.60 A set of appraisals have been run under each scenario. These show the impact on land value of each scenario.

Affordable Housing Mix and First Homes

12.61 The base analysis used the Council's preferred affordable housing mix of 67% affordable housing for rent (as Affordable Rent), 25% First Homes (as per the PPG) and the balance as Shared Ownership housing. Further sets of appraisals have been run at 20%, 25% and 30% affordable housing with a range of mixes.

12.62 The Residual Value is higher where the affordable housing for rent is provided as Affordable Rent rather than as Social Rent. A move away from this approach, to secure higher levels of Social Rented housing could have significant implications for development viability, leading to a reduction on developer contributions and/or less affordable housing overall.

12.63 The analysis suggests that increasing the First Homes discount from 30% to 40% is likely to reduce the Residual Value by about £26,000/ha on greenfield sites and by about £70,000/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 £52,000/ha on greenfield sites and by about £142,000/ha on brownfield sites.

12.64 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

12.65 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 against varied different levels of affordable housing. The base assumption used above is 30% affordable housing, CIL (at the appropriate local rate) and a s106 payment of £5,000/unit on the typologies of 1 to 9 units, £15,000/unit on the typologies of 10 units and larger, and £30,000/house and £20,000/flat on Strategic Sites. Bearing in mind the uncertainly in this regard, a range of costs of up to £60,000/unit is tested. In this analysis it is assumed that the developer contributions will be in addition to CIL.

12.66 The results for the lower and higher policy requirements are summarised below. In considering the following it is timely to note that the Council's adopted rate of CIL of £187/m^2 is between £15,000 and £20,000 per unit and the adopted rate of CIL of £82/m^2 is between £5,000 and £10,000 per unit. Those typologies of 1 to 9 units that are unable to bear £5,000/unit and of 10 plus units that are unable to bear £15,000/unit in addition to CIL are shaded red.

Table 12.6a i Maximum Developer Contributions (in addition to CIL) Lower Policies - Canterbury, Whitstable and Rural					
Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
V Large Green 300	60,000	60,000	60,000	55,000	50,000
Large 200	45,000	40,000	30,000	25,000	25,000
Large Green 100	45,000	40,000	30,000	25,000	25,000
Medium Green 50	45,000	40,000	30,000	30,000	25,000
Medium Green 30	45,000	40,000	30,000	30,000	25,000
Medium Green 30 LD	45,000	35,000	30,000	25,000	20,000
Medium Green 20	45,000	40,000	35,000	30,000	25,000
Medium Green 20 LD	45,000	35,000	30,000	25,000	20,000
Medium Green 12	60,000	60,000	50,000	45,000	40,000
Medium Green 12 LD	60,000	55,000	45,000	40,000	40,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	60,000	60,000	55,000	50,000	45,000
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	60,000	60,000	60,000	55,000	50,000
Small Green 3	60,000	N/A	N/A	N/A	N/A
Large Brown 100	0	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	0	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	7,500	N/A	N/A	N/A	N/A
Large Brown HD 100	15,000	10,000	5,000	2,500	0
Medium Brown HD 50	15,000	10,000	5,000	2,500	0
Medium Brown HD 20	15,000	10,000	5,000	2,500	0
Small Brown 10 HD	15,000	10,000	5,000	2,500	0
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 12.6a ii Maximum Developer Contributions (in addition to CIL)
Lower Policies - Sturry

Affordable	0%	10%	20%	25%	30%
V Large Green 300	20,000	15,000	15,000	15,000	10,000
Large 200	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Green 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 12	60,000	60,000	50,000	45,000	40,000
Medium Green 12 LD	60,000	55,000	45,000	40,000	40,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	60,000	60,000	55,000	50,000	45,000
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	60,000	60,000	60,000	55,000	50,000
Small Green 3	60,000	N/A	N/A	N/A	N/A

Source: HDH (December 2021 / May 2022)

Table 12.6a iii Maximum Developer Contributions (in addition to CIL)
Lower Policies – Herne Bay

Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
V Large Green 300	55,000	50,000	40,000	40,000	35,000
Large 200	20,000	20,000	15,000	10,000	10,000
Large Green 100	20,000	20,000	15,000	10,000	10,000
Medium Green 50	25,000	20,000	15,000	10,000	10,000
Medium Green 30	25,000	20,000	15,000	10,000	10,000
Medium Green 30 LD	20,000	15,000	10,000	10,000	7,500
Medium Green 20	25,000	20,000	15,000	15,000	10,000
Medium Green 20 LD	20,000	15,000	10,000	7,500	5,000
Medium Green 12	60,000	60,000	50,000	45,000	40,000
Medium Green 12 LD	60,000	55,000	45,000	40,000	40,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	60,000	N/A	N/A	N/A	N/A
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	60,000	N/A	N/A	N/A	N/A
Small Green 3	60,000	N/A	N/A	N/A	N/A
Large Brown 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Brown HD 100	15,000	10,000	5,000	2,500	0
Medium Brown HD 50	15,000	10,000	5,000	2,500	0
Medium Brown HD 20	15,000	10,000	5,000	2,500	0
Small Brown 10 HD	10,000	5,000	0	Not Viable	Not Viable
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 12.6a iv Maximum Developer Contributions (in addition to CIL)
Lower Policies – Strategic Sites

Affordable	0%	10%	20%	25%	30%
Merton Park	60,000	60,000	50,000	50,000	45,000
W of Hollow Lane	60,000	60,000	55,000	55,000	50,000
Milton Manor House	60,000	60,000	55,000	50,000	45,000
S of Littlebourne Rd	60,000	60,000	55,000	50,000	50,000
N of Railway, S of Bekesbourne Ln	60,000	60,000	60,000	55,000	55,000
At Bekesbourne Ln at Hoath Fm	60,000	60,000	60,000	55,000	50,000
Uni of Kent B	60,000	60,000	55,000	50,000	50,000
Brooklands Fm	60,000	60,000	50,000	50,000	50,000
S of Thanet Way	60,000	60,000	60,000	60,000	55,000
At Golden Hill	60,000	60,000	55,000	50,000	45,000
At Cooting Fm	60,000	60,000	50,000	50,000	45,000
W & E Cooting Ln	60,000	60,000	60,000	55,000	50,000
SE of Cooting Ln	60,000	60,000	60,000	60,000	55,000
Aylesham South	60,000	60,000	60,000	60,000	60,000
Off The Hill, Littlebourne	60,000	60,000	60,000	55,000	50,000

Source: HDH (December 2021 / May 2022)

Table 12.6b i Maximum Developer Contributions (in addition to CIL)

Higher Policies - Canterbury, Whitstable and Rural

Affordable	0%	10%	20%	25%	30%
V Large Green 300	60,000	55,000	45,000	40,000	40,000
Large 200	25,000	20,000	15,000	10,000	10,000
Large Green 100	25,000	20,000	15,000	10,000	10,000
Medium Green 50	25,000	25,000	15,000	10,000	10,000
Medium Green 30	30,000	25,000	15,000	15,000	7,500
Medium Green 30 LD	25,000	20,000	15,000	10,000	10,000
Medium Green 20	30,000	25,000	20,000	15,000	7,500
Medium Green 20 LD	25,000	20,000	10,000	10,000	7,500
Medium Green 12	50,000	40,000	35,000	30,000	25,000
Medium Green 12 LD	45,000	40,000	30,000	25,000	25,000
Small Green 9	50,000	N/A	N/A	N/A	N/A
Small Green 9 LD	45,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	50,000	45,000	40,000	35,000	30,000
Small Green 6	50,000	N/A	N/A	N/A	N/A
Small Green 6 LD	50,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	55,000	50,000	40,000	40,000	35,000
Small Green 3	50,000	N/A	N/A	N/A	N/A
Large Brown 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Brown HD 100	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown HD 50	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown HD 20	2,500	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10 HD	2,500	Not Viable	Not Viable	Not Viable	Not Viable
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 12.6b ii Maximum Developer Contributions (in addition to CIL)
Higher Policies - Sturry

Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
V Large Green 300	10,000	7,500	5,000	5,000	2,500
Large 200	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Green 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 30 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 20 LD	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Green 12	55,000	50,000	40,000	35,000	30,000
Medium Green 12 LD	50,000	45,000	35,000	30,000	30,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	55,000	N/A	N/A	N/A	N/A
Small Green 9 LD - DRA/AONB	55,000	50,000	45,000	40,000	35,000
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	55,000	N/A	N/A	N/A	N/A
Small Green 6 LD - DRA	60,000	55,000	50,000	45,000	40,000
Small Green 3	55,000	N/A	N/A	N/A	N/A

Source: HDH (December 2021 / May 2022)

Table 12.6b iii Maximum Developer Contributions (in addition to CIL) Higher Policies – Herne Bay					
Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
V Large Green 300	45,000	40,000	30,000	30,000	25,000
Large 200	10,000	7,500	7,500	2,500	0
Large Green 100	10,000	10,000	7,500	2,500	0
Medium Green 50	10,000	10,000	7,500	2,500	0
Medium Green 30	15,000	10,000	7,500	5,000	2,500
Medium Green 30 LD	10,000	5,000	0	Not Viable	Not Viable
Medium Green 20	15,000	10,000	7,500	5,000	2,500
Medium Green 20 LD	10,000	5,000	0	Not Viable	Not Viable
Medium Green 12	55,000	50,000	40,000	35,000	30,000
Medium Green 12 LD	50,000	45,000	35,000	30,000	30,000
Small Green 9	60,000	N/A	N/A	N/A	N/A
Small Green 9 LD	55,000	N/A	N/A	N/A	N/A
Small Green 6	60,000	N/A	N/A	N/A	N/A
Small Green 6 LD	55,000	N/A	N/A	N/A	N/A
Small Green 3	55,000	N/A	N/A	N/A	N/A
Large Brown 100	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Medium Brown 20	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 10	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Small Brown 6	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
Large Brown HD 100	7,500	2,500	Not Viable	Not Viable	Not Viable
Medium Brown HD 50	7,500	2,500	Not Viable	Not Viable	Not Viable
Medium Brown HD 20	7,500	2,500	Not Viable	Not Viable	Not Viable
Small Brown 10 HD	0	Not Viable	Not Viable	Not Viable	Not Viable
BTR Green 50	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable
BTR 60 - Flats	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: HDH (December 2021 / May 2022)

Table 12.6b iv Maximum Developer Contributions (in addition to CIL) Higher Policies – Strategic Sites					
Affordable	**0%**	**10%**	**20%**	**25%**	**30%**
Merton Park	55,000	50,000	45,000	40,000	35,000
W of Hollow Lane	60,000	55,000	50,000	45,000	40,000
Milton Manor House	60,000	55,000	45,000	45,000	40,000
S of Littlebourne Rd	60,000	50,000	45,000	40,000	35,000
N of Railway, S of Bekesbourne Ln	60,000	60,000	50,000	45,000	40,000
At Bekesbourne Ln at Hoath Fm	60,000	60,000	50,000	50,000	45,000
Uni of Kent B	60,000	55,000	45,000	45,000	40,000
Brooklands Fm	60,000	55,000	45,000	45,000	40,000
S of Thanet Way	60,000	60,000	55,000	50,000	45,000
At Golden Hill	60,000	55,000	45,000	40,000	40,000
At Cooting Fm	55,000	50,000	45,000	40,000	35,000
W & E Cooting Ln	60,000	55,000	50,000	45,000	40,000
SE of Cooting Ln	60,000	60,000	55,000	50,000	45,000
Aylesham South	60,000	60,000	55,000	55,000	50,000
Off The Hill, Littlebourne	60,000	60,000	50,000	50,000	45,000

Source: HDH (December 2021 / May 2022)

12.67 To a large extent, the results are as would be expected in an area that has relatively high values (in the top third of England and Wales authority areas) and a 30% affordable housing target. Overall, the Council can be confident that there is scope to move beyond the minimal policy requirements.

12.68 The majority of planned development is likely to be on the potential Strategic Sites, with relatively little development being planned on other sites. The potential Strategic Sites are able to bear at least £35,000 per unit (in addition to CIL) in the higher policy scenario. This is more than the current estimated cost of £30,000/unit for houses.

12.69 In the Canterbury, Whitstable and rural areas, the greenfield typologies are able to bear £10,000/ unit or so in addition to CIL, the higher costs of moving towards zero carbon and incorporating measures such as rainwater harvesting.

12.70 In the Sturry area, new development is likely to be on greenfield sites. The small sites, are shown as being viable so are likely to be forthcoming, the general development on larger sites (above the affordable housing threshold) in this area is unlikely to be viable. The Council should be cautious about over reliance on site allocations in this area. The exception is in relation to larger sites (over 250 units), which are modelled with lower construction costs, where at 30% affordable housing there is limited scope for additional developer contributions over and above CIL.

12.71 In the Herne Bay area the Residual Values are less than in the Canterbury, Whitstable and rural areas. The large greenfield sites are able to move towards Zero Carbon and still bear developer contributions up to £25,000 per unit or so, however the other housing sites, on the whole, are unlikely to bear developer contributions over and above CIL – although it is important to note that they can bear 30% affordable housing and the adopted rate of CIL.

12.72 Across the CCC area, the Council should be cautious about relying on conventional development on brownfield sites to deliver the housing requirement, unless there is clear evidence that such sites are coming forward (for example a recent planning consent). However it is important to note that some higher density flatted development is being delivered and there is no reason to suspect that such development will not continue to come forward. There is little development planned (or anticipated) on brownfield sites and it is unlikely to make up a significant element of the land supply, so it would not be proportionate to set separate affordable housing requirements for this type of development, however we recommend that the Council considers accepting viability assessments at the development stage on such schemes.

Suggested Policy Requirements

12.73 The consideration of viability in the plan-making process is an iterative process, with the results of the viability testing informing the development of policy. In the sections above, the ability of development to bear a range of costs has been considered. How this information is brought together will be a matter for the Council (rather than HDH as viability consultants) – bearing in mind the wider evidence base, its own priorities, and requirements.

12.74 Of particular importance to this study has been in relation to water efficiency standards. The Council now believes that it will be necessary to go further than the enhanced building regulations, and that this would be achieved through features such as rainwater harvesting. This is assumed to be a base requirement to make development acceptable and to ensure the impact of development is mitigated satisfactorily.

12.75 It is also timely to set this report into the wider viability context. The Council started charging CIL from 1st April 2020, having been through a full Examination in Public process before then. At that stage, CIL was set at the maximum reasonable rate (having allowed for a buffer as per paragraph 25-2020-20190901 of the PPG). Although this is relatively recent, since then the economics of property development have changed, with house prices and costs increasing. Changes in national policy that will increase the costs of development have been announced, including the move towards Zero Carbon (-31% CO_2), mandatory car charging points and minimum standards for increased biodiversity. Just because values have increased, it does not necessarily follow that there is scope for greater levels of developer contributions – this would only be the case if values had increased by a greater rate than the costs of development, including the costs of extra national and local policy requirements.

12.76 It is clear that development is coming forward across the Canterbury City Council area and that development is generally policy compliant (i.e. achieving the full affordable housing requirement) and paying the required levels of CIL. Having said this, the levels of developer contributions, over and above CIL, are generally modest.

12.77 Having considered the results of the various appraisals reporting the impact of the range of policy aspirations and requirements set out above, the Council recognise that not all the policy areas tested will be deliverable. A further set of appraisals has been run, based on the following requirements.

a.	Affordable Housing	30% as 33% Affordable Home Ownership / 67% Affordable Rent – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes.
b.	Design	15% Part M4(2), 5% Part M4(3), Water efficiency – including rainwater harvesting, 20% Biodiversity Net Gain, Zero Carbon, EV Charging (except high density flats)
c.	Developer Contributions	CIL – as adopted (applied to all sites – including Strategic Sites). s106 as £/unit at the following rates:

Strategic Sites	Houses	£30,000/unit
	Flats	£20,000/unit
All other	1-9 dwellings	£5,000/unit
	10+ dwellings	£15,000/unit

12.78 In the following modelling, the additional developer contributions, over and above CIL are included in the appraisals, however it is understood that this amount could be met, at least in part, through CIL

12.79 The scope of this project extends to a review of the rates of CIL adopted in 2020. It is important to note that under the adopted CIL Charging Schedule, the Strategic Sites in the extant Local Plan are zero rated for CIL. These sites are identified as specific CIL zones. The proposed Strategic Sites are beyond these areas so will be subject to CIL, unless the Council's CIL is formally reviewed or cancelled. Further appraisals have been run on the assumption that the Local Plan would be reviewed before a new CIL is adopted so CIL is assumed to apply to all of the potential strategic sites. All the potential strategic sites are within the £187/m^2 CIL zone.

12.80 The following tables are directly comparable with those (Tables 12.6a to d) above.

Table 12.7a Residual Value v BLV – Recommended Policies

Canterbury and Adjacent Area, Whitstable and Adjacent, Rural CCC

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	813,505
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	300,619
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	301,525
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	305,748
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	333,213
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	266,373
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	344,223
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	259,857
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	678,633
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	526,683
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	1,744,503
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,246,074
Site 13	Small Green 9 LD - DRA	Cant. Whit, Rural	50,000	400,000	843,560
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	1,763,674
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,301,522
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	1,927,687
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	1,658,592
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	-127,421
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	-103,382
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	-118,579
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	-152,435
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	273,459
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	-655,955
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	-692,769
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	-749,790
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	-764,011
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-1,022,450
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-3,573,129

Source: HDH (December 2021)

Table 12.7b Residual Value v BLV – Recommended Policies

Sturry

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Sturry	25,000	375,000	200,468
Site 2	Large 200	Sturry	25,000	375,000	-325,585
Site 3	Large Green 100	Sturry	25,000	375,000	-341,945
Site 4	Medium Green 50	Sturry	25,000	375,000	-365,124
Site 5	Medium Green 30	Sturry	25,000	375,000	-332,631
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-322,428
Site 7	Medium Green 20	Sturry	25,000	375,000	-332,793
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-343,638
Site 9	Medium Green 12	Sturry	50,000	400,000	780,796
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	610,378
Site 11	Small Green 9	Sturry	50,000	400,000	1,940,073
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,385,767
Site 14	Small Green 6	Sturry	50,000	400,000	1,959,244
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,474,594
Site 17	Small Green 3	Sturry	50,000	400,000	1,936,001

Source: HDH (December 2021)

Table 12.7c Residual Value v BLV – Recommended Policies

Herne Bay and Adjacent

			EUV	BLV	Residual Value
Site 1	V Large Green 300	Herne Bay	25,000	375,000	618,460
Site 2	Large 200	Herne Bay	25,000	375,000	115,371
Site 3	Large Green 100	Herne Bay	25,000	375,000	112,038
Site 4	Medium Green 50	Herne Bay	25,000	375,000	108,981
Site 5	Medium Green 30	Herne Bay	25,000	375,000	137,801
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	93,736
Site 7	Medium Green 20	Herne Bay	25,000	375,000	142,011
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	79,375
Site 9	Medium Green 12	Herne Bay	50,000	400,000	780,796
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	610,378
Site 11	Small Green 9	Herne Bay	50,000	400,000	1,940,073
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,385,767
Site 14	Small Green 6	Herne Bay	50,000	400,000	1,959,244
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,474,594
Site 17	Small Green 3	Herne Bay	50,000	400,000	1,936,001
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	-192,963
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	-177,085
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	-186,500
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	-221,570
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	122,330
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	-311,960
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	-346,808
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	-399,090
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	-741,621
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-906,139
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-3,273,450

Source: HDH (December 2021)

Table 12.7d Residual Value v BLV – Recommended Policies

Potential Strategic Sites

			EUV	BLV	Residual Value
Site 1	Merton Park	South Canterbury	25,000	375,000	494,219
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	590,336
Site 3	Milton Manor House	South Canterbury	25,000	375,000	624,393
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	524,561
Site 5	N of Railway, S of Bekesbourne Ln	East Canterbury	25,000	375,000	624,740
Site 6	At Bekesbourne Ln at Hoath Fm	East Canterbury	25,000	375,000	828,425
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	565,849
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	565,049
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	736,447
Site 10	At Golden Hill	South Whitstable	25,000	375,000	598,134
Site 11	At Cooting Fm	Aylesham - Adisham GV	25,000	375,000	495,905
Site 12	W & E Cooting Ln	Aylesham - Adisham GV	25,000	375,000	599,979
Site 13	SE of Cooting Ln	Aylesham - Adisham GV	25,000	375,000	736,635
Site 14	Aylesham South	Aylesham - Adisham GV	25,000	375,000	855,151
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	661,010

Source: HDH (May 2022)

12.81 In considering the above it is important to note that on the typologies in each sub area, the additional developer contributions, over and above CIL are included in the appraisals (sites of 1-9 dwellings at £5,000/unit and sites of 10 or more dwellings at £15,000/unit, however it is understood that this amount could be met, at least in part, through CIL. Further, based on the draft SLAA (August 2021), over 80% of planned development is on greenfield sites and that and that over 95% of sites are on greenfield or mixed sites. Just 1.6% of planned development is on brownfield sites.

Table 12.8 SLAA Sites by Existing Use				
	Count of Sites		Yield of Sites	
Brownfield	12	10.71%	296	1.63%
Greenfield	75	66.96%	15,268	84.02%
Mixed	7	6.25%	2,266	12.47%
Not Stated	18	16.07%	342	1.88%
All	112		18,172	

Source: CCC SLAA (August 2021)

12.82 The Council can continue to be confident that residential development on greenfield sites with be forthcoming, deliver 30% affordable housing, and be policy compliant. This type of development is the predominant type of development that is expected to come forward over the plan-period.

12.83 There are 12 brownfield sites (out of 112 sites) in the SLAA, but together these have a capacity of just 296 units (out of 18,172 units). These are generally shown as being unviable. The Council should be cautious in assuming they will be delivered early in the plan-period (for example within the 5 year land supply calculation) and should only do so where there is a commitment from a developer to do so, or other evidence such as a recent planning consent.

12.84 In this study, the Sturry area is treated as a separate area with lower values than other areas around Canterbury. This is a different approach to that taken several years ago when CIL was set, but one based on the more up to date evidence. The analysis shows that the development in the Sturry area likely to be unviable. There are about 1,000 units within the SLAA that are labelled as being in the Sturry Cluster and all of these are less than 200 units. This represents about 5% of the SLAA sites. It is recommended that the Council further engages with the promoters and owners of sites in this area, to before allocating such sites in the Local Plan.

12.85 Herne Bay is treated as a separate value zone having values that are about 8% lower than the higher value Whitstable to the west and the wider area. The smaller sites and larger sites in this area are shown as viable. The SLAA includes 13 sites in this area of which 10 are greenfield sites and 3 are brownfield sites. The greenfield sites range from 250 units to 10 units. The results show that the higher density schemes perform better than the lower density schemes, and the SLAA assumes that the schemes would be at least 35 units per ha.

12.86 The 17 potential Strategic Sites have been tested. This has been carried out based on the ownerships, however it is important to appreciate that these are most likely to come forward under an overarching master-planning process. The modelling is based on high-level assumptions around the strategic infrastructure and mitigation costs, although it is important to note that these are based on the Council’s most up to date estimates.

12.87 About 11,260 units are anticipated to be delivered across the Strategic Sites, which is just under 65% of the SLAA units. The Council can be confident that these will be forthcoming and are able to meet the policy requirements, CIL as per the adopted Charging Schedule and make substantial contributions towards the strategic infrastructure and mitigation costs.

12.88 It is clear that these sites have capacity to bear both affordable housing and developer contributions. However, there is no doubt that the delivery of any large site is challenging so, rather than draw firm conclusions at this stage, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance and the PPG.

Review of Residential Rates of CIL

12.89 The Council started charging CIL from 1st April 2020. Further viability analysis has been carried out in line with the requirements of the NPPF, CIL Regulations and PPG (which includes the CIL Guidance). This is a prescriptive process that is aiming to understand development viability in the plan-making / CIL-setting context in a high-level way. It is a high-level process that does not look at the deliverability of individual sites or any particular developers' business model or methodology.

12.90 A further set of appraisals have been run that incorporate CIL at a range of levels. In the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL were charged on all units (market and affordable). In this analysis the rates of CIL are only applied to the market housing and are calculated on a £/m^2 basis. When considering these results, it is necessary to have regard to the PPG which refers to a 'buffer'.

12.91 With this in mind, the BLV has been lifted by 30%, being in line with the assumption used in many other situations. The analysis suggests that the current rates of CIL are higher than would be set now. This is in large part due to the increased assumptions used in relation to s106 costs and the move towards zero carbon and the inclusion of rainwater harvesting. We recommend that the Council does not review CIL now.

Older People's Housing

12.92 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 with the other policy requirements used above.

12.93 The greenfield and brownfield Sheltered housing sites are able to bear 30% affordable housing and CIL. The Extracare housing is able to bear up to 20% affordable housing on greenfield sites, but not affordable housing on brownfield sites. 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 Strategic Sites, rather than on smaller greenfield sites.

12.94 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.

Student Housing and Shared Living

12.95 Student housing is a small component of the Canterbury housing market. Historically affordable housing has not been sought on this type of development, although we are advised that the affordable housing policy does apply to all types of housing, including student housing.

12.96 Appraisals have been run for a range of affordable housing requirements with the other policy requirements used above.

12.97 Based on this analysis, student housing sites are likely to able to bear 30% affordable housing. Shared living housing is unlikely to be viable with affordable housing.

12.98 When considering the above, it is important to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of non-standard types of housing will be considered at the development management stage. It is therefore not necessary to differentiate within policy for this sector.

Non-Residential Appraisals

12.99 A set of financial appraisals have been run for the non-residential development types. In the appraisals, the costs are based on the BCIS costs, adjusted for BREEAM Excellent standard. The appraisals include the adopted rates of CIL. In addition, as set out in Chapter 8 above, non-residential development is tested with 5%, 10%, 15% and 20% additional costs so that the impact of moving towards Zero Carbon can be illustrated.

Employment uses

12.100 The results are reflective of the current market in the Canterbury area and more widely. Office and smaller industrial development are shown as being unviable, but with the larger format industrial and logistics uses being shown as viable. Having said this, employment space of all types is being delivered.

12.101 Employment development is 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.

12.102 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. The assumption is 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. The Guidance, as set out in Chapters 2 and 3 above, 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 Canterbury area is 'user led' being brought forward by businesses, or for specific end users, that will use the eventual space for operational uses, rather than for investment purposes.

12.103 It is clear that the delivery of some types of employment uses is challenging in the current market. The above appraisals assume that development is carried out to the BREEAM Excellent standard. A further set of appraisals has been run to test the impact of higher costs that may arise due to higher environmental standards. The costs will vary considerably from development type and the specifics of each building so additional construction costs of 5%, 10%, 15% and 20% are applied to the appraisals.

12.104 This analysis shows that there is scope to seek higher environmental standards on the large format industrial and logistics uses, but not on office and smaller industrial uses. We would suggest caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

Retail and Hotel Uses

12.105 The retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin. Whilst we would expect the larger format and prime uses to be viable, it is surprising that the secondary retail uses are also shown as viable. The emerging Plan supports the development of retail uses in the town centres but there are limited remaining opportunities within the town centres beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.

12.106 The analysis included hotel use. This is shown not to be viable.

12.107 As with employment uses, the appraisals assume that development is carried out to the BREEAM Excellent standard. A further set of appraisals has been run to test the impact of higher costs that may arise due to higher environmental standards. The costs will vary considerably from development type and the specifics of each building so additional construction costs of 5%, 10%, 15% and 20% are applied to the appraisals.

12.108 This analysis shows that there is scope to seek higher environmental standards on the retail uses, but not on hotel development. We would suggest caution in relation to setting higher policy requirements for hotel uses.

Conclusions

12.109 This Local Plan Viability Study has been carried out in line with the requirements of the National Planning Policy Framework and the Planning Practice Guidance, including incorporating a period of consultation.

12.110 In terms of property development, the Canterbury City Council area is perceived to be active, with a strong market for the right scheme in the right place. Having said this, some areas remain challenging, the low house prices in some areas do make the delivery of new housing less easy. All types of residential and non-residential development are coming forward.

12.111 The results in the built-up area that brownfield development is generally viable, however it is important to note that some sites in this area are coming forward and delivering housing. In the rural area, and in particular the higher value areas, the Council's experience through the development management process is that affordable housing is routinely delivered on market housing led development sites.

12.112 Having considered the results of the various appraisals reporting the impact of the range of policy aspirations and requirements set out above, the Council recognise that not all the policy areas tested will be deliverable. Development is viable with the following requirements, however further policy obligations may impinge on viability.

a.	Affordable Housing	30% as 33% Affordable Home Ownership / 67% Affordable Rent – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes.
b.	Design	15% Part M4(2), 5% Part M4(3), Water efficiency – including rainwater harvesting, 20% Biodiversity Net Gain, Zero Carbon, EV Charging (except high density flats)
c.	Developer Contributions	CIL – as adopted (applied to all sites – including Strategic Sites). s106 as £/unit of £30,000/unit for houses and £20,000/unit for flats on strategic sites, £5,000/unit the typologies of 1 to 9 units and £15,000/ for the typologies of 10 units and larger.

12.113 The base assumption used above is for 30% affordable housing, CIL (at the appropriate local rate) and a s106 payment of £5,000/unit on the typologies of 1 to 9 units and £15,000/unit on the typologies of 10 units and larger, and £30,000/house and £20,000/flat on Strategic Sites.

12.114 The Council can be confident that there is scope to move beyond the minimal policy requirements in the Canterbury, Whitstable and rural areas. The greenfield sites, including the Strategic Sites are able to move towards Zero Carbon, and incorporate measures such as rainwater harvesting, and still bear developer contributions well above the current levels of CIL, in most cases well in excess of £10,000/unit, but not the £15,000/unit assumption used on sites of 10 units and larger. In making these recommendations it has been assumed that some of the £15,000/unit may be met through CIL.

12.115 The scope of this project extends to consideration of whether or not there is scope to review CIL. There is not scope at the current time. so we recommend that the Council does not formally review CIL now.

12.116 It is clear that the delivery of some types of employment uses is challenging in the current market. There is scope to seek higher environmental standards on the large format industrial, logistics uses and retail uses, but not on office, smaller industrial or hotel uses. We would suggest caution in relation to setting policy requirements for that would unduly impact on viability.

Levelling-up and Regeneration Bill

As this report was being completed, 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* have yet to be published.

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

Appendix 1 – Project Specification

Local Plan and CIL Viability Study

Purpose

1. The key purpose of this commission is to develop written evidence in the form of a Local Plan and CIL Viability Study, in consultation with stakeholders, and subsequently provide verbal and written evidence at both a Local Plan examination and a CIL Charging Schedule examination.
2. The CIL element of the Study must demonstrate that the recommended CIL rates strike an appropriate balance between the desirability to fund infrastructure through the levy and the potential effects of the levy upon the economic viability of development.

Scope

3. In producing the Viability Study, the consultant will be expected to take full account of the provisions of the NPPF and demonstrate consistency with the methodology set out in the updated PPG.
4. The Study must demonstrate an objective assessment of the cumulative impacts of proposed plan policies and the proposed scale of obligations (both S106 obligations for the Strategic Sites and any recommended CIL rates) on both residential and non-residential development.
5. Crucially, the Study should reflect a sufficiently detailed understanding of the proposed development sites and supporting infrastructure strategy within the new Local Plan, including anticipated policy costs such as for high quality design, carbon emissions reductions/offsetting, air quality measures, waste water treatment, biodiversity net gain, landscaping, sports and open space, community infrastructure, on-site commercial and employment provision and affordable housing.
6. The commission requires that the Study reflects ongoing and collaborative working with developers and key stakeholders to ensure that key assumptions are fully understood and tested and, where possible, agreement is reached both at a strategic level and at a site specific level.
7. In this regard the Study should reflect the Government's direction of travel towards a more comprehensive understanding of proposed development sites at Local Plan stage, to provide greater certainty to stakeholders and local communities about the outcomes of the Local Plan.
8. The Study will involve the following tasks:
    a) Review existing evidence;
    b) Develop and test a robust set of assumptions representative of different types, locations and sizes of development in Canterbury district, including for:
        ○ Benchmark land values;
        ○ Build costs;
        ○ Sales values;
        ○ Affordable housing transfer values;
        ○ Professional and legal fees;
        ○ Developer profit;
        ○ Other development costs.
    c) Review the proposed Local Plan and estimate the costs to development of meeting the policies with viability implications;
    d) Develop and test a set of generic typologies representative of developments that are expected to come forward in the district over the period of the new Local Plan;
    e) Alongside this strategic Plan-level review, develop and test in detail the viability of site

allocation proposals for key strategic sites and their emerging policies (the number of these strategic sites is yet to be determined);

f) Review and test options for affordable housing requirements and CIL charging rates, zones and buffers and make recommendations, including reviewing the Council's existing approach to a £0 CIL rate for strategic sites;

g) Undertake robust and constructive engagement with stakeholders such as site promoters, developers (national and SMEs) and registered providers, throughout the development of the Study, to develop, test and, where possible, agree the assumptions and outputs of the Study.

h) Produce a clear, concise and accessible Local Plan and CIL Study Report which adheres fully to the latest Web Content Accessibility Guidelines (WCAG) 2.1.

Programme and Outputs

9. The commission should be undertaken in accordance with the key stages and dates set out below, and which will be agreed at the inception meeting.
10. The report should be concluded within the agreed timescale, which requires the draft report to be submitted to the Council during the week commencing 10 January 2022.
11. The Local Plan and CIL Viability Study Report must articulate, explain and justify:
    - The methodology applied in the assessments and its consistency with national policy and guidance (including as regards the Government's current proposals, as referenced above) ;
    - The key assumptions underpinning the assessments;
    - The approach to and outcomes of stakeholder engagement and how this has influenced the development of the Study and its outcomes;
    - The strategic plan-wide viability assessment of the draft Local Plan, demonstrating its deliverability;
    - The strategic site viability assessments, demonstrating the deliverability of the draft allocation policies;
    - The recommended CIL charging rates, including £0 rates where appropriate, buffers and reliefs.
12. A relevant sample of appraisal assessments should be appended to the Study Report and copies of all final appraisal assessments, including those for the Strategic Sites, should be provided to the Council separately with the final report document.
13. The final documents should be provided in electronic format, compatible with the council's systems, and comply with the latest Web Content Accessibility Guidelines (WCAG) 2.1.
14. The primary contact for the work will be Kate Balzan, Project Manager (Local Plans and Infrastructure). It is anticipated that the primary method of contact will be either by video-call, phone or by email.

Inception meeting with officers

15. The successful consultant shall make themselves available for an inception meeting which will be held with the council, during the week commencing 21 June 2021, to agree:
    - any refinement or detailed clarification of the brief which may be appropriate;
    - the methodology to be applied and the typologies to be tested;
    - the approach to testing the impact of affordable housing policies, infrastructure costs and other policy costs;
    - the approach to stakeholder engagement;
    - how to take account of the draft Revised NPPF and draft PPG for Viability;

- timescales and methods for reporting;
- any further information required; and
- any other issues relevant to the work.

16. The consultant will be expected to produce a note of the inception meeting, highlighting any actions or any amendments agreed at the inception meeting for agreement with the council by a date agreed at the inception meeting.

Implementing the work programme

17. The consultant will review evidence, undertake initial engagement with stakeholders and develop the typologies and key assumptions to be used for the Study to present to the Council for review ahead of organising and facilitating stakeholder workshop to test these initial outputs.
18. The consultant will engage with the Council to agree the strategic sites to be tested and with developers and infrastructure providers to develop the key assumptions to be used for the testing of specific strategic sites.
19. The consultant will undertake and prepare the draft Study, with further engagement with the Council and stakeholders, and interim reporting to the Council, as necessary, to produce a robust assessment of the viability of the Draft Local Plan and strategic sites and provide recommendations on revisions to the CIL Charging Schedule.

Issue draft report

20. The consultant to issue the draft report to the Council during the week commencing 10 January 2022 for agreement. This should be a full draft report setting out the methodology, assumptions and recommendations.

Issue final report

21. The consultant to complete the final report (subject to any amendments agreed) and provide in electronic format during the week commencing 7 February 2022.

Additional work

22. Following consultation on the Draft Local Plan, the Council intends to finalise the submission version of the Local Plan, ready for the independent examination.
23. The consultant will be expected to assist the Council in considering the representations received insofar as they are relevant to the purpose, methodology and findings of the viability study, and to provide written responses and any further evidence required to address the substance of such representations. The consultant must be available to provide this additional input in a timely manner.
24. At the examination of the Local Plan and the examination of the CIL Charging Schedule, the consultant will be expected to assist the Council in considering and responding to questions raised by the Inspector, and by other representors as appropriate, insofar as they are relevant to the purpose, methodology and findings of the viability study, and to provide written and verbal evidence as required.
25. The current timetable anticipates that the examinations will commence from spring 2023.
26. Rates for members of staff to be used for any additional work should be provided as hourly rates and returned as part of your submission.

Appendix 2 – Consultees

Attendees

Victoria Groves - KC Estates

Helen Holland - head of projects in Estates team in UoK

Colin Sinclair - Avison Young (UoK)

Tom Boxall - Avison Young (UoK)

Jenny - DHA Planning

Chris Cook - Hollamby Estates

Ian Hardman - Pentland Homes

Richard Agnew - Gladman

Planning Devine

Appendix 3 - Consultation Presentation

The pages in this appendix are not numbered.

canterbury city council

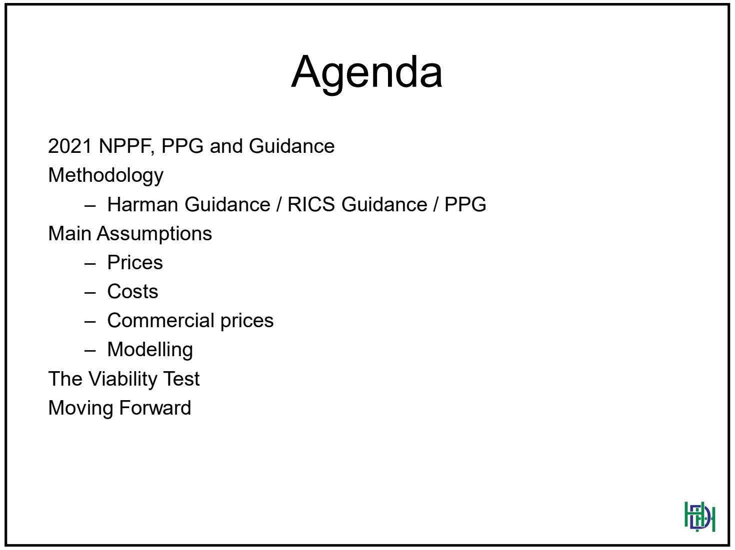
Local Plan and CIL Viability Study
Consultation Event
3rd November 2021

Please use the chat icon to ask questions or leave comments

Please raise a hand to ask a question or to make a comment

To avoid sound interference please mute your microphone

Planning & Development

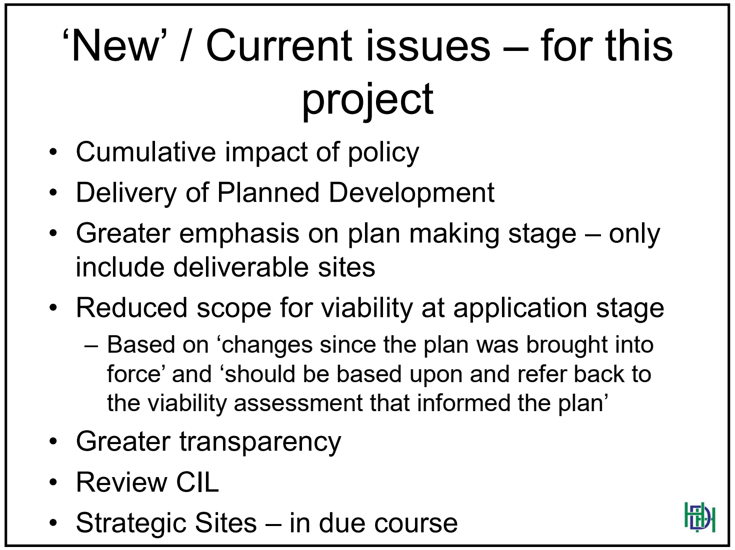


Agenda

2021 NPPF, PPG and Guidance
Methodology
  – Harman Guidance / RICS Guidance / PPG
Main Assumptions
  – Prices
  – Costs
  – Commercial prices
  – Modelling
The Viability Test
Moving Forward

The New Local Plan

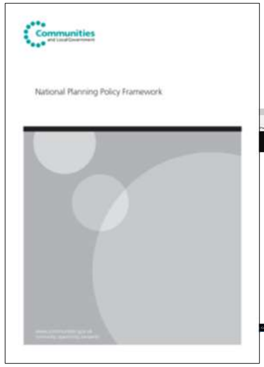
- Development
  - New allocations (including strategic sites)
- New polices to
  - respond to climate change
  - respond to updated evidence
- Respond to national changes
  - Future Homes Standard
  - First Homes 25% of affordable, AHO 10% of all
  - % Biodiversity Net Gain



'New' / Current issues – for this project

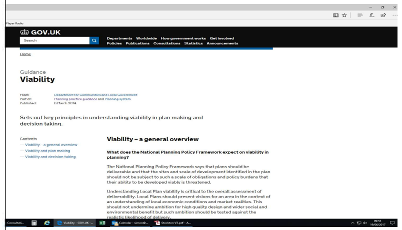
- Cumulative impact of policy
- Delivery of Planned Development
- Greater emphasis on plan making stage – only include deliverable sites
- Reduced scope for viability at application stage
  - Based on 'changes since the plan was brought into force' and 'should be based upon and refer back to the viability assessment that informed the plan'
- Greater transparency
- Review CIL
- Strategic Sites – in due course

The Old



Communities and Local Government

National Planning Policy Framework



GOV.UK

Home

Guidance
Viability

From: Department for Communities and Local Government
Part of: Planning practice guidance and Planning system
Published: 6 March 2014

Sets out key principles in understanding viability in plan making and decision taking.

Contents
— Viability – a general overview
— Viability and plan making
— Viability and decision taking

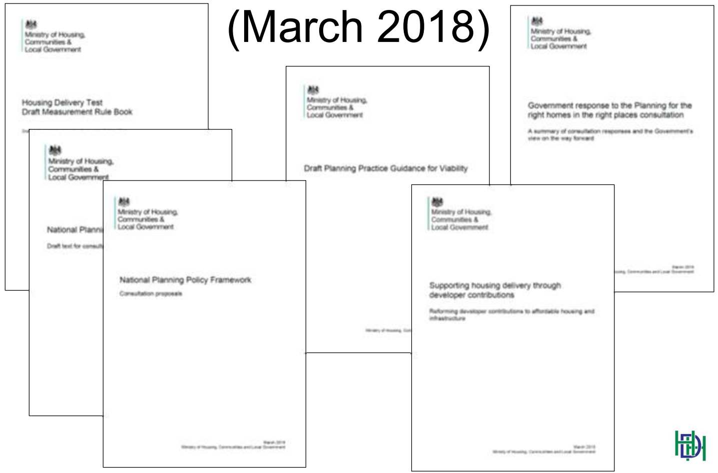
Viability – a general overview

What does the National Planning Policy Framework expect on viability in planning?

The National Planning Policy Framework says that 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.

Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.

NPPF / PPG Consultation (March 2018)



Ministry of Housing, Communities & Local Government

Housing Delivery Test
Draft Measurement Rule Book

Ministry of Housing, Communities & Local Government

National Planni
Draft text for consulta

Ministry of Housing, Communities & Local Government

National Planning Policy Framework
Consultation proposals

Ministry of Housing, Communities & Local Government

Draft Planning Practice Guidance for Viability

Ministry of Housing, Communities & Local Government

Government response to the Planning for the right homes in the right places consultation

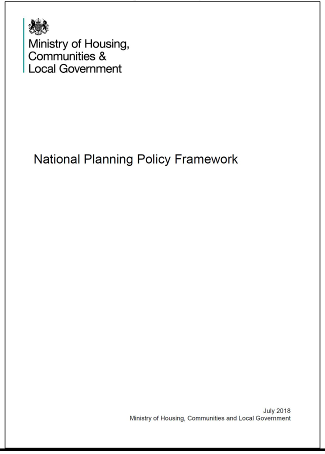
A summary of consultation responses and the Government's view on the way forward

Ministry of Housing, Communities & Local Government

Supporting housing delivery through developer contributions

Reforming developer contributions to affordable housing and infrastructure

The new (July 2018)...

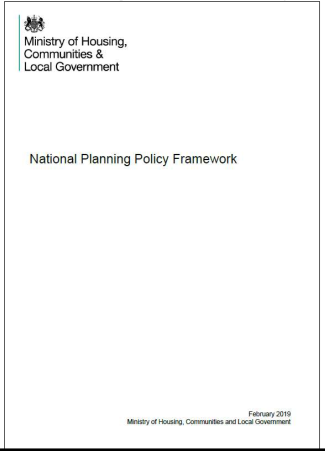


Ministry of Housing, Communities & Local Government

National Planning Policy Framework

July 2018
Ministry of Housing, Communities and Local Government

... and newer (February 2019) ...

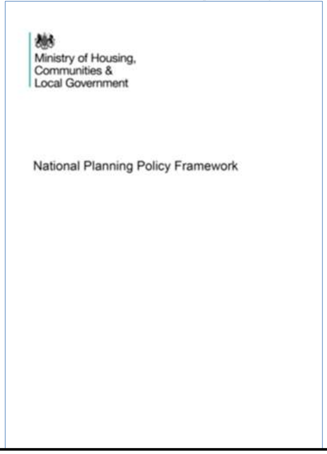


Ministry of Housing, Communities & Local Government

National Planning Policy Framework

February 2019
Ministry of Housing, Communities and Local Government

... and newest (July 2021).



Ministry of Housing,
Communities &
Local Government

National Planning Policy Framework

The Future .... ?

Ministry of Housing,
Communities &
Local Government

PLANNING
FOR THE FUTURE

White Paper August 2020

2020 White Paper

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

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.*

2020 White Paper – Pillar Three

- *<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*

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.

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

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.

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:*

- *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.*

2014 PPG 10-001

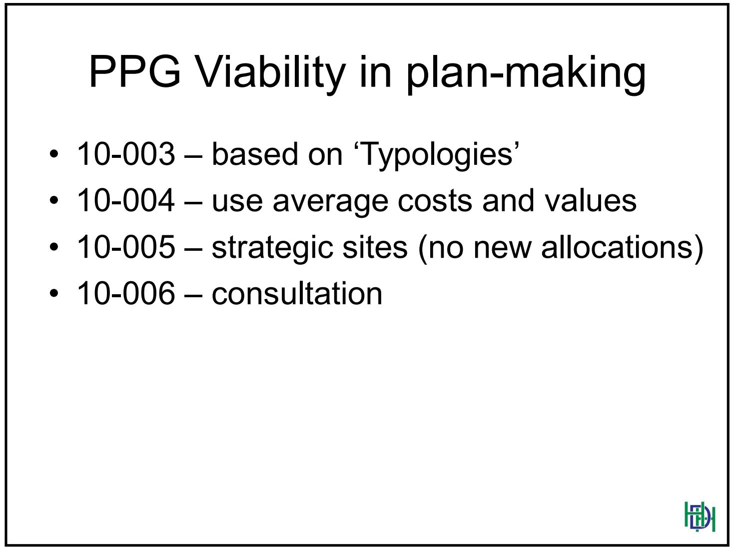
... plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened....

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...

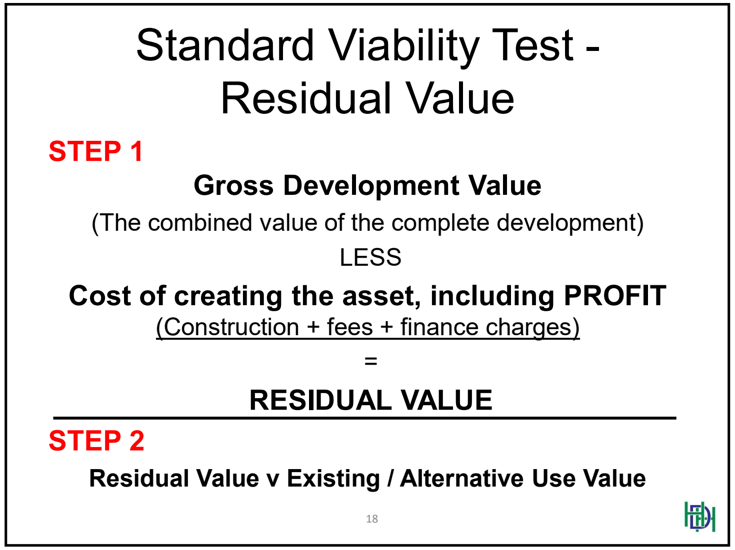
PPG 10-002-20190509

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



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

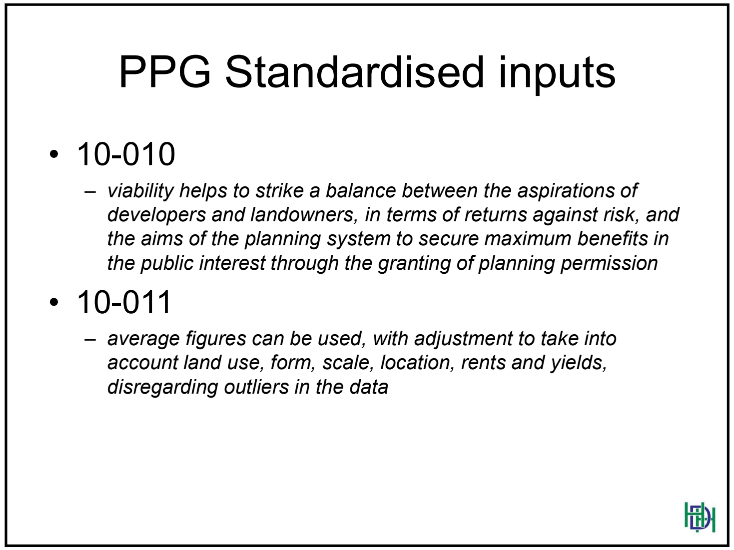
(Construction + fees + finance charges)

=

RESIDUAL VALUE

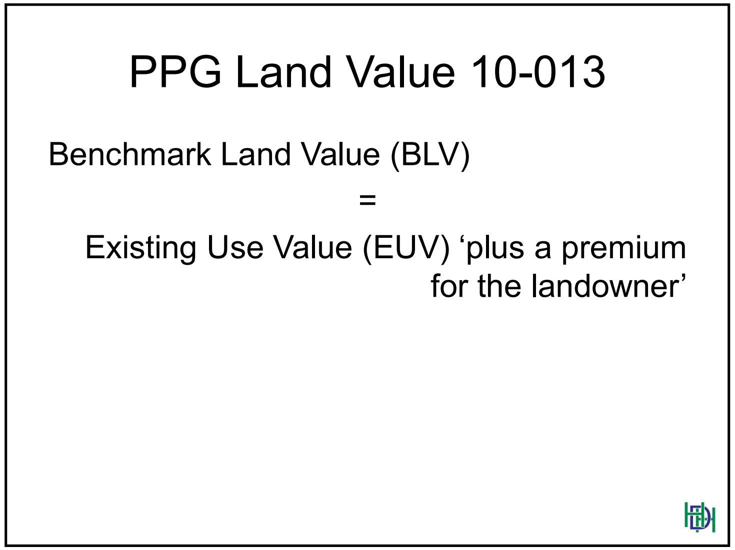
STEP 2

Residual Value v Existing / Alternative Use Value



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*

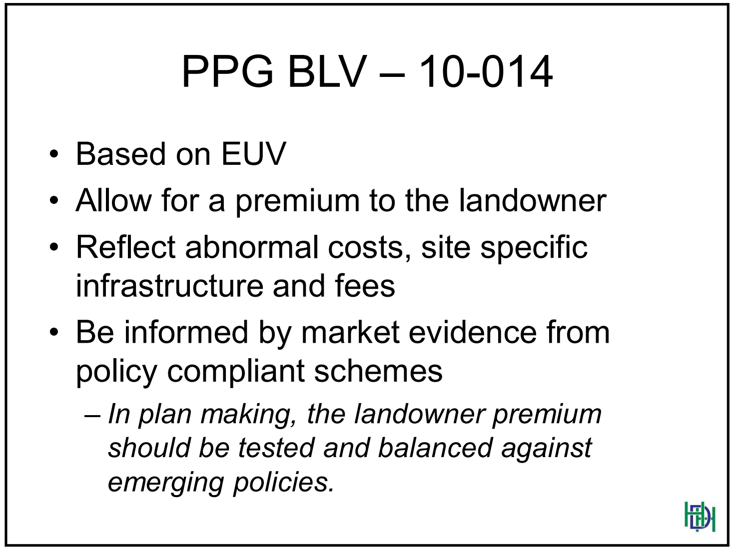


PPG Land Value 10-013

Benchmark Land Value (BLV)

=

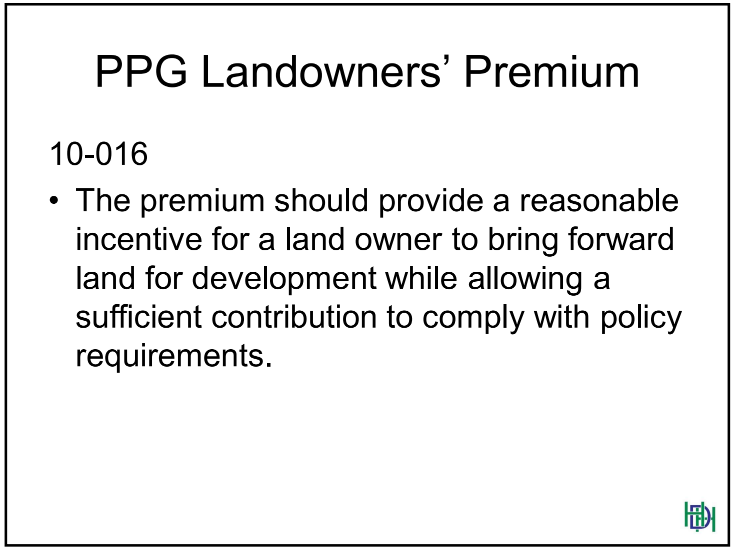
Existing Use Value (EUV) ‘plus a premium for the landowner’



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.*

21

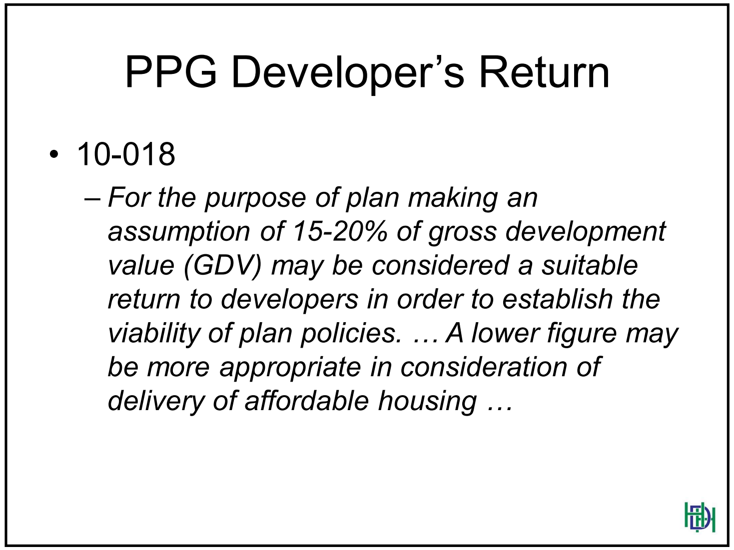


PPG Landowners' Premium

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.

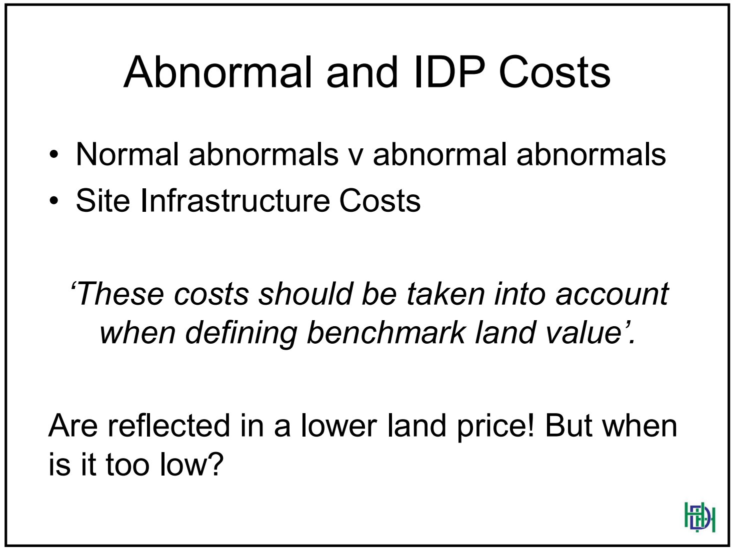
22



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 …*

23



Abnormal and IDP Costs

- Normal abnormals v abnormal abnormals
- Site Infrastructure Costs

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

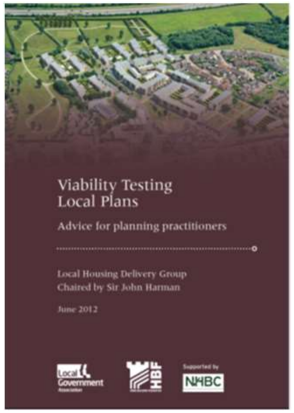
Are reflected in a lower land price! But when is it too low?

24

‘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
- Review CIL
- Strategic Sites – in due course

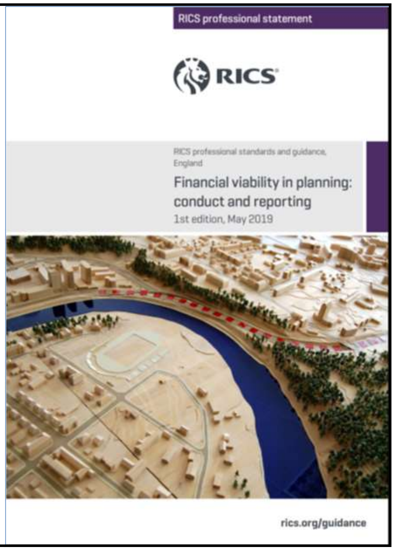
Harman / RICS



Viability Testing
Local Plans
Advice for planning practitioners
Local Housing Delivery Group
Chaired by Sir John Harman
June 2012

Assessing viability in planning under the National Planning Policy Framework 2019 for England
England
1st edition, March 2021

Mandatory RICS Guidance

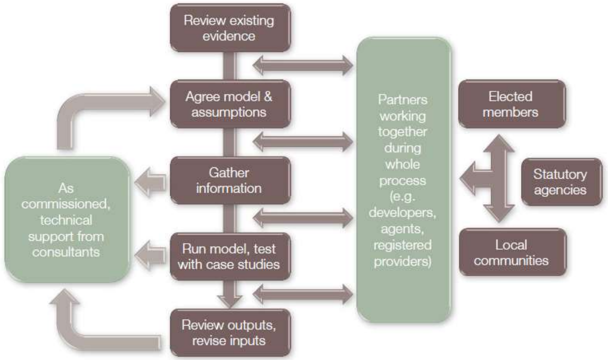


RICS professional statement
RICS
RICS professional standards and guidance, England
Financial viability in planning: conduct and reporting
1st edition, May 2019
rics.org/guidance

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)

Engagement Phases



Review existing evidence

Agree model & assumptions

Gather information

Run model, test with case studies

Review outputs, revise inputs

As commissioned, technical support from consultants

Partners working together during whole process (e.g. developers, agents, registered providers)

Elected members

Statutory agencies

Local communities

Methodology

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

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)

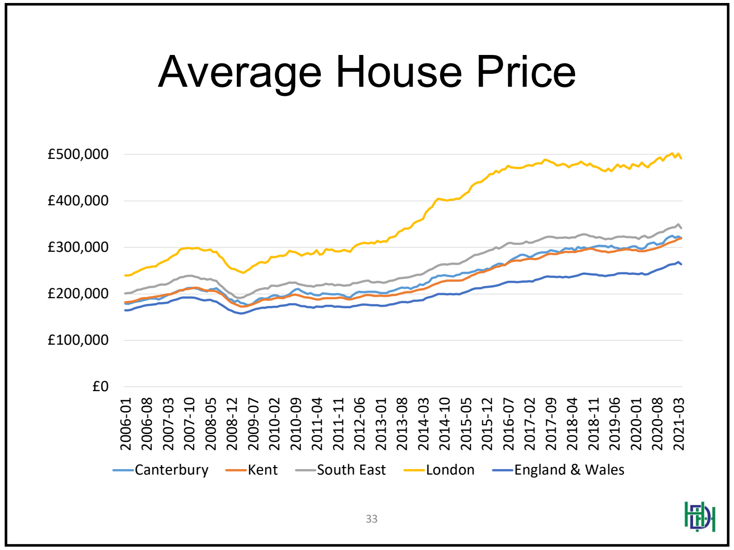
=

RESIDUAL VALUE

STEP 2

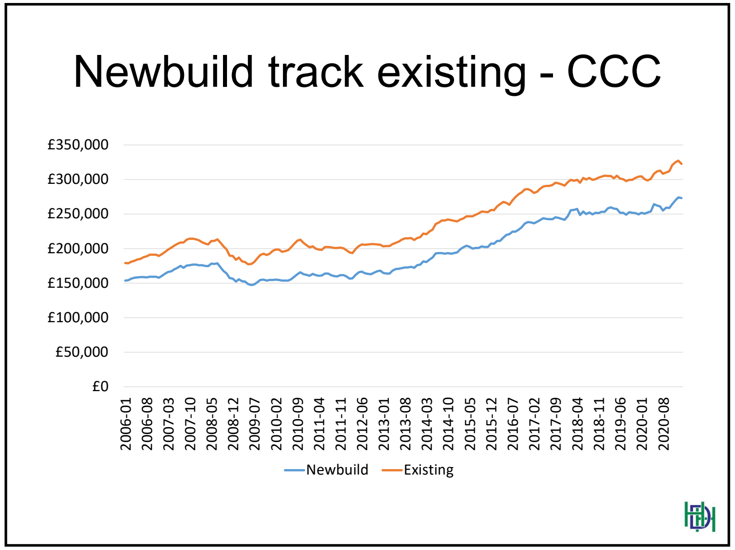
Residual Value v Existing / Alternative Use Value

Key Assumptions



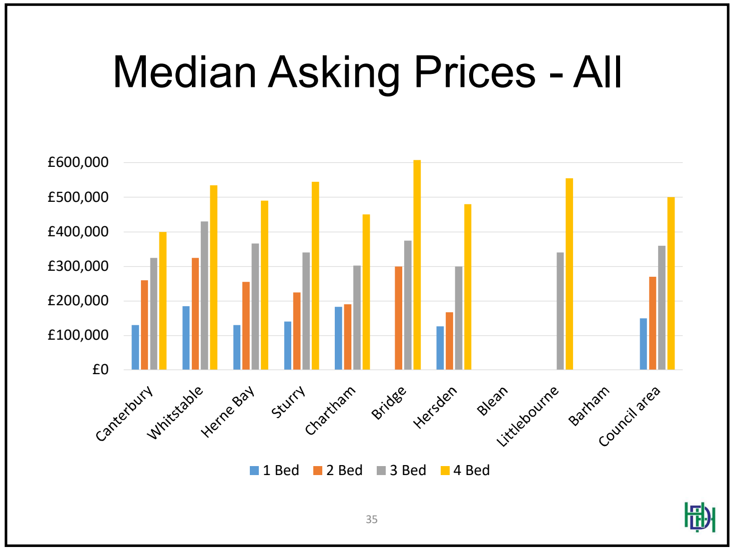
Average House Price

33



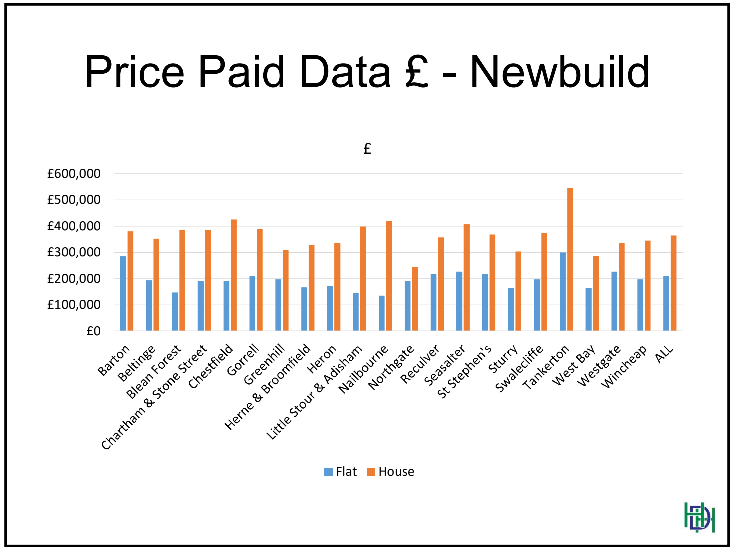
Newbuild track existing - CCC

34



Median Asking Prices - All

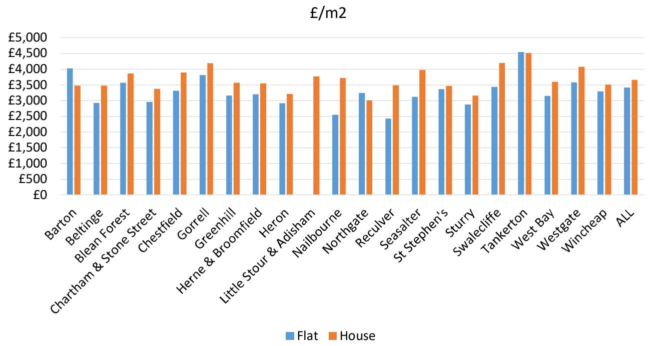
35



Price Paid Data £ - Newbuild

36

Price Paid Data £/m^2 - Newbuild



Newbuild Asking Prices

Average of Asking Price							
	Detached	Flat	Park Home	Semi-detached	Terrace	Not stated	All
Bekesbourne	£1,595,000	£0	£0	£0	£0	£0	£1,595,000
Canterbury	£773,000	£222,500	£0	£0	£360,000	£0	£511,500
Herne Bay	£479,281	£325,000	£292,500	£0	£340,000	£0	£377,939
Hersden	£490,328	£0	£0	£359,995	£0	£0	£471,709
Littlebourne	£600,000	£0	£0	£430,000	£0	£0	£543,333
Whitstable	£495,000	£0	£0	£525,000	£1,216,667	£199,950	£766,421
All	**£605,877**	**£266,429**	**£292,500**	**£436,249**	**£870,000**	**£199,950**	**£522,123**

Average of £/m2							
	Detached	Flat	Park Home	Semi-detached	Terrace	Not stated	All
Bekesbourne	£3,815	£0	£0	£0	£0	£0	£3,815
Canterbury	£4,340	£3,209	£0	£0	£4,140	£0	£3,868
Herne Bay	£3,957	£4,934	£3,441	£0	£4,000	£0	£3,819
Hersden	£3,936	£0	£0	£4,091	£0	£0	£3,958
Littlebourne	£4,204	£0	£0	£4,448	£0	£0	£4,285
Whitstable	£5,479	£0	£0	£3,653	£8,814	£3,703	£6,546
All	**£4,130**	**£3,554**	**£3,441**	**£4,160**	**£6,916**	**£3,703**	**£4,277**

Price Assumptions (£/m^2)

<table>
<tr><th colspan="4">2021 Pre-consultation Residential Price Assumptions – £/m²</th></tr>
<tr><td></td><td>Canterbury and Adjacent Area
Whitstable and Adjacent
Rural CCC</td><td>Sturry</td><td>Herne Bay and Adjacent</td></tr>
<tr><td>Large Greenfield</td><td rowspan="2">£4,000</td><td rowspan="2">£3,250</td><td rowspan="2">£3,700</td></tr>
<tr><td>Medium Greenfield</td></tr>
<tr><td>Small Greenfield</td><td colspan="3">£4,100</td></tr>
<tr><td>Previously Developed Land</td><td>£3,800</td><td></td><td>£3,500</td></tr>
<tr><td>Flatted Development</td><td colspan="3">£4,000</td></tr>
</table>

Affordable Housing

- **Affordable Rent**

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

  = £2,500/m^2

- **Social Rent**

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

  = £1,790/m^2

- **Affordable Home Ownership**

  50% Share; Rent 2.75%

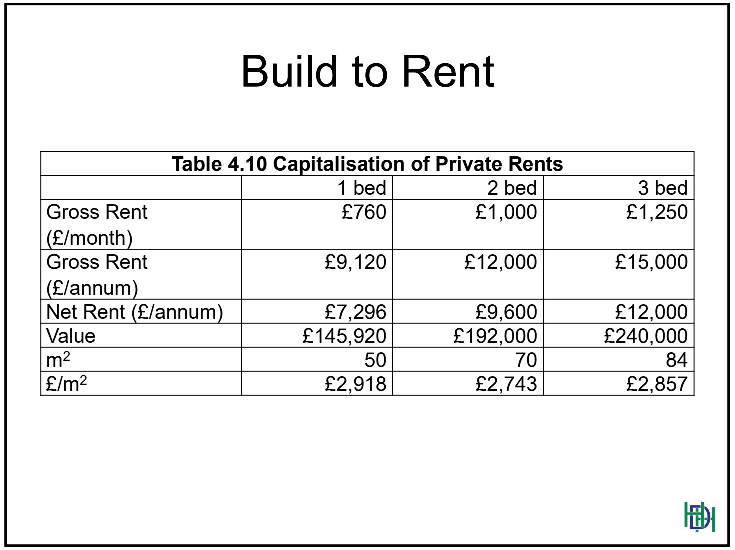
  = 70% OMV

- **First Homes**

  = 70% OMV / £250,000 cap

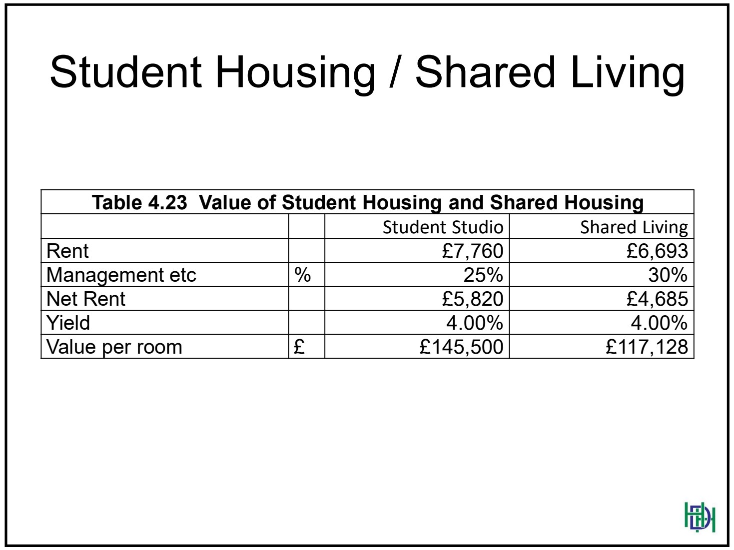
Older Peoples Housing

Worth of Sheltered and Extracare			
Canterbury	Area (m²)	£	£/m²
3 bed semi-detached		335,000	
1 bed Sheltered	50	251,250	5,025
2 bed Sheltered	75	335,000	4,467
1 bed Extracare	65	314,063	4,832
2 bed Extracare	80	418,750	5,234
Whitstable	Area (m²)	£	£/m²
3 bed semi-detached		340,000	
1 bed Sheltered	50	255,000	5,100
2 bed Sheltered	75	340,000	4,533
1 bed Extracare	65	318,750	4,904
2 bed Extracare	80	425,000	5,313
Herne Bay	Area (m²)	£	£/m²
3 bed semi-detached		335,000	
1 bed Sheltered	50	251,250	5,025
2 bed Sheltered	75	335,000	4,467
1 bed Extracare	65	314,063	4,832
2 bed Extracare	80	418,750	5,234



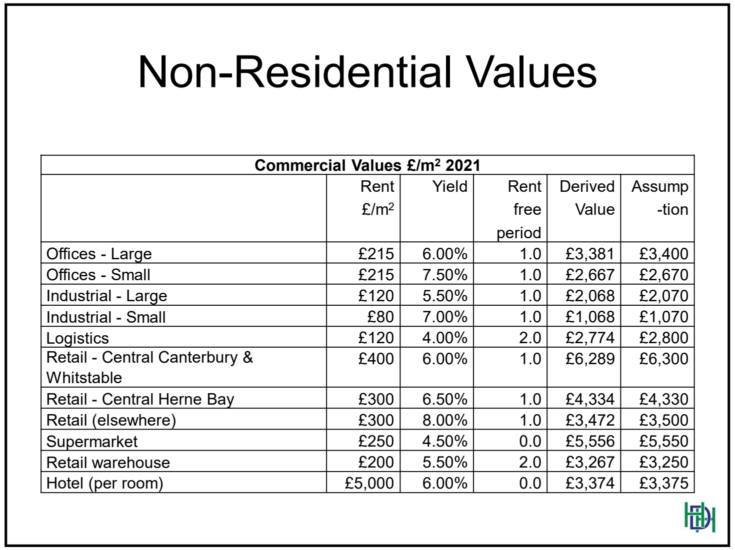
Build to Rent

Table 4.10 Capitalisation of Private Rents			
	1 bed	2 bed	3 bed
Gross Rent (£/month)	£760	£1,000	£1,250
Gross Rent (£/annum)	£9,120	£12,000	£15,000
Net Rent (£/annum)	£7,296	£9,600	£12,000
Value	£145,920	£192,000	£240,000
m²	50	70	84
£/m²	£2,918	£2,743	£2,857



Student Housing / Shared Living

Table 4.23 Value of Student Housing and Shared Housing			
		Student Studio	Shared Living
Rent		£7,760	£6,693
Management etc	%	25%	30%
Net Rent		£5,820	£4,685
Yield		4.00%	4.00%
Value per room	£	£145,500	£117,128



Non-Residential Values

Commercial Values £/m² 2021					
	Rent £/m²	Yield	Rent free period	Derived Value	Assump -tion
Offices - Large	£215	6.00%	1.0	£3,381	£3,400
Offices - Small	£215	7.50%	1.0	£2,667	£2,670
Industrial - Large	£120	5.50%	1.0	£2,068	£2,070
Industrial - Small	£80	7.00%	1.0	£1,068	£1,070
Logistics	£120	4.00%	2.0	£2,774	£2,800
Retail - Central Canterbury & Whitstable	£400	6.00%	1.0	£6,289	£6,300
Retail - Central Herne Bay	£300	6.50%	1.0	£4,334	£4,330
Retail (elsewhere)	£300	8.00%	1.0	£3,472	£3,500
Supermarket	£250	4.50%	0.0	£5,556	£5,550
Retail warehouse	£200	5.50%	2.0	£3,267	£3,250
Hotel (per room)	£5,000	6.00%	0.0	£3,374	£3,375

Land - Land Registry Prices Paid

Price Paid for Consented Development Land						
Site	**Date approved**	**ha**	**Units All**	**Aff %**	**£/ha**	**£/unit**
Strategic site 11A - Land at Cockering Farm (numbers include phases so far)	13/07/2016	73.314	356	30.9%	£23,870	£4,916
Land adjacent to Aspinall Close, Bekesbourne	06/10/2017	0.400	15	33.3%	£3,000,000	£80,000
11 Dover Street, Canterbury	17/10/2017	0.070	20	30.0%	£27,704,114	£96,964
7-9 Ethelbert Road, Canterbury	26/2/2018	0.200	13	38.5%	£9,000,000	£138,462
Former Bus Depot, 74 High Street, Herne Bay	20/06/2018	0.530	50	0.0%	£6,028,302	£63,900
Site 5 Land at Strode Farm, Herne Bay	6/8/2018	6.700	800	30.0%	£816,909	£6,842
Scruffy Duck, 10 William Street	11/3/2019	0.130	20	0.0%	£2,692,308	£17,500
5-5A Rhodaus Town, Canterbury	24/03/2020	0.546	212	0.0%	£19,645,826	£50,613
Newingate House, 16-17 Lower Bridge Street, Canterbury	10/07/2020	0.091	10	0.0%	£21,743,674	£197,650
Strategic site 6 - Land South of Greenhill Road	15/10/2020	22.970	450	30.0%	£122,920	£6,274

Existing Use Value £/ha

• Agricultural Land	£25,000/ha
• Paddock Land	£50,000/ha
• Previously Developed	£1,000,000/ha

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%

Development Costs 2

• Interest	6%
• Developer's Return	17.5% Market Housing
	6% Affordable
• Sales	2.5% + 1%
• CIL	As charging schedule

Base Policies

Affordable Housing	30% - 33%/67% with First Homes
	PRS 20%.
Design	15% M4(2), 5% M4(3)
	NDSS
	Water efficiency / Car Charging Points
	20% Biodiversity Net Gain
	Future Homes – Option 2
Developer Contributions	Large £21,000/unit
	Small £2,500/unit.

Net / Gross & Density

Table 8.4 Net Developable Area and Density Assumptions

	Size of site	Develop-able area	Average Density (dph)*	
Homes	82 ha+	52%	35	On the basis that 1500+ homes will require an onsite primary school (2.05ha) some non-resi (7% of total site area) & all OS types to be provided on site
	16 - 82ha	54%	35	On the basis that 300 - 1499 homes will need some onsite non-resi (7% of total site area) & all OS types to be provided on site
	7.5 - 15.9 ha	58%	35	all OS types to be provided on site
	3.5 - 7.4 ha	60%	35	all on site except allotments and outdoor sports (off site contributions apply for Outdoor Sports)
	below 3.4ha	78%	35	Amenity OS and Green Corridors to be provided on site (Off site contributions apply for Parks & Gardens, Fixed Play, Outdoor Sport and Semi Natural)
Flats	Any urban	88%	80	Green Corridors to be provided on site (Off site contributions apply for Parks & Gardens, Amenity OS, Fixed Play, Outdoor Sport and Semi Natural)

*unless in village sites/AONB, then it's 25dph

Residential Modelling

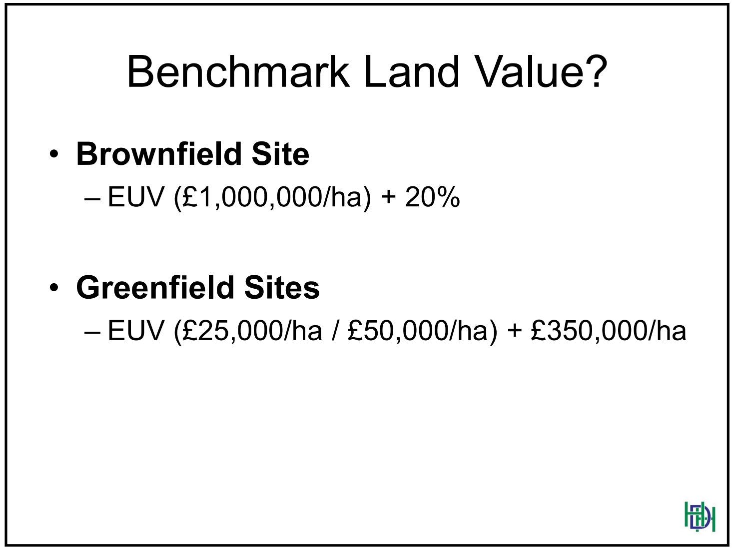
			Current Use	Units	Area Ha				Density Units/ha		Density
					Total	Gross	Net	%	Gross	Net	m2/ha
1	V Large Green 2,000	Green	Agricultural	2,000	109.890	109.890	57.143	52.0%	18.20	35.00	3,215
2	V Large 750	Green	Agricultural	750	39.683	39.683	21.429	54.0%	18.90	35.00	3,218
3	v Large 500	Green	Agricultural	500	26.455	26.455	14.286	54.0%	18.90	35.00	3,219
4	V Large 300	Green	Agricultural	300	15.873	15.873	8.571	54.0%	18.90	35.00	3,217
5	Large 200	Green	Agricultural	200	9.852	9.852	5.714	58.0%	20.30	35.00	3,045
6	Large Green 100	Green	Agricultural	100	3.175	3.175	2.857	90.0%	31.50	35.00	3,221
7	Medium Green 50	Green	Agricultural	50	1.832	1.832	1.429	78.0%	27.30	35.00	3,199
8	Medium Green 30	Green	Agricultural	30	1.099	1.099	0.857	78.0%	27.30	35.00	3,192
9	Medium Green 30 LD	Green	Agricultural	30	1.538	1.538	1.200	78.0%	19.50	25.00	2,477
10	Medium Green 20	Green	Agricultural	20	0.733	0.733	0.571	78.0%	27.30	35.00	3,119
11	Medium Green 20 LD	Green	Agricultural	20	1.026	1.026	0.800	78.0%	19.50	25.00	2,444
12	Medium Green 12	Green	Paddock	12	0.440	0.440	0.343	78.0%	27.30	35.00	3,273
13	Medium Green 12 LD	Green	Paddock	12	0.615	0.615	0.480	78.0%	19.50	25.00	2,623
14	Small Green 9	Green	Paddock	9	0.330	0.330	0.257	78.0%	27.30	35.00	3,582
15	Small Green 9 LD	Green	Paddock	9	0.462	0.462	0.360	78.0%	19.50	25.00	2,558
16	Small Green 9 LD - DRA/AONB	Green	Paddock	9	0.462	0.462	0.360	78.0%	19.50	25.00	2,289
17	Small Green 6	Green	Paddock	6	0.220	0.220	0.171	78.0%	27.30	35.00	3,582
18	Small Green 6 LD	Green	Paddock	6	0.308	0.308	0.240	78.0%	19.50	25.00	3,042
19	Small Green 6 LD - DRA	Green	Paddock	6	0.308	0.308	0.240	78.0%	19.50	25.00	2,542
20	Small Green 3	Green	Paddock	3	0.154	0.154	0.120	78.0%	19.50	25.00	3,250
21	Large Brown 100	Brown	PDL	100	3.663	3.663	2.857	78.0%	27.30	35.00	3,221
22	Medium Brown 50	Brown	PDL	50	1.832	1.832	1.429	78.0%	27.30	35.00	3,285
23	Medium Brown 20	Brown	PDL	20	0.733	0.733	0.571	78.0%	27.30	35.00	3,346
24	Small Brown 10	Brown	PDL	10	0.366	0.366	0.286	78.0%	27.30	35.00	3,448
25	Small Brown 6	Brown	PDL	6	0.220	0.220	0.171	78.0%	27.30	35.00	3,523
26	Large Brown HD 100	Brown	PDL	100	1.563	1.563	1.250	80.0%	64.00	80.00	5,982
27	Medium Brown HD 50	Brown	PDL	50	0.781	0.781	0.625	80.0%	64.00	80.00	5,982
28	Medium Brown HD 20	Brown	PDL	20	0.313	0.313	0.250	80.0%	64.00	80.00	5,980
29	Small Brown 10 HD	Brown	PDL	10	0.156	0.156	0.125	80.0%	64.00	80.00	6,186
30	BTR 60	Brown	PDL	60	0.938	0.938	0.750	80.0%	64.00	80.00	4,994

A Pragmatic Viability Test

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

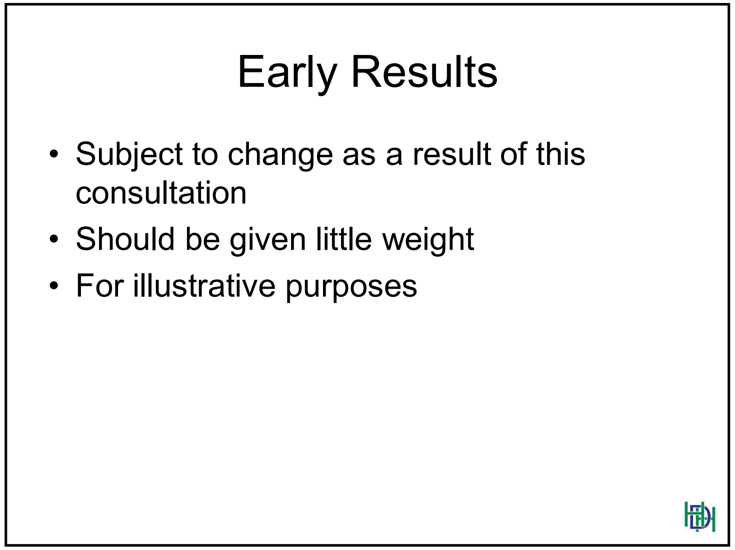
‘*Existing use value* plus’
– reality checked against market value

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



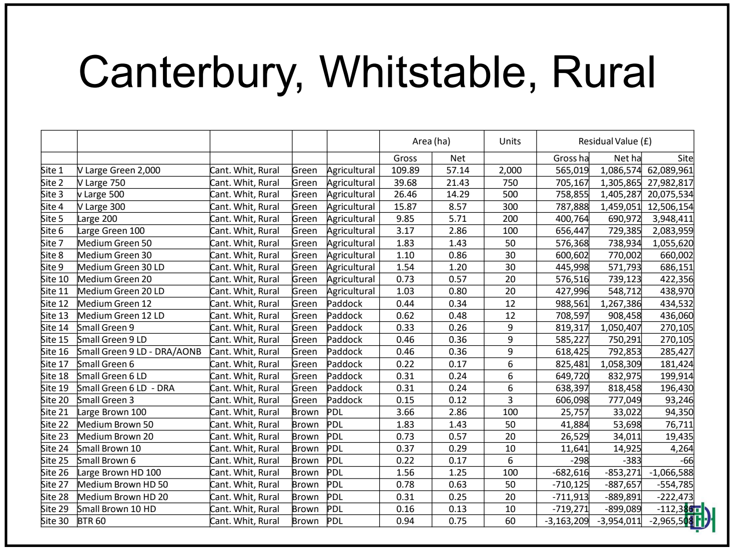
Benchmark Land Value?

- **Brownfield Site**
  - EUV (£1,000,000/ha) + 20%
- **Greenfield Sites**
  - EUV (£25,000/ha / £50,000/ha) + £350,000/ha



Early Results

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



Canterbury, Whitstable, Rural

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	V Large Green 2,000	Cant. Whit, Rural	Green	Agricultural	109.89	57.14	2,000	565,019	1,086,574	62,089,961
Site 2	V Large 750	Cant. Whit, Rural	Green	Agricultural	39.68	21.43	750	705,167	1,305,865	27,982,817
Site 3	v Large 500	Cant. Whit, Rural	Green	Agricultural	26.46	14.29	500	758,855	1,405,287	20,075,534
Site 4	V Large 300	Cant. Whit, Rural	Green	Agricultural	15.87	8.57	300	787,888	1,459,051	12,506,154
Site 5	Large 200	Cant. Whit, Rural	Green	Agricultural	9.85	5.71	200	400,764	690,972	3,948,411
Site 6	Large Green 100	Cant. Whit, Rural	Green	Agricultural	3.17	2.86	100	656,447	729,385	2,083,959
Site 7	Medium Green 50	Cant. Whit, Rural	Green	Agricultural	1.83	1.43	50	576,368	738,934	1,055,620
Site 8	Medium Green 30	Cant. Whit, Rural	Green	Agricultural	1.10	0.86	30	600,602	770,002	660,002
Site 9	Medium Green 30 LD	Cant. Whit, Rural	Green	Agricultural	1.54	1.20	30	445,998	571,793	686,151
Site 10	Medium Green 20	Cant. Whit, Rural	Green	Agricultural	0.73	0.57	20	576,516	739,123	422,356
Site 11	Medium Green 20 LD	Cant. Whit, Rural	Green	Agricultural	1.03	0.80	20	427,996	548,712	438,970
Site 12	Medium Green 12	Cant. Whit, Rural	Green	Paddock	0.44	0.34	12	988,561	1,267,386	434,532
Site 13	Medium Green 12 LD	Cant. Whit, Rural	Green	Paddock	0.62	0.48	12	708,597	908,458	436,060
Site 14	Small Green 9	Cant. Whit, Rural	Green	Paddock	0.33	0.26	9	819,317	1,050,407	270,105
Site 15	Small Green 9 LD	Cant. Whit, Rural	Green	Paddock	0.46	0.36	9	585,227	750,291	270,105
Site 16	Small Green 9 LD - DRA/AONB	Cant. Whit, Rural	Green	Paddock	0.46	0.36	9	618,425	792,853	285,427
Site 17	Small Green 6	Cant. Whit, Rural	Green	Paddock	0.22	0.17	6	825,481	1,058,309	181,424
Site 18	Small Green 6 LD	Cant. Whit, Rural	Green	Paddock	0.31	0.24	6	649,720	832,975	199,914
Site 19	Small Green 6 LD - DRA	Cant. Whit, Rural	Green	Paddock	0.31	0.24	6	638,397	818,458	196,430
Site 20	Small Green 3	Cant. Whit, Rural	Green	Paddock	0.15	0.12	3	606,098	777,049	93,246
Site 21	Large Brown 100	Cant. Whit, Rural	Brown	PDL	3.66	2.86	100	25,757	33,022	94,350
Site 22	Medium Brown 50	Cant. Whit, Rural	Brown	PDL	1.83	1.43	50	41,884	53,698	76,711
Site 23	Medium Brown 20	Cant. Whit, Rural	Brown	PDL	0.73	0.57	20	26,529	34,011	19,435
Site 24	Small Brown 10	Cant. Whit, Rural	Brown	PDL	0.37	0.29	10	11,641	14,925	4,264
Site 25	Small Brown 6	Cant. Whit, Rural	Brown	PDL	0.22	0.17	6	-298	-383	-66
Site 26	Large Brown HD 100	Cant. Whit, Rural	Brown	PDL	1.56	1.25	100	-682,616	-853,271	-1,066,588
Site 27	Medium Brown HD 50	Cant. Whit, Rural	Brown	PDL	0.78	0.63	50	-710,125	-887,657	-554,785
Site 28	Medium Brown HD 20	Cant. Whit, Rural	Brown	PDL	0.31	0.25	20	-711,913	-889,891	-222,473
Site 29	Small Brown 10 HD	Cant. Whit, Rural	Brown	PDL	0.16	0.13	10	-719,271	-899,089	-112,386
Site 30	BTR 60	Cant. Whit, Rural	Brown	PDL	0.94	0.75	60	-3,163,209	-3,954,011	-2,965,508

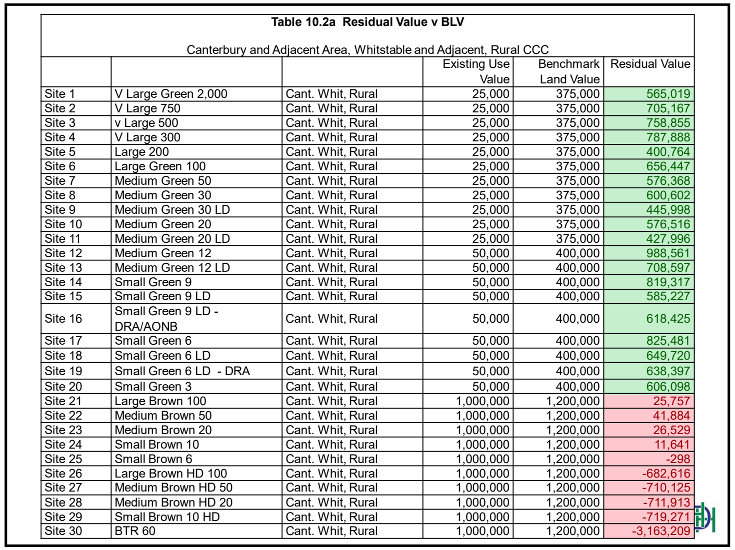


Table 10.2a Residual Value v BLV

Canterbury and Adjacent Area, Whitstable and Adjacent, Rural CCC

			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	V Large Green 2,000	Cant. Whit, Rural	25,000	375,000	565,019
Site 2	V Large 750	Cant. Whit, Rural	25,000	375,000	705,167
Site 3	v Large 500	Cant. Whit, Rural	25,000	375,000	758,855
Site 4	V Large 300	Cant. Whit, Rural	25,000	375,000	787,888
Site 5	Large 200	Cant. Whit, Rural	25,000	375,000	400,764
Site 6	Large Green 100	Cant. Whit, Rural	25,000	375,000	656,447
Site 7	Medium Green 50	Cant. Whit, Rural	25,000	375,000	576,368
Site 8	Medium Green 30	Cant. Whit, Rural	25,000	375,000	600,602
Site 9	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	445,998
Site 10	Medium Green 20	Cant. Whit, Rural	25,000	375,000	576,516
Site 11	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	427,996
Site 12	Medium Green 12	Cant. Whit, Rural	50,000	400,000	988,561
Site 13	Medium Green 12 LD	Cant. Whit, Rural	50,000	400,000	708,597
Site 14	Small Green 9	Cant. Whit, Rural	50,000	400,000	819,317
Site 15	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	585,227
Site 16	Small Green 9 LD - DRA/AONB	Cant. Whit, Rural	50,000	400,000	618,425
Site 17	Small Green 6	Cant. Whit, Rural	50,000	400,000	825,481
Site 18	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	649,720
Site 19	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	638,397
Site 20	Small Green 3	Cant. Whit, Rural	50,000	400,000	606,098
Site 21	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	25,757
Site 22	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	41,884
Site 23	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	26,529
Site 24	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	11,641
Site 25	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	-298
Site 26	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	-682,616
Site 27	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	-710,125
Site 28	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	-711,913
Site 29	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	-719,271
Site 30	BTR 60	Cant. Whit, Rural	1,000,000	1,200,000	-3,163,209

Post Consultation Testing

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, EV Charging, Rainwater Harvesting, District Heating, green roofs.
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. Density and open space.
f. 'Preferred' Policy Mix and Sensitivity Testing
g. Community Infrastructure Levy
h. Specialist Older People's Housing
i. Student Housing and Shared Living

Moving Forward

- Circulate presentation
- Circulate rough and ready first draft of report

- Comments by midday Friday 26th November 2021
- To policy@canterbury.gov.uk

Appendix 4 – Consultation Questionnaire

The pages in this appendix are not numbered.

Name	
Firm / Developer	
On behalf of	
Site	
Date	

Canterbury City Council
Local Plan and CIL Viability Study – October 2021
Consultation

1. Canterbury City Council is currently preparing a new Canterbury District Local Plan to be adopted by December 2023, which will set out the vision for the district to 2040. HDH Planning & Development Ltd has been appointed to update the Council's viability evidence and produce this Local Plan and CIL Viability Study as required by the 2021 NPPF and relevant guidance. HDH have prepared the attached, early draft report, for consultation with members of the development industry (in line with the Guidance and best practice).

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 are 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 policy@canterbury.gov.uk by midday Friday 26th November 2021.**

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.

Chapter 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.

Market Housing Values - Typologies
Response.

17. The value assumptions for the Build to Rent sector are set out in paragraph 4.51.

Build to Rent Housing Values
Response.

18. The affordable housing assumptions are set out in paragraphs 4.58, 4.65 and 4.66.

Affordable Housing Values
Response.

19. The assumptions for specialist older peoples housing are set out in paragraph 4.79.

Older Peoples Housing Values
Response.

20. The assumptions for student housing and shared living are set out in paragraph 4.82.

Student Housing and Shared Living Values
Response.

Chapter 5

21. This chapter includes an assessment of the non-residential market. The assumptions for non-residential uses are set out in Table 5.6. Are these in line with your understanding of the market?

Non-Residential Values
Response.

Chapter 6

22. This chapter includes an assessment of the approach to Existing Use Value and to establishing Benchmark Land Value.

23. The EUV assumptions are set out in Table 6.6. Are these in line with the current market?

EUV Assumptions
Response.

24. The BLV assumptions are set out in Paragraph 6.31. Does the BLV provide an adequate landowner's premium? If not, why not, and what assumption should be used – and why?

BLV Assumptions
Response.

Chapter 7

25. The cost and general development assumptions to be used in the development appraisals are set out through this chapter. Do the assumptions used reflect current development costs in the District?

Construction and Development Costs
Response.

Chapter 8

26. 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.

27. Does this correspond to the working of the policies on the ground?

Current local policy requirements
Response.

28. Are there other emerging areas of national policy that should be taken into account?

Emerging national policy requirements
Response.

Chapter 9

29. The modelling is based on the expected development over the period until the Local Plan is reviewed.

30. Do the typologies reflect the expected range of residential development?

Typologies
Response.

31. Do the assumptions (such as gross/net and density) reflect local practice?

Modelling Assumptions
Response.

32. Several non-residential uses have been modelled, do others need to be included?

Non-residential development modelling assumptions
Response.

Chapter 10

33. 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, EV Charging, Rainwater Harvesting, District Heating, green roofs.
    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. Density and open space.
    f. 'Preferred' Policy Mix and Sensitivity Testing
    g. Community Infrastructure Levy
    h. Specialist Older People's Housing
    i. Student Housing and Shared Living

34. Should further sensitivity testing be carried out?

Development Scenarios and Sensitivity Testing
Response.

Chapter 11

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

Chapter 12

36. 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 – 3/11/21

Canterbury LP Assessment - Viability Assessment Developer Workshop 3rd November 2021

Attendees

Victoria Groves - KC Estates

Helen Holland - head of projects in Estates team in UoK Colin Sinclair - Avison Young (UoK)

Tom Boxall - Avison Young (UoK), Jenny - DHA Planning

Chris Cook - Hollamby Estates, Ian Hardman - Pentland Homes, Richard Agnew - Gladman

Planning Devine (may be chris@devinehomes.co.uk)

Price assumptions

Tom: questioned if differentiation between Canterbury city and wider adjacent area; open to data to look into sub-dividing

Ian: differentiation between SME and large developers may explain some of the reasons for differentiation in values across the district. Agreed that there may be some premium sites then more typical sites but can't see another way to look at it than to look at averages.

Chris: I have never seen a market where there is no new build premium. There has to be an explanation other than lack of data. Can this be investigated further? I can suggest an expert.

Student/Shared Living

Colin - good approach to factor in Shared Living too and Avison Young will be coming back with more detailed comments subsequent to the circulation of the report.

Land - Land Registry Prices Paid

Chris - please check Site 5 Land at Strode Farm Herne Bay as it's ot an open market transaction

Tom - tend not to look at data this way as sample size is low and might not include consideration of all factors e.g. abnormal costs

Chris - Do you check to see if land payments are phased ? It seems to me that you may have taken only the initial payments on a couple of these transactions

Development costs

Tom - questioned why lower build cost for higher amount of units

Chris - Please can you explain your approach to build costs for housing development? BCIS does not reflect current build costs and 'lags' market trends. The future eco-load for build costs is a huge risk at the moment and will not be reflected in BCIS. This is a real concern in viability assessments.

Chris - What addition would you suggest for Nutrient Neutrality ? (ongoing and will be factored in)

Densities

Chris - The average densities on the strategic sites allocated in the current local plan do not allow for as many lower density homes as the market requires-just an observation

Questions/comments at the end:

Victoria - Biodiversity netgain: would it be onsite costs? Land take has a direct impact.

Chris - I am extremely pleased to see that CCC is approaching viability properly this time around and I am very impressed that Simon is right on the approach being taken. This next plan ought to be much more informed on the issues around viability than the last Local Plan was. Fewer appeals in future?

Can I just plead that there is much better coordination within the plan with KCC as far as Highways and Education is concerned. In particular the Primary School requirements for the district need to be better assessed for the Plan Period.

Tom - re: viability focus at plan stage, how do we account for the large scale infrastructure costs and what if it’s not seen as deliverable at plan stage?

Appendix 6 – Landmark Price Paid Data

Type by Year

Average Price (£)

	New Build		Non New Build	
	Flat	House	Flat	House
2017	£412,132	£369,162	£201,163	£338,897
2018	£216,485	£440,021	£204,043	£358,106
2019	£235,853	£435,255	£196,852	£367,065
2020	£304,229	£402,256	£203,947	£382,331
2021			£206,870	£382,096
All	**£312,212**	**£419,529**	**£201,474**	**£361,798**

Average Price (£/m^2)

	New Build		Non New Build	
	Flat	House	Flat	House
2017	£5,308	£3,430	£3,306	£3,479
2018	£3,323	£3,736	£3,389	£3,642
2019	£3,548	£3,519	£3,213	£3,681
2020	£4,187	£3,378	£3,367	£3,832
2021			£3,486	£3,907
All	**£4,306**	**£3,527**	**£3,321**	**£3,668**

Non Newbuild

Sample Size

	Non New Build		
Years	(All)		
	Flat	House	All
Barton	105	365	470
Beltinge	28	409	437
Blean Forest	6	250	256
Chartham & Stone Street	25	365	390
Chestfield	65	399	464
Gorrell	98	621	719
Greenhill	3	217	220
Herne & Broomfield	22	473	495
Heron	240	549	789
Little Stour & Adisham	3	193	196
Nailbourne	11	232	243
Northgate	81	160	241
Reculver	5	216	221
Seasalter	9	461	470
St Stephen's	68	270	338
Sturry	23	414	437
Swalecliffe	22	260	282
Tankerton	60	219	279
West Bay	9	289	298
Westgate	213	303	516
Wincheap	83	362	445
All	**1,179**	**7,027**	**8,206**

Average Price Paid

	Non New Build		
Years	(All)		
	Flat	House	All
Barton	£227,536	£370,939	£338,902
Beltinge	£194,371	£352,149	£342,039
Blean Forest	£147,208	£386,147	£380,547
Chartham & Stone Street	£190,408	£383,819	£371,420
Chestfield	£190,084	£421,682	£389,238
Gorrell	£206,023	£389,629	£364,603
Greenhill	£197,983	£288,731	£287,493
Herne & Broomfield	£154,850	£313,718	£306,657
Heron	£160,095	£336,460	£282,813
Little Stour & Adisham	£146,500	£396,285	£392,461
Nailbourne	£134,568	£421,331	£408,350
Northgate	£190,240	£243,807	£225,803
Reculver	£216,600	£356,886	£353,712
Seasalter	£243,822	£407,095	£403,969
St Stephen's	£218,030	£368,382	£338,134
Sturry	£154,759	£298,133	£290,587
Swalecliffe	£197,061	£373,254	£359,509
Tankerton	£300,262	£545,692	£492,911
West Bay	£164,661	£286,389	£282,713
Westgate	£227,355	£334,963	£290,543
Wincheap	£196,858	£327,717	£303,310
All	**£201,474**	**£361,798**	**£338,764**

Average Price Paid £/m^2

	Non New Build		
Years	(All)		
	Flat	House	All
Barton	£3,393	£3,483	£3,462
Beltinge	£2,932	£3,483	£3,451
Blean Forest	£3,573	£3,862	£3,854
Chartham & Stone Street	£2,956	£3,365	£3,340
Chestfield	£3,320	£3,901	£3,809
Gorrell	£3,807	£4,193	£4,144
Greenhill	£3,166	£3,574	£3,570
Herne & Broomfield	£3,154	£3,557	£3,540
Heron	£2,816	£3,214	£3,086
Little Stour & Adisham		£3,799	£3,799
Nailbourne	£2,547	£3,724	£3,663
Northgate	£3,243	£3,012	£3,087
Reculver	£2,426	£3,492	£3,469
Seasalter	£2,954	£3,974	£3,953
St Stephen's	£3,369	£3,472	£3,449
Sturry	£2,812	£3,145	£3,127
Swalecliffe	£3,433	£4,199	£4,142
Tankerton	£4,551	£4,517	£4,525
West Bay	£3,149	£3,604	£3,588
Westgate	£3,579	£4,073	£3,866
Wincheap	£3,295	£3,449	£3,418
All	**£3,321**	**£3,668**	**£3,617**

Average Price Paid by Bedrooms

	Non New Build		
Years	(All)		
	Flat	House	All
Barton	£127,916	£118,931	£120,802
Beltinge	£102,923	£119,340	£118,007
Blean Forest	£122,588	£125,368	£125,273
Chartham & Stone Street	£109,800	£119,869	£119,103
Chestfield	£115,388	£134,707	£132,042
Gorrell	£148,237	£135,970	£137,568
Greenhill	£106,988	£110,863	£110,800
Herne & Broomfield	£108,963	£112,394	£112,192
Heron	£114,552	£109,901	£111,308
Little Stour & Adisham	£88,583	£129,729	£128,708
Nailbourne	£97,929	£130,616	£129,278
Northgate	£122,356	£86,548	£98,943
Reculver	£93,271	£113,678	£113,087
Seasalter	£105,467	£139,969	£139,406
St Stephen's	£123,278	£105,791	£108,887
Sturry	£97,042	£102,021	£101,743
Swalecliffe	£113,907	£144,285	£141,538
Tankerton	£159,406	£170,039	£167,531
West Bay	£76,658	£112,934	£112,270
Westgate	£133,223	£124,907	£128,468
Wincheap	£109,373	£108,644	£108,782
All	**£124,016**	**£122,395**	**£122,639**

Newbuild

Sample Size

New Build	New Build		
Years	(All)		
	Flat	House	All
Barton	48	107	155
Chartham & Stone Street	0	34	34
Chestfield	0	4	4
Gorrell	12	4	16
Greenhill	0	30	30
Herne & Broomfield	5	124	129
Heron	17	12	29
Little Stour & Adisham	0	8	8
Seasalter	10	0	10
St Stephen's	0	2	2
Sturry	19	40	59
Tankerton	0	1	1
Westgate	1	1	2
Wincheap	0	33	33
All	**112**	**400**	**512**

Average Price Paid

New Build	New Build		
Years	(All)		
	Flat	House	All
Barton	£410,105	£415,956	£414,144
Chartham & Stone Street		£404,388	£404,388
Chestfield		£872,500	£872,500
Gorrell	£247,075	£455,625	£299,213
Greenhill		£461,362	£461,362
Herne & Broomfield	£222,995	£391,124	£384,607
Heron	£334,421	£337,820	£335,827
Little Stour & Adisham		£467,625	£467,625
Seasalter	£212,000		£212,000
St Stephen's		£300,000	£300,000
Sturry	£175,142	£367,245	£305,381
Tankerton		£595,000	£595,000
Westgate	£70,000	£445,000	£257,500
Wincheap		£538,719	£538,719
All	**£312,212**	**£419,529**	**£396,053**

Average Price Paid £/m^2

New Build	New Build		
Years	(All)		
	Flat	House	All
Barton	£5,288	£3,469	£4,032
Chartham & Stone Street		£3,516	£3,516
Chestfield		£3,676	£3,676
Gorrell	£3,860	£4,298	£3,969
Greenhill		£3,566	£3,566
Herne & Broomfield	£3,374	£3,511	£3,505
Heron	£4,270	£3,098	£3,785
Little Stour & Adisham		£3,321	£3,321
Seasalter	£3,252		£3,252
St Stephen's		£2,772	£2,772
Sturry	£2,937	£3,355	£3,220
Tankerton		£4,343	£4,343
Westgate		£5,174	£5,174
Wincheap		£4,019	£4,019
All	**£4,306**	**£3,527**	**£3,696**

Average Price Paid by Bedrooms

New Build	New Build		
Years	(All)		
	Flat	House	All
Barton		£107,666	£107,666
Chartham & Stone Street		£123,333	£123,333
Chestfield		£161,250	£161,250
Gorrell	£165,000		£165,000
Greenhill			
Herne & Broomfield			£136,040
Heron			
Little Stour & Adisham		£125,417	£125,417
Seasalter			
St Stephen's			
Sturry	£145,750		£145,750
Tankerton		£148,750	£148,750
Westgate	£35,000		£35,000
Wincheap			
All	**£140,125**	**£126,027**	**£130,727**

Appendix 7 – Newbuild Asking Prices. June 2021

Developer	Development	Address	Address	Postcode	No Beds	D/F/S/T	Parking?	M2	Asking Price	£/m2
Taylor Wimpey	Royal Parade	Baldock Road	Canterbury	CT1 1XH	2	F	y	67	£239,500	£3,551
Taylor Wimpey	Royal Parade	Baldock Road	Canterbury	CT1 1XH	2	F	y	70	£219,500	£3,134
Taylor Wimpey	Royal Parade	Baldock Road	Canterbury	CT1 1XH	2	F	y	70	£216,500	£3,091
Taylor Wimpey	Royal Parade	Baldock Road	Canterbury	CT1 1XH	2	F	y	70	£214,500	£3,062
Pentland Homes	Saxon Fields	Cockering Road	Canterbury	CT1 3UA	3	T	y	87	£360,000	£4,140
Pentland Homes	Saxon Fields	Cockering Road	Canterbury	CT1 3UA	4	D	y	125	£525,000	£4,208
Pentland Homes	Saxon Fields	Cockering Road	Canterbury	CT1 3UA	3	D	y	132	£545,000	£4,123
Quinn Homes	Eddington Park		Herne Bay	CT6.	3	T	Y	85	£340,000	£4,000
Quinn Homes	Eddington Park		Herne Bay	CT6.	3	F	y	0	£325,000	
Quinn Homes	Eddington Park		Herne Bay	CT6.	2	F	y	0	£275,000	
Redrow	Eakdene at The Hoplands	Island Road	Hersden	CT3 4GD	3	D		90	£419,995	£4,667
Redrow	Eakdene at The Hoplands	Island Road	Hersden	CT3 4GD	3	S		88	£359,995	£4,091
Redrow	Eakdene at The Hoplands	Island Road	Hersden	CT3 4GD	4	D		115	£439,995	£3,826
Redrow	Eakdene at The Hoplands	Island Road	Hersden	CT3 4GD	4	D		126	£449,995	£3,571
Redrow	Eakdene at The Hoplands	Island Road	Hersden	CT3 4GD	4	D		126	£481,995	£3,825
Redrow	Eakdene at The Hoplands	Island Road	Hersden	CT3 4GD	4	D		126	£499,995	£3,968
Redrow	Eakdene at The Hoplands	Island Road	Hersden	CT3 4GD	4	D		173	£649,995	£3,757
Redrow	Sunningdale Green	Eddington	Herne Bay	CT6 7PG	4	D		126	£464,995	£3,690
Redrow	Sunningdale Green	Eddington	Herne Bay	CT6 7PG	4	D		173	£639,995	£3,699
Redrow	Woodcote Park	Eddington	Herne Bay	CT6 7PG	3	D		90	£434,995	£4,833
Redrow	Woodcote Park	Eddington	Herne Bay	CT6 7PG	3	D		98	£409,995	£4,184
Redrow	Woodcote Park	Eddington	Herne Bay	CT6 7PG	4	D		115	£444,995	£3,870
Redrow	Woodcote Park	Eddington	Herne Bay	CT6 7PG	4	D		133	£469,995	£3,534
Redrow	Wentworth Park	Eddington	Herne Bay	CT6 7PG	4	D		126	£489,995	£3,889
Christopher Hodgson	The Warehose	Sea Street	Whitstable	CT5 1AN	2	T	y	100	£850,000	£8,532
Christopher Hodgson	The Warehose	Sea Street	Whitstable	CT5 1AN	4	T	y	157	£1,350,000	£8,582
Christopher Hodgson	The Warehose	Sea Street	Whitstable	CT5 1AN	3	T	y	155	£1,450,000	£9,327
Fine & Country		Iffin Road	Canterbury	CT4	4	D	y	250	£950,000	£3,800
S&P		Manwood Avenue	Canterbury		5	D	y	249	£1,295,000	£5,201
Foundation		Bekesbourne Lane	Bekesbourne		5	D	y	418	£1,595,000	£3,815
LeathPark Developments	The Laurels	Littlebourne High St	Littlebourne		5	D	y	159	£700,000	£4,403
LeathPark Developments	The Laurels	Littlebourne High St	Littlebourne		4	D	y	148	£640,000	£4,324
LeathPark Developments	The Laurels	Littlebourne High St	Littlebourne		4	D	y	132	£560,000	£4,242
LeathPark Developments	The Laurels		Littlebourne		4	D	y	130	£500,000	£3,846
LeathPark Developments	The Laurels		Littlebourne		3	S	y	107	£460,000	£4,299
LeathPark Developments	The Laurels		Littlebourne		3	S	y	87	£400,000	£4,598
Charles Bainbridge		Raymond Avenue	Canterbury	CT1 3JY	3	D	y	126	£550,000	£4,369

Christopher Hodgson	Keelson Yard	Teynham Road	Whitstable		4	S	y	144	£525,000	£3,653
Christopher Hodgson	Keelson Yard	Teynham Road	Whitstable					54	£199,950	£3,703
RPC Land	Pioneer Place	Borstal Hill	Whitstable	CT5 4NB	3	D	y	94	£515,000	£5,479
Miles & Barr		Ham Shade Lane	Whitstable		3	D	y		£475,000	
Royale Life	Reculver Court		Herne Bay		2	PH		85	£195,000	£2,294
Royale Life			Herne Bay		2	PH		85	£270,000	£3,176
Royale Life			Herne Bay		2	PH		85	£290,000	£3,412
Royale Life			Herne Bay		2	PH		85	£340,000	£4,000
Royale Life			Herne Bay		2	PH		85	£425,000	£5,000
Royale Life			Herne Bay		2	PH		85	£235,000	£2,765
Miles & Barr	#41 Central Parade		Herne Bay		3	F	y	76	£375,000	£4,934

Appendix 8 – Student Housing

Block	Postcode	Number of Rooms	£ PPPW	Length weeks	Per Year	ensuite?	Cluster?	Cluster	Catered?	
Petros Court	CT1 2FU	13	£167	39	£6,513	y	y2-8	C	n	superior adapted suite
Petros Court		405	£167	39	£6,513	y	y2-8	C	n	superior large ens
St Georges Place	CT1 1UT	48	£162	39	£6,318	y	y4-8	C	n	superior standard ens
St Georges Place		148	£167	39	£6,513	y	y4-8	C	n	superior large ens
St Georges Place		4	£167	39	£6,513	y	y2-8	C	n	superior adapted ens
Parham Road Student Village	CT1 1WY	52	£121	39	£4,719	n	y2	C	n	value
Parham Road Student Village		26	£127	39	£4,953	n	y2	C	n	large
Parham Road Student Village			£141	39	£5,499	y	y 6	C	n	standard ens
Parham Road Student Village		6	£147	39	£5,733	y	y3-6	C	n	large ens
Parham Road Student Village			£195	39	£7,605	n	flat	S	n	1 bed flat
Parham Road Student Village		4	£190	51	£9,690	n	flat	S	n	large studio
Pin Hill	CT1 2RB	31	£121	39	£4,719	n	y2	C	n	value
Pin Hill		88	£127	39	£4,953	n	y2	C	n	large
Pin Hill		40	£150	39	£5,850	y	y5-8	C	n	large ens
Lanfranc	CT1 1BJ	5	£147	39	£5,733	y	y4-8	C	n	standard ens
Lanfranc		207	£150	39	£5,850	y	y4-8	C	n	large ens
Vernon Place	CT1 3HG	11	£118	39	£4,602	n	y2	C	n	value
Vernon Place		4	£123	39	£4,797	n	y2	C	n	value large
Vernon Place		10	£127	39	£4,953	n	y2	C	n	large
Dover Street	CT1 3HD	8	£148	39	£5,772	n	y2	C	n	superior standard ens
Dover Street		18	£167	39	£6,513	y	y2	C	n	superior large ens
Dover Street		4	£153	39	£5,967	n	y2	C	n	superior large
Darwin College		310 in total	£128	39	£4,999	n	y5-10	C	n	standard
Darwin College			£149	39	£5,807	n	y 5-10	C	n	large
Keynes Flats		349	£198	39	£7,704	y	y	C	n	standard and large
Keynes Flats		96	£210	39	£8,206	y	y	C	n	extra large
Keynes Houses		45	£165	39	£6,421	n	y	C	n	single
Park Wood Flats		520	£198	39	£7,704	y	y6	C	n	ens
Park Wood Flats		8	£101	39	£3,956	n	y6	C	n	twin
Park Wood Houses		1418	£129	39	£5,034	n	y6	C	n	
Park Wood Houses			£149	39	£5,807	n	y5	C	n	
Turing Flats		519	£198	39	£7,704	y	y9	C	n	large
Turing Flats			£210	39	£8,206	y	y9	C	n	extra large
Turing Houses		282	£165	39	£6,421	n	y9 -12	C	n	
Tyler Court A		181	£184	39	£7,174	y	y8	C	n	
Tyler Court B/C		339	£198	39	£7,704	y	y9	C	n	
Woolf College		503	£198	39	£7,704	y	y5-8	C	n	
Woolf College			£179	52	£9,314	y	y5-8	C	n	
Woolf College		41	£188	52	£9,768	studio		C		
Becket Court		103	£242	31	£7,491	y	y	C	y	
Becket Court			£270	31	£8,355	y	y	C	y	
Eliot College		221	£146	37	£5,385	n	y6	C	y	standard

Eliot College		£162	37	£5,998	n	y6	C	y	large
Ian Dury House	1	£150	51	£7,650	studio		S	n	
Ian Dury House	56	£150	51	£7,650	y	y6	C	n	
Hotham Court	87	£130	51	£6,630	n	y2-6	C	n	
Hotham Court	20	£140	51	£7,140	y	y2-6	C	n	

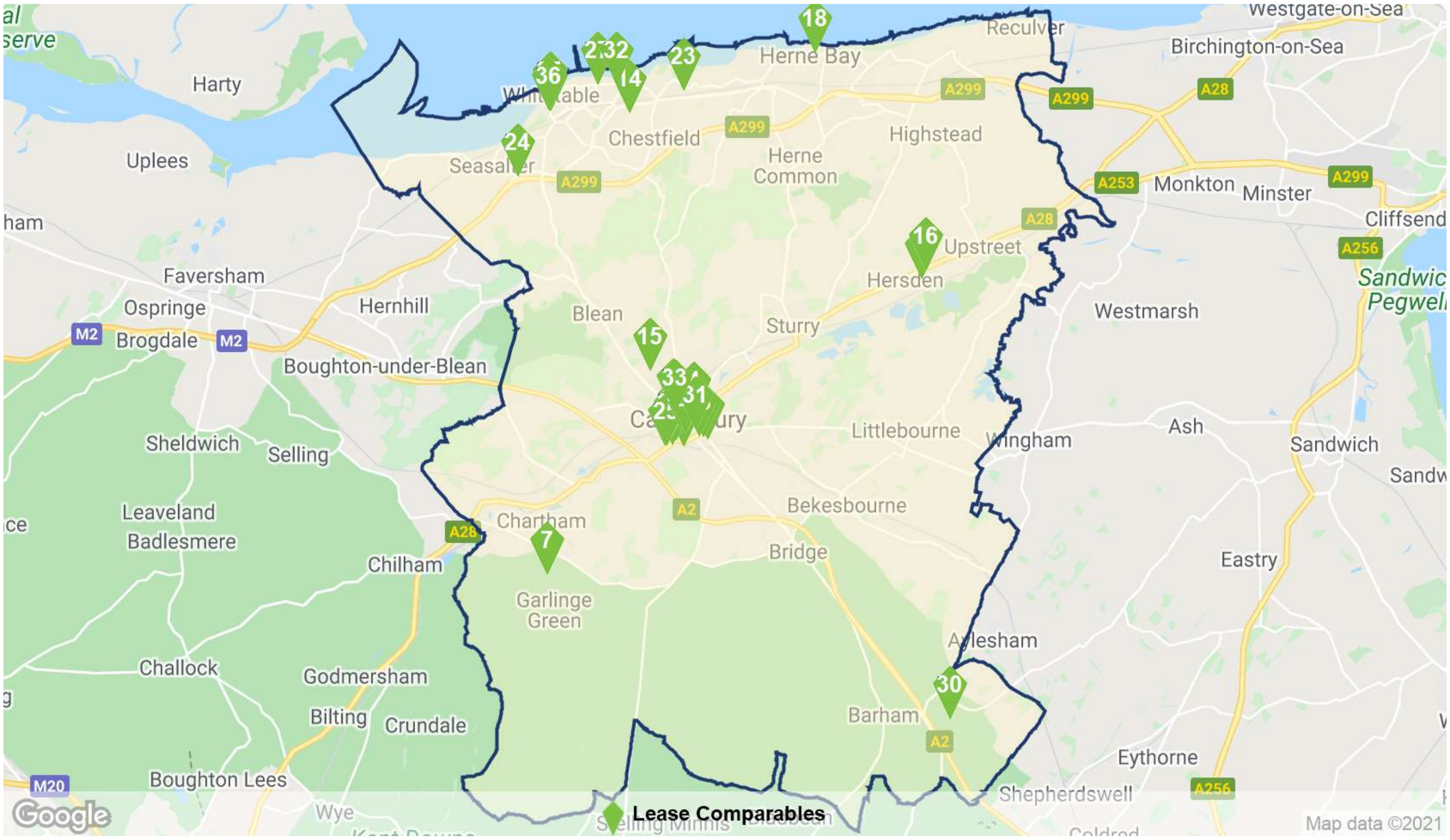
Appendix 9 - CoStar Non-Residential Data

The pages in this appendix are not numbered.

Lease Comps Summary

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
59	£11.91	£14.72	11

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	47	£5.91	£11.91	£14.88	£40.00
Achieved Rent Per SF	37	£5.54	£14.72	£15.43	£40.00
Net Effective Rent Per SF	28	£5.54	£14.26	£14.92	£39.23
Asking Rent Discount	32	-29.8%	-2.3%	0.0%	29.4%
TI Allowance	-	-	-	-	-
Rent Free Months	22	0	2	1	6

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	53	0	11	9	35
Deal Size	59	135	1,837	1,045	26,864
Lease Deal in Months	36	12.0	78.0	60.0	180.0
Floor Number	59	BSMT	GRND	1	2

Lease Comps Summary

			Lease				Rents	
	Property Name - Address	**Rating**	**SF Leased**	**Floor**	**Sign Date**	**Type**	**Rent**	**Rent Type**
1	**1 Oxford St**	★★★☆☆	135	1st	4/1/2021	New	£40.00	Starting
2	**Units 1-4** Gordon Rd	★★☆☆☆	917	GRND	3/4/2021	New	£7.39	Asking
1	**1 Oxford St**	★★★☆☆	135	1st	2/3/2021	New	£40.00	Asking
3	**Becket Chambers** 17 New Dover Rd	★★★☆☆	2,278	BSMT,G…	1/27/2021	New	£14.48	Starting
4	**39 Palace St**	★★★☆☆	781	GRND,1-2	10/27/2020	New	-	-
5	**Graylaw House** 20-22 Watling St	★★☆☆☆	2,480	1st	9/24/2020	New	£20.56	Asking
6	**Miners Way**	★★★☆☆	1,872	1st	6/1/2020	New	£7.48	Effective
5	**Graylaw House** 20-22 Watling St	★★☆☆☆	2,383	2nd	1/2/2020	New	£18.06	Effective
7	**Former Steiner School** Garlinge Green Rd	★★★☆☆	26,864	GRND	11/14/2019	New	£5.96	Asking
8	**30 St Georges Pl**	★★☆☆☆	2,184	GRND,1-2	10/7/2019	New	£18.31	Starting
9	**St Andrews House** Station Road East	★★★☆☆	1,186	2nd	10/1/2019	New	£25.30	Effective
5	**Graylaw House** 20-22 Watling St	★★☆☆☆	2,319	GRND	8/16/2019	New	£20.16	Effective
10	**15 Tudor Rd**	★★★☆☆	1,120	GRND,1	8/5/2019	New	£16.07	Asking
11	**75 St Dunstan's St**	★★★☆☆	1,045	GRND,1-2	8/1/2019	New	£14.51	Effective
12	**Evans Business Centre** 1-2 Sparrow Way	★★★☆☆	222	GRND	6/11/2019	New	£17.84	Starting
9	**St Andrews House** Station Road East	★★★☆☆	688	2nd	6/1/2019	New	£28.30	Effective
9	**St Andrews House** Station Road East	★★★☆☆	1,012	2nd	6/1/2019	New	£27.96	Effective
13	**15/16 Tannery Sq**	★★★☆☆	484	GRND	5/1/2019	New	£14.87	Effective
14	**68/69 John Wilson Busin…** Harvey Dr	★★★☆☆	2,906	GRND,1	3/28/2019	New	£6.88	Effective
15	**Canterbury Centre** University Rd	★★★☆☆	402	1st	2/1/2019	New	-	-
16	**1-2 Sparrow Way**	★★★☆☆	5,127	GRND	1/22/2019	New	-	-

Lease Comps Summary

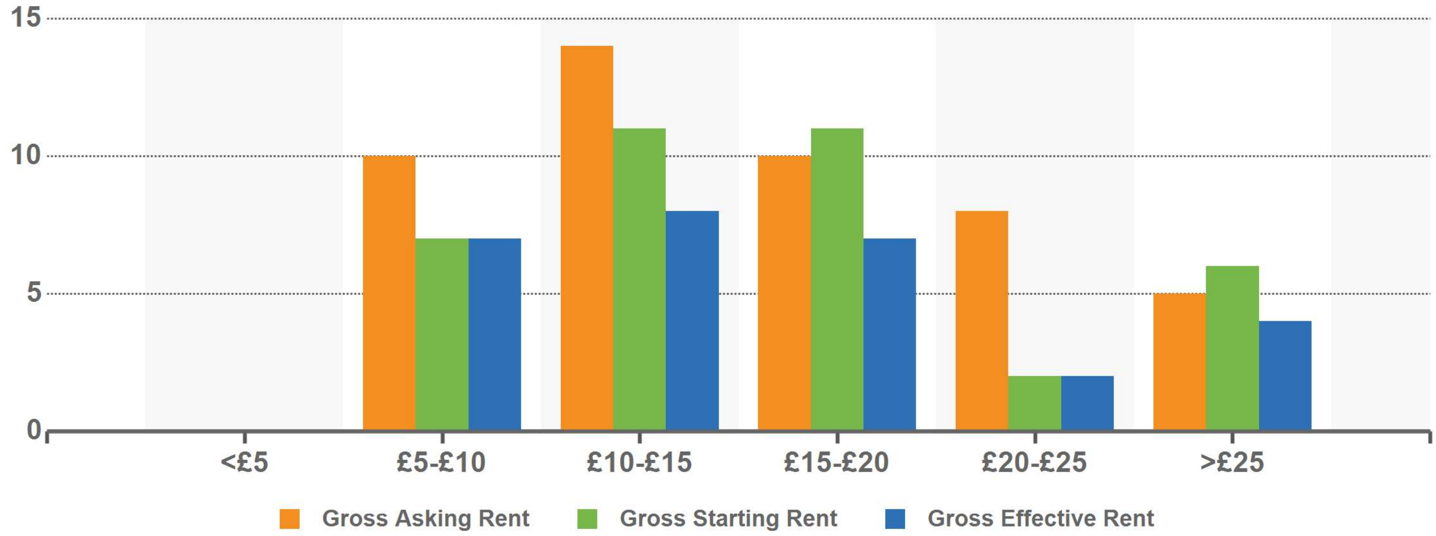
		Lease				Rents	
Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
17 Latchmere House 26 Watling St	★★☆☆☆	1,043	1st	1/16/2019	New	£17.74	Effective
18 22-26 Bank St	★★☆☆☆	1,600	GRND	10/17/2018	New	£7.96	Asking
18 22-26 Bank St	★★☆☆☆	2,169	1st	10/17/2018	New	£7.96	Asking
19 34 Simmonds Rd	★★★☆☆	1,238	GRND,1	10/15/2018	New	£12.11	Starting
20 Logan House Rheims Way	★★★★☆	3,103	2nd	10/8/2018	New	-	-
21 3 Beer Cart Ln	★★★☆☆	1,113	2nd	9/14/2018	New	£15.89	Effective
22 22 Stour St	★★☆☆☆	1,250	1st	9/5/2018	New	£13.60	Effective
23 Estuary House Estuary Close	★★★☆☆	624	GRND	9/3/2018	New	-	-
24 Gazette House 5-8 Boorman Way	★★★☆☆	3,955	GRND	9/1/2018	New	£18.52	Effective
24 Gazette House 5-8 Boorman Way	★★★☆☆	3,954	1st	9/1/2018	New	£8.45	Effective
25 80-82 Wincheap	★★☆☆☆	648	1st	7/26/2018	New	£20.83	Starting
26 River House Stour St	★★☆☆☆	874	1st	7/2/2018	New	£14.88	Starting
27 132 Tankerton Rd	★★☆☆☆	300	GRND	7/1/2018	New	£39.23	Effective
28 15 Dover St	★★★☆☆	571	1st	6/28/2018	New	£30.66	Asking
29 32-33 Watling St	★★☆☆☆	365	2nd	6/28/2018	New	-	-
2 Units 1-4 Gordon Rd	★★☆☆☆	1,967	GRND,1	5/29/2018	New	£12.11	Asking
30 Denne Hill Business Cen… Unit 6 Dennehill	★★☆☆☆	2,050	GRND	5/29/2018	New	£21.90	Asking
31 Clocktower 29-39 St Georges St	★★★☆☆	760	2nd	3/5/2018	New	£17.76	Effective
21 3 Beer Cart Ln	★★★☆☆	2,368	1st	3/1/2018	New	£14.75	Asking
21 3 Beer Cart Ln	★★★☆☆	1,070	2nd	3/1/2018	New	£14.75	Asking
32 224 Tankerton Rd	★★☆☆☆	434	GRND	3/1/2018	New	£21.63	Effective

Lease Comps Summary

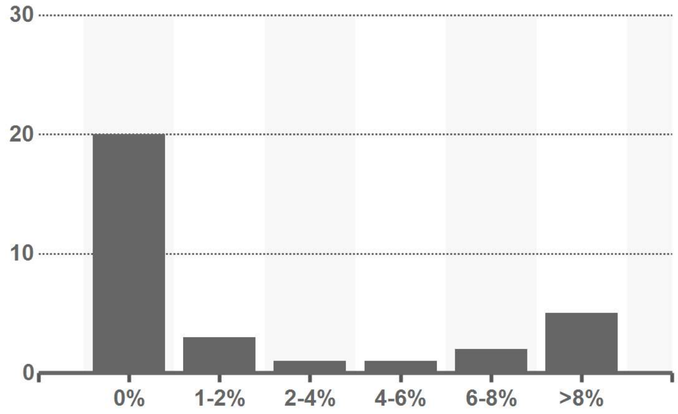
			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
33	**Westgate House** 87 St Dunstans St	★★☆☆☆	486	GRND	2/1/2018	New	£14.96	Effective
21	**3 Beer Cart Ln**	★★★☆☆	857	GRND	1/31/2018	New	£16.34	Effective
13	**15/16 Tannery Sq**	★★★☆☆	484	GRND	1/5/2018	New	£14.42	Effective
34	**65 High St**	★★★☆☆	839	1st	12/22/2017	New	£7.41	Effective
23	**Estuary House** Estuary Close	★★★☆☆	4,562	Unk,1	12/16/2017	New	£11.06	Asking
35	**70c High St**	★★★☆☆	472	2nd	12/5/2017	New	£11.24	Effective
30	**Denne Hill Business Cen…** Dennehill	★★☆☆☆	989	GRND	12/1/2017	New	£12.13	Starting
36	**124 Middle Wall**	★★☆☆☆	1,200	GRND	11/15/2017	New	£12.93	Effective

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£11.91	£14.72	£14.26	2.0

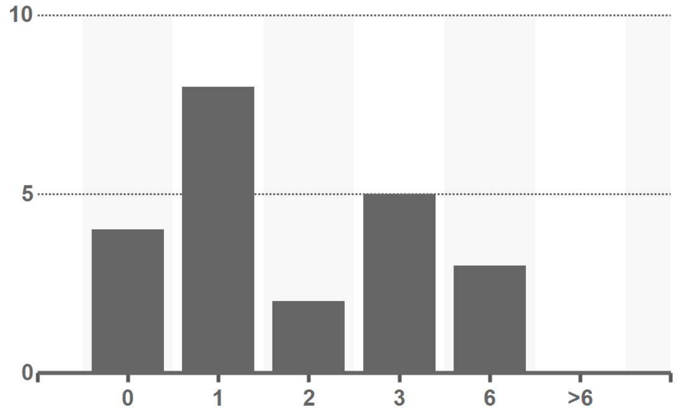
DEALS BY GROSS ASKING, GROSS STARTING, AND GROSS EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Office					
Price					
For Sale & UC/Pending	£725,000	£725,000	£725,000	£725,000	1
Sold Transactions	£128,586	£671,431	£400,000	£1,550,000	6
NIA					
For Sale & UC/Pending	3,254 SF	3,254 SF	3,254 SF	3,254 SF	1
Sold Transactions	880 SF	8,516 SF	6,326 SF	28,775 SF	8
Price per SF					
For Sale & UC/Pending	£222.80	£222.80	£222.80	£222.80	1
Sold Transactions	£43.78	£109.32	£104.02	£170.07	6
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	419	419	419	419	1
Sold Transactions	19	201	232	371	5
Sale Price to Asking Price Ratio					
Sold Transactions	86.33%	91.64%	90.12%	100.00%	4
Industrial					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£103,000	£151,500	£151,500	£200,000	2
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	968 SF	1,354 SF	1,354 SF	1,740 SF	2
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£106.40	£111.89	£110.67	£114.94	2
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	115	206	206	298	2
Sale Price to Asking Price Ratio					
Sold Transactions	85.83%	92.92%	92.92%	100.00%	2

Quick Stats Report

	Low	Average	Median	High	Count
General Retail					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£181,000	£181,000	£181,000	£181,000	1
Centre Size					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	585 SF	585 SF	585 SF	585 SF	1
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£309.40	£309.40	£309.40	£309.40	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	67	67	67	67	1
Sale Price to Asking Price Ratio					
Sold Transactions	109.70%	109.70%	109.70%	109.70%	1

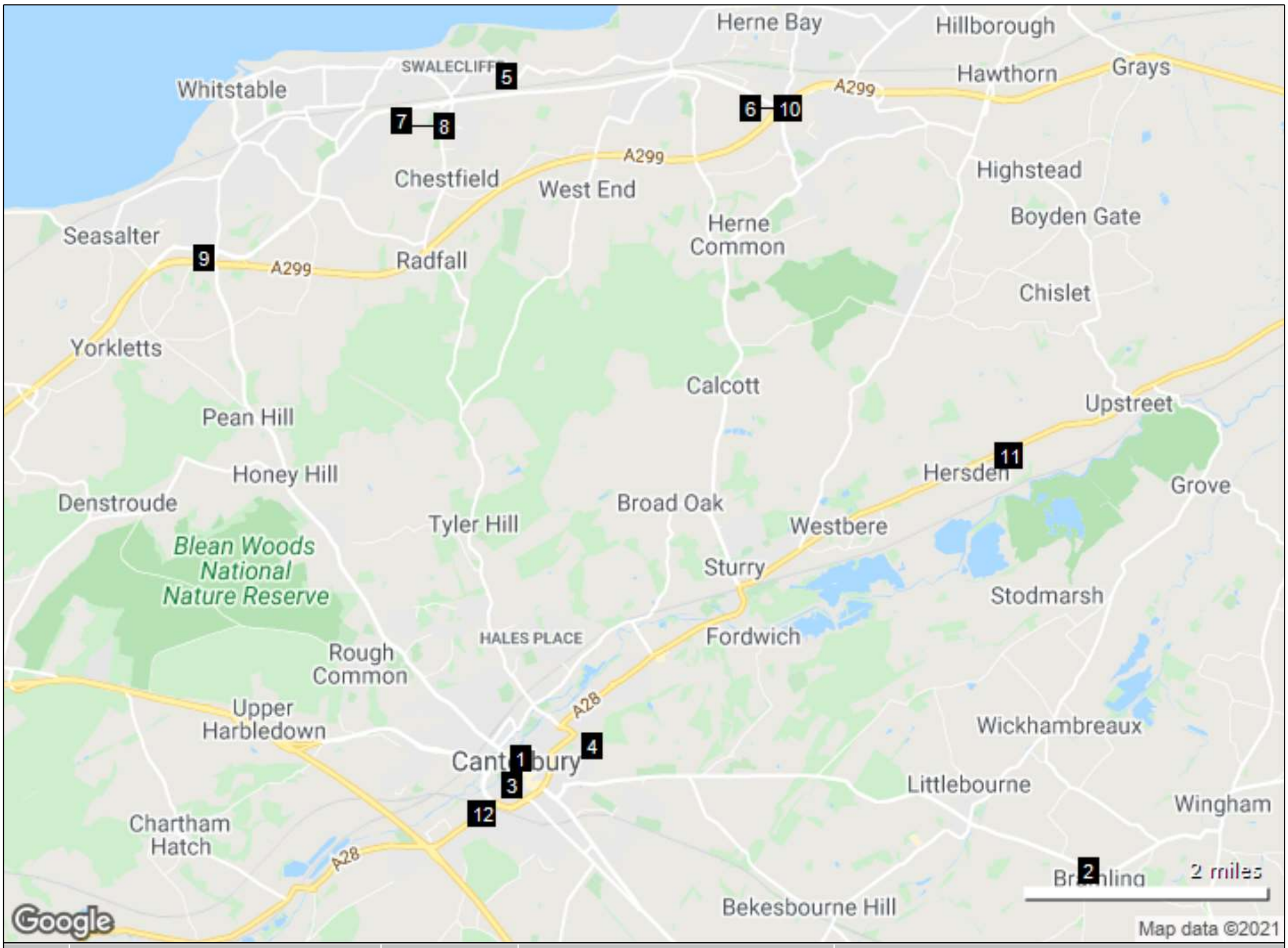
Totals

For Sale & UC/Pending	Asking Price Total:	£725,000	Total For Sale Transactions:	1
Sold Transactions	Total Sales Volume:	£4,512,586	Total Sales Transactions:	11
	Total Included in Analysis:	£5,237,586	Total Included in Analysis:	12

Survey Criteria

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

geography criteria: Submarket - Canterbury (Kent)



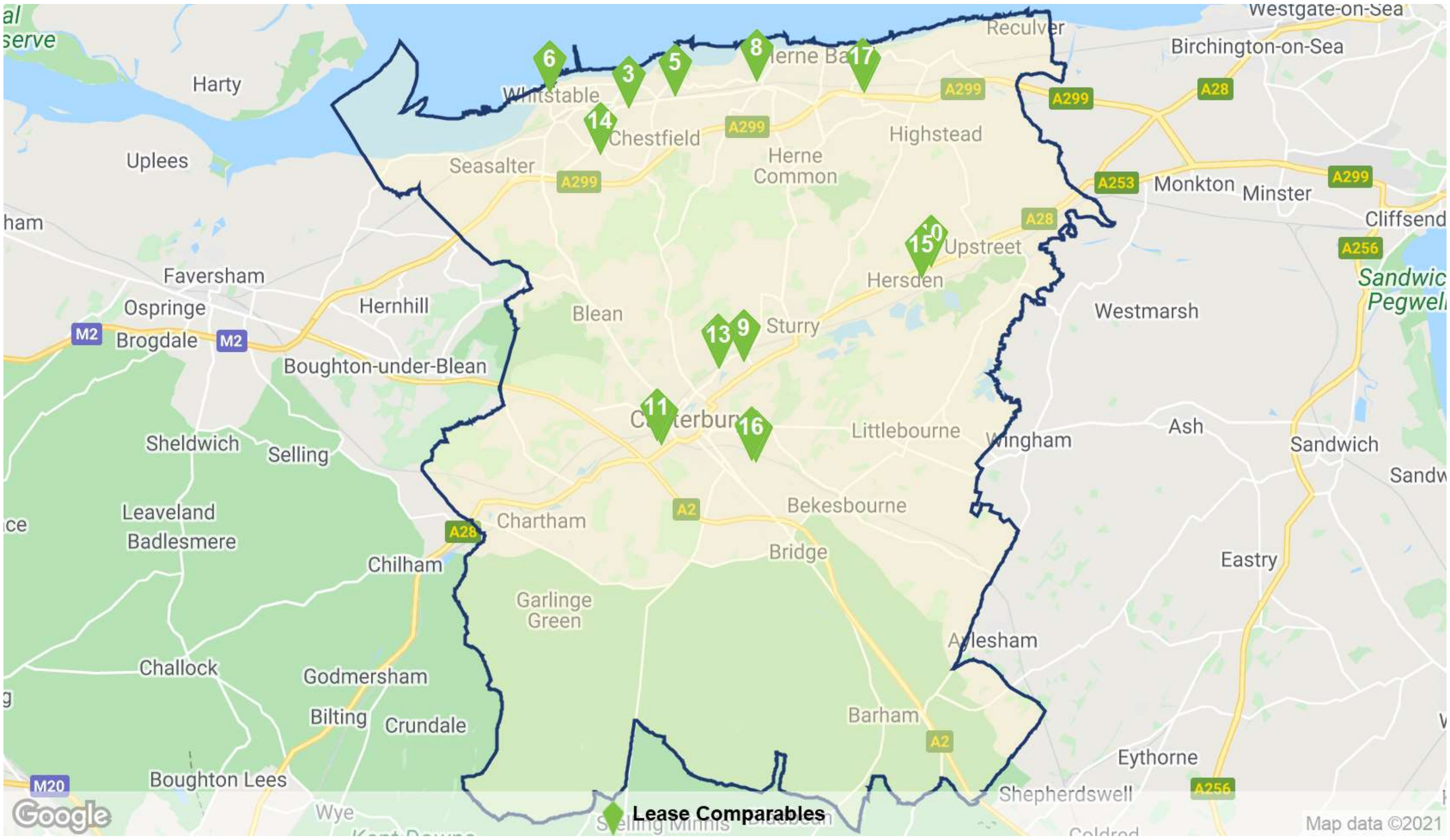
	Address	City	Property Info	Sale Info
1	4-5B Best Ln	Canterbury	585 SF General Retail	Sold: £181,000 (£309.40/SF)
2	Bramling House, Bramling	Canterbury	8,085 SF Office	Sold: £1,375,000 (£170.07/SF)
3	Lullingstone House, 5 Castle St	Canterbury	3,254 SF Office	Pending: w/Asking Price of £725,000 (£222.80/SF)
4	Nutwood House, Chaucer Rd (Part of Portfolio)	Canterbury	28,775 SF Office	Sold: -
5	Colewood Rd (Part of Multi-Property Sale)	Whitstable	880 SF Office	Sold: £128,586 (£146.12/SF)
6	Kent Enterprise House, Eddington Ln	Herne Bay	8,647 SF Office	Sold: £600,000 (£69.39/SF)
7	Harvey Dr	Whitstable	968 SF Industrial/Service	Sold: £103,000 (£106.40/SF)
8	68/69 John Wilson Business Park, Harvey Dr	Whitstable	4,568 SF Office	Sold: £200,000 (£43.78/SF)
9	Chaucer Business Park, Thanet Way	Whitstable	12,619 SF Office	Sold: £1,550,000 (£122.83/SF)
10	The Links	Herne Bay	2,054 SF Office/Industrial Live/Work Unit	Sold: £175,000 (£85.20/SF)
11	Thomas Way	Canterbury	1,740 SF Industrial/Service	Sold: £200,000 (£114.94/SF)
12	39-41 Wincheap	Canterbury	2,497 SF Office/Office/Residential	Sold: -

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
21	£6.01	£6.15	11

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	16	£3.17	£6.01	£7.74	£21.33
Achieved Rent Per SF	12	£3.17	£6.15	£7.40	£11.42
Net Effective Rent Per SF	12	£3.17	£6.04	£7.25	£11.42
Asking Rent Discount	8	-11.0%	-1.1%	1.9%	7.0%
TI Allowance	-	-	-	-	-
Rent Free Months	7	0	2	1	8

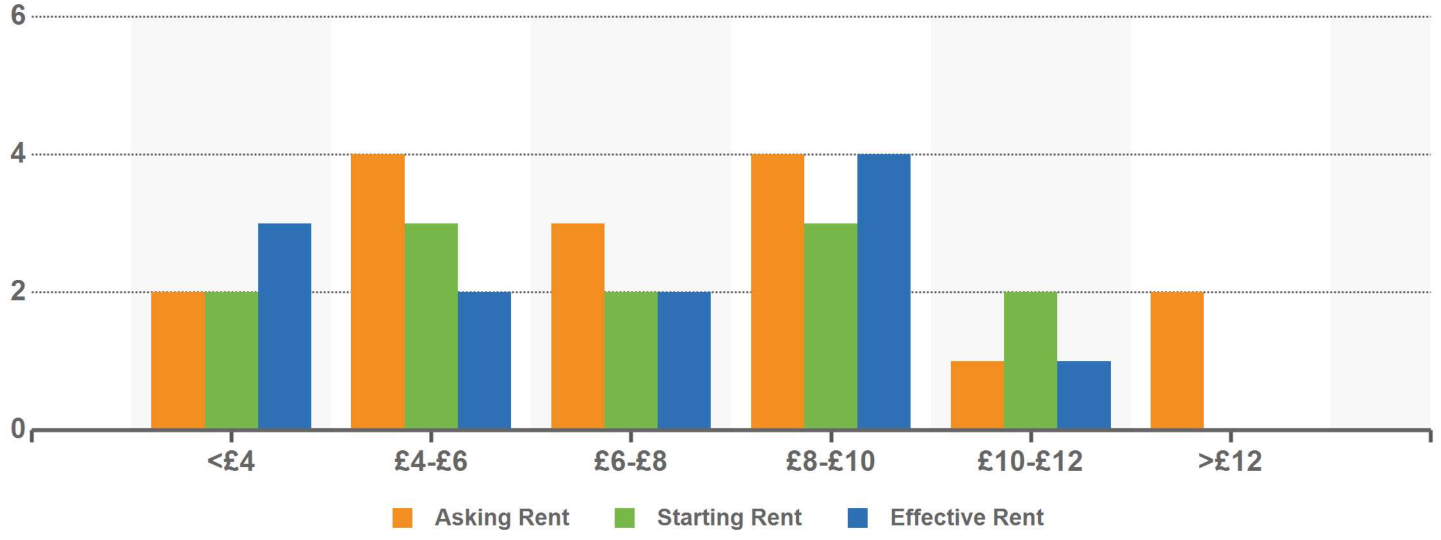
Lease Attributes	Deals	Low	Average	Median	High
Months on Market	16	1	11	5	61
Deal Size	21	320	4,587	2,765	19,368
Lease Deal in Months	13	36.0	87.0	60.0	180.0
Floor Number	21	GRND	GRND	GRND	MEZZ

Lease Comps Summary

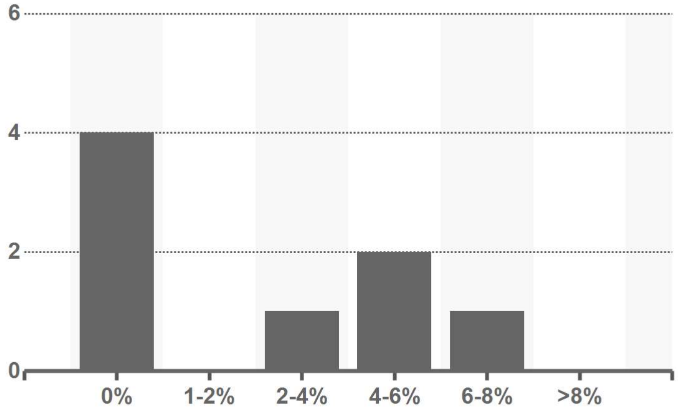
			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	New Dover Rd	★★☆☆☆	320	GRND	5/10/2021	New	£15.62	Asking
2	Barton Business Park New Dover Rd	★★★☆☆	3,000	GRND	2/5/2021	New	£8.00	Asking
3	Harvey	★★★☆☆	5,880	GRND,1	10/27/2020	New	£5.61	Asking
4	Altira Business Park The Boulevard	★★★☆☆	6,547	GRND	4/23/2020	New	£11.42	Effective
5	Thanet Way	★★★☆☆	19,368	GRND,…	2/27/2020	New	£3.70	Asking
6	Sea St	★★★☆☆	586	GRND	8/22/2019	New	£21.33	Asking
7	22 Maynard Rd	★★☆☆☆	5,390	GRND	7/5/2019	New	£9.63	Effective
8	185 Sea Rd	★★☆☆☆	7,882	GRND	6/1/2019	New	£3.17	Effective
7	22 Maynard Rd	★★☆☆☆	5,390	GRND	4/26/2019	New	£8.69	Asking
9	Kensington Rd	★★☆☆☆	945	GRND	1/16/2019	New	£8.04	Effective
9	Kensington Rd	★★☆☆☆	955	GRND	12/17/2018	New	£7.67	Effective
10	Sparrow Way	★★★☆☆	2,000	GRND,…	5/4/2018	New	£5.00	Effective
11	Wincheap Trade Park Cotton	★★★☆☆	14,020	GRND	3/25/2018	New	£3.96	Effective
11	Wincheap Trade Park Cotton	★★★☆☆	2,000	GRND	3/25/2018	New	-	-
12	Broad Oak House Broad Oak Rd	★★★☆☆	8,514	GRND,…	1/16/2018	Renewal	£3.29	Effective
3	Harvey Dr	★★★☆☆	2,000	GRND,…	1/16/2018	New	£7.02	Asking
13	Norwood Works Broad Oak Rd	★★☆☆☆	3,430	GRND	12/6/2017	New	£9.44	Effective
14	Millstrood Rd	★☆☆☆☆	2,765	GRND,…	11/8/2017	New	£5.79	Effective
15	Miners Way	★★★☆☆	1,871	GRND,1	10/29/2017	New	£6.82	Effective
16	New Dover Rd	★★★☆☆	1,084	GRND	9/1/2017	New	£4.61	Asking
17	Altira Business Park The Boulevard	★★★☆☆	2,400	GRND,…	6/29/2017	New	£9.00	Effective

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£6.01	£6.15	£6.04	2.1

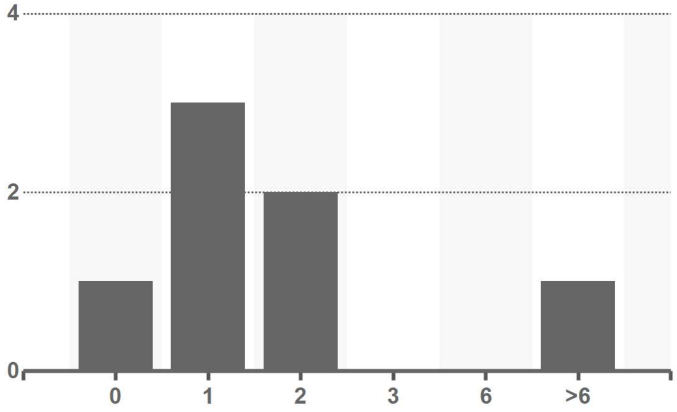
DEALS BY ASKING, STARTING AND EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Light Industrial					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£1,396,414	£1,396,414	£1,396,414	£1,396,414	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	530 SF	21,484 SF	14,239 SF	67,597 SF	5
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£98.07	£98.07	£98.07	£98.07	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	339	614	614	890	4
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
Industrial					
Price					
For Sale & UC/Pending	£250,000	£250,000	£250,000	£250,000	1
Sold Transactions	£103,000	£1,500,487	£654,500	£6,686,813	16
NIA					
For Sale & UC/Pending	3,780 SF	3,780 SF	3,780 SF	3,780 SF	1
Sold Transactions	366 SF	9,248 SF	3,067 SF	56,628 SF	25
Price per SF					
For Sale & UC/Pending	£66.14	£66.14	£66.14	£66.14	1
Sold Transactions	£37.12	£114.47	£83.35	£971.16	16
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	6.46%	6.52%	6.52%	6.58%	2
Days on Market					
For Sale & UC/Pending	257	257	257	257	1
Sold Transactions	29	189	162	593	13
Sale Price to Asking Price Ratio					
Sold Transactions	75.47%	93.94%	96.30%	110.42%	7

28/06/2021

Quick Stats Report

	Low	Average	Median	High	Count

Totals

For Sale & UC/Pending	Asking Price Total:	£250,000	Total For Sale Transactions:	1
Sold Transactions	Total Sales Volume:	£25,404,205	Total Sales Transactions:	30
	Total Included in Analysis:	£25,654,205	Total Included in Analysis:	31

Survey Criteria

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

geography criteria: Submarket - Canterbury (Kent)

	Address	City	Property Info	Sale Info
1	Chislet Clos	Canterbury	1,699 SF Industrial/Service	Sold: £1,650,000 (£971.16/SF)
2	Coldharbour Ln	Canterbury	5,009 SF Industrial	Sold: £2,190,000 (£437.21/SF)
3	Cotton Rd (Part of Portfolio)	Canterbury	43,379 SF Industrial/Warehouse	Sold: £6,686,813 (£154.15/SF)
4	Wincheap Trade Park, Cotton Rd (Part of Portfolio)	Canterbury	34,625 SF Industrial/Warehouse	Sold: £5,448,430 (£157.36/SF)
5	Cotton Rd (Part of Portfolio)	Canterbury	11,094 SF Industrial/Warehouse	Sold: £1,100,547 (£99.20/SF)
6	10 Cotton Rd	Canterbury	5,388 SF Industrial/Food Processing	Sold: £200,000 (£37.12/SF)
7	10 Cotton Rd (Part of Portfolio)	Canterbury	5,388 SF Industrial/Food Processing	Sold: £249,001 (£46.21/SF)
8	Eddington Ln	Herne Bay	8,982 SF Industrial/Service	Sold: -
9	Harvey Dr	Whitstable	968 SF Industrial/Service	Sold: £103,000 (£106.40/SF)
10	Harvey Dr	Whitstable	2,000 SF Industrial/Warehouse	Sold: £135,000 (£67.50/SF)
11	Harvey Dr	Whitstable	2,000 SF Industrial/Warehouse	Sold: £130,000 (£65/SF)
12	Stagecoach Bus Depot, High St	Herne Bay	56,628 SF Industrial/Distribution	Sold: £3,195,000 (£56.42/SF)
13	Island Rd	Canterbury	24,516 SF Industrial/Manufacturing	Sold: £1,215,000 (£49.56/SF)
14	6 Jackson Rd	Canterbury	5,414 SF Industrial/Warehouse	Sold: £215,000 (£39.71/SF)

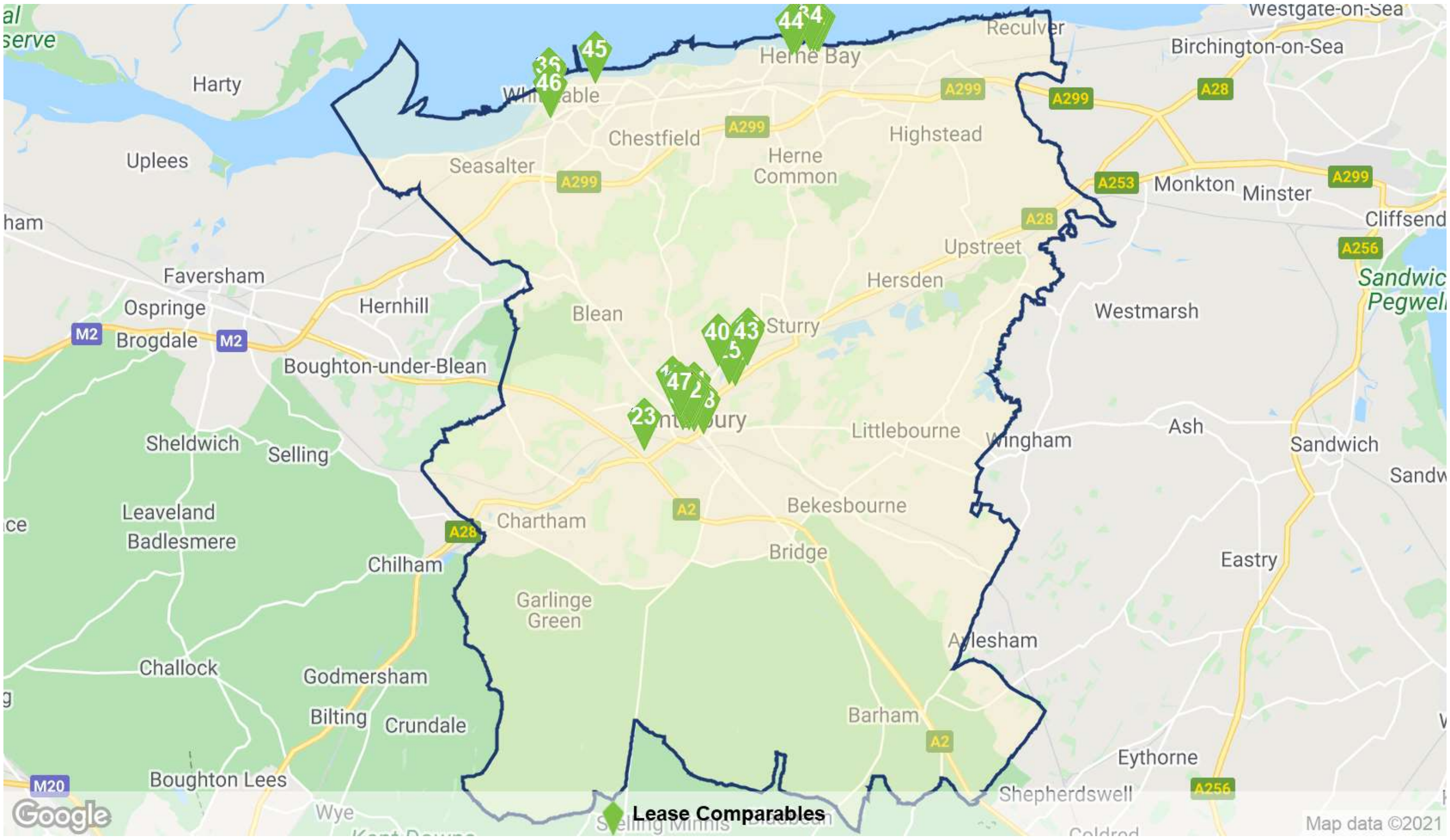
15	Millstrood Rd	Whitstable	3,780 SF Industrial/Warehouse	Pending: w/Asking Price of £250,000 (£66.14/SF)
16	Millstrood Rd	Whitstable	3,780 SF Industrial/Warehouse	Sold: £230,000 (£60.85/SF)
17	154 Sea Rd	Herne Bay	1,041 SF Industrial/Warehouse	Sold: -
18	Sea St (Part of Multi-Property Sale)	Herne Bay	67,597 SF Light Industrial/Light Distribution	Sold: -
19	Units 7-10, Sea St (Part of Multi-Property Sale)	Herne Bay	24,235 SF Light Industrial/Light Distribution	Sold: -
20	Stone Way, Unit J/Ground (Part of Multi-Unit Sale)	Canterbury	820 SF Light Industrial/Light Manufacturing	Sold: -
21	Stone Way, Unit K/Ground (Part of Multi-Unit Sale)	Canterbury	530 SF Light Industrial/Light Manufacturing	Sold: -
22	9 Stone Way	Canterbury	6,109 SF Industrial/Warehouse	Sold: £1,060,000 (£173.51/SF)
23	Altira Business Park, The Boulevard, 5/Ground (Part of Multi-Unit Sale)	Herne Bay	2,034 SF Industrial/Warehouse	Sold: -
24	Altira Business Park, The Boulevard, 5/Mezzanine (Part of Multi-Unit Sale)	Herne Bay	366 SF Industrial/Warehouse	Sold: -
25	Altira Business Park, The Boulevard, 1/Ground (Part of Multi-Unit Sale)	Herne Bay	3,067 SF Industrial/Warehouse	Sold: -
26	Altira Business Park, The Boulevard, 1/Mezzanine (Part of Multi-Unit Sale)	Herne Bay	549 SF Industrial/Warehouse	Sold: -
27	Altira Business Park, The Boulevard, 2/Ground (Part of Multi-Unit Sale)	Herne Bay	3,067 SF Industrial/Warehouse	Sold: -
28	Altira Business Park, The Boulevard, 2/Mezzanine (Part of Multi-Unit Sale)	Herne Bay	549 SF Industrial/Warehouse	Sold: -
29	Thomas Way	Canterbury	1,740 SF Industrial/Service	Sold: £200,000 (£114.94/SF)
30	Thomas Way	Canterbury	1,813 SF Industrial/Service	Sold: -
31	Units 1-2 Tyler Way (Part of Multi-Property Sale)	Whitstable	14,239 SF Light Industrial	Sold: £1,396,414 (£98.07/SF)

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
91	£32.26	£20.63	11

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	45	£12.77	£32.26	£27.38	£104.17
Achieved Rent Per SF	58	£0.03	£20.63	£19.15	£252.00
Net Effective Rent Per SF	47	£0.70	£21.25	£18.86	£223.92
Asking Rent Discount	28	-10.0%	11.7%	7.9%	99.8%
TI Allowance	-	-	-	-	-
Rent Free Months	38	0	3	2	20

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	57	1	11	7	80
Deal Size	91	183	2,518	1,277	23,656
Lease Deal in Months	63	12.0	102.0	120.0	300.0
Floor Number	90	BSMT	GRND	GRND	3

Lease Comps Summary

			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	25 St Margarets St	★★★☆☆	850	GRND	6/7/2021	New	-	-
2	8-9 The Parade	★★★☆☆	470	GRND	6/7/2021	New	-	-
3	8 North St	★★☆☆☆	213	GRND	6/1/2021	New	£33.80	Starting
4	49 Oxford St	★★★☆☆	1,325	GRND	4/28/2021	New	-	-
5	6-8 Longmarket	★★★☆☆	7,749	GRND	4/1/2021	New	£43.88	Asking
6	6A The Parade	★★★☆☆	2,278	GRND	4/1/2021	New	£54.87	Asking
7	Herne Bay Shop 22 William St	★★★☆☆	380	GRND	1/4/2021	New	£39.47	Asking
8	48 High St	★★★☆☆	4,289	BSMT,G…	12/25/2020	Renewal	£20.98	Starting
9	43 High St	★★★☆☆	381	GRND	12/14/2020	New	£45.93	Asking
10	26 High St	★★★☆☆	859	GRND	11/20/2020	New	£23.28	Asking
11	56A High St	★★★☆☆	1,614	GRND	11/7/2020	New	-	-
12	36 High St	★★★☆☆	672	GRND	11/6/2020	New	£14.29	Starting
13	7 Palace St	★★☆☆☆	905	GRND	10/27/2020	New	£26.52	Asking
14	39 Palace St	★★★☆☆	781	GRND,1-2	10/27/2020	New	-	-
15	27 St Dunstans St	★★☆☆☆	920	GRND,1	7/15/2020	New	-	-
16	Showroom and Premises Vauxhall Rd	★★★☆☆	6,390	GRND	7/1/2020	New	£18.78	Effective
17	10 Best	★★☆☆☆	1,600	GRND	6/12/2020	New	£13.81	Effective
17	10 Best	★★☆☆☆	500	GRND	6/12/2020	New	£10.00	Effective
18	15a Burgate	★★★☆☆	806	GRND	6/1/2020	New	£18.61	Asking
19	Long Market Shopping C… Long Market	★★★☆☆	1,434	GRND	5/1/2020	New	-	-
20	Sturry Rd	★★★☆☆	23,656	GRND	4/13/2020	New	-	-

Lease Comps Summary

			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
21	148 Mortimer St	★★☆☆☆	584	GRND	3/25/2020	New	£18.84	Starting
22	23 Lower Bridge Rd	★★☆☆☆	1,544	GRND	3/2/2020	New	£15.54	Asking
23	Ten Perch Rd	★★★☆☆	9,989	GRND	1/16/2020	New	£13.54	Effective
24	16 High St	★★☆☆☆	672	GRND	1/1/2020	New	£89.29	Effective
25	159 Sturry	★★★★☆	4,187	GRND	12/11/2019	New	£28.66	Effective
26	5A Rose Ln	★★★★☆	465	GRND	11/22/2019	New	£96.77	Asking
27	70B High St	★★★☆☆	509	GRND	10/30/2019	New	£0.03	Starting
28	St George's Centre St Georges Pl	★★☆☆☆	5,325	1st	9/6/2019	New	-	-
29	11-13 St Georges St	★★☆☆☆	500	GRND	9/4/2019	Renewal	£98.00	Effective
30	76 Castle St	★★☆☆☆	1,555	GRND,1-2	9/1/2019	New	-	-
31	64-64a Oxford St	★★★☆☆	2,841	GRND	8/9/2019	New	-	-
27	70A-70D High St	★★★☆☆	405	GRND	8/1/2019	-	£39.51	Starting
32	117-119 Mortimer St	★★★☆☆	889	GRND	7/22/2019	New	£18.50	Effective
33	29 High St	★★★☆☆	3,846	GRND	6/18/2019	New	£28.60	Effective
34	3-5 William St	★★☆☆☆	1,775	GRND	6/11/2019	New	-	-
35	5 Marlowe Arcade Marlowe Arcade	★★★★☆	1,636	GRND,1	6/4/2019	New	£36.67	Effective
36	22 High St	★★★☆☆	1,215	GRND,1-2	5/13/2019	New	£31.89	Effective
37	20 High St	★★☆☆☆	4,442	BSMT,G…	5/1/2019	New	£19.14	Effective
38	27 St. Peters St	★★★☆☆	741	GRND	5/1/2019	New	£45.80	Effective
39	19 Sun St	★★★☆☆	400	GRND	4/26/2019	New	£54.40	Effective
40	Broad Oak House Broad Oak Rd	★★★☆☆	5,187	GRND,…	4/8/2019	New	£5.59	Effective

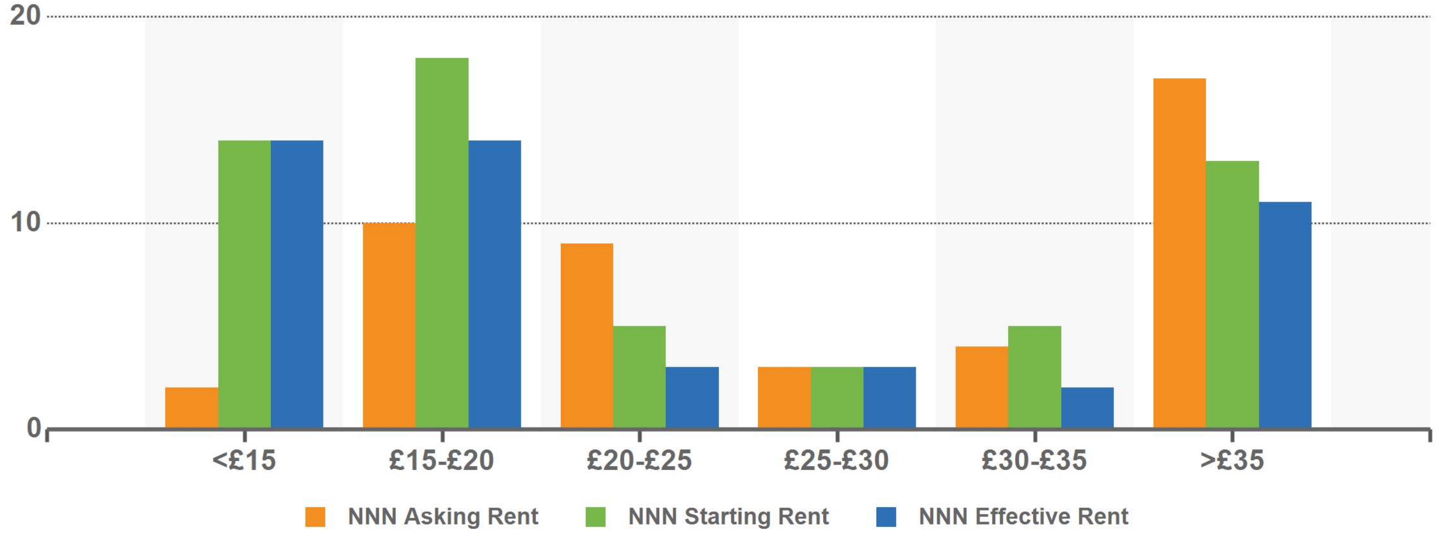
Lease Comps Summary

			Lease				Rents	
	Property Name - Address	Rating	SF Leased	Floor	Sign Date	Type	Rent	Rent Type
41	41-42 Burgate	★★☆☆☆	4,973	BSMT,G…	3/25/2019	New	£13.63	Effective
42	8 Mercury Ln	★★★☆☆	600	1st	3/11/2019	New	£64.47	Effective
35	5 Marlowe Arcade Marlowe Arcade	★★★★☆	2,530	GRND,1	3/6/2019	Renewal	£40.51	Effective
43	Maybrook Retail Park Maybrook Retail Park	★★★☆☆	10,000	GRND	2/18/2019	New	£14.51	Effective
44	155 Station Rd	★★★☆☆	350	GRND	2/1/2019	New	£18.86	Effective
45	104 Tankerton Rd	★★★☆☆	545	GRND	1/30/2019	New	£17.75	Effective
46	48 Oxford St	★★☆☆☆	183	GRND	1/17/2019	New	£48.37	Effective
47	43a St Peters St	★★★☆☆	538	GRND	1/17/2019	New	£44.61	Asking

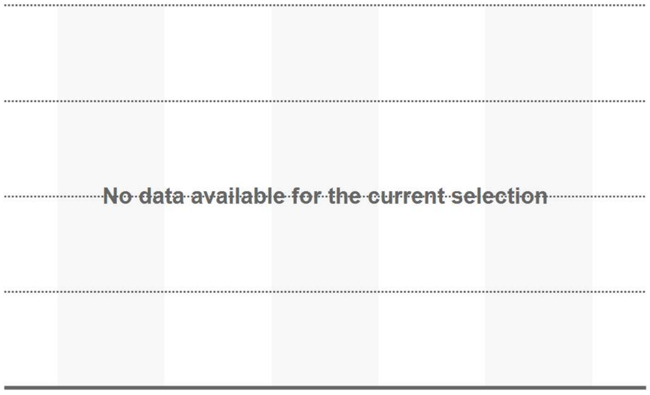
Rents

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£32.26	£20.63	£21.25	3.4

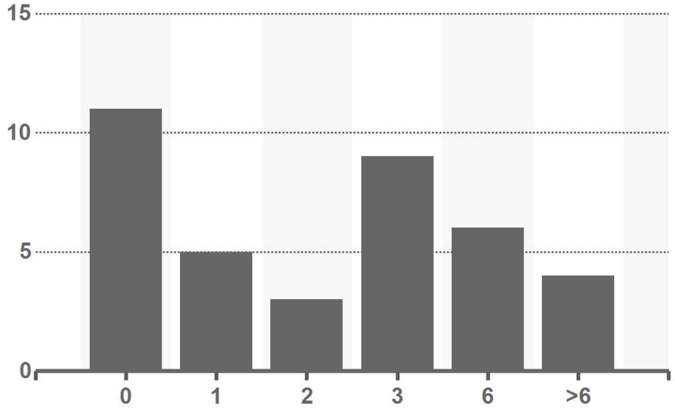
DEALS BY NNN ASKING, NNN STARTING, AND NNN EFFECTIVE RENT



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	£310,000	£585,000	£595,000	£850,000	3
Sold Transactions	£134,000	£2,988,912	£939,327	£46,149,734	39
Centre Size					
For Sale & UC/Pending	1,179 SF	1,846 SF	2,045 SF	2,313 SF	3
Sold Transactions	177 SF	20,492 SF	4,026 SF	203,092 SF	41
Price per SF					
For Sale & UC/Pending	£257.24	£316.96	£262.93	£415.65	3
Sold Transactions	£50.37	£231.21	£212.50	£865.38	39
Net Initial Yield					
For Sale & UC/Pending	5.70%	6.13%	6.13%	6.56%	2
Sold Transactions	3.32%	6.37%	5.84%	10.13%	7
Days on Market					
For Sale & UC/Pending	117	522	224	1,224	3
Sold Transactions	8	149	77	625	13
Sale Price to Asking Price Ratio					
Sold Transactions	87.50%	192.02%	105.90%	1,029.41%	12

Totals

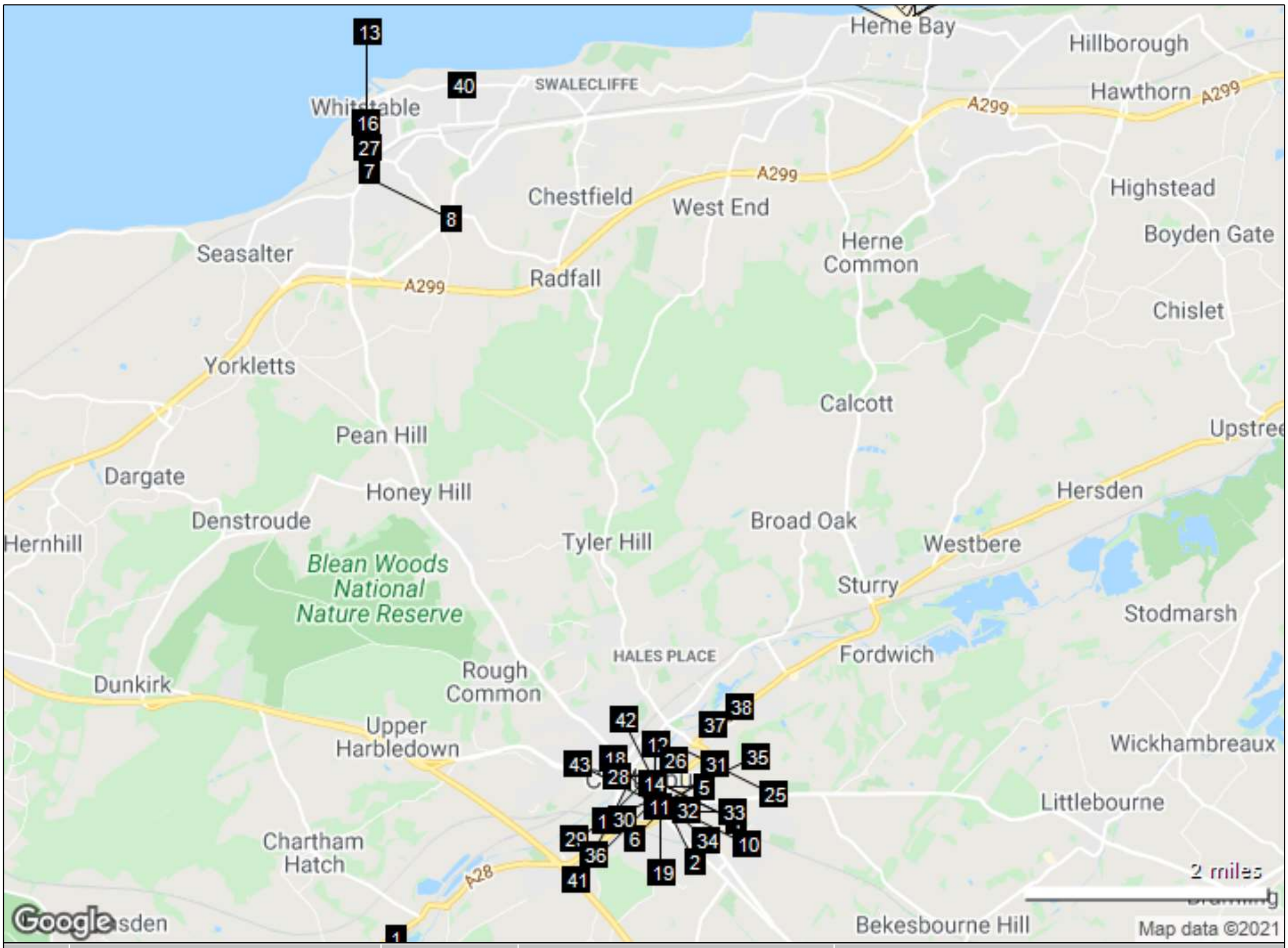
For Sale & UC/Pending	Asking Price Total:	£1,755,000	Total For Sale Transactions:	3
Sold Transactions	Total Sales Volume:	£116,567,550	Total Sales Transactions:	41
	Total Included in Analysis:	£118,322,550	Total Included in Analysis:	44

Survey Criteria

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

geography criteria: Submarket - Canterbury (Kent)

28/06/2021



	Address	City	Property Info	Sale Info
1	Canterbury Chartham Wyevale Garden Centre, Ashford Rd (Part of Portfolio)	Canterbury	10,000 SF Retail/Garden Center	Sold: £503,667 (£50.37/SF)
2	4-5B Best Ln	Canterbury	585 SF General Retail	Sold: £181,000 (£309.40/SF)
3	10 Best Ln	Canterbury	4,026 SF General Retail/Storefront	Sold: £700,000 (£173.87/SF)
4	10 Best Ln	Canterbury	4,026 SF General Retail/Storefront	Sold: £828,000 (£205.66/SF)
5	38-38A Burgate (Part of Portfolio)	Canterbury	1,399 SF Retail/Storefront Retail/Residential	Sold: £1,210,673 (£865.38/SF)
6	69 Burgate	Canterbury	2,313 SF General Retail/Storefront Retail/Residential	Pending: w/Asking Price of £595,000 (£257.24/SF)
7	49-55 Canterbury Rd	Whitstable	1,376 SF General Retail/Storefront	Sold: £700,000 (£508.72/SF)
8	83 Canterbury Rd	Whitstable	1,115 SF General Retail/Storefront Retail/Residential	Sold: £440,000 (£394.62/SF)
9	56-58 Central Parade	Herne Bay	5,125 SF General Retail	Sold: £780,000 (£152.20/SF)
10	Whitefriars Shopping Centre, Gravel Walk (Part of Portfolio)	Canterbury	203,092 SF Retail	Sold: £46,149,734 (£454.47/SF)
11	Whitefriars, 2-14 Gravel Walk (Part of Portfolio)	Canterbury	87,662 SF Retail/Storefront	Sold: £4,404,143 (£100.48/SF)
12	7 High St	Canterbury	5,492 SF General Retail/Storefront	Sold: £1,350,000 (£245.81/SF)
13	13 High St	Whitstable	2,045 SF General Retail/Storefront Retail/Office	Under Contract: w/Asking Price of £850,000 (£415.65/SF)

14	14 High St	Canterbury	2,522 SF General Retail/Storefront	Sold: £1,350,000 (£535.29/SF)
15	24 High St	Canterbury	3,946 SF General Retail	Sold: £1,750,000 (£443.49/SF)
16	44-48 High St	Whitstable	11,550 SF General Retail	Sold: £1,350,000 (£116.88/SF)
17	79 High St	Herne Bay	1,401 SF General Retail	Sold: £148,000 (£105.64/SF)
18	5 Marlowe Arcade, Marlowe Arcade (Part of Portfolio)	Canterbury	92,913 SF Retail	Sold: £6,672,518 (£143.63/SF)
19	15 Mercery Ln (Part of Portfolio)	Canterbury	1,125 SF Retail/Storefront Retail/Residential	Sold: £939,327 (£834.96/SF)
20	91-91A Mortimer St (Part of Portfolio)	Herne Bay	561 SF Retail	Sold: £147,373 (£262.70/SF)
21	113-115 Mortimer St (Part of Multi-Property Sale)	Herne Bay	3,967 SF Retail	Sold: £673,965 (£169.89/SF)
22	117-119 Mortimer St (Part of Multi-Property Sale)	Herne Bay	889 SF Retail/Storefront Retail/Residential	Sold: £151,035 (£169.89/SF)
23	125-129 Mortimer St	Herne Bay	5,842 SF General Retail	Sold: £505,000 (£86.44/SF)
24	136-138 Mortimer St	Herne Bay	1,782 SF General Retail	Sold: £282,500 (£158.53/SF)
25	Northgate Garage, Northgate	Canterbury	7,386 SF General Retail/Auto Dealership	Sold: £1,500,000 (£203.09/SF)
26	The Jolly Sailor, 75 Northgate	Canterbury	2,170 SF General Retail/Bank	Sold: £1,121,000 (£516.59/SF)
27	19 Oxford St	Whitstable	936 SF General Retail/Restaurant	Sold: -
28	6 Palace St	Canterbury	1,600 SF General Retail/Storefront Retail/Office	Sold: £340,000 (£212.50/SF)
29	6-8 Rose Ln (Part of Portfolio)	Canterbury	10,162 SF Retail/Storefront	Sold: £759,906 (£149.56/SF)
30	Aldi, St Andews Clos	Canterbury	13,250 SF General Retail/Storefront	Sold: £5,300,000 (£400/SF)
31	St Georges Ln (Part of Portfolio)	Canterbury	2,713 SF Retail	Sold: £138,021 (£101.75/SF)
32	St George's Centre, St Georges Pl (Part of Multi-Property Sale)	Canterbury	14,450 SF Retail/Health Club	Sold: £3,736,602 (£258.59/SF)
33	Waitrose, St Georges Pl (Part of Multi-Property Sale)	Canterbury	25,000 SF Retail/Supermarket	Sold: £9,376,997 (£375.08/SF)
34	10 St Georges St	Canterbury	2,206 SF General Retail/Storefront	Sold: £970,000 (£439.71/SF)
35	Clocktower, 29-39 St Georges St (Part of Portfolio)	Canterbury	26,755 SF Retail/Storefront Retail/Office	Sold: £2,054,353 (£153.57/SF)
36	28-30 St Peters St	Canterbury	40,985 SF General Retail/Storefront	Sold: £3,500,000 (£85.40/SF)
37	71 Sturry Rd	Canterbury	1,179 SF General Retail/Storefront	Pending: w/Asking Price of £310,000 (£262.93/SF)
38	159 Sturry Rd	Canterbury	4,187 SF General Retail	Sold: £993,783 (£237.35/SF)
39	110 Tankerton Rd	Whitstable	177 SF General Retail	Sold: £134,000 (£757.06/SF)
40	110 Tankerton Rd	Whitstable	177 SF General Retail	Sold: £152,000 (£858.76/SF)
41	Burton / Dorothy Perkins, 16 The Parade	Canterbury	10,957 SF General Retail/Storefront	Sold: -
42	1-15 Whitefriars St (Part of Portfolio)	Canterbury	181,029 SF Retail	Sold: £12,137,002 (£134.09/SF)
43	17-25 Whitefriars St (Part of Portfolio)	Canterbury	43,903 SF Retail	Sold: £2,684,324 (£122.28/SF)
44	15-15A William St (Part of Portfolio)	Herne Bay	1,723 SF Retail	Sold: £452,627 (£262.70/SF)

Appendix 10 – Land Registry Development Land Data

Planning Ref	**Site**	**Date approved**	**Brief Description**	**ha**	**Units All**	**Units Aff**	**Aff %**	**Other dev**	**s106 (£)**	**CIL chargeable (Y/N)**	**CIL comment**	**Status**	**LR Title**	**Date Sold**	**Price Paid**	**Notes**	**£/ha**	**£/unit**	**s106 contribution (£)**
CA//15/01479	Strategic site 11A - Land at Cockering Farm (numbers include phases so far)	13/07/2016	Outline for upto 750 dwellings and 4,000sqm employment. Phase 1 RM for 269 dwellings	73.314	356	110	30.9%		To be collected by CCC: Transport & Air Quality Management: £1,450,444.71 To be collected by KCC: Transport: £10,555,000.00 (inc. for A2 slip road costs); Community learning and libraries: as per formula; Primary Education: £4,500,000.00; Secondary Education: as per formula; Social Services and Youth: as per formula	No	Strategic sites £0	Yes	11 October 2007 for	11/10/2007	£1,750,000		£23,870	£4,916	To be collected by CCC: Transport & Air Quality Management: £1,450,444.71 To be collected by KCC: Transport: £10,555,000.00 (inc. for A2 slip road costs); Community learning and libraries: as per formula; Primary Education: £4,500,000.00; Secondary Education: as per formula; Social Services and Youth: as per formula
CA1701457	Royal Oak Caravan Park, Sweechgate, Broad Oak, Sturry	24/2/2017	Erection of 13 residential dwellings, change of use of listed public house to a single residential dwelling and associated landscaping works.	0.075	14	0	0.0%					Yes	K88709 and others			Built out multiple owners			Applicant demonstrated viability diud not support AH in addition to other infrastructure contributions
CA1600046	Hill House, Bakers Lane, Chartham, CT4 7QE	10/3/2017	Erection of 18 no. dwellings together with associated accessand highway infrastructure	1.200	18	6	33.3%					Yes	TT76012 TT77943 K973300 TT106453	18/12/2017 18/12/2017 16/		£1,058,750/ £240,000/between £200,001 and £500,000.			
CA1701847	St Philip Howard School, 41 Avenue Road, Herne Bay	14/3/2017	Variation of condition 02 (drawings) of planning permission CA/15/002786/FUL for retention of listed building and reinstatement from school back to dwelling. Remainder of school to be demolished for residential development comprising of 17 apartments, 5 semi-detached units and 8 townhouses; to allow changes to plots 18-24 window and door positions and lift overun and demolition and changes to listed building.	0.520	31	9	29.0%					Yes	K978685	No Date	No Price Data	Possibly sold for £1 from a church to Hyde housing assoc?			
CA//16/01975	Land adjacent to Aspinall Close, Bekesbourne	06/10/2017	Proposed erection of 15 two-storey dwellings with access from Aspinall Close, parking and landscaping.	0.400	15	5	33.3%		Transport infrastructure: £10,940.31 Open Space: £47,082.44 Libraries: £720.24 Primary education: £49,860.00 Secondary education: £35,397.00	No	Started charging CIL from 01/04/20	Yes	K601998	07/02/2019	£1,200,000		£3,000,000	£80,000	Transport infrastructure: £10,940.31 Open Space: £47,082.44 Libraries: £720.24 Primary education: £49,860.00 Secondary education: £35,397.00

CA1600404	Hoplands Farm, Island Road, Hersden, Westbere	11/10/2017	Outline planning application for a neighbourhood extension for the creation of up to 250 houses including affordable housing, neighbourhood centre (comprising Class A1 foodstore (400sq.m), Class D1 medical centre (380sq.m), Class D1 dentist (150sq.m), Class A1 pharmacy (150sq.m), Class D1 nursery (120sq.m) and Class A1 convenience retail (360sq.m)), commercial estate (comprising Class B1 business floorspace (up to 5572sq.m), Class D1 apprenticeship centre (616sq.m) and Class D1/D2 community building (up to 672sq.m)), parish parkland and associated access, parking, amenity space and landscaping.	24.700	250	37.5	15.0%					Yes	TT84922	No Date	No Price Data	Redrow Homes owner			Viability
CA1700800	11 Dover Street, Canterbury	17/10/2017	Proposed 1 no three-storey building and 1 no four-storey building containing 20 apartments, together with associated landscaping, following demolition of existing building.	0.070	20	6	30.0%					Yes	K825775	21-Oct-16	£1,939,288	West Kent Housing Assoc	£27,704,114	£96,964	
CA1701394	7-9 Ethelbert Road, Canterbury	26/2/2018	Proposed conversion from house in multiple occupation to 14 dwellings with minor alterations and demolitions.	0.200	13	5	38.5%					No	K728654 K7	07/10/2019	£1,800,000		£9,000,000	£138,462	
CA//17/02055	Former Bus Depot, 74 High Street, Herne Bay	20/06/2018	Proposed three, four, and five-storey mixed use development comprising of 900 sq m of retail floor space to the High Street frontage together with twenty one 3-bed dwellings, two 1-bed flats and twenty-seven 2-bed flats together with access, parking and courtyard amenity area following demolition of the existing buildings.	0.530	50	0	0.0%	(Affordable housing agreed to not be viable so not required)	Thanet SAMMS: £29,268.81	No	Started charging CIL from 01/04/20	Yes	K810263	03/07/2019	£3,195,000		£6,028,302	£63,900	Thanet SAMMS: £29,268.81
CA1502782	Site 5 Land at Strode Farm, Herne Bay	6/8/2018	Hybrid application for the development of Strode Farm, outline for a new mixed use neighbourhood with up to 800 dwellings, commercial and community development with all matters reserved apart from means of access from Canterbury Road. Full element is for the demolition of 3 dwellings.	6.700	800	240	30.0%					No	TT74522 K9	12-Dec-17	£5,473,287		£816,909	£6,842	
CA//17/00809	Arter Brothers, Eagle Motor Works, Old Dover Road, Barham	09/08/2018	Proposed 10 two-storey dwellings following demolition of existing commercial buildings.	0.330	10	0	0.0%		Affordable housing commuted sum: £194,272.48	No	Started charging CIL from 01/04/20	Yes (completed FY20/21)							Affordable housing commuted sum: £194,272.48
CA1700519	Land at and adjacent to Cockering Farm, Thanington Without	12/11/2018	Outline for mixed use site up to 400 dwellings, all matters reserved.	41.750	400	120	30.0%					No	K66928 K94	No Date	No Price Data	01.10.2020) BENEFICIARY: Redrow Homes Limited			
CA1600673	Land to the south of Island Road (A28), former Chislet Colliery, Hersden, Westbere	22/11/2018	Outline planning application (all matters reserved) for a mixed-use development of up to 370 dwellings, local centre, open space, community ecological park, hard and soft landscaping and associated infrastructure with access from a new roundabout on Island Road.	19.240	370	111	30.0%					No	TT41564	07.10.2015	No Price Data	HNC DEVELOPMENTS LLP			

CA//17/02092	Canterbury Riverside, Kingsmead Road and Sturry Road, Canterbury	07/02/2019	Proposed multiplex cinema, 8no single-storey bar/restaurant units, five-storey building comprising 3no retail units with student accommodation (111 bed) above, 1no part four, part six-storey building for purpose built student accommodation (382 bed), 1no five-storey building comprising 54 flats, 1no three-storey building comprising 17 flats, 16no two-storey dwellings, 1no three, four and five -storey building comprising 102 flats with associated public realm, access alterations, car parking, riverside walkway and 'launch' with canoe store (following demolition of existing buildings).	3.600	189	18.9	10.0%	(10% - plans should be submitted)	Open Space: £68,135.93; Transport: £183,492.69	No	Started charging CIL from 01/04/20	Yes	K900723 K375579	No Date	No Price Data	owned by Council			Open Space: £68,135.93; Transport: £183,492.69
CA//18/00970	Land at East of Kingsmead Field, Stonebridge Road, Canterbury	11/02/2019	Proposed 10 no. two-storey dwellings, 3 no. three-storey dwellings, 1 no. two-storey dwelling with accommodation in the roof space and 2 no. flats together with associated parking and landscaping.	0.446	16	5	31.3%		No	No	Started charging CIL from 01/04/20	Yes	K809686	No Date	No Price Data	owned by Council			No
CA1800576	Scruffy Duck, 10 William Street	11/3/2019	Proposed four-storey building comprising of 20 no 2 bedroomed apartments with associated parking and four retail units fronting William Street.	0.130	20	0	0.0%					No	K342759	16-May-05	£350,000	(23.09.2020) BENEFICIARY: Abode Land Limited	£2,692,308	£17,500	Paying a contribution
CA//18/01280	Land at Ladesfield, Vulcan Close, Whitstable	15/5/2019	Outline application for proposed 14 no. dwellings with all matters reserved except access.	0.600	14	0	0.0%					Yes	K242873	No Date	No Price Data	owned by Kent County Council			
CA//19/00514	28-30 St Peters Street, Canterbury	12/09/2019	Proposed 3 and 4 storey buildings containing 143 purpose built student accommodation including ancillary support facilities; guest suite, office accommodation (B1 use class) and associated cycle storage and refuse storage facilities following demolition of existing showroom.	0.283	143	0	0.0%		Open Space: £104,027.44	No	Started charging CIL from 01/04/20	Yes							Open Space: £104,027.44
CA//17/00469	Strategic site 12 - Land South of Ridgeway - Grasmere Gardens, Land South of The Ridgeway, Chestfield	03/10/2019	A mixed use development including up to 300 dwellings and 3,500sqm of employment floorspace comprising:Detailed proposals for the erection of 140 residential dwellings, 1 no. Local Area of Play (LAP), vehicular access from Reeve's Way and emergency access from Richmond Road, associated internal roads, footpaths and cycleways, open space, associated car park and overspill car park from Reeves Way, pumping station and landscaping. Outline proposal for up to 160 dwellings and 3,500sqm of employment (Use Class B1 (a)) with associated parking, allotments, MUGA and open space with all matters reserved except access (excluding internal circulation).	16.814	300	42	14.0%		To be collected by CCC Health: £252,720.00; Open Space: £180,283.00; SAMMS: TBC; Transport: £74,500.00 To be collected by KCC TRO: £5000.00; Bridleway improvements: £44,000.00; Community learning, Education, Libraries and Social Care: as per formula in agreement.	No	Strategic sites £0	No	K503254	No Date	No Price Data				To be collected by CCC Health: £252,720.00; Open Space: £180,283.00; SAMMS: TBC; Transport: £74,500.00 To be collected by KCC TRO: £5000.00; Bridleway improvements: £44,000.00; Community learning, Education, Libraries and Social Care: as per formula in agreement.

CA//18/02290	Eddington Park Herne Bay Golf Club Thanet Way Herne Bay	8/11/2019	Proposed 93 residential dwellings, 1,179 sqm of office (B1a) floorspace and 372 sqm of retail (A1) set over 7 blocks of up to 2 and 3 storeys.	2.200	93	29	31.2%					No	TT49651	No Date	No Price Data	26 July 2019 made Redrow Homes Limited and Newmaquinn Comercial Ltd			
CA//19/01858	5-5A Rhodaus Town Canterbury CT1 2RJ	24/03/2020	Proposed erection of a purpose built student accommodation comprising of 212 bedrooms with administration/welfare facilities and associated external works following demolition of existing buildings.	0.546	212	0	0.0%		Transport: £20,000.00; Open Space: £161,260.32	No	Started charging CIL from 01/04/20	Yes	K268149 K216289	15/02/2021	£10,730,000		£19,645,826	£50,613	Transport: £20,000.00; Open Space: £161,260.32
CA//17/02907	Strategic site 6 - Land South of Greenhill Road	15/10/2020	Planning application for a mixed use development including up to 450 dwellings comprising: Detailed proposals for the change of use of agricultural land to outdoor sports playing pitches (for use by Briary School). Outline application for up to 450 dwellings with all matters reserved also including community facilities, a link road, pedestrian and cycle links, sustainable urban design drainage measures, landscaped bund/earthworks and boundary treatments, public open space, highway-related and utilities infrastructure.	22.970	450	135	30.0%		To be collected by CCC: Health: £379,080.00; Cycle network improvements: £150,000.00; Thanet and Swale SAMMS: £399,371.54 To be collected by KCC: Primary Education; Secondary Education; Libraries; & Youth Services: based on formula in agreement; Public Rights of Way - £50,000.	No	Strategic sites £0	No	TT74529 K39768 K795604 K702369 K789755 K141082 K176667 TT110119	12/12/2017	£2,823,482		£122,920	£6,274	To be collected by CCC: Health: £379,080.00; Cycle network improvements: £150,000.00; Thanet and Swale SAMMS: £399,371.54 To be collected by KCC: Primary Education; Secondary Education; Libraries; & Youth Services: based on formula in agreement; Public Rights of Way - £50,000.
CA//18/00868	Strategic site 2 - Broad Oak Farm	01/03/2021	Hybrid planning application comprising: detailed/full application for development of 456 residential dwellings comprising 402 houses and 54 flats, with associated open space, landscaping, car parking, access and other infrastructure (following demolition of 52 Shalloak Road, existing agricultural buildings and structures); and outline application (with all matters reserved) for development of a commercial area with up to 212sqm of Class A1 and up to 593sqm of Class B1 use.	18.950	456	68	14.9%		To be collected by CCC: Open Space: £328,138.98; Health: £347,100.00; Thanet SAMMS: £323,215.00 To be collected by KCC: Community learning: £16575.60; Youth Services: £7,346.16; Education: as per formula in agreement; Libraries: £58,364.44; Adult Social Care: £33,256.08; Transport/travel plan: £111,422.00; Sturry link road: £8,800,000.00	No	Strategic sites £0	No	K640423 K626309 K720381 K636339 K720794 K626310 K682420						To be collected by CCC: Open Space: £328,138.98; Health: £347,100.00; Thanet SAMMS: £323,215.00 To be collected by KCC: Community learning: £16575.60; Youth Services: £7,346.16; Education: as per formula in agreement; Libraries: £58,364.44; Adult Social Care: £33,256.08; Transport/travel plan: £111,422.00; Sturry link road: £8,800,000.00
CA/20/00140	22-23 St George's Terrace Herne Bay Kent CT6 8RH	12/03/2021	Proposed residential development of 12 apartments, following demolition of existing building.	0.090	12	0	0.0%		Thanet SAMMS: £5920.00	No	Strategic sites £0	No							Thanet SAMMS: £5920.00

Appendix 11 – CoStar Industrial Land

The pages in this appendix are not numbered.

Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Land					
Sale Price	£90,000	£5,191,667	£1,425,000	£22,000,000	9
Parcel Size	0.16 AC	33.30 AC	1.04 AC	400 AC	13
Price per Acre	£27,778	£110,479	£410,663	£4,275,026	9
Days on Market	62	380	192	1,403	6
Sale Price to Asking Price Ratio	90.00%	107.10%	95.31%	147.80%	4
Specialty					
Sale Price	£3,300,000	£3,300,000	£3,300,000	£3,300,000	1
Building Size	7,777 SF	7,777 SF	7,777 SF	7,777 SF	1
Price per SF	£424.33	£424.33	£424.33	£424.33	1
Net Initial Yield	-	-	-	-	-
Days on Market	-	-	-	-	-
Sale Price to Asking Price Ratio	-	-	-	-	-

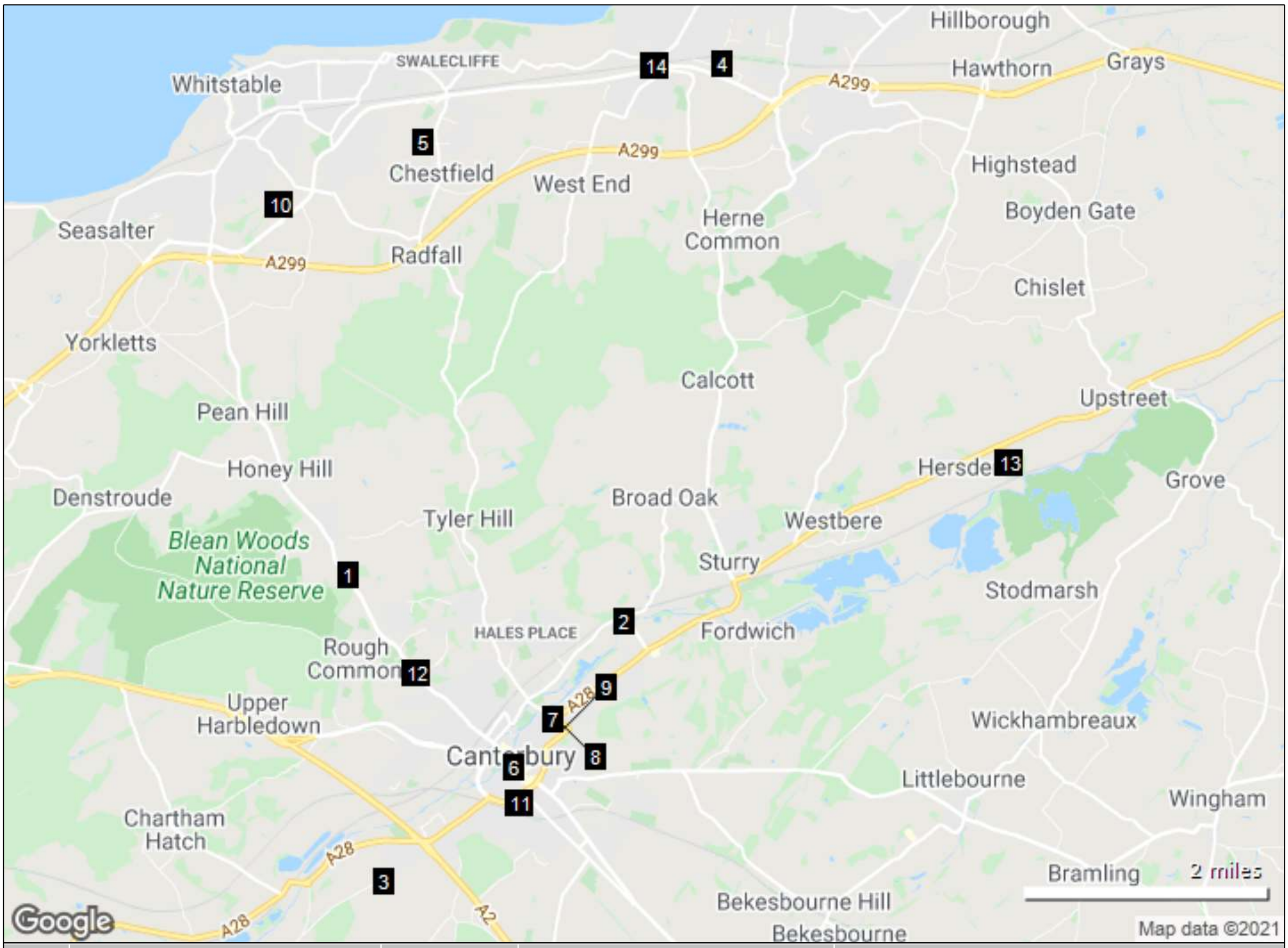
Totals

Sold Transactions	Total Sales Volume:	£50,025,000	Total Sales Transactions:	14

Survey Criteria

basic criteria: Type of Property - Land; Sale Date - from 28/06/2016; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Canterbury (Kent)



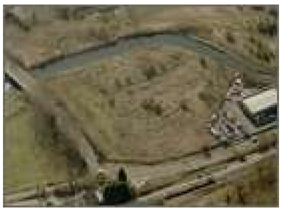
	Address	City	Property Info	Sale Info
1	4 Blean Hl	Canterbury	1 AC Land	Sold: -
2	Vacant Land, Broad Oak Rd	Canterbury	3.47 AC Land	Sold: £1,425,000 (£410,662.82/AC)
3	Development Land, Cockering Rd	Canterbury	1.04 AC Land	Sold: £1,175,000 (£1,129,807.69/AC)
4	Land to the north of, Eddington Ln	Herne Bay	1.02 AC Land	Sold: -
5	Ellison Clos	Whitstable	3.24 AC Land	Sold: £90,000 (£27,777.78/AC)
6	Biggleston Yard, High St	Canterbury	0.84 AC Land	Sold: -
7	Development land, Kingsmead Rd	Canterbury	5.10 AC Land	Sold: £15,500,000 (£3,009,708.74/AC)
8	The Riverside Linkcity, Kingsmead Rd	Canterbury	7.17 AC Land	Sold: -
9	Land, 57-61 Military Rd	Canterbury	0.80 AC Land	Sold: £3,400,000 (£4,250,000/AC)
10	400 Unit Development Site, Old Thanet Way	Whitstable	69.88 AC Land	Sold: £22,000,000 (£55,000/AC)
11	5-5A Rhodaus Town	Canterbury	7,777 SF Specialty/Schools	Sold: £3,300,000 (£424.33/SF)
12	41 St Thomas Hl	Canterbury	0.16 AC Land	Sold: £615,000 (£3,843,750/AC)
13	3 Stone Way	Canterbury	0.30 AC Land	Sold: £120,000 (£400,000/AC)
14	Land at Roundabout Farm, Thanet Way	Herne Bay	8.77 AC Land	Sold: £2,400,000 (£273,660.21/AC)

1 4 Blean Hl
SOLD

Canterbury, CT2 9EF
Kent County

Sale Date:	29/10/2019 (201 days on mkt)	Land Area:	1 AC (43,560 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	-
Parcel No:			
Comp ID:	4930946	Sale Conditions:	-
Research Status:	Research Complete		

2 Vacant Land - Broad Oak Rd
SOLD



Canterbury, CT2 7RB
Kent County

Sale Date:	22/12/2016 (1,403 days on mkt)	Land Area:	3.47 AC (151,153 SF)
Sale Price:	£1,425,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£410,663.37 (£9.43/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	3851170	Sale Conditions:	-
Research Status:	Confirmed		

3 Development Land - Cockering Rd
SOLD

Canterbury, CT1 3UR
Kent County

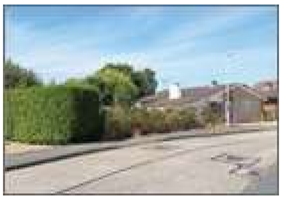
Sale Date:	30/08/2018 (280 days on mkt)	Land Area:	1.04 AC (45,302 SF)
Sale Price:	£1,175,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£1,129,817.69 (£25.94/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	4708322	Sale Conditions:	Redevelopment Project
Research Status:	Confirmed		

4 Land to the north of - Eddington Ln
SOLD

Herne Bay, CT6 5TX
Kent County

Sale Date:	17/05/2017 (184 days on mkt)	Land Area:	1.02 AC (44,431 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	-
Parcel No:			
Comp ID:	3906492	Sale Conditions:	-
Research Status:	Public Record		

5 Ellison Clos
SOLD



Whitstable, CT5 3JW
Kent County

Sale Date:	11/10/2016	Land Area:	3.24 AC (141,134 SF)
Sale Price:	£90,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£27,777.86 (£0.64/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	3738929	Sale Conditions:	Auction Sale, Distress Sale
Research Status:	Confirmed		

6 Biggleston Yard - High St
SOLD

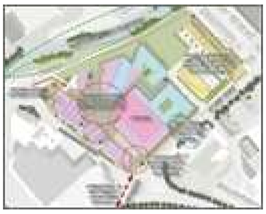
Canterbury, CT1 2SB
Kent County

Sale Date:	28/11/2019	Land Area:	0.82 AC (35,719 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	Flat Units [Partial List]
Parcel No:			
Comp ID:	4966372	Sale Conditions:	-
Research Status:	Research Complete		

7 Development land - Kingsmead Rd SOLD

Canterbury, CT1 1WL Kent County

Sale Date:	27/11/2019	Land Area:	5.15 AC (224,334 SF)
Sale Price:	£15,500,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£3,011,332.99 (£69.13/SF)	Proposed Use:	Commercial [Partial List]
Parcel No:			
Comp ID:	4943985	Sale Conditions:	-
Research Status:	Confirmed		



8 The Riverside Linkcity - Kingsmead Rd SOLD

Canterbury, CT1 1WL Kent County

Sale Date:	20/12/2019	Land Area:	7.17 AC (312,325 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	Commercial
Parcel No:			
Comp ID:	5006564	Sale Conditions:	-
Research Status:	Research Complete		

9 Land - 57-61 Military Rd SOLD

Canterbury, CT1 1LU Kent County

Sale Date:	15/10/2018	Land Area:	0.80 AC (34,848 SF)
Sale Price:	£3,400,000 - Full Value	Lot Dimensions:	-
£/AC Land Gross:	£4,275,026.00 (£98.14/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	4609034	Sale Conditions:	-
Research Status:	Full Value		

10 400 Unit Development Site - Old Thanet Way SOLD

Whitstable, CT5 3JD Kent County

Sale Date:	29/04/2019	Land Area:	400 AC (17,424,000 SF)
Sale Price:	£22,000,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£55,000.00 (£1.26/SF)	Proposed Use:	Single Family Development
Parcel No:			
Comp ID:	4761568	Sale Conditions:	-
Research Status:	Confirmed		

11 5-5A Rhodaus Town SOLD

Canterbury, CT1 2RJ

Sale Date:	24/05/2019	Bldg Type:	SpecialitySchools
Sale Price:	£3,300,000 - Confirmed	Year Built/Age:	-
Price/SF:	£424.33	NIA:	7,777 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4815405	Sale Conditions:	Redevelopment Project
Research Status:	Confirmed		

12 41 St Thomas Hl SOLD

Canterbury, CT2 8HW Kent County

Sale Date:	26/08/2018 (62 days on mkt)	Land Area:	0.16 AC (6,970 SF)
Sale Price:	£615,000	Lot Dimensions:	-
£/AC Land Gross:	£3,843,531.40 (£88.24/SF)	Proposed Use:	MultiFamily
Parcel No:			
Comp ID:	4506063	Sale Conditions:	-
Research Status:	Research Complete		

13 3 Stone Way SOLD

Canterbury, CT3 4GP

Kent County

Sale Date:	03/01/2018 (149 days on mkt)	Land Area:	0.30 AC (13,068 SF)
Sale Price:	£120,000	Lot Dimensions:	-
£/AC Land Gross:	£400,000.00 (£9.18/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	4097718	Sale Conditions:	-
Research Status:	Public Record		

14 Land at Roundabout Farm - Thanet Way SOLD

Herne Bay, CT6 8LW

Sale Date:	23/08/2019	Land Area:	8.77 AC (382,021 SF)
Sale Price:	£2,400,000 - Full Value	Lot Dimensions:	-
£/AC Land Gross:	£273,660.35 (£6.28/SF)	Proposed Use:	Supermarket
Parcel No:			
Comp ID:	5150344	Sale Conditions:	-
Research Status:	Full Value		

Appendix 12 – BCIS Data.

Rebased to Canterbury (111; sample 25)
£/m2 study

Description: Rate per m2 gross internal floor area for the building Cost including prelims.
Last updated: 20-Nov-2021 00:40

	£/m² gross internal floor area					
	Mean	**Lowest**	**Lower quartiles**	**Median**	**Upper quartiles**	**Highest**
New build						
282. Factories						
Generally (20)	1,239	286	697	1,019	1,478	4,728
Up to 500m2 GFA (20)	1,591	1,019	1,147	1,337	1,998	2,730
500 to 2000m2 GFA (20)	1,319	286	773	1,175	1,474	4,728
Over 2000m2 GFA (20)	1,049	515	627	857	1,164	2,681
282.1 Advance factories						
Generally (15)	1,071	510	851	1,046	1,284	1,766
Up to 500m2 GFA (15)	1,210	1,019	1,035	1,188	1,289	1,615
500 to 2000m2 GFA (15)	1,176	510	987	1,249	1,360	1,766
Over 2000m2 GFA (15)	798	595	655	829	904	1,046
284. Warehouses/stores						
Generally (15)	1,104	432	659	889	1,291	5,078
Up to 500m2 GFA (15)	2,009	727	1,107	1,397	2,381	5,078
500 to 2000m2 GFA (15)	1,005	513	746	902	1,137	1,752
Over 2000m2 GFA (15)	827	432	620	706	969	1,727
284.1 Advance warehouses/stores (15)	876	443	648	901	1,107	1,410
284.2 Purpose built warehouses/stores						
Generally (15)	1,176	432	691	889	1,307	5,078
Up to 500m2 GFA (15)	2,317	727	1,344	1,807	2,921	5,078
500 to 2000m2 GFA (15)	965	513	705	888	1,104	1,752
Over 2000m2 GFA (15)	877	432	643	761	1,042	1,727
320. Offices						
Generally (15)	2,251	1,141	1,641	2,129	2,655	5,573
Air-conditioned						
Generally (15)	2,307	1,359	1,832	2,193	2,647	3,916
1-2 storey (15)	2,220	1,359	1,875	2,075	2,269	3,916
3-5 storey (15)	2,156	1,543	1,700	2,166	2,647	3,074
6 storey or above (15)	2,636	1,978	2,393	2,524	2,564	3,720
341.1 Retail warehouses						
Generally (25)	1,052	534	822	955	1,088	3,159
Up to 1000m2 (25)	1,226	847	933	1,016	1,131	3,159
1000 to 7000m2 GFA (25)	1,046	534	819	955	1,118	2,250
7000 to 15000m2 (25)	741	606	-	760	-	836
341.5 Market building providing accommodation for pens stalls etc (30)	1,192	443	-	1,127	-	2,073
342. Shopping centres (30)	1,648	1,267	-	1,623	-	2,055
343. Department stores (50)	1,711	599	1,355	1,357	2,030	3,212
344. Hypermarkets, supermarkets						
Generally (30)	1,838	752	1,276	1,639	2,483	3,205
1000 to 7000m2 GFA (30)	1,823	752	1,168	1,624	2,490	3,205

345. Shops						
Generally (30)	1,791	683	996	1,447	2,328	4,800
1-2 storey (30)	1,805	683	995	1,350	2,352	4,800
447. Care homes for the elderly						
Generally (15)	2,094	1,296	1,595	2,012	2,362	4,239
500 to 2000m2 GFA (15)	2,444	1,340	1,416	2,145	3,024	4,239
Over 2000m2 GFA (15)	1,994	1,296	1,692	1,995	2,323	2,813
810.1 Estate housing						
Generally (15)	1,499	725	1,277	1,444	1,636	5,193
Single storey (15)	1,684	957	1,431	1,629	1,875	5,193
2-storey (15)	1,448	725	1,257	1,409	1,582	3,157
3-storey (15)	1,550	938	1,243	1,489	1,739	3,062
4-storey or above (15)	3,168	1,539	2,545	2,842	4,231	4,683
810.11 Estate housing detached (15)	1,938	1,125	1,449	1,667	1,951	5,193
810.12 Estate housing semi detached						
Generally (15)	1,497	886	1,286	1,463	1,641	2,764
Single storey (15)	1,670	1,106	1,446	1,641	1,843	2,764
2-storey (15)	1,451	886	1,276	1,427	1,590	2,501
3-storey (15)	1,425	1,063	1,133	1,405	1,538	2,171
810.13 Estate housing terraced						
Generally (15)	1,543	938	1,275	1,449	1,690	4,683
Single storey (15)	1,716	1,151	1,461	1,635	1,976	2,430
2-storey (15)	1,485	942	1,256	1,423	1,631	3,157
3-storey (15)	1,580	938	1,235	1,462	1,791	3,062
816. Flats (apartments)						
Generally (15)	1,765	873	1,467	1,669	1,988	6,086
1-2 storey (15)	1,672	1,037	1,425	1,601	1,857	3,003
3-5 storey (15)	1,738	873	1,461	1,659	1,969	3,685
6 storey or above (15)	2,120	1,293	1,718	1,991	2,286	6,086
818. Housing with shops, offices, workshops or the like (15)	2,190	883	1,711	1,975	2,515	5,429
843. Supported housing						
Generally (15)	1,898	968	1,602	1,770	2,049	3,863
Single storey (15)	2,198	1,360	1,755	1,894	2,326	3,863
2-storey (15)	1,906	968	1,606	1,750	2,126	3,401
3-storey (15)	1,740	970	1,577	1,675	1,917	2,588
4-storey or above (15)	1,958	1,192	1,575	1,808	2,005	3,746
852. Hotels (15)	2,479	1,394	2,014	2,344	3,044	3,600
853. Motels (20)	1,808	1,529	-	1,933	-	1,963
856.1 Dormitories (15)	2,512	1,870	2,095	2,319	3,003	3,373
856.2 Students' residences, halls of residence, etc (15)	2,284	1,284	2,057	2,280	2,511	3,680

Appendix 13 – Appraisals, Residential Development

The pages in this appendix are not numbered.

Base Canterbury, Whitstable, Rural Cover

Canterbury CC (December 2022 v2) - Post-Consultation

12/07/2022
10:19

V Large Green 300

1	UNITS	**300**		Aff - rentec	67%	% of Aff
	Affordable	30%	90	Shared Ow	8%	
				First Home	25%	% of Aff

	Rounded
60.3	60
7.20	7
22.5	23
90	90

Modelling		
Density	35	units/ha
Net:Gross	58%	

Area ha		
Total	14.972	
Gross	14.778	ha
Net	8.571	ha

Characteristics	
Sub Area	Cant. Whit, Rural
Green Brov	Green
Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	210		Rounded	m2	m2	Circulation	60		Rounded	m2	7		Rounded	m2	23		Rounded	m2
Terrace	2	72	0.0%	15%	31.50	31	2,232	70	0.0%	15%	9.00	9	630	15%	1.05	1	70	15%	3.45	4	280
Terrace	3	85	0.0%	20%	42.00	42	3,570	84	0.0%	20%	12.00	12	1,008	20%	1.40	1	84	20%	4.60	5	420
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	31.50	32	2,624	79	0.0%	10%	6.00	6	474	10%	0.70	1	79	10%	2.30	2	158
Semi	3	100	0.0%	20%	42.00	42	4,200	93	0.0%	10%	6.00	6	558	10%	0.70	1	93	10%	2.30	2	186
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	6.00	6	636	10%	0.70	1	106	10%	2.30	2	212
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	42.00	42	5,250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	21.00	21	2,940	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	9.00	9	386	15%	1.05	1	43	15%	3.45	3	129
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	12.00	12	805	20%	1.40	1	67	20%	4.60	5	336
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**210.00**	**210**	**20,816**			**100%**	**60.00**	**60**	**4,497**	**100%**	**7.00**	**7**	**542**	**100%**	**23.00**	**23**	**1,720**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	3,212	4,095,300
Terrace	3		1,275		1,275	5,082	6,479,550
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	3,335	4,288,810
Semi	3		1,286		1,286	5,037	6,477,582
Semi	4		1,286		1,286	954	1,226,844
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	5,250	7,607,250
Det	5		1,449		1,449	2,940	4,260,060
Flat to5	1		1,461		1,461	558	814,800
Flat to5	2		1,461		1,461	1,208	1,764,596
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						27,576	37,014,792

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	45	1.87	84
Terrace	3	60	2.52	151
Terrace	4	0	3.19	0
Semi	2	41	1.87	77
Semi	3	51	2.52	129
Semi	4	9	3.19	29
Det	3	0	2.52	0
Det	4	42	3.19	134
Det	5	21	3.19	67
Flat to5	1	13	1.33	17
Flat to5	2	18	1.87	34
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**721**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
8.875	**ha**

Open Space Required	6.400
Gross - Net	6.207
Shortfall / Surplus	-0.193

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		210	20,816	99.12	20,816	99.12
Aff - rented		60	4,497	74.96	4,389	73.15
Shared Ownership		7	542	77.43	532	76.00
First Homes		23	1,720	74.79	1,678	72.96
		300	**27,576**		**27,415**	

Large 200								Rounded
2	UNITS	**200**		Aff - rentec	67%	% of Aff	40.2	40
	Affordable	30%	60	Shared Ow	8%		4.80	5
				First Home	25%	% of Aff	15	2
							60	47

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	9.733		Sub Area	Cant. Whit, Rural
Net:Gross	58%		Gross	9.852	ha	Green Brov	Green
			Net	5.714	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	140		Rounded	m2	m2	Circulation	40		Rounded	m2	5		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	21.00	21	1,512	70	0.0%	15%	6.00	6	420	15%	0.75	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	20%	28.00	28	2,380	84	0.0%	20%	8.00	8	672	20%	1.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	21.00	21	1,722	79	0.0%	10%	4.00	4	316	10%	0.50	1	79	10%	0.20	0	0
Semi	3	100	0.0%	20%	28.00	28	2,800	93	0.0%	10%	4.00	4	372	10%	0.50	1	93	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	4.00	4	424	10%	0.50	1	106	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	28.00	28	3,500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	14.00	14	1,960	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	6.00	6	257	15%	0.75	1	43	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	8.00	8	537	20%	1.00	1	67	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**140.00**	**140**	**13,874**			**100%**	**40.00**	**40**	**2,998**	**100%**	**5.00**	**5**	**388**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	2,072	3,002,328
Terrace	3			1,449	1,449	3,052	4,422,348
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	2,117	3,097,171
Semi	3			1,463	1,463	3,265	4,776,695
Semi	4			1,463	1,463	530	775,390
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	3,500	5,834,500
Det	5			1,667	1,667	1,960	3,267,320
Flat to5	1			1,659	1,659	300	498,198
Flat to5	2			1,659	1,659	604	1,001,870
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						17,400	26,675,820

1,533 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	29	1.87	54
Terrace	3	36	2.52	91
Terrace	4	0	3.19	0
Semi	2	26	1.87	49
Semi	3	33	2.52	83
Semi	4	5	3.19	16
Det	3	0	2.52	0
Det	4	28	3.19	89
Det	5	14	3.19	45
Flat to5	1	7	1.33	9
Flat to5	2	9	1.87	17
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**453**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	4.019
Gross - Net	4.138
Shortfall / Surplus	0.119

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		140	13,874	99.10	13,874	99.10
Aff - rented		40	2,998	74.96	2,926	73.15
Shared Ownership		5	388	77.60	378	75.60
First Homes		2	140	70.00	140	70.00
		187	**17,400**		**17,318**	

Large Green 100

3	UNITS	**100**		Aff - rentec	67%	% of Aff	
	Affordable	30%	30	Shared Ow	8%		
				First Home	25%	% of Aff	

	Rounded
20.1	20
2.40	2
7.5	8
30	30

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	4.992		Sub Area	Cant. Whit, Rural
Net:Gross	60%		Gross	4.762	ha	Green Brov	Green
			Net	2.857	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%	15%	10.50	10	720	70	0.0%	15%	3.00	3	210	15%	0.30	2	140	15%	1.20	0	0
Terrace	3	85	0.0%	20%	14.00	14	1,190	84	0.0%	20%	4.00	4	336	20%	0.40	0	0	20%	1.60	2	168
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	10.50	11	902	79	0.0%	10%	2.00	2	158	10%	0.20	0	0	10%	0.80	1	79
Semi	3	100	0.0%	20%	14.00	14	1,400	93	0.0%	10%	2.00	2	186	10%	0.20	0	0	10%	0.80	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	2.00	2	212	10%	0.20	0	0	10%	0.80	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	14.00	14	1,750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	7.00	7	980	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	3.00	3	129	15%	0.30	0	0	15%	1.20	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	4.00	4	268	20%	0.40	0	0	20%	1.60	2	134
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**70.00**	**70**	**6,942**			**100%**	**20.00**	**20**	**1,499**	**100%**	**2.00**	**2**	**140**	**100%**	**8.00**	**8**	**623**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	1,070	1,550,430
Terrace	3			1,449	1,449	1,694	2,454,606
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	1,139	1,666,357
Semi	3			1,463	1,463	1,679	2,456,377
Semi	4			1,463	1,463	318	465,234
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	1,750	2,917,250
Det	5			1,667	1,667	980	1,633,660
Flat to5	1			1,659	1,659	172	284,684
Flat to5	2			1,659	1,659	403	667,913
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						9,204	14,096,512

1,532 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	15	1.87	28
Terrace	3	20	2.52	50
Terrace	4	0	3.19	0
Semi	2	14	1.87	26
Semi	3	17	2.52	43
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	14	3.19	45
Det	5	7	3.19	22
Flat to5	1	4	1.33	5
Flat to5	2	6	1.87	11
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**241**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	2.135
Gross - Net	1.905
Shortfall / Surplus	-0.230

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	6,942	99.17	6,942	99.17
Aff - rented		20	1,499	74.96	1,463	73.15
Shared Ownership		2	140	70.00	140	70.00
First Homes		8	623	77.89	607	75.88
		100	**9,204**		**9,152**	

Medium Green 50								Rounded	Modelling			Area ha			Characteristics	
4	UNITS	50		Aff - rentec	67%	% of Aff	10.05	10	Density	35	units/ha	Total	2.488		Sub Area	Cant. Whit, Rural
	Affordable	30%	15	Shared Ow	8%		1.20	1	Net:Gross	78%		Gross	1.832	ha	Green Brov	Green
				First Home	25%	% of Aff	3.75	4				Net	1.429	ha	Use	Agricultural
							15	15								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	15%	1.50	1	70	15%	0.15	1	70	15%	0.60	1	70
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	2.00	2	168	20%	0.20	0	0	20%	0.80	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	10%	1.00	1	79	10%	0.10	0	0	10%	0.40	0	0
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	10%	1.00	1	93	10%	0.10	0	0	10%	0.40	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.00	1	106	10%	0.10	0	0	10%	0.40	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	1.50	2	86	15%	0.15	0	0	15%	0.60	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	2.00	2	134	20%	0.20	0	0	20%	0.80	1	67
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**10.00**	**10**	**736**	**100%**	**1.00**	**1**	**70**	**100%**	**4.00**	**4**	**264**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	570	825,930
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	489	715,407
Semi	3			1,463	1,463	793	1,160,159
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	129	213,513
Flat to5	2			1,659	1,659	201	333,957
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,570	7,023,492
							1,537 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	8	1.87	15
Terrace	3	10	2.52	25
Terrace	4	0	3.19	0
Semi	2	6	1.87	11
Semi	3	8	2.52	20
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	3	1.33	4
Flat to5	2	3	1.87	6
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**119**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.060
Gross - Net	0.403
Shortfall / Surplus	-0.657

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		10	736	73.60	716	71.60
Shared Ownership		1	70	70.00	70	70.00
First Homes		4	264	66.00	254	63.50
		50	**4,570**		**4,540**	

Medium Green 30

5	UNITS	**30**		Aff - rentec	67%	% of Aff	6.03	6
	Affordable	30%	9	Shared Ow	8%		0.72	1
				First Home	25%	% of Aff	2.25	2
							9	9

(Rounded column header over the last column.)

Modelling		Area ha		Characteristics	
Density	35 units/ha	Total	1.490	Sub Area	Cant. Whit, Rural
Net:Gross	78%	Gross	1.099 ha	Green Brov	Green
		Net	0.857 ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	21		Rounded	m2	m2	Circulation	6		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	3.15	4	288	70	0.0%	15%	0.90	0	0	15%	0.15	1	70	15%	0.30	2	140
Terrace	3	85	0.0%	20%	4.20	4	340	84	0.0%	20%	1.20	1	84	20%	0.20	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	3.15	3	246	79	0.0%	10%	0.60	1	79	10%	0.10	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	4.20	4	400	93	0.0%	10%	0.60	1	93	10%	0.10	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.60	1	106	10%	0.10	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	4.20	4	500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	2.10	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	0.90	1	43	15%	0.15	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	1.20	1	67	20%	0.20	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**21.00**	**21**	**2,054**			**100%**	**6.00**	**6**	**472**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	498	721,602
Terrace	3			1,449	1,449	424	614,376
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	325	475,475
Semi	3			1,463	1,463	493	721,259
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	500	833,500
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						2,736	4,170,540

1,524 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	7	1.87	13
Terrace	3	5	2.52	13
Terrace	4	0	3.19	0
Semi	2	4	1.87	7
Semi	3	5	2.52	13
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	2	3.19	6
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**71**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.633
Gross - Net	0.242
Shortfall / Surplus	-0.391

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		21	2,054	97.81	2,054	97.81
Aff - rented		6	472	78.67	462	77.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	140	70.00	140	70.00
		30	**2,736**		**2,726**	

Medium Green 30 LD

								Rounded	Modelling			Area ha			Characteristics	
6	UNITS	**30**		Aff - rentec	67%	% of Aff	6.03	6	Density	25	units/ha	Total	1.868		Sub Area	Cant. Whit, Rural
	Affordable	30%	9	Shared Ow	8%		0.72	1	Net:Gross	78%		Gross	1.538	ha	Green Brov	Green
				First Home	25%	% of Aff	2.25	2				Net	1.200	ha	Use	Agricultural
							9	9								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	21		Rounded	m2	m2	Circulation	6		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.90	0	0	15%	0.15	1	70	15%	0.30	2	140
Terrace	3	85	0.0%	10%	2.10	2	170	84	0.0%	20%	1.20	1	84	20%	0.20	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	4.20	5	410	79	0.0%	10%	0.60	1	79	10%	0.10	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	4.20	4	400	93	0.0%	10%	0.60	1	93	10%	0.10	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.60	1	106	10%	0.10	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	6.30	6	750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	4.20	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.90	1	43	15%	0.15	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	1.20	1	67	20%	0.20	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**21.00**	**21**	**2,290**			**100%**	**6.00**	**6**	**472**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	254	368,046
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	489	715,407
Semi	3			1,463	1,463	493	721,259
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	750	1,250,250
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						2,972	4,630,340
							1,558 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	3	2.52	8
Terrace	4	0	3.19	0
Semi	2	6	1.87	11
Semi	3	5	2.52	13
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	6	3.19	19
Det	5	4	3.19	13
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**75**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.668
Gross - Net	0.338
Shortfall / Surplus	-0.330

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		21	2,290	109.05	2,290	109.05
Aff - rented		6	472	78.67	462	77.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	140	70.00	140	70.00
		30	**2,972**		**2,962**	

Medium Green 20

								Rounded	Modelling			Area ha			Characteristics		
7	UNITS	20	Aff - rentec	67%	% of Aff	4.02		4	Density	35	units/ha	Total	0.986		Sub Area	Cant. Whit, Rural	
	Affordable	30%	6 Shared Ow	8%		0.48		0	Net:Gross	78%		Gross	0.733	ha	Green Brov	Green	
			First Home	25%	% of Aff	1.5		2				Net	0.571	ha	Use	Agricultural	
						6		6									

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	2.10	2	144	70	0.0%	15%	0.60	1	70	15%	0.00	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	20%	2.80	3	255	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	2.10	2	164	79	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	2.80	3	375	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	1.40	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.60	1	43	15%	0.00	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.80	1	67	20%	0.00	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,378**			**100%**	**4.00**	**4**	**264**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	354	512,946
Terrace	3			1,449	1,449	339	491,211
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,782	2,723,984
							1,529 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	5	1.87	9
Terrace	3	4	2.52	10
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	1	3.19	3
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**47**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.414
Gross - Net	0.161
Shortfall / Surplus	-0.253

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,378	98.43	1,378	98.43
Aff - rented		4	264	66.00	254	63.50
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		20	**1,782**		**1,772**	

Medium Green 20 LD							Rounded	Modelling			Area ha			Characteristics	
8	UNITS	20	Aff - rentec	70%	% of Aff	4.2	4	Density	25	units/ha	Total	1.238		Sub Area	Cant. Whit, Rural
	Affordable	30%	6 Shared Ow	5%		0.30	0	Net:Gross	78%		Gross	1.026	ha	Green Brov	Green
			First Home	25%	% of Aff	1.5	2				Net	0.800	ha	Use	Agricultural
						6	6								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.60	1	70	15%	0.00	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	10%	1.40	1	85	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	2.80	3	246	79	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	4.20	4	500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	2.80	3	420	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.60	1	43	15%	0.00	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.80	1	67	20%	0.00	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,551**			**100%**	**4.00**	**4**	**264**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	169	244,881
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	500	833,500
Det	5			1,667	1,667	420	700,140
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,955	3,064,099
							1,567 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	2	2.52	5
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	3	3.19	10
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**49**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.438
Gross - Net	0.226
Shortfall / Surplus	-0.212

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,551	110.79	1,551	110.79
Aff - rented		4	264	66.00	254	63.50
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		20	**1,955**		**1,945**	

Medium Green 12

								Rounded
9	UNITS	**12**		Aff - rentec	67%	% of Aff	2.412	2
	Affordable	30%	3.6	Shared Ow	8%		0.29	0
				First Home	25%	% of Aff	0.9	1
							3.6	3

Modelling			Area ha		
Density	35	units/ha	Total	0.600	
Net:Gross	78%		Gross	0.440	ha
			Net	0.343	ha

Characteristics	
Sub Area	Cant. Whit, Rural
Green Brov	Green
Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%	15%	1.26	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	2	140
Terrace	3	85	0.0%	20%	1.68	2	170	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	1.26	1	82	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	20%	1.68	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.68	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	0.84	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**8.40**	**8**	**842**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	280	405,720
Terrace	3			1,449	1,449	170	246,330
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,122	1,714,746

1,528 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.87	7
Terrace	3	2	2.52	5
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**29**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.257
Gross - Net	0.097
Shortfall / Surplus	-0.161

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		8	842	105.25	842	105.25
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		12	**1,122**		**1,122**	

Medium Green 12 LD

10	UNITS	12	Aff - rentec	67%	% of Aff		Rounded	Modelling			Area ha		Characteristics	
						2.412	2	Density	25	units/ha	Total	0.760	Sub Area	Cant. Whit, Rural
	Affordable	30%	3.6 Shared Ow	8%		0.29	0	Net:Gross	78%		Gross	0.615 ha	Green Brov	Green
			First Home	25%	% of Aff	0.9	1				Net	0.480 ha	Use	Paddock
						3.6	3							

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	2	140
Terrace	3	85	0.0%	10%	0.84	1	85	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	1.68	2	164	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	20%	1.68	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	2.52	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	1.68	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**8.40**	**9**	**979**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	280	405,720
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,259	1,944,927

1,545 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.87	7
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	2	3.19	6
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**32**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.280
Gross - Net	0.135
Shortfall / Surplus	-0.145

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	979	108.78	979	108.78
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		13	**1,259**		**1,259**	

Small Green 9							Rounded	Modelling			Area ha			Characteristics	
11	UNITS	9	Aff - rentec	67%	% of Aff	0	0	Density	35	units/ha	Total	0.257		Sub Area	Cant. Whit, Rural
	Affordable	0%	0 Shared Ow	8%		0.00	0	Net:Gross	100%		Gross	0.257	ha	Green Brov	Green
			First Home	25%	% of Aff	0	0				Net	0.257	ha	Use	Paddock
						0	0								

				Market			
	Beds	m2	Circulation	9		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0
Semi	2	82	0.0%	30%	2.70	3	246
Semi	3	100	0.0%	40%	3.60	3	300
Semi	4	120	0.0%		0.00	0	0
Det	3	110	0.0%		0.00	0	0
Det	4	125	0.0%	30%	2.70	3	375
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0
				100%	**9.00**	**9**	**921**

				Affordable for Rent				**Shared Ownership**				**First Homes**			
		m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	70	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Terrace	3	84	0.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	3	93	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	4	106	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	39	10.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	61	10.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						921	1,423,923

1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**23**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.202
Gross - Net	0.000
Shortfall / Surplus	-0.202

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	921	102.33	921	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		9	921		921	

Small Green 9 LD

12	UNITS	9		Aff - rentec	67%	% of Aff	0	0
	Affordable	0%	0	Shared Ow	8%		0.00	0
				First Home	25%	% of Aff	0	0
							0	0

(Column over the last: Rounded)

Modelling			Area ha		
Density	25	units/ha	Total	0.360	
Net:Gross	100%		Gross	0.360	ha
			Net	0.360	ha

Characteristics	
Sub Area	Cant. Whit, Rural
Green Brov	Green
Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	9		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.00	0	0	15%	0.00		0	15%	0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	20%	0.00	0	0	20%	0.00		0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	30%	2.70	3	246	79	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	3	100	0.0%	40%	3.60	3	300	93	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	2.70	3	375	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**9.00**	**9**	**921**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						921	1,423,923

1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**23**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.202
Gross - Net	0.000
Shortfall / Surplus	-0.202

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	921	102.33	921	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		9	921		921	

Small Green 9 LD - DRA/AONB								Rounded	Modelling			Area ha			Characteristics	
13	UNITS	9		Aff - rentec	67%	% of Aff	1.809	2	Density	25	units/ha	Total	0.360		Sub Area	Cant. Whit, Rural
	Affordable	30%	2.7	Shared Ow	8%		0.22	0	Net:Gross	100%		Gross	0.360	ha	Green Brov	Green
				First Home	25%	% of Aff	0.675	1				Net	0.360	ha	Use	Paddock
							2.7	3								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	6.3		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	1	70
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	30%	1.89	2	164	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	40%	2.52	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	1.89	2	250	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.30**	**6**	**614**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						824	1,253,572
							1,521 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**21**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.184
Gross - Net	0.000
Shortfall / Surplus	-0.184

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	614	102.33	614	102.33
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		9	**824**		**824**	

Small Green 6								Rounded	Modelling			Area ha			Characteristics	
14	UNITS	6	Aff - rented	67%	% of Aff	0		0	Density	35	units/ha	Total	0.171		Sub Area	Cant. Whit, Rural
	Affordable	0%	0 Shared Ow	8%		0.00		0	Net:Gross	100%		Gross	0.171	ha	Green Brov	Green
			First Home	25%	% of Aff	0		0				Net	0.171	ha	Use	Paddock
						0		0								

	Beds	m2	Circulation	Market 6		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0
Semi	2	82	0.0%	30%	1.80	2	164
Semi	3	100	0.0%	30%	1.80	2	200
Semi	4	120	0.0%		0.00	0	0
Det	3	110	0.0%		0.00	0	0
Det	4	125	0.0%	40%	2.40	2	250
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0
				100%	**6.00**	**6**	**614**

	Beds	m2	Circulation	Affordable for Rent 0		Rounded	m2	Shared Ownership 0		Rounded	m2	First Homes 0		Rounded	m2
Terrace	2	70	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Terrace	3	84	0.0%	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0	0
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	2	79	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	3	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		0.00	0	0	0%	0.00	0	0
Det	3	102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	115	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	5	119	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	1	39	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	2	61	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
				100%	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						614	949,282

1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	614	102.33	614	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		6	**614**		**614**	

Small Green 6 LD								Rounded	Modelling			Area ha			Characteristics	
15	UNITS	**6**		Aff - rentec	67%	% of Aff	0	0	Density	25	units/ha	Total	0.240		Sub Area	Cant. Whit, Rural
	Affordable	0%	0	Shared Ow	8%		0.00	0	Net:Gross	100%		Gross	0.240	ha	Green Brov	Green
				First Home	25%	% of Aff	0	0				Net	0.240	ha	Use	Paddock
							0	0								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0	0
Semi	3	100	0.0%	40%	2.40	2	200	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	1.80	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	30%	1.80	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.00**	**6**	**730**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						730	1,176,110

1,611 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	2	3.19	6
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**18**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.158
Gross - Net	0.000
Shortfall / Surplus	-0.158

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	730	121.67	730	121.67
Aff - rented		0	0	121.67	0	121.67
Shared Ownership		0	0	121.67	0	121.67
First Homes		0	0	121.67	0	121.67
		6	**730**		**730**	

Small Green 6 LD - DRA								Rounded
16	UNITS	**6**	Aff - rentec	67%	% of Aff		1.206	1
	Affordable	30%	1.8 Shared Ow	8%			0.14	0
			First Home	25%	% of Aff		0.45	0
							1.8	1

Modelling			Area ha		
Density	25	units/ha	Total	0.240	
Net:Gross	100%		Gross	0.240	ha
			Net	0.240	ha

Characteristics	
Sub Area	Cant. Whit, Rural
Green Brov	Green
Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	1	70
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%	50%	2.10	2	220	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	50%	2.10	2	250	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**470**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	140	202,860
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	220	366,740
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						610	986,350

1,617 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.87	4
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	2	2.52	5
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	470	117.50	470	117.50
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		6	**610**		**610**	

Small Green 3									Rounded	
17	UNITS	**3**		Aff - rentec	70%	% of Aff		0	0	
	Affordable	0%	0	Shared Ow	5%			0.00	0	
				First Home	25%	% of Aff		0	0	
								0	0	

Modelling		Area ha		Characteristics	
Density	35 units/ha	Total	0.086	Sub Area	Cant. Whit, Rural
Net:Gross	100%	Gross	0.086 ha	Green Brov	Green
		Net	0.086 ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	3		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	100%	0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	67%	2.01	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	33%	0.99	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**3.00**	**3**	**390**			**100%**	**0.00**	**0**	**0**	**0%**	**0.00**	**0**	**0**	**0%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						390	650,130

1,667 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**10**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.085
Gross - Net	0.000
Shortfall / Surplus	-0.085

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		3	390	130.00	390	130.00
Aff - rented		0	0	130.00	0	130.00
Shared Ownership		0	0	130.00	0	130.00
First Homes		0	0	130.00	0	130.00
		3	**390**		**390**	

Large Brown 100

								Rounded
18	UNITS	**100**		Aff - rentec	67%	% of Aff	20.1	20
	Affordable	30%	30	Shared Ow	8%		2.40	2
				First Home	25%	% of Aff	7.5	8
							30	30

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	3.205		Sub Area	Cant. Whit, Rural
Net:Gross	78%		Gross	3.205	ha	Green Brov	Brown
			Net	2.500	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%	15%	10.50	10	720	70	0.0%	15%	3.00	3	210	15%	0.30	2	140	15%	1.20	0	0
Terrace	3	85	0.0%	20%	14.00	14	1,190	84	0.0%	20%	4.00	4	336	20%	0.40	0	0	20%	1.60	2	168
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	10.50	11	902	79	0.0%	10%	2.00	2	158	10%	0.20	0	0	10%	0.80	1	79
Semi	3	100	0.0%	20%	14.00	14	1,400	93	0.0%	10%	2.00	2	186	10%	0.20	0	0	10%	0.80	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	2.00	2	212	10%	0.20	0	0	10%	0.80	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	14.00	14	1,750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	7.00	7	980	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	3.00	3	129	15%	0.30	0	0	15%	1.20	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	4.00	4	268	20%	0.40	0	0	20%	1.60	2	134
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**70.00**	**70**	**6,942**			**100%**	**20.00**	**20**	**1,499**	**100%**	**2.00**	**2**	**140**	**100%**	**8.00**	**8**	**623**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	1,070	1,550,430
Terrace	3			1,449	1,449	1,694	2,454,606
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	1,139	1,666,357
Semi	3			1,463	1,463	1,679	2,456,377
Semi	4			1,463	1,463	318	465,234
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	1,750	2,917,250
Det	5			1,667	1,667	980	1,633,660
Flat to5	1			1,659	1,659	172	284,684
Flat to5	2			1,659	1,659	403	667,913
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						9,204	14,096,512

1,532 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	15	1.87	28
Terrace	3	20	2.52	50
Terrace	4	0	3.19	0
Semi	2	14	1.87	26
Semi	3	17	2.52	43
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	14	3.19	45
Det	5	7	3.19	22
Flat to5	1	4	1.33	5
Flat to5	2	6	1.87	11
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**241**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	2.135
Gross - Net	0.705
Shortfall / Surplus	-1.430

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	6,942	99.17	6,942	99.17
Aff - rented		20	1,499	74.96	1,463	73.15
Shared Ownership		2	140	70.00	140	70.00
First Homes		8	623	77.89	607	75.88
		100	**9,204**		**9,152**	

Medium Brown 50

								Rounded
19	UNITS	**50**		Aff - rentec	67%	% of Aff	10.05	10
	Affordable	30%	15	Shared Ow	8%		1.20	1
				First Home	25%	% of Aff	3.75	4
							15	15

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	1.603		Sub Area	Cant. Whit, Rural
Net:Gross	78%		Gross	1.603	ha	Green Brov	Brown
			Net	1.250	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	25%	2.50	1	70	25%	0.25	1	70	25%	1.00	1	70
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	2.00	2	168	20%	0.20	0	0	20%	0.80	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%	20%	2.00	2	194	20%	0.20	0	0	20%	0.80	1	97
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	20%	2.00	2	158	20%	0.20	0	0	20%	0.80	1	79
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	5%	0.50	1	93	5%	0.05	0	0	5%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.50	1	43	5%	0.05	0	0	5%	0.20	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	5%	0.50	1	67	5%	0.05	0	0	5%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	35	**3,500**			**100%**	**10.00**	10	**793**	**100%**	**1.00**	1	**70**	**100%**	**4.00**	4	**330**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	570	825,930
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	291	421,659
Semi	2			1,463	1,463	647	946,561
Semi	3			1,463	1,463	793	1,160,159
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,693	7,156,247

1,525 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	8	1.87	15
Terrace	3	10	2.52	25
Terrace	4	3	3.19	10
Semi	2	8	1.87	15
Semi	3	8	2.52	20
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**123**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.093
Gross - Net	0.353
Shortfall / Surplus	-0.740

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		10	793	79.30	783	78.30
Shared Ownership		1	70	70.00	70	70.00
First Homes		4	330	82.50	330	82.50
		50	**4,693**		**4,683**	

Medium Brown 20							Rounded
20	UNITS	**20**		Aff - rentec	67%	% of Aff	4.02	4
	Affordable	30%	6	Shared Ow	8%		0.48	0
				First Home	25%	% of Aff	1.5	2
							6	6

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.641		Sub Area	Cant. Whit, Rural
Net:Gross	78%		Gross	0.641	ha	Green Brov	Brown
			Net	0.500	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	2.10	2	144	70	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	1	70
Terrace	3	85	0.0%	20%	2.80	3	255	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	2.10	2	164	79	0.0%	15%	0.60	1	79	15%	0.00	0	0	15%	0.30	0	0
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%	25%	1.00	1	93	25%	0.00	0	0	25%	0.50	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	2.80	3	375	115	0.0%	15%	0.60	1	115	15%	0.00	0	0	15%	0.30	0	0
Det	5	140	0.0%	10%	1.40	1	140	119	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.20	0	0	5%	0.00	0	0	5%	0.10	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,378**			**100%**	**4.00**	**4**	**371**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**163**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	214	310,086
Terrace	3			1,449	1,449	339	491,211
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	243	355,509
Semi	3			1,463	1,463	486	711,018
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	490	816,830
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,912	2,918,034
							1,526 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	4	2.52	10
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	5	2.52	13
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**50**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.442
Gross - Net	0.141
Shortfall / Surplus	-0.301

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,378	98.43	1,378	98.43
Aff - rented		4	371	92.75	371	92.75
Shared Ownership		0	0	81.50	0	81.50
First Homes		2	163	81.50	163	81.50
		20	**1,912**		**1,912**	

Small Brown 10

									Rounded
21	UNITS	10		Aff - rentec	67%	% of Aff		2.01	2
	Affordable	30%	3	Shared Ow	8%			0.24	0
				First Home	25%	% of Aff		0.75	1
								3	3

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.321		Sub Area	Cant. Whit, Rural
Net:Gross	78%		Gross	0.321	ha	Green Brov	Brown
			Net	0.250	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	7		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%	15%	1.05	1	72	70	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	1	70
Terrace	3	85	0.0%	20%	1.40	1	85	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	1.05	1	82	79	0.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Semi	3	100	0.0%	20%	1.40	1	100	93	0.0%	25%	0.50	2	186	25%	0.00	0	0	25%	0.25	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.40	2	250	115	0.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Det	5	140	0.0%	10%	0.70	1	140	119	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.10	0	0	5%	0.00	0	0	5%	0.05	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**7.00**	**7**	**729**			**100%**	**2.00**	**2**	**186**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	142	205,758
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	286	418,418
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						985	1,517,437

1,541 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.87	4
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**25**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.224
Gross - Net	0.071
Shortfall / Surplus	-0.154

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	7	729	104.14	729	104.14
Aff - rented	2	186	93.00	186	93.00
Shared Ownership	0	0	70.00	0	70.00
First Homes	1	70	70.00	70	70.00
	10	**985**		**985**	

Small Brown 6							Rounded	Modelling			Area ha			Characteristics	
22	UNITS	6	Aff - rentec	67%	% of Aff	0	0	Density	40	units/ha	Total	0.150		Sub Area	Cant. Whit, Rural
	Affordable	0%	0 Shared Ow	8%		0.00	0	Net:Gross	100%		Gross	0.150	ha	Green Brov	Brown
			First Home	25%	% of Aff	0	0				Net	0.150	ha	Use	PDL
						0	0								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%	15%	0.90	1	72	70	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Terrace	3	85	0.0%	20%	1.20	1	85	84	0.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	0.90	1	82	79	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Semi	3	100	0.0%	20%	1.20	1	100	93	0.0%	25%	0.00	0	0	25%	0.00	0	0	25%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.20	1	125	115	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Det	5	140	0.0%	10%	0.60	1	140	119	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.00	0	0	5%	0.00	0	0	5%	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.00**	**6**	**604**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	72	104,328
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	100	146,300
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	125	208,375
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						604	935,514

1,549 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.87	2
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	1	2.52	3
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	1	3.19	3
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	6	604	100.67	604	100.67
Aff - rented	0	0	100.67	0	100.67
Shared Ownership	0	0	100.67	0	100.67
First Homes	0	0	100.67	0	100.67
	6	**604**		**604**	

Large Brown HD 100

									Rounded
23	UNITS	**100**		Aff - rentec	67%	% of Aff		20.1	20
	Affordable	30%	30	Shared Ow	8%			2.40	2
				First Home	25%	% of Aff		7.5	8
								30	30

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	1.420		Sub Area	Cant. Whit, Rural
Net:Gross	88%		Gross	1.420	ha	Green Brov	Brown
			Net	1.250	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	3.50	4	176	39	10.0%	20%	4.00	4	172	20%	0.40	0	0	20%	1.60	2	86
Flat to5	2	65	10.0%	35%	24.50	25	1,788	61	10.0%	50%	10.00	10	671	50%	1.00	1	67	50%	4.00	4	268
Flat to5	3	78	10.0%	60%	42.00	41	3,518	74	10.0%	30%	6.00	6	488	30%	0.60	1	81	30%	2.40	2	163
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**70.00**	**70**	**5,481**			**100%**	**20.00**	**20**	**1,331**	**100%**	**2.00**	**2**	**149**	**100%**	**8.00**	**8**	**517**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	433	719,011
Flat to5	2			1,659	1,659	2,794	4,635,246
Flat to5	3			1,659	1,659	4,250	7,051,414
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						7,478	12,405,670
							1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	10	1.33	13
Flat to5	2	40	1.87	75
Flat to5	3	50	2.52	126
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**214**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.900
Gross - Net	0.170
Shortfall / Surplus	-1.730

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	5,481	78.30	4,983	71.19
Aff - rented		20	1,331	66.55	1,210	60.50
Shared Ownership		2	149	74.25	135	67.50
First Homes		8	517	64.63	470	58.75
		100	**7,478**		**6,798**	

Medium Brown HD 50								Rounded	Modelling			Area ha			Characteristics	
24	UNITS	**50**		Aff - rentec	67%	% of Aff	10.05	10	Density	80	units/ha	Total	0.710		Sub Area	Cant. Whit, Rural
	Affordable	30%	15	Shared Ow	8%		1.20	1	Net:Gross	88%		Gross	0.710	ha	Green Brov	Brown
				First Home	25%	% of Aff	3.75	4				Net	0.625	ha	Use	PDL
							15	15								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	1.75	2	88	39	10.0%	20%	2.00	2	86	20%	0.20	0	0	20%	0.80	1	43
Flat to5	2	65	10.0%	35%	12.25	12	858	61	10.0%	50%	5.00	5	336	50%	0.50	1	67	50%	2.00	2	134
Flat to5	3	78	10.0%	60%	21.00	21	1,802	74	10.0%	30%	3.00	3	244	30%	0.30	0	0	30%	1.20	1	81
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**2,748**			**100%**	**10.00**	**10**	**666**	**100%**	**1.00**	**1**	**67**	**100%**	**4.00**	**4**	**259**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	217	359,505
Flat to5	2			1,659	1,659	1,395	2,313,973
Flat to5	3			1,659	1,659	2,127	3,529,357
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						3,739	6,202,835
							1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	5	1.33	7
Flat to5	2	20	1.87	37
Flat to5	3	25	2.52	63
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**107**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.950
Gross - Net	0.085
Shortfall / Surplus	-0.865

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	2,748	78.51	2,498	71.37
Aff - rented		10	666	66.55	605	60.50
Shared Ownership		1	67	67.10	61	61.00
First Homes		4	259	64.63	235	58.75
		50	**3,739**		**3,399**	

Medium Brown HD 20

25	UNITS	20		Aff - rentec	67%	% of Aff		4.02	4
	Affordable	30%	6	Shared Ow	8%			0.48	0
				First Home	25%	% of Aff		1.5	2
								6	6

(Column heading over the last column: Rounded)

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	0.284		Sub Area	Cant. Whit, Rural
Net:Gross	88%		Gross	0.284	ha	Green Brov	Brown
			Net	0.250	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	0.70	1	44	39	10.0%	20%	0.80	1	43	20%	0.00	0	0	20%	0.40	0	0
Flat to5	2	65	10.0%	35%	4.90	5	358	61	10.0%	50%	2.00	2	134	50%	0.00	0	0	50%	1.00	1	67
Flat to5	3	78	10.0%	60%	8.40	8	686	74	10.0%	30%	1.20	1	81	30%	0.00	0	0	30%	0.60	1	81
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	14.00	14	1,088			100%	4.00	4	259	100%	0.00	0	0	100%	2.00	2	149

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	87	144,167
Flat to5	2			1,659	1,659	559	927,049
Flat to5	3			1,659	1,659	849	1,408,823
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,495	2,480,039

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	2	1.33	3
Flat to5	2	8	1.87	15
Flat to5	3	10	2.52	25
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**43**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.380
Gross - Net	0.034
Shortfall / Surplus	-0.346

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,088	77.71	989	70.64
Aff - rented		4	259	64.63	235	58.75
Shared Ownership		0	0	74.25	0	67.50
First Homes		2	149	74.25	135	67.50
		20	**1,495**		**1,359**	

Small Brown 10 HD							
26	UNITS	10		Aff - rentec	67%	% of Aff	
	Affordable	30%	3	Shared Ow	8%		
				First Home	25%	% of Aff	

	Rounded
2.01	2
0.24	0
0.75	1
3	3

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	0.142		Sub Area	Cant. Whit, Rural
Net:Gross	88%		Gross	0.142	ha	Green Brov	Brown
			Net	0.125	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	7		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	0.35	0	0	39	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	2	65	10.0%	35%	2.45	3	215	61	10.0%	50%	1.00	1	67	50%	0.00	0	0	50%	0.50	1	67
Flat to5	3	78	10.0%	60%	4.20	4	343	74	10.0%	30%	0.60	1	81	30%	0.00	0	0	30%	0.30	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**7.00**	**7**	**558**			**100%**	**2.00**	**2**	**149**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**67**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	349	578,493
Flat to5	3			1,659	1,659	425	704,411
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						773	1,282,905
							1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	5	1.87	9
Flat to5	3	5	2.52	13
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**22**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.195
Gross - Net	0.017
Shortfall / Surplus	-0.178

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		7	558	79.67	507	72.43
Aff - rented		2	149	74.25	135	67.50
Shared Ownership		0	0	67.10	0	61.00
First Homes		1	67	67.10	61	61.00
		10	**773**		**703**	

BTR Green 50								Rounded	Modelling			Area ha			Characteristics	
27	UNITS	50		Aff - rentec	100%	% of Aff	15	15	Density	35	units/ha	Total	2.511		Sub Area	Cant. Whit, Rural
	Affordable	30%	15	Shared Ow	0%		0.00	0	Net:Gross	78%		Gross	1.832	ha	Green Brov	Green
				First Home	0%	% of Aff	0	0				Net	1.429	ha	Use	Agricultural
							15	15								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	15		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	15%	2.25	1	70	15%	0.00	0	0	15%	0.00	0	0
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	3.00	3	252	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	10%	1.50	2	158	10%	0.00	0	0	10%	0.00	0	0
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	10%	1.50	2	186	10%	0.00	0	0	10%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.50	2	212	10%	0.00	0	0	10%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	2.25	2	86	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	3.00	3	201	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**15.00**	**15**	**1,165**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	430	623,070
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	568	830,984
Semi	3			1,463	1,463	886	1,296,218
Semi	4			1,463	1,463	212	310,156
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	86	142,342
Flat to5	2			1,659	1,659	201	333,957
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,665	7,156,175

1,534 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	6	1.87	11
Terrace	3	10	2.52	25
Terrace	4	0	3.19	0
Semi	2	7	1.87	13
Semi	3	9	2.52	23
Semi	4	2	3.19	6
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	2	1.33	3
Flat to5	2	3	1.87	6
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**122**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.082
Gross - Net	0.403
Shortfall / Surplus	-0.679

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		15	1,165	77.67	1,139	75.93
Shared Ownership		0	0	77.67	0	75.93
First Homes		0	0	77.67	0	75.93
		50	**4,665**		**4,639**	

BTR 60 - Flats

							Rounded
28	UNITS	60		Aff - rentec	100%	% of Aff	18	18
	Affordable	30%	18	Shared Ow	0%		0.00	0
				First Home	0%	% of Aff	0	0
							18	18

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	0.852		Sub Area	Cant. Whit, Rural
Net:Gross	88%		Gross	0.852	ha	Green Brov	Brown
			Net	0.750	ha	Use	PDL

				Market			
	Beds	m2	Circulation	42		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0
Semi	2	82	0.0%		0.00	0	0
Semi	3	100	0.0%		0.00	0	0
Semi	4	120	0.0%		0.00	0	0
Det	3	110	0.0%		0.00	0	0
Det	4	125	0.0%		0.00	0	0
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%	40%	16.80	17	748
Flat to5	2	65	10.0%	40%	16.80	17	1,216
Flat to5	3	78	10.0%	20%	8.40	8	686
Flat 6+	1	40	15.0%		0.00	0	0
Flat 6+	2	65	15.0%		0.00	0	0
Flat 6+	3	78	15.0%		0.00	0	0
				100%	42.00	42	2,650

		Affordable for Rent				Shared Ownership				First Homes			
m2	Circulation	18		Rounded	m2	0		Rounded	m2	0		Rounded	m2
70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
39	10.0%	40%	7.20	7	300	40%	0.00	0	0	40%	0.00	0	0
61	10.0%	40%	7.20	7	470	40%	0.00	0	0	40%	0.00	0	0
74	10.0%	20%	3.60	4	326	20%	0.00	0	0	20%	0.00	0	0
39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
		100%	18.00	18	1,096	100%	0.00	0	0	100%	0.00	0	0

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	1,048	1,739,130
Flat to5	2			1,659	1,659	1,685	2,795,747
Flat to5	3			1,659	1,659	1,012	1,678,908
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						3,746	6,213,785

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	24	1.33	32
Flat to5	2	24	1.87	45
Flat to5	3	12	2.52	30
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**107**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.950
Gross - Net	0.102
Shortfall / Surplus	-0.848

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	2,650	63.09	2,409	57.36
Aff - rented		18	1,096	60.87	996	55.33
Shared Ownership		0	0	60.87	0	55.33
First Homes		0	0	60.87	0	55.33
		60	3,746		3,405	

FOR APPRAISALS

SITE		Site 1 V Large Green 300	Site 2 Large 200	Site 3 Large Green 100	Site 4 Medium Green 50	Site 5 Medium Green 30	Site 6 Medium Green 30 LD	Site 7 Medium Green 20	Site 8 Medium Green 20 LD	Site 9 Medium Green 12	Site 10 Medium Green 12 LD	Site 11 Small Green 9	Site 12 Small Green 9 LD	Site 13 Small Green 9 LD - DRA/AONB	Site 14 Small Green 6	Site 15 Small Green 6 LD	Site 16 Small Green 6 LD - DRA	Site 17 Small Green 3	Site 18 Large Brown 100	Site 19 Medium Brown 50	Site 20 Medium Brown 20	Site 21 Small Brown 10	Site 22 Small Brown 6	Site 23 Large Brown HD 100	Site 24 Medium Brown HD 50	Site 25 Medium Brown HD 20	Site 26 Small Brown 10 HD	Site 27 BTR Green 50	Site 28 BTR 60 - Flats
Sub Area		Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural	Cant. Whit, Rural
Green Brown		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown
Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL
AREA																													
Total	ha	14.972	9.733	4.992	2.488	1.490	1.868	0.986	1.238	0.600	0.760	0.257	0.360	0.360	0.171	0.240	0.086	0.086	3.205	1.603	0.641	0.321	0.150	1.420	0.710	0.284	0.142	2.511	0.852
Gross	ha	14.778	9.852	4.762	1.832	1.099	1.538	0.733	1.026	0.440	0.615	0.257	0.360	0.360	0.171	0.240	0.240	0.086	3.205	1.603	0.641	0.321	0.150	1.420	0.710	0.284	0.142	1.832	0.852
Net	ha	8.571	5.714	2.857	1.429	0.857	1.200	0.571	0.800	0.343	0.480	0.257	0.360	0.360	0.171	0.240	0.240	0.086	2.500	1.250	0.500	0.250	0.150	1.250	0.625	0.250	0.125	1.429	0.750
UNITS																													
Units		300	200	100	50	30	30	20	20	12	12	9	9	9	6	6	6	3	100	50	20	10	6	100	50	20	10	50	60
UNIT SIZE																													
Market Housing	m2	99.12	99.10	99.17	100.00	97.81	109.05	98.43	110.79	105.25	108.78	102.33	102.33	102.33	102.33	121.67	117.50	130.00	99.17	100.00	98.43	104.14	100.67	78.30	78.51	77.71	79.67	100.00	63.09
Aff to rent	m2	74.96	74.96	74.96	73.60	78.67	78.67	66.00	66.00	70.00	70.00	102.33	102.33	70.00	102.33	121.67	70.00	130.00	74.96	79.30	92.75	93.00	100.67	66.55	66.55	64.63	74.25	77.67	60.87
Shared Ownership	m2	77.43	77.60	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	102.33	102.33	70.00	102.33	121.67	70.00	130.00	70.00	70.00	81.50	70.00	100.67	74.25	67.10	74.25	67.10	77.67	60.87
First Homes	m2	74.79	70.00	77.89	66.00	70.00	70.00	70.00	70.00	70.00	70.00	102.33	102.33	70.00	102.33	121.67	70.00	130.00	77.89	82.50	81.50	70.00	100.67	64.63	64.63	74.25	67.10	77.67	60.87
BASE CONSTRUCTION																													
BCIS	£/m2	1,342	1,533	1,532	1,537	1,524	1,558	1,529	1,567	1,528	1,545	1,546	1,546	1,521	1,546	1,611	1,617	1,667	1,532	1,525	1,526	1,541	1,549	1,659	1,659	1,659	1,659	1,534	1,659
Site Costs	%	15%	15%	15%	15%	15%	15%	15%	15%	10%	10%	10%	10%	10%	10%	10%	10%	10%	15%	15%	15%	15%	15%	10%	10%	10%	10%	15%	10%
Abnormals	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	2.0%	5.0%
	£	733,800	489,200	244,600	125,800	71,280	64,280	33,520	44,020	22,212	25,712	19,284	19,284	15,784	12,856	19,856	19,856	13,428	171,100	87,300	33,520	20,260	12,856	10,000	10,000	10,000	5,000	87,300	10,000
Contingency	%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	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%	5.0%	5.0%	5.0%	5.0%
Small Sites	%																												
FEES																													
Professional		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%
Planning <50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
Planning >50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
SALES																													
Agents	%	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%
Legal	%	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%
	£/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
Misc.	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION																													
Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Legal	%	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%
DEVELOPER'S RETURN																													
Market Housing	% 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%	15.0%	15.0%
Affordable Housing	% Value	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%	15.0%	15.0%
First 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%	15.0%	15.0%
FINANCE																													
Fees	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	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%
Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND																													
EUV		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	25,000	1,000,000
Premium	% EUV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	20%	20%	20%	20%	20%	20%	20%	20%	20%	0%	20%
Premium	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000										350,000	
Easements etc	£																												
VALUES																													
Market Housing	£/m2	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,100	4,100	4,100	4,100	4,100	4,100	4,100	4,100	4,100	3,800	3,800	3,800	3,800	3,800	4,000	4,000	4,000	4,000	2,800	2,800
Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790
Shared Ownership	£/m2	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,870	2,870	2,870	2,870	2,870	2,870	2,870	2,870	2,870	2,660	2,660	2,660	2,660	2,660	2,800	2,800	2,800	2,800	1,960	1,960
First Homes	£/m2	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,870	2,870	2,870	2,870	2,870	2,870	2,870	2,870	2,870	2,660	2,660	2,660	2,660	2,660	2,800	2,800	2,800	2,800	1,960	1,960
GRANT																													
Intermediate to Buy	£/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
Affordable 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
Social 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 REQUIREMENTS																													
Biodiversity NG	%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.15%	0.75%
	£/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CO2 Plus	%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Acc & 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%
	£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21
Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Over Extra 1	%		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%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Over Extra 2	%		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%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL	£/m2	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187					187	
Pre CIL s106	£/unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	15,000	15,000	15,000	15,000	5,000	15,000	15,000	15,000	15,000	15,000	15,000
Post CIL s106	£/unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Inf Tariff	% 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%
Affordable Housing																													
Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%			30.0%			30.0%		30.0%	30.0%	30.0%	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Aff Rent	67.0%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%			20.1%			20.1%		20.1%	20.1%	20.1%	20.1%		20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
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%
Shared Ownership		2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%			2.4%			2.4%		2.4%	2.4%	2.4%	2.4%		2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
First Homes	25%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%			7.5%			7.5%		7.5%	7.5%	7.5%	7.5%		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14
			V Large Green 300	Large 200	Large Green 100	Medium Green 50	Medium Green 30	Medium Green 30 LD	Medium Green 20	Medium Green 20 LD	Medium Green 12	Medium Green 12 LD	Small Green 9	Small Green 9 LD	Small Green 9 LD -	Small Green 6
			Cant. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock
Site Area	Gross	ha	14.778	9.852	4.762	1.832	1.099	1.538	0.733	1.026	0.440	0.615	0.257	0.360	0.360	0.171
	Net	ha	8.571	5.714	2.857	1.429	0.857	1.200	0.571	0.800	0.343	0.480	0.257	0.360	0.360	0.171
Units			300	200	100	50	30	30	20	20	12	12	9	9	9	6
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	100.0%	100.0%	70.0%	100.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	0.0%	0.0%	30.0%	0.0%
	Affordable Rent		20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	0.0%	0.0%	20.1%	0.0%
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership		2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	0.0%	0.0%	2.4%	0.0%
	First Homes		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	0.0%	0.0%	7.5%	0.0%
Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	25,000	50,000	50,000	50,000	50,000
		£ site	374,295	243,322	124,805	62,211	37,248	46,703	24,645	30,950	30,012	18,998	12,857	18,000	18,000	8,571
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000
		£ site	5,240,134	3,406,510	1,747,271	870,948	521,476	653,839	345,031	433,293	210,081	265,971	90,000	126,000	126,000	60,000
Benchmark Land Value		£/ha	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	400,000	375,000	400,000	400,000	400,000	400,000
		£ site	5,614,430	3,649,832	1,872,076	933,159	558,724	700,541	369,676	464,243	240,093	284,969	102,857	144,000	144,000	68,571
Residual	Gross	£/ha	950,173	457,739	463,738	474,075	501,848	414,469	509,336	406,378	845,151	662,543	2,062,616	1,473,297	1,046,716	2,081,787
	Net	£/ha	1,659,677	779,647	810,276	825,789	872,338	645,229	878,683	628,861	1,479,586	1,048,913	2,062,616	1,473,297	1,046,716	2,081,787
		£ site	14,225,806	4,455,126	2,315,075	1,179,699	747,719	774,274	502,104	503,089	507,286	503,478	530,387	530,387	376,818	356,878

			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
			Small Green 6 LD	Small Green 6 LD - DRA	Small Green 3	Large Brown 100	Medium Brown 50	Medium Brown 20	Small Brown 10	Small Brown 6	Large Brown HD 100	Medium Brown HD 50	Medium Brown HD 20	Small Brown 10 HD	BTR Green 50	BTR 60 - Flats
			nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural	nt. Whit, Rural
	Green/brown field		Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown
	Use		Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL
Site Area	Gross	ha	0.240	0.240	0.086	3.205	1.603	0.641	0.321	0.150	1.420	0.710	0.284	0.142	1.832	0.852
	Net	ha	0.240	0.240	0.086	2.500	1.250	0.500	0.250	0.150	1.250	0.625	0.250	0.125	1.429	0.750
Units			6	6	3	100	50	20	10	6	100	50	20	10	50	60
Mix	Market Housing		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%	70.0%
	Affordable Overall		0.0%	30.0%	0.0%	30.0%	30.0%	30.0%	30.0%	0.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		0.0%	20.1%	0.0%	20.1%	20.1%	20.1%	20.1%	0.0%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
	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%
	Shared Ownership		0.0%	2.4%	0.0%	2.4%	2.4%	2.4%	2.4%	0.0%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
	First Homes		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%	7.5%
Existing Use Value		£/ha	50,000	50,000	50,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	25,000	1,000,000
		£ site	12,000	4,286	4,286	3,205,128	1,602,564	641,026	320,513	150,000	1,420,455	710,227	284,091	142,045	62,768	852,273
Uplift		£/ha	350,000	350,000	350,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	350,000	200,000
		£ site	84,000	30,000	30,000	641,026	320,513	128,205	64,103	30,000	284,091	142,045	56,818	28,409	878,745	170,455
Benchmark Land Value		£/ha	400,000	400,000	400,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	375,000	1,200,000
		£ site	96,000	34,286	34,286	3,846,154	1,923,077	769,231	384,615	180,000	1,704,545	852,273	340,909	170,455	941,513	1,022,727
Residual	Gross	£/ha	1,578,661	2,605,384	2,096,187	152,231	190,344	184,027	163,298	689,008	-114,138	-148,348	-198,721	-194,438	-832,063	-3,096,819
	Net	£/ha	1,578,661	930,494	2,096,187	195,168	244,031	235,932	209,357	689,008	-129,702	-168,577	-225,819	-220,952	-1,462,343	-3,519,113
		£ site	378,879	223,319	179,673	487,919	305,038	117,966	52,339	103,351	-162,127	-105,361	-56,455	-27,619	-2,089,062	-2,639,334

Base Canterbury, Whitstable, Rural
Site 1

Site 1	V Large Green 300

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				300	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.12	70.00%	210	4,000	83,264,000	20,816
Affordable Overall			30%	90			
Affordable Rent	75.0	73.15	20.10%	60	2,500	11,027,363	4,520
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	77.4	76.00	2.40%	7	2,800	1,532,160	557
First Homes	74.8	72.96	7.50%	23	2,800	4,596,261	1,683
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	8.571	ha	35	/ha		100,419,783	27,576
SITE AREA - Gross	14.972	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		14,225,806	1,659,677	950,173
Existing Use Value		374,295		25,000
Uplift	0%	0		0
Plus /ha	350,000	5,240,134		350,000
Benchmark Land Value		5,614,430		375,000

		£/m2
Additional Profit	14,971,701	719

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				14,225,806	
	Stamp Duty			700,790		
	Easements etc.			0		
	Legals /Acquisition		1.50%	213,387	914,177	
Fees						
	Planning			57,600		
	Professional		8.00%	4,560,450	4,618,050	
CONSTRUCTION						
	Build Cost		1,661	45,817,445		
	s106 / CIL / IT			8,392,592		
	Contingency		2.50%	1,145,436		
	Abnormals	%	2.00%	916,349		
		£		733,800	57,005,622	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	3,012,594		
	Legals	%	0.5%	502,099		
		£/unit	0	300		
	Misc.	%	0.0%	0	3,514,992	80,278,647

Developers Profit				
	Market Housing	% Value	17.50%	14,571,200
	Affordable Housing	% Value	6.00%	753,571
	First Homes	% Value	17.50%	804,346

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	300		
No dwgs under 50	50	462	23,100
No dwgs over 50	250	138	34,500
		Total	57,600

Stamp duty calc - Residual		
Land payment		14,225,806
	Total	700,790

Stamp duty calc - Residual		
Land payment		5,614,430
	Total	270,221

Pre CIL s106	15,000	£/ Unit (all)	
		Total	4,500,000

Post CIL s106	15,000	£/ Unit (all)	4,500,000
CIL	187	£/m2	3,892,592
		Total	8,392,592

Inf Tariff	% GDV	
	0.00%	0

spell

Build Cost			/m2
			1,342.31
CO2 Plus	%	6.80%	91.28
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.89
Site Costs	Base	15.00%	216.43
	BNG	0.15%	2.16
			1,661.49

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started	25	50	50	50	50	50	25					
Market Housing		6,938,667	13,877,333	13,877,333	13,877,333	13,877,333	13,877,333	6,938,667	0	0	0	0
Affordable Rent		918,947	1,837,894	1,837,894	1,837,894	1,837,894	1,837,894	918,947	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		127,680	255,360	255,360	255,360	255,360	255,360	127,680	0	0	0	0
First Homes		383,022	766,043	766,043	766,043	766,043	766,043	383,022	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**8,368,315**	**16,736,631**	**16,736,631**	**16,736,631**	**16,736,631**	**16,736,631**	**8,368,315**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	700,790											
Easements etc.	0											
Legals Acquisition	213,387											
Planning Fee	57,600											
Professional	4,560,450											
Build Cost - BCIS Base		3,818,120	7,636,241	7,636,241	7,636,241	7,636,241	7,636,241	3,818,120	0	0	0	0
s106/CIL/Tariff		4,267,592	750,000	750,000	750,000	750,000	750,000	375,000	0	0	0	0
Contingency		95,453	190,906	190,906	190,906	190,906	190,906	95,453	0	0	0	0
Abnormals		137,512	275,025	275,025	275,025	275,025	275,025	137,512	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	251,049	502,099	502,099	502,099	502,099	502,099	251,049	0	0	0	0
Legals	0	41,842	83,683	83,683	83,683	83,683	83,683	41,842	0	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**5,532,227**	**8,611,569**	**9,437,954**	**9,437,954**	**9,437,954**	**9,437,954**	**9,437,954**	**4,718,977**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**14,225,806**											
Interest		1,185,482	1,271,206	909,558	526,211	119,863	0	0	0	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-19,758,033	-1,428,736	6,027,471	6,389,119	6,772,466	7,178,814	7,298,677	3,649,338	0	0	0	0
Opening Balance	0											
Closing Balance	-19,758,033	-21,186,768	-15,159,298	-8,770,179	-1,997,712	5,181,102	12,479,779	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117

	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												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												14,571,200
Affordable for Rent												753,571
First Homes												804,346
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-16,129,117
Opening Balance												
Closing Balance	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117	16,129,117	0

Base Canterbury, Whitstable, Rural
Site 2

Site 2	Large 200

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				200	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.10	70.00%	140	4,000	55,496,000	13,874
Affordable Overall			30%	60			
Affordable Rent	75.0	73.15	20.10%	40	2,500	7,351,575	3,013
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	77.6	75.60	2.40%	5	2,800	1,016,064	372
First Homes	70.0	70.00	7.50%	15	2,800	2,940,000	1,050
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	5.714	ha	35	/ha		66,803,639	18,310
SITE AREA - Gross	9.733	ha	21	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		4,455,126	779,647	457,739
Existing Use Value		243,322		25,000
Uplift	0%	0		0
Plus /ha	350,000	3,406,510		350,000
Benchmark Land Value		3,649,832		375,000

	Whole Site	£/m2
Additional Profit	3,925,322	283

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND						
	Land				4,455,126	
	Stamp Duty			212,256		
	Easements etc.			0		
	Legals /Acquisition		1.50%	66,827	279,083	
Fees						
	Planning			43,800		
	Professional		8.00%	3,389,029	3,432,829	
CONSTRUCTION						
	Build Cost		1,896	34,716,963		
	s106 / CIL / IT			5,594,438		
	Contingency		2.50%	867,924		
	Abnormals	%	2.00%	694,339		
		£		489,200	42,362,864	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	2,004,109		
	Legals	%	0.5%	334,018		
		£/unit	0	0		
	Misc.	%	0.0%	0	2,338,127	52,868,030

Developers Profit			
Market Housing	% Value	17.50%	9,711,800
Affordable Housing	% Value	6.00%	502,058
First Homes	% Value	17.50%	514,500

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		4,455,126
	Total	212,256

Stamp duty calc - Residual		
Land payment		3,649,832
	Total	171,992

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**3,000,000**

Post CIL s106	15,000	£/ Unit (all)	3,000,000
CIL	187	£/m2	2,594,438
		Total	**5,594,438**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,533.08
CO2 Plus	%	6.80%	104.25
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,646.63
Site Costs	Base	15.00%	247.00
	BNG	0.15%	2.47
			1,896.10

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				7	7	12	13	12	13	12	13	12	13
Market Housing					0	0	0	1,942,360	1,942,360	3,329,760	3,607,240	3,329,760	3,607,240
Affordable Rent					0	0	0	257,305	257,305	441,095	477,852	441,095	477,852
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	35,562	35,562	60,964	66,044	60,964	66,044
First Homes					0	0	0	102,900	102,900	176,400	191,100	176,400	191,100
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,338,127**	**2,338,127**	**4,008,218**	**4,342,237**	**4,008,218**	**4,342,237**
EXPENDITURE													
Stamp Duty		212,256											
Easements etc.		0											
Legals Acquisition		66,827											
Planning Fee		43,800											
Professional		1,694,515		1,694,515									
Build Cost - BCIS Base			0	405,031	810,062	1,504,402	1,851,571	2,140,879	2,198,741	2,140,879	2,198,741	2,140,879	2,198,741
s106/CIL/Tariff			2,594,438	35,000	70,000	130,000	160,000	185,000	190,000	185,000	190,000	185,000	190,000
Contingency			0	10,126	20,252	37,610	46,289	53,522	54,969	53,522	54,969	53,522	54,969
Abnormals			0	13,808	27,616	51,287	63,122	72,985	74,957	72,985	74,957	72,985	74,957
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	70,144	70,144	120,247	130,267	120,247	130,267
Legals		0	0	0	0	0	0	11,691	11,691	20,041	21,711	20,041	21,711
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**2,017,398**	**2,594,438**	**2,158,480**	**927,930**	**1,723,298**	**2,120,983**	**2,534,221**	**2,600,501**	**2,592,674**	**2,670,645**	**2,592,674**	**2,670,645**
For Residual Valuation	Land	**4,455,126**											
	Interest		97,088	137,461	171,900	188,397	217,073	252,144	258,867	266,686	249,453	228,121	210,309
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-6,472,524	-2,691,526	-2,295,940	-1,099,830	-1,911,696	-2,338,055	-448,237	-521,241	1,148,859	1,422,138	1,187,424	1,461,282
	Opening Balance	0											
	Closing Balance	-6,472,524	-9,164,050	-11,459,990	-12,559,820	-14,471,516	-16,809,571	-17,257,808	-17,779,049	-16,630,190	-15,208,052	-14,020,628	-12,559,347

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started		12	13	12	13	12	13	11					
Market Housing		3,329,760	3,607,240	3,329,760	3,607,240	3,329,760	3,607,240	3,329,760	3,607,240	3,329,760	3,607,240	3,052,280	0
Affordable Rent		441,095	477,852	441,095	477,852	441,095	477,852	441,095	477,852	441,095	477,852	404,337	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		60,964	66,044	60,964	66,044	60,964	66,044	60,964	66,044	60,964	66,044	55,884	0
First Homes		176,400	191,100	176,400	191,100	176,400	191,100	176,400	191,100	176,400	191,100	161,700	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**4,008,218**	**4,342,237**	**4,008,218**	**4,342,237**	**4,008,218**	**4,342,237**	**4,008,218**	**4,342,237**	**4,008,218**	**4,342,237**	**3,674,200**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		2,140,879	2,198,741	2,140,879	2,198,741	2,140,879	2,198,741	2,083,018	1,388,679	636,478	0	0	0
s106/CIL/Tariff		185,000	190,000	185,000	190,000	185,000	190,000	180,000	120,000	55,000	0	0	0
Contingency		53,522	54,969	53,522	54,969	53,522	54,969	52,075	34,717	15,912	0	0	0
Abnormals		72,985	74,957	72,985	74,957	72,985	74,957	71,012	47,342	21,698	0	0	0
Finance Fees													
Legal and Valuation													
Agents		120,247	130,267	120,247	130,267	120,247	130,267	120,247	130,267	120,247	130,267	110,226	0
Legals		20,041	21,711	20,041	21,711	20,041	21,711	20,041	21,711	20,041	21,711	18,371	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**2,592,674**	**2,670,645**	**2,592,674**	**2,670,645**	**2,592,674**	**2,670,645**	**2,526,393**	**1,742,715**	**869,375**	**151,978**	**128,597**	**0**
For Residual Valuation	Land												
	Interest	188,390	169,983	147,459	128,437	105,290	85,636	61,847	40,547	2,163	0	0	0
Developers Return													
Market Housing													9,711,800
Affordable for Rent													502,058
First Homes													514,500
	Cash Flow	1,227,154	1,501,608	1,268,086	1,543,154	1,310,254	1,585,955	1,419,978	2,558,974	3,136,680	4,190,258	3,545,603	-10,728,358
	Opening Balance												
	Closing Balance	-11,332,192	-9,830,584	-8,562,498	-7,019,344	-5,709,090	-4,123,135	-2,703,157	-144,183	2,992,497	7,182,755	10,728,358	0

12/07/202210:19

Base Canterbury, Whitstable, Rural
Site 3

Site 3	Large Green 100

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				100	£/m2	£	m2
	Gross	Net					
Market Housing	99.2	99.17	70.00%	70	4,000	27,768,000	6,942
Affordable Overall			30%	30			
Affordable Rent	75.0	73.15	20.10%	20	2,500	3,675,788	1,507
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	2	2,800	470,400	168
First Homes	77.9	75.88	7.50%	8	2,800	1,593,375	584
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.857	ha	35	/ha		33,507,563	9,201
SITE AREA - Gross	4.992	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**2,315,075**	**810,276**	**463,738**
Existing Use Value		124,805		25,000
Uplift	0%	0		0
Plus /ha	350,000	1,747,271		350,000
Benchmark Land Value		**1,872,076**		**375,000**

		£/m2
Additional Profit	**1,899,548**	**274**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				2,315,075	
	Stamp Duty			105,254		
	Easements etc.			0		
	Legals /Acquisition		1.50%	34,726	139,980	
Fees						
	Planning			30,000		
	Professional		8.00%	1,700,406	1,730,406	
CONSTRUCTION						
	Build Cost		1,894	17,428,060		
	s106 / CIL / IT			2,798,154		
	Contingency		2.50%	435,702		
	Abnormals	%	2.00%	348,561		
		£		244,600	21,255,077	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	1,005,227		
	Legals	%	0.5%	167,538		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,172,765	**26,613,302**

Developers Profit				
	Market Housing	% Value	17.50%	**4,859,400**
	Affordable Housing	% Value	6.00%	**248,771**
	First Homes	% Value	17.50%	**278,841**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under 50	50	462	23,100
No dwgs over 50	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		2,315,075
	Total	105,254

Stamp duty calc - Residual		
Land payment		1,872,076
	Total	83,104

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**1,500,000**

Post CIL s106	15,000	£/ Unit (all)	1,500,000
CIL	187	£/m2	1,298,154
		Total	**2,798,154**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,531.53
CO2 Plus	%	6.80%	104.14
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,644.98
Site Costs	Base	15.00%	246.75
	BNG	0.15%	2.47
			1,894.20

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				7	7	12	13	12	13	12	13	11	
Market Housing					0	0	0	1,943,760	1,943,760	3,332,160	3,609,840	3,332,160	3,609,840
Affordable Rent					0	0	0	257,305	257,305	441,095	477,852	441,095	477,852
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	32,928	32,928	56,448	61,152	56,448	61,152
First Homes					0	0	0	111,536	111,536	191,205	207,139	191,205	207,139
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,345,529**	**2,345,529**	**4,020,908**	**4,355,983**	**4,020,908**	**4,355,983**
EXPENDITURE													
Stamp Duty		105,254											
Easements etc.		0											
Legals Acquisition		34,726											
Planning Fee		30,000											
Professional		850,203		850,203									
Build Cost - BCIS Base			0	406,655	813,309	1,510,432	1,858,993	2,149,461	2,207,554	2,149,461	2,207,554	2,091,367	1,394,245
s106/CIL/Tariff			1,298,154	35,000	70,000	130,000	160,000	185,000	190,000	185,000	190,000	180,000	120,000
Contingency			0	10,166	20,333	37,761	46,475	53,737	55,189	53,737	55,189	52,284	34,856
Abnormals			0	13,840	27,681	51,407	63,271	73,157	75,134	73,157	75,134	71,179	47,453
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	70,366	70,366	120,627	130,679	120,627	130,679
Legals		0	0	0	0	0	0	11,728	11,728	20,105	21,780	20,105	21,780
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**1,020,183**	**1,298,154**	**1,315,865**	**931,323**	**1,729,600**	**2,128,738**	**2,543,447**	**2,609,970**	**2,602,086**	**2,680,336**	**2,535,562**	**1,749,013**
For Residual Valuation	Land	**2,315,075**											
	Interest		50,029	70,252	91,043	106,379	133,919	167,858	173,345	179,912	161,328	138,613	118,412
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-3,335,258	-1,348,183	-1,386,116	-1,022,366	-1,835,979	-2,262,657	-365,776	-437,786	1,238,910	1,514,319	1,346,732	2,488,557
	Opening Balance	0											
	Closing Balance	-3,335,258	-4,683,441	-6,069,557	-7,091,923	-8,927,902	-11,190,559	-11,556,335	-11,994,121	-10,755,211	-9,240,893	-7,894,161	-5,405,603

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		3,332,160	3,609,840	3,054,480	0	0	0	0	0	0	0	0	0
Affordable Rent		441,095	477,852	404,337	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		56,448	61,152	51,744	0	0	0	0	0	0	0	0	0
First Homes		191,205	207,139	175,271	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**4,020,908**	**4,355,983**	**3,685,832**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		639,029	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		55,000	0	0	0	0	0	0	0	0	0	0	0
Contingency		15,976	0	0	0	0	0	0	0	0	0	0	0
Abnormals		21,749	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		120,627	130,679	110,575	0	0	0	0	0	0	0	0	0
Legals		20,105	21,780	18,429	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**872,486**	**152,459**	**129,004**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	81,084	35,074	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													4,859,400
Affordable for Rent													248,771
First Homes													278,841
	Cash Flow	3,067,338	4,168,450	3,556,828	0	0	0	0	0	0	0	0	-5,387,012
	Opening Balance												
	Closing Balance	-2,338,266	1,830,184	5,387,012	5,387,012	5,387,012	5,387,012	5,387,012	5,387,012	5,387,012	5,387,012	5,387,012	0

Base Canterbury, Whitstable, Rural
Site 4

Site 4	**Medium Green 50**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				50	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	100.0	100.00	70.00%	35	4,000	14,000,000	3,500
Affordable Overall			30%	15			
Affordable Rent	73.6	71.60	20.10%	10	2,500	1,798,950	740
Social Rent	73.6	71.60	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,800	235,200	84
First Homes	66.0	63.50	7.50%	4	2,800	666,750	248
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.429	ha	35	/ha		**16,700,900**	**4,571**
SITE AREA - Gross	2.488	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**1,179,699**	**825,789**	**474,075**
Existing Use Value		62,211		25,000
Uplift	0%	0		0
Plus /ha	350,000	870,948		350,000
Benchmark Land Value		**933,159**		**375,000**

		£/m2
Additional Profit	**948,841**	**271**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				1,179,699	
	Stamp Duty			48,485		
	Easements etc.			0		
	Legals /Acquisition		1.50%	17,695	66,180	
Fees						
	Planning			23,100		
	Professional		8.00%	848,803	871,903	
CONSTRUCTION						
	Build Cost		1,901	8,688,740		
	s106 / CIL / IT			1,404,500		
	Contingency		2.50%	217,218		
	Abnormals	%	2.00%	173,775		
		£		125,800	10,610,033	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	501,027		
	Legals	%	0.5%	83,505		
		£/unit	0	0		
	Misc.	%	0.0%	0	584,532	**13,312,347**

Developers Profit				
	Market Housing	% Value	17.50%	**2,450,000**
	Affordable Housing	% Value	6.00%	**122,049**
	First Homes	% Value	17.50%	**116,681**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		1,179,699
	Total	48,485

Stamp duty calc - Residual		
Land payment		933,159
	Total	36,158

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**750,000**

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	187	£/m2	654,500
		Total	**1,404,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,536.87
CO2 Plus	%	6.80%	104.51
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,650.69
Site Costs	Base	15.00%	247.60
	BNG	0.15%	2.48
			1,900.77

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				12	13	12	13						
Market Housing					0	0	0	3,360,000	3,640,000	3,360,000	3,640,000	0	0
Affordable Rent					0	0	0	431,748	467,727	431,748	467,727	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	56,448	61,152	56,448	61,152	0	0
First Homes					0	0	0	160,020	173,355	160,020	173,355	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**4,008,216**	**4,342,234**	**4,008,216**	**4,342,234**	**0**	**0**
EXPENDITURE													
Stamp Duty		48,485											
Easements etc.		0											
Legals Acquisition		17,695											
Planning Fee		23,100											
Professional		424,401		424,401									
Build Cost - BCIS Base			0	695,099	1,448,123	2,143,223	2,201,147	1,448,123	753,024	0	0	0	0
s106/CIL/Tariff			654,500	60,000	125,000	185,000	190,000	125,000	65,000	0	0	0	0
Contingency			0	17,377	36,203	53,581	55,029	36,203	18,826	0	0	0	0
Abnormals			0	23,966	49,929	73,895	75,892	49,929	25,963	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	120,246	130,267	120,246	130,267	0	0
Legals		0	0	0	0	0	0	20,041	21,711	20,041	21,711	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**513,682**	**654,500**	**1,220,844**	**1,659,256**	**2,455,698**	**2,522,068**	**1,799,543**	**1,014,791**	**140,288**	**151,978**	**0**	**0**
For Residual Valuation	Land	**1,179,699**											
	Interest		25,401	35,599	54,446	80,151	118,189	157,793	127,030	79,024	22,190	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-1,693,381	-679,901	-1,256,443	-1,713,701	-2,535,850	-2,640,258	2,050,880	3,200,413	3,788,905	4,168,066	0	0
	Opening Balance	0											
	Closing Balance	-1,693,381	-2,373,282	-3,629,725	-5,343,426	-7,879,276	-10,519,533	-8,468,653	-5,268,240	-1,479,336	2,688,730	2,688,730	2,688,730

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													2,450,000
Affordable for Rent													122,049
First Homes													116,681
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-2,688,730
	Opening Balance												
	Closing Balance	2,688,730	2,688,730	2,688,730	2,688,730	2,688,730	2,688,730	2,688,730	2,688,730	2,688,730	2,688,730	2,688,730	0

12/07/202210:19

Base Canterbury, Whitstable, Rural
Site 5

Site 5 **Medium Green 30**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				30	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	97.8	97.81	70.00%	21	4,000	8,216,000	2,054
Affordable Overall			30%	9			
Affordable Rent	78.7	77.00	20.10%	6	2,500	1,160,775	474
Social Rent	78.7	77.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,800	141,120	50
First Homes	70.0	70.00	7.50%	2	2,800	441,000	158
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.857	ha	35	/ha		**9,958,895**	**2,736**
SITE AREA - Gross	1.490	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**747,719**	**872,338**	**501,848**
Existing Use Value		37,248		25,000
Uplift	0%	0		0
Plus /ha	350,000	521,476		350,000
Benchmark Land Value		**558,724**		**375,000**

		£/m2
Additional Profit	**606,181**	**295**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				747,719	
	Stamp Duty			26,886		
	Easements etc.			0		
	Legals /Acquisition		1.50%	11,216	38,102	
Fees						
	Planning			13,860		
	Professional		8.00%	503,703	517,563	
CONSTRUCTION						
	Build Cost		1,885	5,158,760		
	s106 / CIL / IT			834,098		
	Contingency		2.50%	128,969		
	Abnormals	%	2.00%	103,175		
		£		71,280	6,296,282	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	298,767		
	Legals	%	0.5%	49,794		
		£/unit	0	0		
	Misc.	%	0.0%	0	348,561	**7,948,226**

Developers Profit				
	Market Housing	% Value	17.50%	**1,437,800**
	Affordable Housing	% Value	6.00%	**78,114**
	First Homes	% Value	17.50%	**77,175**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		
No dwgs under 50	30	462	13,860
No dwgs over 50	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		747,719
	Total	26,886

Stamp duty calc - Residual		
Land payment		558,724
	Total	17,436

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**450,000**

Post CIL s106	15,000	£/ Unit (all)	450,000
CIL	187	£/m2	384,098
		Total	**834,098**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,524.32
CO2 Plus	%	6.80%	103.65
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,637.28
Site Costs	Base	15.00%	245.59
	BNG	0.15%	2.46
			1,885.33

RESIDUAL CASH FLOW FOR INTEREST

	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	10																			
Market Housing				0	0	0	2,738,667	2,738,667	2,738,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	386,925	386,925	386,925	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	47,040	47,040	47,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	147,000	147,000	147,000	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**	**3,319,632**	**3,319,632**	**3,319,632**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	26,886																							
Easements etc.	0																							
Legals Acquisition	11,216																							
Planning Fee	13,860																							
Professional	251,851		251,851																					
Build Cost - BCIS Base		0	573,196	1,146,391	1,719,587	1,146,391	573,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		384,098	50,000	100,000	150,000	100,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	14,330	28,660	42,990	28,660	14,330	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	19,384	38,768	58,152	38,768	19,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	99,589	99,589	99,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,598	16,598	16,598	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**303,813**	**384,098**	**908,761**	**1,313,819**	**1,970,728**	**1,313,819**	**773,096**	**116,187**	**116,187**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**747,719**																							
Interest		15,773	21,771	35,729	55,972	86,373	107,376	70,788	23,798	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								1,437,800
Affordable for Rent																								78,114
First Homes																								77,175
Cash Flow	-1,051,532	-399,871	-930,532	-1,349,548	-2,026,700	-1,400,191	2,439,160	3,132,656	3,179,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,593,089
Opening Balance	0																							
Closing Balance	-1,051,532	-1,451,403	-2,381,934	-3,731,482	-5,758,182	-7,158,373	-4,719,214	-1,586,557	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	1,593,089	0

Base Canterbury, Whitstable, Rural
Site 6

Site 6	Medium Green 30 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				30	£/m2	£	m2
	Gross	Net					
Market Housing	109.0	109.05	70.00%	21	4,000	9,160,000	2,290
Affordable Overall			30%	9			
Affordable Rent	78.7	77.00	20.10%	6	2,500	1,160,775	474
Social Rent	78.7	77.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,800	141,120	50
First Homes	70.0	70.00	7.50%	2	2,800	441,000	158
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.200	ha	25	/ha		**10,902,895**	**2,972**
SITE AREA - Gross	1.868	ha	16	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**774,274**	**645,229**	**414,469**
Existing Use Value		46,703		25,000
Uplift	0%	0		0
Plus /ha	350,000	653,839		350,000
Benchmark Land Value		**700,541**		**375,000**

		£/m2
Additional Profit	**523,286**	**229**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				774,274	
	Stamp Duty			28,214		
	Easements etc.			0		
	Legals /Acquisition		1.50%	11,614	39,828	
Fees						
	Planning			13,860		
	Professional		8.00%	554,158	568,018	
CONSTRUCTION						
	Build Cost		1,927	5,726,764		
	s106 / CIL / IT			878,230		
	Contingency		2.50%	143,169		
	Abnormals	%	2.00%	114,535		
		£		64,280	6,926,978	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	327,087		
	Legals	%	0.5%	54,514		
		£/unit	0	0		
	Misc.	%	0.0%	0	381,601	**8,690,700**

Developers Profit				
	Market Housing	% Value	17.50%	**1,603,000**
	Affordable Housing	% Value	6.00%	**78,114**
	First Homes	% Value	17.50%	**77,175**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		
No dwgs under 50	30	462	13,860
No dwgs over 50	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		774,274
	Total	28,214

Stamp duty calc - Residual		
Land payment		700,541
	Total	24,527

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**450,000**

Post CIL s106	15,000	£/ Unit (all)	450,000
CIL	187	£/m2	428,230
		Total	**878,230**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,557.99
CO2 Plus	%	6.80%	105.94
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,673.24
Site Costs	Base	15.00%	250.99
	BNG	0.15%	2.51
			1,926.74

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			10	10	10							
Market Housing				0	0	0	3,053,333	3,053,333	3,053,333	0	0	0
Affordable Rent				0	0	0	386,925	386,925	386,925	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	47,040	47,040	47,040	0	0	0
First Homes				0	0	0	147,000	147,000	147,000	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,634,298**	**3,634,298**	**3,634,298**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	28,214											
Easements etc.	0											
Legals Acquisition	11,614											
Planning Fee	13,860											
Professional	277,079		277,079									
Build Cost - BCIS Base		0	636,307	1,272,614	1,908,921	1,272,614	636,307	0	0	0	0	0
s106/CIL/Tariff		428,230	50,000	100,000	150,000	100,000	50,000	0	0	0	0	0
Contingency		0	15,908	31,815	47,723	31,815	15,908	0	0	0	0	0
Abnormals		0	19,868	39,737	59,605	39,737	19,868	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	109,029	109,029	109,029	0	0	0
Legals	0	0	0	0	0	0	18,171	18,171	18,171	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**330,767**	**428,230**	**999,162**	**1,444,166**	**2,166,249**	**1,444,166**	**849,284**	**127,200**	**127,200**	**0**	**0**	**0**
For Residual Valuation Land	**774,274**											
Interest		16,576	23,248	38,584	60,825	94,231	117,307	77,292	25,844	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-1,105,041	-444,806	-1,022,410	-1,482,750	-2,227,074	-1,538,397	2,667,708	3,429,806	3,481,253	0	0	0
Opening Balance	0											
Closing Balance	-1,105,041	-1,549,847	-2,572,257	-4,055,007	-6,282,081	-7,820,479	-5,152,771	-1,722,965	1,758,289	1,758,289	1,758,289	1,758,289

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												1,603,000
Affordable for Rent												78,114
First Homes												77,175
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,758,289
Opening Balance												
Closing Balance	1,758,289	1,758,289	1,758,289	1,758,289	1,758,289	1,758,289	1,758,289	1,758,289	1,758,289	1,758,289	1,758,289	0

12/07/202210:19

Base Canterbury, Whitstable, Rural
Site 7

Site 7	**Medium Green 20**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				20	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	98.4	98.43	70.00%	14	4,000	5,512,000	1,378
Affordable Overall			30%	6			
Affordable Rent	66.0	63.50	20.10%	4	2,500	638,175	265
Social Rent	66.0	63.50	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,800	94,080	34
First Homes	70.0	70.00	7.50%	2	2,800	294,000	105
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.571	ha	35	/ha		**6,538,255**	**1,782**
SITE AREA - Gross	0.986	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**502,104**	**878,683**	**509,336**
Existing Use Value		24,645		25,000
Uplift	0%	0		0
Plus /ha	350,000	345,031		350,000
Benchmark Land Value		**369,676**		**375,000**

		£/m2
Additional Profit	**412,953**	**300**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				502,104	
	Stamp Duty			14,605		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,532	22,137	
Fees						
	Planning			9,240		
	Professional		8.00%	328,938	338,178	
CONSTRUCTION						
	Build Cost		1,891	3,368,914		
	s106 / CIL / IT			557,686		
	Contingency		2.50%	84,223		
	Abnormals	%	2.00%	67,378		
		£		33,520	4,111,721	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	196,148		
	Legals	%	0.5%	32,691		
		£/unit	0	0		
	Misc.	%	0.0%	0	228,839	**5,202,978**

Developers Profit				
	Market Housing	% Value	17.50%	**964,600**
	Affordable Housing	% Value	6.00%	**43,935**
	First Homes	% Value	17.50%	**51,450**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		502,104
	Total	14,605

Stamp duty calc - Residual		
Land payment		369,676
	Total	7,984

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**300,000**

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	187	£/m2	257,686
		Total	**557,686**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,528.61
CO2 Plus	%	6.80%	103.95
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,641.87
Site Costs	Base	15.00%	246.28
	BNG	0.15%	2.46
			1,890.61

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				5	5	5	5						
Market Housing					0	0	0	1,378,000	1,378,000	1,378,000	1,378,000	0	0
Affordable Rent					0	0	0	159,544	159,544	159,544	159,544	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	23,520	23,520	23,520	23,520	0	0
First Homes					0	0	0	73,500	73,500	73,500	73,500	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,634,564**	**1,634,564**	**1,634,564**	**1,634,564**	**0**	**0**
EXPENDITURE													
Stamp Duty		14,605											
Easements etc.		0											
Legals Acquisition		7,532											
Planning Fee		9,240											
Professional		164,469		164,469									
Build Cost - BCIS Base			0	280,743	561,486	842,228	842,228	561,486	280,743	0	0	0	0
s106/CIL/Tariff			257,686	25,000	50,000	75,000	75,000	50,000	25,000	0	0	0	0
Contingency			0	7,019	14,037	21,056	21,056	14,037	7,019	0	0	0	0
Abnormals			0	8,408	16,816	25,225	25,225	16,816	8,408	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	49,037	49,037	49,037	49,037	0	0
Legals		0	0	0	0	0	0	8,173	8,173	8,173	8,173	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**195,846**	**257,686**	**485,638**	**642,339**	**963,509**	**963,509**	**699,549**	**378,379**	**57,210**	**57,210**	**0**	**0**
For Residual Valuation	Land	**502,104**											
	Interest		10,469	14,492	21,994	31,959	46,891	62,047	48,952	30,844	7,646	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-697,950	-268,155	-500,130	-664,333	-995,467	-1,010,399	872,968	1,207,232	1,546,511	1,569,708	0	0
	Opening Balance	0											
	Closing Balance	-697,950	-966,105	-1,466,235	-2,130,568	-3,126,035	-4,136,434	-3,263,466	-2,056,233	-509,723	1,059,985	1,059,985	1,059,985

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													964,600
Affordable for Rent													43,935
First Homes													51,450
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,059,985
	Opening Balance												
	Closing Balance	1,059,985	1,059,985	1,059,985	1,059,985	1,059,985	1,059,985	1,059,985	1,059,985	1,059,985	1,059,985	1,059,985	0

Base Canterbury, Whitstable, Rural
Site 8

Site 8	Medium Green 20 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				20	£/m2	£	m2
	Gross	Net					
Market Housing	110.8	110.79	70.00%	14	4,000	6,204,000	1,551
Affordable Overall			30%	6			
Affordable Rent	66.0	63.50	20.10%	4	2,500	638,175	265
Social Rent	66.0	63.50	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,800	94,080	34
First Homes	70.0	70.00	7.50%	2	2,800	294,000	105
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.800	ha	25	/ha		**7,230,255**	**1,955**
SITE AREA - Gross	1.238	ha	16	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**503,089**	**628,861**	**406,378**
Existing Use Value	30,950		25,000
Uplift 0%	0		0
Plus /ha 350,000	433,293		350,000
Benchmark Land Value	**464,243**		**375,000**

		£/m2
Additional Profit	**342,064**	**221**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				503,089	
	Stamp Duty			14,654		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,546	22,201	
Fees						
	Planning			9,240		
	Professional		8.00%	367,488	376,728	
CONSTRUCTION						
	Build Cost		1,938	3,789,039		
	s106 / CIL / IT			590,037		
	Contingency		2.50%	94,726		
	Abnormals	%	2.00%	75,781		
		£		44,020	4,593,602	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	216,908		
	Legals	%	0.5%	36,151		
		£/unit	0	0		
	Misc.	%	0.0%	0	253,059	**5,748,679**

Developers Profit			
Market Housing	% Value	17.50%	**1,085,700**
Affordable Housing	% Value	6.00%	**43,935**
First Homes	% Value	17.50%	**51,450**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		503,089
	Total	14,654

Stamp duty calc - Residual		
Land payment		464,243
	Total	12,712

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**300,000**

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	187	£/m2	290,037
		Total	**590,037**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,567.31
CO2 Plus	%	6.80%	106.58
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,683.20
Site Costs	Base	15.00%	252.48
	BNG	0.15%	2.52
			1,938.21

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				5	5	5	5						
Market Housing					0	0	0	1,551,000	1,551,000	1,551,000	1,551,000	0	0
Affordable Rent					0	0	0	159,544	159,544	159,544	159,544	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	23,520	23,520	23,520	23,520	0	0
First Homes					0	0	0	73,500	73,500	73,500	73,500	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,807,564**	**1,807,564**	**1,807,564**	**1,807,564**	**0**	**0**
EXPENDITURE													
Stamp Duty		14,654											
Easements etc.		0											
Legals Acquisition		7,546											
Planning Fee		9,240											
Professional		183,744		183,744									
Build Cost - BCIS Base			0	315,753	631,506	947,260	947,260	631,506	315,753	0	0	0	0
s106/CIL/Tariff			290,037	25,000	50,000	75,000	75,000	50,000	25,000	0	0	0	0
Contingency			0	7,894	15,788	23,681	23,681	15,788	7,894	0	0	0	0
Abnormals			0	9,983	19,967	29,950	29,950	19,967	9,983	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	54,227	54,227	54,227	54,227	0	0
Legals		0	0	0	0	0	0	9,038	9,038	9,038	9,038	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**215,185**	**290,037**	**542,375**	**717,261**	**1,075,891**	**1,075,891**	**780,526**	**421,895**	**63,265**	**63,265**	**0**	**0**
For Residual Valuation	Land	**503,089**											
	Interest		10,774	15,286	23,651	34,765	51,425	68,334	53,954	33,978	8,323	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-718,273	-300,811	-557,661	-740,912	-1,110,656	-1,127,316	958,704	1,331,715	1,710,321	1,735,976	0	0
	Opening Balance	0											
	Closing Balance	-718,273	-1,019,085	-1,576,745	-2,317,657	-3,428,314	-4,555,630	-3,596,926	-2,265,211	-554,890	1,181,085	1,181,085	1,181,085

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,085,700
Affordable for Rent													43,935
First Homes													51,450
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,181,085
	Opening Balance												
	Closing Balance	1,181,085	1,181,085	1,181,085	1,181,085	1,181,085	1,181,085	1,181,085	1,181,085	1,181,085	1,181,085	1,181,085	0

Base Canterbury, Whitstable, Rural
Site 9

Site 9	Medium Green 12

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				12	£/m2	£	m2
	Gross	Net					
Market Housing	105.3	105.25	70.00%	8	4,100	3,624,810	884
Affordable Overall			30%	3.6			
Affordable Rent	70.0	70.00	20.10%	2	2,500	422,100	169
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	57,859	20
First Homes	70.0	70.00	7.50%	1	2,870	180,810	63
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.343	ha	35	/ha		4,285,579	1,136
SITE AREA - Gross	0.600	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		507,286	1,479,586	845,151
Existing Use Value		30,012		50,000
Uplift	0%	0		0
Plus /ha	350,000	210,081		350,000
Benchmark Land Value		240,093		400,000

		£/m2
Additional Profit	467,572	529

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				507,286	
	Stamp Duty			14,864		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,609	22,474	
Fees						
	Planning			5,544		
	Professional		8.00%	201,137	206,681	
CONSTRUCTION						
	Build Cost		1,808	2,054,232		
	s106 / CIL / IT			345,327		
	Contingency		2.50%	51,356		
	Abnormals	%	2.00%	41,085		
		£		22,212	2,514,211	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	128,567		
	Legals	%	0.5%	21,428		
		£/unit	0	0		
	Misc.	%	0.0%	0	149,995	3,400,647

Developers Profit			
Market Housing	% Value	17.50%	634,342
Affordable Housing	% Value	6.00%	28,798
First Homes	% Value	17.50%	31,642

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		507,286
	Total	14,864

Stamp duty calc - Residual		
Land payment		240,093
	Total	1,802

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**180,000**

Post CIL s106	15,000	£/ Unit (all)	180,000
CIL	187	£/m2	165,327
		Total	**345,327**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,528.29
CO2 Plus	%	6.80%	103.92
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,641.53
Site Costs	Base	10.00%	164.15
	BNG	0.15%	2.46
			1,808.14

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			4	4	4							
Market Housing				0	0	0	1,208,270	1,208,270	1,208,270	0	0	0
Affordable Rent				0	0	0	140,700	140,700	140,700	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	19,286	19,286	19,286	0	0	0
First Homes				0	0	0	60,270	60,270	60,270	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,428,526**	**1,428,526**	**1,428,526**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	14,864											
Easements etc.	0											
Legals Acquisition	7,609											
Planning Fee	5,544											
Professional	100,568		100,568									
Build Cost - BCIS Base		0	228,248	456,496	684,744	456,496	228,248	0	0	0	0	0
s106/CIL/Tariff		165,327	20,000	40,000	60,000	40,000	20,000	0	0	0	0	0
Contingency		0	5,706	11,412	17,119	11,412	5,706	0	0	0	0	0
Abnormals		0	7,033	14,066	21,099	14,066	7,033	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	42,856	42,856	42,856	0	0	0
Legals	0	0	0	0	0	0	7,143	7,143	7,143	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**128,586**	**165,327**	**361,556**	**521,974**	**782,961**	**521,974**	**310,986**	**49,998**	**49,998**	**0**	**0**	**0**
For Residual Valuation Land	**507,286**											
Interest		9,538	12,161	17,767	25,863	37,995	46,395	30,328	10,105	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-635,873	-174,865	-373,717	-539,741	-808,824	-559,969	1,071,146	1,348,200	1,368,423	0	0	0
Opening Balance	0											
Closing Balance	-635,873	-810,737	-1,184,454	-1,724,195	-2,533,019	-3,092,989	-2,021,843	-673,642	694,781	694,781	694,781	694,781

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												634,342
Affordable for Rent												28,798
First Homes												31,642
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-694,781
Opening Balance												
Closing Balance	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	0

Base Canterbury, Whitstable, Rural
Site 10

Site 10	Medium Green 12 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				12	£/m2	£	m2
	Gross	Net					
Market Housing	108.8	108.78	70.00%	8	4,100	3,746,307	914
Affordable Overall			30%	3.6			
Affordable Rent	70.0	70.00	20.10%	2	2,500	422,100	169
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	57,859	20
First Homes	70.0	70.00	7.50%	1	2,870	180,810	63
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.480	ha	25	/ha		4,407,076	1,166
SITE AREA - Gross	0.760	ha	16	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		503,478	1,048,913	662,543
Existing Use Value		18,998		25,000
Uplift	0%	0		0
Plus /ha	350,000	265,971		350,000
Benchmark Land Value		284,969		375,000

		£/m2
Additional Profit	419,375	459

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				503,478	
	Stamp Duty			14,674		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,552	22,226	
Fees						
	Planning			5,544		
	Professional		8.00%	208,234	213,778	
CONSTRUCTION						
	Build Cost		1,828	2,130,474		
	s106 / CIL / IT			350,868		
	Contingency		2.50%	53,262		
	Abnormals	%	2.00%	42,609		
		£		25,712	2,602,926	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	132,212		
	Legals	%	0.5%	22,035		
		£/unit	0	0		
	Misc.	%	0.0%	0	154,248	3,496,656

Developers Profit				
	Market Housing	% Value	17.50%	655,604
	Affordable Housing	% Value	6.00%	28,798
	First Homes	% Value	17.50%	31,642

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		503,478
	Total	14,674

Stamp duty calc - Residual		
Land payment		284,969
	Total	3,748

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**180,000**

Post CIL s106	15,000	£/ Unit (all)	180,000
CIL	187	£/m2	170,868
		Total	**350,868**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,544.82
CO2 Plus	%	6.80%	105.05
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,659.18
Site Costs	Base	10.00%	165.92
	BNG	0.15%	2.49
			1,827.58

RESIDUAL CASH FLOW FOR INTEREST

		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				4	4	4																			
Market Housing					0	0	0	1,248,769	1,248,769	1,248,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	140,700	140,700	140,700	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	19,286	19,286	19,286	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	60,270	60,270	60,270	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**	**1,469,025**	**1,469,025**	**1,469,025**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		14,674																							
Easements etc.		0																							
Legals Acquisition		7,552																							
Planning Fee		5,544																							
Professional		104,117		104,117																					
Build Cost - BCIS Base			0	236,719	473,439	710,158	473,439	236,719	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			170,868	20,000	40,000	60,000	40,000	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	5,918	11,836	17,754	11,836	5,918	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	7,591	15,183	22,774	15,183	7,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	44,071	44,071	44,071	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	7,345	7,345	7,345	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**131,887**	**170,868**	**374,346**	**540,457**	**810,686**	**540,457**	**321,645**	**51,416**	**51,416**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**503,478**																							
	Interest		9,530	12,236	18,035	26,413	38,969	47,660	31,165	10,368	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									655,604
Affordable for Rent																									28,798
First Homes																									31,642
	Cash Flow	-635,365	-180,399	-386,582	-558,492	-837,099	-579,426	1,099,720	1,386,445	1,407,241	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-716,043
	Opening Balance	0																							
	Closing Balance	-635,365	-815,764	-1,202,346	-1,760,839	-2,597,937	-3,177,364	-2,077,643	-691,198	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	0

12/07/202210:19

Base Canterbury, Whitstable, Rural
Site 11

Site 11	**Small Green 9**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				9	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	102.3	102.33	100.00%	9	4,100	3,776,100	921
Affordable Overall			0%	0			
Affordable Rent	102.3	102.33	0.00%	0	2,500	0	0
Social Rent	102.3	102.33	0.00%	0	1,790	0	0
Shared Ownership	102.3	102.33	0.00%	0	2,870	0	0
First Homes	102.3	102.33	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.257	ha	35	/ha		**3,776,100**	**921**
SITE AREA - Gross	0.257	ha	35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**530,387**	**2,062,616**	**2,062,616**
Existing Use Value		12,857		50,000
Uplift	0%	0		0
Plus /ha	350,000	90,000		350,000
Benchmark Land Value		**102,857**		**400,000**

		£/m2
Additional Profit	**647,948**	**704**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				530,387	
	Stamp Duty			16,019		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,956	23,975	
Fees						
	Planning			4,158		
	Professional		8.00%	166,949	171,107	
CONSTRUCTION						
	Build Cost		1,829	1,684,551		
	s106 / CIL / IT			307,227		
	Contingency		2.50%	42,114		
	Abnormals	%	2.00%	33,691		
		£		19,284	2,086,866	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	113,283		
	Legals	%	0.5%	18,881		
		£/unit	0	0		
	Misc.	%	0.0%	0	132,164	**2,944,499**

Developers Profit				
	Market Housing	% Value	17.50%	**660,818**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		530,387
	Total	16,019

Stamp duty calc - Residual		
Land payment		102,857
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**45,000**

Post CIL s106	15,000	£/ Unit (all)	135,000
CIL	187	£/m2	172,227
		Total	**307,227**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,546.06
CO2 Plus	%	6.80%	105.13
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,660.50
Site Costs	Base	10.00%	166.05
	BNG	0.15%	2.49
			1,829.05

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			3	3	3							
Market Housing				0	0	0	1,258,700	1,258,700	1,258,700	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0
First Homes				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,258,700**	**1,258,700**	**1,258,700**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	16,019											
Easements etc.	0											
Legals Acquisition	7,956											
Planning Fee	4,158											
Professional	83,475		83,475									
Build Cost - BCIS Base		0	187,172	374,345	561,517	374,345	187,172	0	0	0	0	0
s106/CIL/Tariff		172,227	15,000	30,000	45,000	30,000	15,000	0	0	0	0	0
Contingency		0	4,679	9,359	14,038	9,359	4,679	0	0	0	0	0
Abnormals		0	5,886	11,772	17,658	11,772	5,886	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	37,761	37,761	37,761	0	0	0
Legals	0	0	0	0	0	0	6,294	6,294	6,294	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**111,608**	**172,227**	**296,212**	**425,475**	**638,213**	**425,475**	**256,792**	**44,055**	**44,055**	**0**	**0**	**0**
For Residual Valuation Land	**530,387**											
Interest		9,630	12,358	16,986	23,623	33,551	40,436	26,014	8,185	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-641,995	-181,857	-308,570	-442,462	-661,836	-459,026	961,472	1,188,631	1,206,461	0	0	0
Opening Balance	0											
Closing Balance	-641,995	-823,852	-1,132,422	-1,574,884	-2,236,720	-2,695,746	-1,734,275	-545,643	660,818	660,818	660,818	660,818

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												660,818
Affordable for Rent												0
First Homes												0
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-660,818
Opening Balance												
Closing Balance	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	0

Base Canterbury, Whitstable, Rural
Site 12

Site 12	Small Green 9 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				9	£/m2	£	m2
	Gross	Net					
Market Housing	102.3	102.33	100.00%	9	4,100	3,776,100	921
Affordable Overall			0%	0			
Affordable Rent	102.3	102.33	0.00%	0	2,500	0	0
Social Rent	102.3	102.33	0.00%	0	1,790	0	0
Shared Ownership	102.3	102.33	0.00%	0	2,870	0	0
First Homes	102.3	102.33	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.360	ha	25	/ha		3,776,100	921
SITE AREA - Gross	0.360	ha	25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**530,387**	**1,473,297**	**1,473,297**
Existing Use Value		18,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	126,000		350,000
Benchmark Land Value		**144,000**		**400,000**

		£/m2
Additional Profit	**604,281**	**656**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				530,387	
	Stamp Duty			16,019		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,956	23,975	
Fees						
	Planning			4,158		
	Professional		8.00%	166,949	171,107	
CONSTRUCTION						
	Build Cost		1,829	1,684,551		
	s106 / CIL / IT			307,227		
	Contingency		2.50%	42,114		
	Abnormals	%	2.00%	33,691		
		£		19,284	2,086,866	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	113,283		
	Legals	%	0.5%	18,881		
		£/unit	0	0		
	Misc.	%	0.0%	0	132,164	**2,944,499**

Developers Profit				
	Market Housing	% Value	17.50%	**660,818**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		530,387
	Total	16,019

Stamp duty calc - Residual		
Land payment		144,000
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**45,000**

Post CIL s106	15,000	£/ Unit (all)	135,000
CIL	187	£/m2	172,227
		Total	**307,227**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,546.06
CO2 Plus	%	6.80%	105.13
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,660.50
Site Costs	Base	10.00%	166.05
	BNG	0.15%	2.49
			1,829.05

RESIDUAL CASH FLOW FOR INTEREST

		Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME													
UNITS Started				3	3	3							
Market Housing					0	0	0	1,258,700	1,258,700	1,258,700	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,258,700**	**1,258,700**	**1,258,700**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		16,019											
Easements etc.		0											
Legals Acquisition		7,956											
Planning Fee		4,158											
Professional		83,475		83,475									
Build Cost - BCIS Base			0	187,172	374,345	561,517	374,345	187,172	0	0	0	0	0
s106/CIL/Tariff			172,227	15,000	30,000	45,000	30,000	15,000	0	0	0	0	0
Contingency			0	4,679	9,359	14,038	9,359	4,679	0	0	0	0	0
Abnormals			0	5,886	11,772	17,658	11,772	5,886	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	37,761	37,761	37,761	0	0	0
Legals		0	0	0	0	0	0	6,294	6,294	6,294	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**111,608**	**172,227**	**296,212**	**425,475**	**638,213**	**425,475**	**256,792**	**44,055**	**44,055**	**0**	**0**	**0**
For Residual Valuation	Land	**530,387**											
	Interest		9,630	12,358	16,986	23,623	33,551	40,436	26,014	8,185	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-641,995	-181,857	-308,570	-442,462	-661,836	-459,026	961,472	1,188,631	1,206,461	0	0	0
	Opening Balance	0											
	Closing Balance	-641,995	-823,852	-1,132,422	-1,574,884	-2,236,720	-2,695,746	-1,734,275	-545,643	660,818	660,818	660,818	660,818

		Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME													
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													660,818
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-660,818
	Opening Balance												
	Closing Balance	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	0

Base Canterbury, Whitstable, Rural
Site 13

Site 13	**Small Green 9 LD - DRA/AONB**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				9	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	102.3	102.33	70.00%	6	4,100	2,643,270	645
Affordable Overall			30%	2.7			
Affordable Rent	70.0	70.00	20.10%	2	2,500	316,575	127
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	43,394	15
First Homes	70.0	70.00	7.50%	1	2,870	135,608	47
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.360	ha	25	/ha		**3,138,847**	**834**
SITE AREA - Gross	0.360	ha	25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**376,818**	**1,046,716**	**1,046,716**
Existing Use Value		18,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	126,000		350,000
Benchmark Land Value		**144,000**		**400,000**

		£/m2
Additional Profit	**380,029**	**589**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				376,818	
	Stamp Duty			8,341		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,652	13,993	
Fees						
	Planning			4,158		
	Professional		8.00%	147,159	151,317	
CONSTRUCTION						
	Build Cost		1,800	1,500,614		
	s106 / CIL / IT			255,559		
	Contingency		2.50%	37,515		
	Abnormals	%	2.00%	30,012		
		£		15,784	1,839,485	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	94,165		
	Legals	%	0.5%	15,694		
		£/unit	0	0		
	Misc.	%	0.0%	0	109,860	**2,491,472**

Developers Profit				
	Market Housing	% Value	17.50%	**462,572**
	Affordable Housing	% Value	6.00%	**21,598**
	First Homes	% Value	17.50%	**23,731**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		376,818
	Total	8,341

Stamp duty calc - Residual		
Land payment		144,000
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**45,000**

Post CIL s106	15,000	£/ Unit (all)	135,000
CIL	187	£/m2	120,559
		Total	**255,559**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,521.33
CO2 Plus	%	6.80%	103.45
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,634.09
Site Costs	Base	10.00%	163.41
	BNG	0.15%	2.45
			1,799.95

RESIDUAL CASH FLOW FOR INTEREST

		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				3	3	3																			
Market Housing					0	0	0	881,090	881,090	881,090	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	105,525	105,525	105,525	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	14,465	14,465	14,465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	45,203	45,203	45,203	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**	**1,046,282**	**1,046,282**	**1,046,282**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		8,341																							
Easements etc.		0																							
Legals Acquisition		5,652																							
Planning Fee		4,158																							
Professional		73,579		73,579																					
Build Cost - BCIS Base			0	166,735	333,470	500,205	333,470	166,735	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			120,559	15,000	30,000	45,000	30,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	4,168	8,337	12,505	8,337	4,168	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	5,088	10,177	15,265	10,177	5,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	31,388	31,388	31,388	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	5,231	5,231	5,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**91,731**	**120,559**	**264,571**	**381,984**	**572,975**	**381,984**	**227,612**	**36,620**	**36,620**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**376,818**																							
	Interest		7,028	8,942	13,045	18,970	27,849	33,997	22,227	7,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									462,572
Affordable for Rent																									21,598
First Homes																									23,731
	Cash Flow	-468,548	-127,587	-273,513	-395,028	-591,945	-409,833	784,674	987,436	1,002,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-507,902
	Opening Balance	0																							
	Closing Balance	-468,548	-596,135	-869,649	-1,264,677	-1,856,622	-2,266,455	-1,481,781	-494,346	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	0

Base Canterbury, Whitstable, Rural
Site 14

Site 14	**Small Green 6**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				6	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	102.3	102.33	100.00%	6	4,100	2,517,400	614
Affordable Overall			0%	0			
Affordable Rent	102.3	102.33	0.00%	0	2,500	0	0
Social Rent	102.3	102.33	0.00%	0	1,790	0	0
Shared Ownership	102.3	102.33	0.00%	0	2,870	0	0
First Homes	102.3	102.33	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.171	ha	35	/ha		**2,517,400**	**614**
SITE AREA - Gross	0.171	ha	35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**356,878**	**2,081,787**	**2,081,787**
Existing Use Value		8,571		50,000
Uplift	0%	0		0
Plus /ha	350,000	60,000		350,000
Benchmark Land Value		**68,571**		**400,000**

		£/m2
Additional Profit	**431,966**	**704**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				356,878	
	Stamp Duty			7,344		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,353	12,697	
Fees						
	Planning			2,772		
	Professional		8.00%	111,300	114,072	
CONSTRUCTION						
	Build Cost		1,829	1,123,034		
	s106 / CIL / IT			204,818		
	Contingency		2.50%	28,076		
	Abnormals	%	2.00%	22,461		
		£		12,856	1,391,244	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	75,522		
	Legals	%	0.5%	12,587		
		£/unit	0	0		
	Misc.	%	0.0%	0	88,109	**1,963,000**

Developers Profit				
	Market Housing	% Value	17.50%	**440,545**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		356,878
	Total	7,344

Stamp duty calc - Residual		
Land payment		68,571
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	187	£/m2	114,818
		Total	**204,818**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,546.06
CO2 Plus	%	6.80%	105.13
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,660.50
Site Costs	Base	10.00%	166.05
	BNG	0.15%	2.49
			1,829.05

RESIDUAL CASH FLOW FOR INTEREST

		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				2	2	2																			
Market Housing					0	0	0	839,133	839,133	839,133	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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	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
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**	**839,133**	**839,133**	**839,133**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		7,344																							
Easements etc.		0																							
Legals Acquisition		5,353																							
Planning Fee		2,772																							
Professional		55,650		55,650																					
Build Cost - BCIS Base			0	124,782	249,563	374,345	249,563	124,782	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			114,818	10,000	20,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	3,120	6,239	9,359	6,239	3,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	3,924	7,848	11,772	7,848	3,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	25,174	25,174	25,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	4,196	4,196	4,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**71,119**	**114,818**	**197,475**	**283,650**	**425,475**	**283,650**	**171,195**	**29,370**	**29,370**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**356,878**																							
	Interest		6,420	8,239	11,324	15,749	22,367	26,957	17,343	5,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									440,545
Affordable for Rent																									0
First Homes																									0
	Cash Flow	-427,997	-121,238	-205,713	-294,975	-441,224	-306,017	640,981	792,421	804,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-440,545
	Opening Balance	0																							
	Closing Balance	-427,997	-549,234	-754,948	-1,049,922	-1,491,147	-1,797,164	-1,156,183	-363,762	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	0

Base Canterbury, Whitstable, Rural
Site 15

Site 15	Small Green 6 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	121.7	121.67	100.00%	6	4,100	2,993,000	730
Affordable Overall			0%	0			
Affordable Rent	121.7	121.67	0.00%	0	2,500	0	0
Social Rent	121.7	121.67	0.00%	0	1,790	0	0
Shared Ownership	121.7	121.67	0.00%	0	2,870	0	0
First Homes	121.7	121.67	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.240	ha	25	/ha		**2,993,000**	**730**
SITE AREA - Gross	0.240	ha	25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		378,879	1,578,661	1,578,661
Existing Use Value		12,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	84,000		350,000
Benchmark Land Value		96,000		**400,000**

	Whole Site	£/m2
Additional Profit	449,703	616

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				378,879	
	Stamp Duty			8,444		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,683	14,127	
Fees						
	Planning			2,772		
	Professional		8.00%	136,002	138,774	
CONSTRUCTION						
	Build Cost		1,906	1,391,064		
	s106 / CIL / IT			226,510		
	Contingency		2.50%	34,777		
	Abnormals	%	2.00%	27,821		
		£		19,856	1,700,028	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	89,790		
	Legals	%	0.5%	14,965		
		£/unit	0	0		
	Misc.	%	0.0%	0	104,755	**2,336,563**

Developers Profit				
	Market Housing	% Value	17.50%	**523,775**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		378,879
	Total	8,444

Stamp duty calc - Residual		
Land payment		96,000
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	187	£/m2	136,510
		Total	**226,510**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,611.11
CO2 Plus	%	6.80%	109.56
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,729.98
Site Costs	Base	10.00%	173.00
	BNG	0.15%	2.59
			1,905.57

RESIDUAL CASH FLOW FOR INTEREST

	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			2	2	2																			
Market Housing				0	0	0	997,667	997,667	997,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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	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
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**	**997,667**	**997,667**	**997,667**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	8,444																							
Easements etc.	0																							
Legals Acquisition	5,683																							
Planning Fee	2,772																							
Professional	68,001		68,001																					
Build Cost - BCIS Base		0	154,563	309,125	463,688	309,125	154,563	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		136,510	10,000	20,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,864	7,728	11,592	7,728	3,864	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,297	10,595	15,892	10,595	5,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	29,930	29,930	29,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,988	4,988	4,988	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**84,900**	**136,510**	**241,725**	**347,448**	**521,173**	**347,448**	**208,643**	**34,918**	**34,918**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**378,879**																							
Interest		6,957	9,109	12,871	18,276	26,368	31,975	20,619	6,487	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								523,775
Affordable for Rent																								0
First Homes																								0
Cash Flow	-463,779	-143,467	-250,834	-360,320	-539,449	-373,816	757,049	942,129	956,261	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-523,775
Opening Balance	0																							
Closing Balance	-463,779	-607,246	-858,080	-1,218,399	-1,757,848	-2,131,664	-1,374,615	-432,486	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	0

Base Canterbury, Whitstable, Rural
Site 16

Site 16 — **Small Green 6 LD - DRA**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				6	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	117.5	117.50	70.00%	4	4,100	2,023,350	494
Affordable Overall			30%	1.8			
Affordable Rent	70.0	70.00	20.10%	1	2,500	211,050	84
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	28,930	10
First Homes	70.0	70.00	7.50%	0	2,870	90,405	32
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.240	ha	25	/ha		**2,353,735**	**620**
SITE AREA - Gross	0.086	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**223,319**	**930,494**	**2,605,384**
Existing Use Value		4,286		50,000
Uplift	0%	0		0
Plus /ha	350,000	30,000		350,000
Benchmark Land Value		**34,286**		**400,000**

		£/m2
Additional Profit	**297,240**	**602**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				223,319	
	Stamp Duty			1,466		
	Easements etc.			0		
	Legals /Acquisition		1.50%	3,350	4,816	
Fees						
	Planning			2,772		
	Professional		8.00%	115,218	117,990	
CONSTRUCTION						
	Build Cost		1,912	1,184,768		
	s106 / CIL / IT			182,285		
	Contingency		2.50%	29,619		
	Abnormals	%	2.00%	23,695		
		£		19,856	1,440,223	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	70,612		
	Legals	%	0.5%	11,769		
		£/unit	0	0		
	Misc.	%	0.0%	0	82,381	**1,868,728**

Developers Profit				
	Market Housing	% Value	17.50%	**354,086**
	Affordable Housing	% Value	6.00%	**14,399**
	First Homes	% Value	17.50%	**15,821**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		223,319
	Total	1,466

Stamp duty calc - Residual		
Land payment		34,286
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	187	£/m2	92,285
		Total	**182,285**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,616.97
CO2 Plus	%	6.80%	109.95
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,736.23
Site Costs	Base	10.00%	173.62
	BNG	0.15%	2.60
			1,912.46

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				2	2	2							
Market Housing					0	0	0	674,450	674,450	674,450	0	0	0
Affordable Rent					0	0	0	70,350	70,350	70,350	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	9,643	9,643	9,643	0	0	0
First Homes					0	0	0	30,135	30,135	30,135	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**784,578**	**784,578**	**784,578**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		1,466											
Easements etc.		0											
Legals Acquisition		3,350											
Planning Fee		2,772											
Professional		57,609		57,609									
Build Cost - BCIS Base			0	131,641	263,282	394,923	263,282	131,641	0	0	0	0	0
s106/CIL/Tariff			92,285	10,000	20,000	30,000	20,000	10,000	0	0	0	0	0
Contingency			0	3,291	6,582	9,873	6,582	3,291	0	0	0	0	0
Abnormals			0	4,839	9,678	14,517	9,678	4,839	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	23,537	23,537	23,537	0	0	0
Legals		0	0	0	0	0	0	3,923	3,923	3,923	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**65,197**	**92,285**	**207,380**	**299,542**	**449,313**	**299,542**	**177,231**	**27,460**	**27,460**	**0**	**0**	**0**
For Residual Valuation	Land	**223,319**											
	Interest		4,328	5,777	8,974	13,602	20,546	25,347	16,617	5,510	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-288,516	-96,612	-213,157	-308,516	-462,915	-320,088	582,000	740,501	751,608	0	0	0
	Opening Balance	0											
	Closing Balance	-288,516	-385,128	-598,285	-906,801	-1,369,716	-1,689,803	-1,107,803	-367,303	384,306	384,306	384,306	384,306

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													354,086
Affordable for Rent													14,399
First Homes													15,821
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-384,306
	Opening Balance												
	Closing Balance	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	0

Base Canterbury, Whitstable, Rural
Site 17

Site 17 **Small Green 3**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				3	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	130.0	130.00	100.00%	3	4,100	1,599,000	390
Affordable Overall			0%	0			
Affordable Rent	130.0	130.00	0.00%	0	2,500	0	0
Social Rent	130.0	130.00	0.00%	0	1,790	0	0
Shared Ownership	130.0	130.00	0.00%	0	2,870	0	0
First Homes	130.0	130.00	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.086	ha	35	/ha		**1,599,000**	**390**
SITE AREA - Gross	0.086	ha	35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**179,673**	**2,096,187**	**2,096,187**
Existing Use Value		4,286		50,000
Uplift	0%	0		0
Plus /ha	350,000	30,000		350,000
Benchmark Land Value		**34,286**		**400,000**

		£/m2
Additional Profit	**230,064**	**590**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				179,673	
	Stamp Duty			593		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,695	3,289	
Fees						
	Planning			1,386		
	Professional		8.00%	74,781	76,167	
CONSTRUCTION						
	Build Cost		1,971	768,814		
	s106 / CIL / IT			117,930		
	Contingency		2.50%	19,220		
	Abnormals	%	2.00%	15,376		
		£		13,428	934,768	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	47,970		
	Legals	%	0.5%	7,995		
		£/unit	0	0		
	Misc.	%	0.0%	0	55,965	**1,249,862**

Developers Profit				
	Market Housing	% Value	17.50%	**279,825**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		179,673
	Total	593

Stamp duty calc - Residual		
Land payment		34,286
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	15,000	£/ Unit (all)	45,000
CIL	187	£/m2	72,930
		Total	**117,930**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,667.00
CO2 Plus	%	6.80%	113.36
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,789.67
Site Costs	Base	10.00%	178.97
	BNG	0.15%	2.68
			1,971.32

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				1	1	1							
Market Housing					0	0	0	533,000	533,000	533,000	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**533,000**	**533,000**	**533,000**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		593											
Easements etc.		0											
Legals Acquisition		2,695											
Planning Fee		1,386											
Professional		37,391		37,391									
Build Cost - BCIS Base			0	85,424	170,847	256,271	170,847	85,424	0	0	0	0	0
s106/CIL/Tariff			72,930	5,000	10,000	15,000	10,000	5,000	0	0	0	0	0
Contingency			0	2,136	4,271	6,407	4,271	2,136	0	0	0	0	0
Abnormals			0	3,200	6,401	9,601	6,401	3,200	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	15,990	15,990	15,990	0	0	0
Legals		0	0	0	0	0	0	2,665	2,665	2,665	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**42,065**	**72,930**	**133,151**	**191,520**	**287,279**	**191,520**	**114,415**	**18,655**	**18,655**	**0**	**0**	**0**
For Residual Valuation	Land	**179,673**											
	Interest		3,326	4,470	6,534	9,505	13,957	17,039	11,016	3,466	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-221,738	-76,256	-137,620	-198,054	-296,784	-205,476	401,546	503,329	510,879	0	0	0
	Opening Balance	0											
	Closing Balance	-221,738	-297,995	-435,615	-633,669	-930,453	-1,135,930	-734,383	-231,054	279,825	279,825	279,825	279,825

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													279,825
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-279,825
	Opening Balance												
	Closing Balance	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	0

Base Canterbury, Whitstable, Rural
Site 18

Site 18	Large Brown 100

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				100	£/m2	£	m2
	Gross	Net					
Market Housing	99.2	99.17	70.00%	70	3,800	26,379,600	6,942
Affordable Overall			30%	30			
Affordable Rent	75.0	73.15	20.10%	20	2,500	3,675,788	1,507
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	2	2,660	446,880	168
First Homes	77.9	75.88	7.50%	8	2,660	1,513,706	584
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.500	ha	40	/ha		32,015,974	9,201
SITE AREA - Gross	3.205	ha	31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		487,919	195,168	152,231
Existing Use Value		3,205,128		1,000,000
Uplift	20%	641,026		200,000
Plus /ha	0	0		0
Benchmark Land Value		3,846,154		1,200,000
			£/m2	
Additional Profit		-2,474,566	-356	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				487,919	
	Stamp Duty			13,896		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,319	21,215	
Fees						
	Planning			30,000		
	Professional		8.00%	1,779,201	1,809,201	
CONSTRUCTION						
	Build Cost		1,904	17,518,871		
	s106 / CIL / IT			2,798,154		
	Contingency		5.00%	875,944		
	Abnormals	%	5.00%	875,944		
		£		171,100	22,240,012	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	960,479		
	Legals	%	0.5%	160,080		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,120,559	**25,678,906**

Developers Profit				
	Market Housing	% Value	17.50%	**4,616,430**
	Affordable Housing	% Value	6.00%	**247,360**
	First Homes	% Value	17.50%	**264,899**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under 50	50	462	23,100
No dwgs over 50	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		487,919
	Total	13,896

Stamp duty calc - Residual		
Land payment		3,846,154
	Total	181,808

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**1,500,000**

Post CIL s106	15,000	£/ Unit (all)	1,500,000
CIL	187	£/m2	1,298,154
		Total	**2,798,154**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,531.53
CO2 Plus	%	6.80%	104.14
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,644.98
Site Costs	Base	15.00%	246.75
	BNG	0.75%	12.34
			1,904.07

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				12	13	12	13	12	13	12	13		
Market Housing					0	0	0	3,165,552	3,429,348	3,165,552	3,429,348	3,165,552	3,429,348
Affordable Rent					0	0	0	441,095	477,852	441,095	477,852	441,095	477,852
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	53,626	58,094	53,626	58,094	53,626	58,094
First Homes					0	0	0	181,645	196,782	181,645	196,782	181,645	196,782
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**3,841,917**	**4,162,077**	**3,841,917**	**4,162,077**	**3,841,917**	**4,162,077**
EXPENDITURE													
Stamp Duty		13,896											
Easements etc.		0											
Legals Acquisition		7,319											
Planning Fee		30,000											
Professional		889,600		889,600									
Build Cost - BCIS Base			0	700,755	1,459,906	2,160,661	2,219,057	2,160,661	2,219,057	2,160,661	2,219,057	1,459,906	759,151
s106/CIL/Tariff			1,298,154	60,000	125,000	185,000	190,000	185,000	190,000	185,000	190,000	125,000	65,000
Contingency			0	35,038	72,995	108,033	110,953	108,033	110,953	108,033	110,953	72,995	37,958
Abnormals			0	41,882	87,254	129,135	132,626	129,135	132,626	129,135	132,626	87,254	45,372
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	115,258	124,862	115,258	124,862	115,258	124,862
Legals		0	0	0	0	0	0	19,210	20,810	19,210	20,810	19,210	20,810
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**940,815**	**1,298,154**	**1,727,275**	**1,745,155**	**2,582,829**	**2,652,635**	**2,717,296**	**2,798,308**	**2,717,296**	**2,798,308**	**1,879,622**	**1,053,153**
For Residual Valuation	Land	**487,919**											
	Interest		21,431	41,225	67,752	94,946	135,113	176,929	162,713	144,698	129,999	111,492	83,730
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-1,428,735	-1,319,585	-1,768,500	-1,812,907	-2,677,775	-2,787,748	947,692	1,201,055	979,923	1,233,770	1,850,803	3,025,193
	Opening Balance	0											
	Closing Balance	-1,428,735	-2,748,320	-4,516,819	-6,329,726	-9,007,501	-11,795,249	-10,847,557	-9,646,502	-8,666,579	-7,432,809	-5,582,006	-2,556,813

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		3,165,552	3,429,348	0	0	0	0	0	0	0	0	0	0
Affordable Rent		441,095	477,852	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		53,626	58,094	0	0	0	0	0	0	0	0	0	0
First Homes		181,645	196,782	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
INCOME		**3,841,917**	**4,162,077**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		115,258	124,862	0	0	0	0	0	0	0	0	0	0
Legals		19,210	20,810	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**134,467**	**145,673**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	38,352	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													4,616,430
Affordable for Rent													247,360
First Homes													264,899
	Cash Flow	3,669,098	4,016,404	0	0	0	0	0	0	0	0	0	-5,128,689
	Opening Balance												
	Closing Balance	1,112,285	5,128,689	5,128,689	5,128,689	5,128,689	5,128,689	5,128,689	5,128,689	5,128,689	5,128,689	5,128,689	0

Base Canterbury, Whitstable, Rural
Site 19

Site 19	**Medium Brown 50**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				50	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	100.0	100.00	70.00%	35	3,800	13,300,000	3,500
Affordable Overall			30%	15			
Affordable Rent	79.3	78.30	20.10%	10	2,500	1,967,288	797
Social Rent	79.3	78.30	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,660	223,440	84
First Homes	82.5	82.50	7.50%	4	2,660	822,938	309
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.250	ha	40	/ha		**16,313,665**	**4,690**
SITE AREA - Gross	1.603	ha	31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		305,038	244,031	190,344
Existing Use Value		1,602,564		1,000,000
Uplift	20%	320,513		200,000
Plus /ha	0	0		0
Benchmark Land Value		1,923,077		1,200,000

		£/m2
Additional Profit	-1,127,642	-322

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				305,038	
	Stamp Duty			4,752		
	Easements etc.			0		
	Legals /Acquisition		1.50%	4,576	9,327	
Fees						
	Planning			23,100		
	Professional		8.00%	901,854	924,954	
CONSTRUCTION						
	Build Cost		1,896	8,892,154		
	s106 / CIL / IT			1,404,500		
	Contingency		5.00%	444,608		
	Abnormals	%	5.00%	444,608		
		£		87,300	11,273,170	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	489,410		
	Legals	%	0.5%	81,568		
		£/unit	0	0		
	Misc.	%	0.0%	0	570,978	**13,083,468**

Developers Profit				
	Market Housing	% Value	17.50%	**2,327,500**
	Affordable Housing	% Value	6.00%	**131,444**
	First Homes	% Value	17.50%	**144,014**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		305,038
	Total	4,752

Stamp duty calc - Residual		
Land payment		1,923,077
	Total	85,654

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**750,000**

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	187	£/m2	654,500
		Total	**1,404,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,524.88
CO2 Plus	%	6.80%	103.69
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,637.88
Site Costs	Base	15.00%	245.68
	BNG	0.75%	12.28
			1,895.84

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				12	13	12	13						
Market Housing					0	0	0	3,192,000	3,458,000	3,192,000	3,458,000	0	0
Affordable Rent					0	0	0	472,149	511,495	472,149	511,495	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	53,626	58,094	53,626	58,094	0	0
First Homes					0	0	0	197,505	213,964	197,505	213,964	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**3,915,280**	**4,241,553**	**3,915,280**	**4,241,553**	**0**	**0**
EXPENDITURE													
Stamp Duty		4,752											
Easements etc.		0											
Legals Acquisition		4,576											
Planning Fee		23,100											
Professional		450,927		450,927									
Build Cost - BCIS Base			0	711,372	1,482,026	2,193,398	2,252,679	1,482,026	770,653	0	0	0	0
s106/CIL/Tariff			654,500	60,000	125,000	185,000	190,000	125,000	65,000	0	0	0	0
Contingency			0	35,569	74,101	109,670	112,634	74,101	38,533	0	0	0	0
Abnormals			0	42,553	88,651	131,204	134,750	88,651	46,099	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	117,458	127,247	117,458	127,247	0	0
Legals		0	0	0	0	0	0	19,576	21,208	19,576	21,208	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**483,354**	**654,500**	**1,300,420**	**1,769,778**	**2,619,272**	**2,690,063**	**1,906,813**	**1,068,739**	**137,035**	**148,454**	**0**	**0**
For Residual Valuation	Land	**305,038**											
	Interest		11,826	21,821	41,654	68,826	109,147	151,136	123,276	77,532	22,022	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-788,393	-666,326	-1,322,241	-1,811,433	-2,688,098	-2,799,210	1,857,331	3,049,538	3,700,712	4,071,077	0	0
	Opening Balance	0											
	Closing Balance	-788,393	-1,454,719	-2,776,960	-4,588,392	-7,276,490	-10,075,701	-8,218,370	-5,168,831	-1,468,119	2,602,958	2,602,958	2,602,958

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													2,327,500
Affordable for Rent													131,444
First Homes													144,014
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-2,602,958
	Opening Balance												
	Closing Balance	2,602,958	2,602,958	2,602,958	2,602,958	2,602,958	2,602,958	2,602,958	2,602,958	2,602,958	2,602,958	2,602,958	0

Base Canterbury, Whitstable, Rural
Site 20

Site 20 **Medium Brown 20**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				20	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	98.4	98.43	70.00%	14	3,800	5,236,400	1,378
Affordable Overall			30%	6			
Affordable Rent	92.8	92.75	20.10%	4	2,500	932,138	373
Social Rent	92.8	92.75	0.00%	0	1,790	0	0
Shared Ownership	81.5	81.50	2.40%	0	2,660	104,059	39
First Homes	81.5	81.50	7.50%	2	2,660	325,185	122
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	40	/ha		**6,597,782**	**1,912**
SITE AREA - Gross	0.641	ha	31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		117,966	235,932	184,027
Existing Use Value		641,026		1,000,000
Uplift	20%	128,205		200,000
Plus /ha	0	0		0
Benchmark Land Value		**769,231**		**1,200,000**
			£/m2	
Additional Profit		-454,993	-330	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				117,966	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,769	1,769	
Fees						
	Planning			9,240		
	Professional		8.00%	366,590	375,830	
CONSTRUCTION						
	Build Cost		1,897	3,628,334		
	s106 / CIL / IT			557,686		
	Contingency		5.00%	181,417		
	Abnormals	%	5.00%	181,417		
		£		33,520	4,582,373	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	197,933		
	Legals	%	0.5%	32,989		
		£/unit	0	0		
	Misc.	%	0.0%	0	230,922	**5,308,861**

Developers Profit				
	Market Housing	% Value	17.50%	**916,370**
	Affordable Housing	% Value	6.00%	**62,172**
	First Homes	% Value	17.50%	**56,907**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		117,966
	Total	0

Stamp duty calc - Residual		
Land payment		769,231
	Total	27,962

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**300,000**

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	187	£/m2	257,686
		Total	**557,686**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,526.17
CO2 Plus	%	6.80%	103.78
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,639.26
Site Costs	Base	15.00%	245.89
	BNG	0.75%	12.29
			1,897.44

RESIDUAL CASH FLOW FOR INTEREST

		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				5	5	5	5																		
Market Housing					0	0	0	1,309,100	1,309,100	1,309,100	1,309,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	233,034	233,034	233,034	233,034	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	26,015	26,015	26,015	26,015	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	81,296	81,296	81,296	81,296	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**	**1,649,445**	**1,649,445**	**1,649,445**	**1,649,445**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		1,769																							
Planning Fee		9,240																							
Professional		183,295		183,295																					
Build Cost - BCIS Base			0	302,361	604,722	907,084	907,084	604,722	302,361	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			257,686	25,000	50,000	75,000	75,000	50,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	15,118	30,236	45,354	45,354	30,236	15,118	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	17,911	35,823	53,734	53,734	35,823	17,911	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	49,483	49,483	49,483	49,483	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	8,247	8,247	8,247	8,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**194,304**	**257,686**	**543,686**	**720,781**	**1,081,172**	**1,081,172**	**778,512**	**418,121**	**57,731**	**57,731**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**117,966**																							
	Interest		4,684	8,620	16,904	27,969	44,607	61,493	49,352	31,622	8,221	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									916,370
Affordable for Rent																									62,172
First Homes																									56,907
	Cash Flow	-312,270	-262,370	-552,305	-737,685	-1,109,141	-1,125,778	809,440	1,181,973	1,560,093	1,583,494	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,035,449
	Opening Balance	0																							
	Closing Balance	-312,270	-574,640	-1,126,945	-1,864,631	-2,973,772	-4,099,551	-3,290,110	-2,108,138	-548,045	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	1,035,449	0

12/07/202210:19

Base Canterbury, Whitstable, Rural
Site 21

Site 21	Small Brown 10

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				10	£/m2	£	m2
	Gross	Net					
Market Housing	104.1	104.14	70.00%	7	3,800	2,770,200	729
Affordable Overall			30%	3			
Affordable Rent	93.0	93.00	20.10%	2	2,500	467,325	187
Social Rent	93.0	93.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,660	44,688	17
First Homes	70.0	70.00	7.50%	1	2,660	139,650	53
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.250	ha	40	/ha		**3,421,863**	**985**
SITE AREA - Gross	0.321	ha	31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**52,339**	**209,357**	**163,298**
Existing Use Value		320,513		1,000,000
Uplift	20%	64,103		200,000
Plus /ha	0	0		0
Benchmark Land Value		**384,615**		**1,200,000**
			£/m2	
Additional Profit		**-221,352**	**-304**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				52,339	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	785	785	
Fees						
	Planning			4,620		
	Professional		8.00%	190,576	195,196	
CONSTRUCTION						
	Build Cost		1,915	1,886,926		
	s106 / CIL / IT			286,323		
	Contingency		5.00%	94,346		
	Abnormals	%	5.00%	94,346		
		£		20,260	2,382,202	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	102,656		
	Legals	%	0.5%	17,109		
		£/unit	0	0		
	Misc.	%	0.0%	0	119,765	**2,750,287**

Developers Profit				
	Market Housing	% Value	17.50%	**484,785**
	Affordable Housing	% Value	6.00%	**30,721**
	First Homes	% Value	17.50%	**24,439**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		
No dwgs under 50	10	462	4,620
No dwgs over 50	0	138	0
		Total	4,620

Stamp duty calc - Residual		
Land payment		52,339
	Total	0

Stamp duty calc - Residual		
Land payment		384,615
	Total	8,731

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	15,000	£/ Unit (all)	150,000
CIL	187	£/m2	136,323
		Total	**286,323**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,540.55
CO2 Plus	%	6.80%	104.76
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,654.61
Site Costs	Base	15.00%	248.19
	BNG	0.75%	12.41
			1,915.21

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			3	4	3							
Market Housing				0	0	0	831,060	1,108,080	831,060	0	0	0
Affordable Rent				0	0	0	140,198	186,930	140,198	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	13,406	17,875	13,406	0	0	0
First Homes				0	0	0	41,895	55,860	41,895	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,026,559**	**1,368,745**	**1,026,559**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	785											
Planning Fee	4,620											
Professional	95,288		95,288									
Build Cost - BCIS Base		0	188,693	440,283	628,975	440,283	188,693	0	0	0	0	0
s106/CIL/Tariff		136,323	15,000	35,000	50,000	35,000	15,000	0	0	0	0	0
Contingency		0	9,435	22,014	31,449	22,014	9,435	0	0	0	0	0
Abnormals		0	11,461	26,741	38,202	26,741	11,461	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	30,797	41,062	30,797	0	0	0
Legals	0	0	0	0	0	0	5,133	6,844	5,133	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**100,693**	**136,323**	**319,876**	**524,038**	**748,626**	**524,038**	**260,517**	**47,906**	**35,930**	**0**	**0**	**0**
For Residual Valuation Land	**52,339**											
Interest		2,295	4,375	9,239	17,238	28,726	37,017	26,082	6,660	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-153,032	-138,618	-324,251	-533,277	-765,864	-552,764	729,024	1,294,757	983,969	0	0	0
Opening Balance	0											
Closing Balance	-153,032	-291,651	-615,902	-1,149,178	-1,915,042	-2,467,806	-1,738,782	-444,024	539,945	539,945	539,945	539,945

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												484,785
Affordable for Rent												30,721
First Homes												24,439
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-539,945
Opening Balance												
Closing Balance	539,945	539,945	539,945	539,945	539,945	539,945	539,945	539,945	539,945	539,945	539,945	0

12/07/202210:19

Base Canterbury, Whitstable, Rural
Site 22

Site 22	Small Brown 6

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	100.7	100.67	100.00%	6	3,800	2,295,200	604
Affordable Overall			0%	0			
Affordable Rent	100.7	100.67	0.00%	0	2,500	0	0
Social Rent	100.7	100.67	0.00%	0	1,790	0	0
Shared Ownership	100.7	100.67	0.00%	0	2,660	0	0
First Homes	100.7	100.67	0.00%	0	2,660	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.150	ha	40	/ha		2,295,200	604
SITE AREA - Gross	0.150	ha	40	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	103,351	689,008	689,008
Existing Use Value	150,000		1,000,000
Uplift 20%	30,000		200,000
Plus /ha 0	0		0
Benchmark Land Value	180,000		1,200,000

		£/m2
Additional Profit	34,382	57

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				103,351	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,550	1,550	
Fees						
	Planning			2,772		
	Professional		8.00%	119,608	122,380	
CONSTRUCTION						
	Build Cost		1,925	1,163,001		
	s106 / CIL / IT			202,948		
	Contingency		5.00%	58,150		
	Abnormals	%	5.00%	58,150		
		£		12,856	1,495,105	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	68,856		
	Legals	%	0.5%	11,476		
		£/unit	0	0		
	Misc.	%	0.0%	0	80,332	**1,802,719**

Developers Profit				
	Market Housing	% Value	17.50%	**401,660**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual	
Land payment	103,351
Total	0

Stamp duty calc - Residual	
Land payment	180,000
Total	600

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	187	£/m2	112,948
		Total	**202,948**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,548.86
CO2 Plus	%	6.80%	105.32
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,663.50
Site Costs	Base	15.00%	249.52
	BNG	0.75%	12.48
			1,925.50

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				2	2	2			
Market Housing					0	0	0	765,067	765,067
Affordable Rent					0	0	0	0	0
Social Rent					0	0	0	0	0
Shared Ownership					0	0	0	0	0
First Homes					0	0	0	0	0
Grant and Subsidy					0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**765,067**	**765,067**
EXPENDITURE									
Stamp Duty		0							
Easements etc.		0							
Legals Acquisition		1,550							
Planning Fee		2,772							
Professional		59,804		59,804					
Build Cost - BCIS Base			0	129,222	258,445	387,667	258,445	129,222	0
s106/CIL/Tariff			112,948	10,000	20,000	30,000	20,000	10,000	0
Contingency			0	6,461	12,922	19,383	12,922	6,461	0
Abnormals			0	7,890	15,779	23,669	15,779	7,890	0
Finance Fees		0							
Legal and Valuation		0							
Agents		0	0	0	0	0	0	22,952	22,952
Legals		0	0	0	0	0	0	3,825	3,825
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		**64,126**	**112,948**	**213,377**	**307,146**	**460,719**	**307,146**	**180,350**	**26,777**
For Residual Valuation	Land	**103,351**							
	Interest		2,512	4,244	7,508	12,228	19,322	24,219	15,812
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	-167,478	-115,460	-217,621	-314,654	-472,947	-326,468	560,497	722,477
	Opening Balance	0							
	Closing Balance	-167,478	-282,938	-500,559	-815,213	-1,288,160	-1,614,629	-1,054,132	-331,655

		Year 3				Year 4			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started									
Market Housing		765,067	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**765,067**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		22,952	0	0	0	0	0	0	0
Legals		3,825	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**26,777**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	4,975	0	0	0	0	0	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	733,315	0	0	0	0	0	0	0
	Opening Balance								
	Closing Balance	401,660	401,660	401,660	401,660	401,660	401,660	401,660	401,660

		Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started									
Market Housing		0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									401,660
Affordable for Rent									0
First Homes									0
	Cash Flow	0	0	0	0	0	0	0	-401,660
	Opening Balance								
	Closing Balance	401,660	401,660	401,660	401,660	401,660	401,660	401,660	0

Base Canterbury, Whitstable, Rural
Site 23

Site 23	**Large Brown HD 100**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				100	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	78.3	71.19	70.00%	70	4,000	19,932,000	5,481
Affordable Overall			30%	30			
Affordable Rent	66.6	60.50	20.10%	20	2,500	3,040,125	1,338
Social Rent	66.6	60.50	0.00%	0	1,790	0	0
Shared Ownership	74.3	67.50	2.40%	2	2,800	453,600	178
First Homes	64.6	58.75	7.50%	8	2,800	1,233,750	485
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.250	ha	80	/ha		**24,659,475**	**7,482**
SITE AREA - Gross	1.420	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-162,127**	**-129,702**	**-114,138**
Existing Use Value		1,420,455		1,000,000
Uplift	20%	284,091		200,000
Plus /ha	0	0		0
Benchmark Land Value		**1,704,545**		**1,200,000**

		£/m2
Additional Profit	**-2,059,359**	**-376**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-162,127	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-2,432	-2,432	
Fees						
	Planning			30,000		
	Professional		8.00%	1,419,559	1,449,559	
CONSTRUCTION						
	Build Cost		1,973	14,758,627		
	s106 / CIL / IT			1,500,000		
	Contingency		5.00%	737,931		
	Abnormals	%	5.00%	737,931		
		£		10,000	17,744,490	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	739,784		
	Legals	%	0.5%	123,297		
		£/unit	0	0		
	Misc.	%	0.0%	0	863,082	**19,892,571**

Developers Profit				
	Market Housing	% Value	17.50%	**3,488,100**
	Affordable Housing	% Value	6.00%	**209,624**
	First Homes	% Value	17.50%	**215,906**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under 50	50	462	23,100
No dwgs over 50	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		-162,127
	Total	0

Stamp duty calc - Residual		
Land payment		1,704,545
	Total	74,727

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**1,500,000**

Post CIL s106	15,000	£/ Unit (all)	1,500,000
CIL	0	£/m2	0
		Total	**1,500,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				25	25	25	25						
Market Housing					0	0	0	4,983,000	4,983,000	4,983,000	4,983,000	0	0
Affordable Rent					0	0	0	760,031	760,031	760,031	760,031	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	113,400	113,400	113,400	113,400	0	0
First Homes					0	0	0	308,438	308,438	308,438	308,438	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**6,164,869**	**6,164,869**	**6,164,869**	**6,164,869**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-2,432											
Planning Fee		30,000											
Professional		709,780		709,780									
Build Cost - BCIS Base			0	1,229,886	2,459,771	3,689,657	3,689,657	2,459,771	1,229,886	0	0	0	0
s106/CIL/Tariff			0	125,000	250,000	375,000	375,000	250,000	125,000	0	0	0	0
Contingency			0	61,494	122,989	184,483	184,483	122,989	61,494	0	0	0	0
Abnormals			0	62,328	124,655	186,983	186,983	124,655	62,328	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	184,946	184,946	184,946	184,946	0	0
Legals		0	0	0	0	0	0	30,824	30,824	30,824	30,824	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**737,348**	**0**	**2,188,487**	**2,957,415**	**4,436,122**	**4,436,122**	**3,173,185**	**1,694,478**	**215,770**	**215,770**	**0**	**0**
For Residual Valuation	Land	**-162,127**											
	Interest		8,628	8,758	41,716	86,703	154,546	223,406	181,882	117,554	30,081	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-575,220	-8,628	-2,197,245	-2,999,131	-4,522,826	-4,590,668	2,768,278	4,288,509	5,831,544	5,919,018	0	0
	Opening Balance	0											
	Closing Balance	-575,220	-583,849	-2,781,093	-5,780,225	-10,303,051	-14,893,719	-12,125,441	-7,836,932	-2,005,388	3,913,630	3,913,630	3,913,630

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													3,488,100
Affordable for Rent													209,624
First Homes													215,906
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-3,913,630
	Opening Balance												
	Closing Balance	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	0

Base Canterbury, Whitstable, Rural
Site 24

Site 24	**Medium Brown HD 50**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				50	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	78.5	71.37	70.00%	35	4,000	9,992,000	2,748
Affordable Overall			30%	15			
Affordable Rent	66.6	60.50	20.10%	10	2,500	1,520,063	669
Social Rent	66.6	60.50	0.00%	0	1,790	0	0
Shared Ownership	67.1	61.00	2.40%	1	2,800	204,960	81
First Homes	64.6	58.75	7.50%	4	2,800	616,875	242
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.625	ha	80	/ha		**12,333,898**	**3,739**
SITE AREA - Gross	0.710	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-105,361**	**-168,577**	**-148,348**
Existing Use Value		710,227		1,000,000
Uplift	20%	142,045		200,000
Plus /ha	0	0		0
Benchmark Land Value		**852,273**		**1,200,000**
			£/m2	
Additional Profit		**-1,049,978**	**-382**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		**/unit or m2**	**Total**		
	Land			-105,361	
	Stamp Duty		0		
	Easements etc.		0		
	Legals /Acquisition	1.50%	-1,580	-1,580	
Fees					
	Planning		23,100		
	Professional	8.00%	709,931	733,031	
CONSTRUCTION					
	Build Cost	1,973	7,376,493		
	s106 / CIL / IT		750,000		
	Contingency	5.00%	368,825		
	Abnormals %	5.00%	368,825		
	£		10,000	8,874,142	
FINANCE					
	Fees	0%	0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents %	3.0%	370,017		
	Legals %	0.5%	61,669		
	£/unit	0	0		
	Misc. %	0.0%	0	431,686	**9,931,919**

Developers Profit			
Market Housing	% Value	17.50%	**1,748,600**
Affordable Housing	% Value	6.00%	**103,501**
First Homes	% Value	17.50%	**107,953**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-105,361
	Total	0

Stamp duty calc - Residual		
Land payment		852,273
	Total	32,114

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**750,000**

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	0	£/m2	0
		Total	**750,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

	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	20	20																			
Market Housing				0	0	0	1,998,400	3,996,800	3,996,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	304,013	608,025	608,025	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	40,992	81,984	81,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	123,375	246,750	246,750	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**	**2,466,780**	**4,933,559**	**4,933,559**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,580																							
Planning Fee	23,100																							
Professional	354,966		354,966																					
Build Cost - BCIS Base		0	491,766	1,475,299	2,458,831	1,967,065	983,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	50,000	150,000	250,000	200,000	100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	24,588	73,765	122,942	98,353	49,177	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,255	75,765	126,275	101,020	50,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	74,003	148,007	148,007	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,334	24,668	24,668	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**376,485**	**0**	**946,575**	**1,774,828**	**2,958,047**	**2,366,438**	**1,269,556**	**172,675**	**172,675**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-105,361**																							
Interest		4,067	4,128	18,388	45,287	90,337	127,188	111,138	41,392	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								1,748,600
Affordable for Rent																								103,501
First Homes																								107,953
Cash Flow	-271,125	-4,067	-950,703	-1,793,217	-3,003,334	-2,456,775	1,070,035	4,649,747	4,719,493	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,960,054
Opening Balance	0																							
Closing Balance	-271,125	-275,192	-1,225,895	-3,019,111	-6,022,445	-8,479,220	-7,409,185	-2,759,438	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	0

12/07/202210:19

Base Canterbury, Whitstable, Rural
Site 25

Site 25	**Medium Brown HD 20**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				20	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	77.7	70.64	70.00%	14	4,000	3,956,000	1,088
Affordable Overall			30%	6			
Affordable Rent	64.6	58.75	20.10%	4	2,500	590,438	260
Social Rent	64.6	58.75	0.00%	0	1,790	0	0
Shared Ownership	74.3	67.50	2.40%	0	2,800	90,720	36
First Homes	74.3	67.50	7.50%	2	2,800	283,500	111
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.250	ha	80	/ha		**4,920,658**	**1,495**
SITE AREA - Gross	0.284	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-56,455**	**-225,819**	**-198,721**
Existing Use Value		284,091		1,000,000
Uplift	20%	56,818		200,000
Plus /ha	0	0		0
Benchmark Land Value		**340,909**		**1,200,000**

		£/m2
Additional Profit	**-428,592**	**-394**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-56,455	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-847	-847	
Fees						
	Planning			9,240		
	Professional		8.00%	284,264	293,504	
CONSTRUCTION						
	Build Cost		1,973	2,948,449		
	s106 / CIL / IT			300,000		
	Contingency		5.00%	147,422		
	Abnormals	%	5.00%	147,422		
		£		10,000	3,553,294	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	147,620		
	Legals	%	0.5%	24,603		
		£/unit	0	0		
	Misc.	%	0.0%	0	172,223	**3,961,719**

Developers Profit				
	Market Housing	% Value	17.50%	**692,300**
	Affordable Housing	% Value	6.00%	**40,869**
	First Homes	% Value	17.50%	**49,613**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		-56,455
	Total	0

Stamp duty calc - Residual		
Land payment		340,909
	Total	6,545

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**300,000**

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	0	£/m2	0
		Total	**300,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			10	10								
Market Housing				0	0	0	1,978,000	1,978,000	0	0	0	0
Affordable Rent				0	0	0	295,219	295,219	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	45,360	45,360	0	0	0	0
First Homes				0	0	0	141,750	141,750	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,460,329**	**2,460,329**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	-847											
Planning Fee	9,240											
Professional	142,132		142,132									
Build Cost - BCIS Base		0	491,408	982,816	982,816	491,408	0	0	0	0	0	0
s106/CIL/Tariff		0	50,000	100,000	100,000	50,000	0	0	0	0	0	0
Contingency		0	24,570	49,141	49,141	24,570	0	0	0	0	0	0
Abnormals		0	26,237	52,474	52,474	26,237	0	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	73,810	73,810	0	0	0	0
Legals	0	0	0	0	0	0	12,302	12,302	0	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**150,525**	**0**	**734,347**	**1,184,431**	**1,184,431**	**592,216**	**86,112**	**86,112**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-56,455**											
Interest		1,411	1,432	12,469	30,422	48,645	58,258	23,519	0	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-94,070	-1,411	-735,780	-1,196,900	-1,214,854	-640,861	2,315,959	2,350,698	0	0	0	0
Opening Balance	0											
Closing Balance	-94,070	-95,481	-831,261	-2,028,161	-3,243,015	-3,883,876	-1,567,917	782,782	782,782	782,782	782,782	782,782

	Year 4				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												692,300
Affordable for Rent												40,869
First Homes												49,613
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-782,782
Opening Balance												
Closing Balance	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	0

Base Canterbury, Whitstable, Rural
Site 26

Site 26	Small Brown 10 HD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				10	£/m2	£	m2
	Gross	Net					
Market Housing	79.7	72.43	70.00%	7	4,000	2,028,000	558
Affordable Overall			30%	3			
Affordable Rent	74.3	67.50	20.10%	2	2,500	339,188	149
Social Rent	74.3	67.50	0.00%	0	1,790	0	0
Shared Ownership	67.1	61.00	2.40%	0	2,800	40,992	16
First Homes	67.1	61.00	7.50%	1	2,800	128,100	50
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.125	ha	80	/ha		2,536,280	773
SITE AREA - Gross	0.142	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-27,619	-220,952	-194,438
Existing Use Value		142,045		1,000,000
Uplift	20%	28,409		200,000
Plus /ha	0	0		0
Benchmark Land Value		170,455		1,200,000
			£/m2	
Additional Profit		-210,656	-378	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-27,619	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-414	-414	
Fees						
	Planning			4,620		
	Professional		8.00%	146,648	151,268	
CONSTRUCTION						
	Build Cost		1,973	1,525,547		
	s106 / CIL / IT			150,000		
	Contingency		5.00%	76,277		
	Abnormals	%	5.00%	76,277		
		£		5,000	1,833,102	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	76,088		
	Legals	%	0.5%	12,681		
		£/unit	0	0		
	Misc.	%	0.0%	0	88,770	2,045,106

Developers Profit				
	Market Housing	% Value	17.50%	354,900
	Affordable Housing	% Value	6.00%	22,811
	First Homes	% Value	17.50%	22,418

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		
No dwgs under 50	10	462	4,620
No dwgs over 50	0	138	0
		Total	4,620

Stamp duty calc - Residual		
Land payment		-27,619
	Total	0

Stamp duty calc - Residual		
Land payment		170,455
	Total	409

Pre CIL s106	15,000	£/ Unit (all)	
		Total	150,000

Post CIL s106	15,000	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	150,000

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

		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				5	5																				
Market Housing					0	0	0	1,014,000	1,014,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	169,594	169,594	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	20,496	20,496	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	64,050	64,050	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**	**1,268,140**	**1,268,140**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-414																							
Planning Fee		4,620																							
Professional		73,324		73,324																					
Build Cost - BCIS Base			0	254,258	508,516	508,516	254,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	25,000	50,000	50,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	12,713	25,426	25,426	12,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	13,546	27,092	27,092	13,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	38,044	38,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	6,341	6,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**77,530**	**0**	**378,841**	**611,034**	**611,034**	**305,517**	**44,385**	**44,385**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-27,619**																							
	Interest		749	760	6,454	15,716	25,117	30,077	12,172	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									354,900
Affordable for Rent																									22,811
First Homes																									22,418
	Cash Flow	-49,911	-749	-379,601	-617,488	-626,750	-330,634	1,193,678	1,211,583	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-400,128
	Opening Balance	0																							
	Closing Balance	-49,911	-50,659	-430,260	-1,047,748	-1,674,498	-2,005,133	-811,455	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	0

Base Canterbury, Whitstable, Rural
Site 27

Site 27	**BTR Green 50**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				50	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	100.0	100.00	70.00%	35	2,800	9,800,000	3,500
Affordable Overall			30%	15			
Affordable Rent	77.7	75.93	20.10%	10	2,500	1,907,825	781
Social Rent	77.7	75.93	0.00%	0	1,790	0	0
Shared Ownership	77.7	75.93	2.40%	1	1,960	178,595	93
First Homes	77.7	75.93	7.50%	4	1,960	558,110	291
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.429	ha	35	/ha		**12,444,530**	**4,665**
SITE AREA - Gross	2.511	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-2,089,062	-1,462,343	-832,063
Existing Use Value		62,768		25,000
Uplift	0%	0		0
Plus /ha	350,000	878,745		350,000
Benchmark Land Value		**941,513**		**375,000**

		£/m2
Additional Profit	-2,539,580	-726

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-2,089,062	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-31,336	-31,336	
Fees						
	Planning			23,100		
	Professional		8.00%	876,963	900,063	
CONSTRUCTION						
	Build Cost		1,897	8,850,690		
	s106 / CIL / IT			1,404,500		
	Contingency		5.00%	442,535		
	Abnormals	%	2.00%	177,014		
		£		87,300	10,962,039	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	373,336		
	Legals	%	0.5%	62,223		
		£/unit	0	0		
	Misc.	%	0.0%	0	435,559	**10,177,263**

Developers Profit				
	Market Housing	% Value	15.00%	**1,470,000**
	Affordable Housing	% Value	15.00%	**312,963**
	First Homes	% Value	15.00%	**83,717**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-2,089,062
	Total	0

Stamp duty calc - Residual		
Land payment		941,513
	Total	36,576

Pre CIL s106	15,000	£/ Unit (all)
	Total	**750,000**

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	187	£/m2	654,500
		Total	**1,404,500**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,533.98
CO2 Plus	%	6.80%	104.31
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,647.60
Site Costs	Base	15.00%	247.14
	BNG	0.15%	2.47
			1,897.21

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				16	17	17							
Market Housing					0	0	0	3,136,000	3,332,000	3,332,000	0	0	0
Affordable Rent					0	0	0	610,504	648,661	648,661	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	57,150	60,722	60,722	0	0	0
First Homes					0	0	0	178,595	189,757	189,757	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**3,982,250**	**4,231,140**	**4,231,140**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-31,336											
Planning Fee		23,100											
Professional		438,482		438,482									
Build Cost - BCIS Base			0	944,074	1,947,152	2,950,230	2,006,156	1,003,078	0	0	0	0	0
s106/CIL/Tariff			654,500	80,000	165,000	250,000	170,000	85,000	0	0	0	0	0
Contingency			0	47,204	97,358	147,512	100,308	50,154	0	0	0	0	0
Abnormals			0	28,193	58,149	88,105	59,911	29,956	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	119,467	126,934	126,934	0	0	0
Legals		0	0	0	0	0	0	19,911	21,156	21,156	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**430,246**	**654,500**	**1,537,952**	**2,267,658**	**3,435,846**	**2,336,375**	**1,307,566**	**148,090**	**148,090**	**0**	**0**	**0**
For Residual Valuation	Land	**-2,089,062**											
	Interest		0	0	8,005	42,139	94,309	130,770	92,611	32,754	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	1,658,816	-654,500	-1,537,952	-2,275,663	-3,477,986	-2,430,685	2,543,914	3,990,440	4,050,296	0	0	0
	Opening Balance	0											
	Closing Balance	1,658,816	1,004,316	-533,636	-2,809,299	-6,287,285	-8,717,970	-6,174,056	-2,183,617	1,866,680	1,866,680	1,866,680	1,866,680

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,470,000
Affordable for Rent													312,963
First Homes													83,717
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,866,680
	Opening Balance												
	Closing Balance	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	0

Base Canterbury, Whitstable, Rural
Site 28

Site 28	BTR 60 - Flats

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	63.1	57.36	70.00%	42	2,800	6,745,200	2,650
Affordable Overall			30%	18			
Affordable Rent	60.9	55.33	20.10%	12	2,500	1,668,300	734
Social Rent	60.9	55.33	0.00%	0	1,790	0	0
Shared Ownership	60.9	55.33	2.40%	1	1,960	156,173	88
First Homes	60.9	55.33	7.50%	5	1,960	488,040	274
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.750	ha	80	/ha		9,057,713	3,746
SITE AREA - Gross	0.852	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-2,639,334**	**-3,519,113**	**-3,096,819**
Existing Use Value		852,273		1,000,000
Uplift	20%	170,455		200,000
Plus /ha	0	0		0
Benchmark Land Value		**1,022,727**		**1,200,000**
			£/m2	
Additional Profit		**-1,460,327**	**-551**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -2,856,516

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-2,639,334	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-39,590	-39,590	
Fees						
	Planning			24,480		
	Professional		8.00%	722,974	747,454	
CONSTRUCTION						
	Build Cost		1,973	7,388,346		
	s106 / CIL / IT			900,000		
	Contingency		5.00%	369,417		
	Abnormals	%	5.00%	369,417		
		£		10,000	9,037,180	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	271,731		
	Legals	%	0.5%	45,289		
		£/unit	0	0		
	Misc.	%	0.0%	0	317,020	**7,422,730**

Developers Profit				
	Market Housing	% Value	15.00%	**1,011,780**
	Affordable Housing	% Value	15.00%	**273,671**
	First Homes	% Value	15.00%	**73,206**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-2,639,334
	Total	0

Stamp duty calc - Residual		
Land payment		1,022,727
	Total	40,636

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**900,000**

Post CIL s106	15,000	£/ Unit (all)	900,000
CIL	0	£/m2	0
		Total	**900,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				30	30								
Market Housing					0	0	0	3,372,600	3,372,600	0	0	0	0
Affordable Rent					0	0	0	834,150	834,150	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	78,086	78,086	0	0	0	0
First Homes					0	0	0	244,020	244,020	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**4,528,856**	**4,528,856**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-39,590											
Planning Fee		24,480											
Professional		361,487		361,487									
Build Cost - BCIS Base			0	1,231,391	2,462,782	2,462,782	1,231,391	0	0	0	0	0	0
s106/CIL/Tariff			0	150,000	300,000	300,000	150,000	0	0	0	0	0	0
Contingency			0	61,570	123,139	123,139	61,570	0	0	0	0	0	0
Abnormals			0	63,236	126,472	126,472	63,236	0	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	135,866	135,866	0	0	0	0
Legals		0	0	0	0	0	0	22,644	22,644	0	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**346,377**	**0**	**1,867,684**	**3,012,393**	**3,012,393**	**1,506,197**	**158,510**	**158,510**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-2,639,334**											
	Interest		0	0	0	38,807	84,575	108,436	44,508	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	2,292,957	0	-1,867,684	-3,012,393	-3,051,200	-1,590,772	4,261,910	4,325,839	0	0	0	0
	Opening Balance	0											
	Closing Balance	2,292,957	2,292,957	425,273	-2,587,120	-5,638,320	-7,229,092	-2,967,182	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,011,780
Affordable for Rent													273,671
First Homes													73,206
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,358,657
	Opening Balance												
	Closing Balance	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	0

12/07/202210:19

Base Sturry
Cover

Canterbury CC (December 2022 v2) - Post-Consultation

12/07/2022
10:22

V Large Green 300								Rounded
1	UNITS	**300**		Aff - rentec	67%	% of Aff	60.3	60
	Affordable	30%	90	Shared Ow	8%		7.20	7
				First Home	25%	% of Aff	22.5	23
							90	90

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	14.972		Sub Area	Sturry
Net:Gross	58%		Gross	14.778	ha	Green Brov	Green
			Net	8.571	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	210		Rounded	m2	m2	Circulation	60		Rounded	m2	7		Rounded	m2	23		Rounded	m2
Terrace	2	72	0.0%	15%	31.50	31	2,232	70	0.0%	15%	9.00	9	630	15%	1.05	1	70	15%	3.45	4	280
Terrace	3	85	0.0%	20%	42.00	42	3,570	84	0.0%	20%	12.00	12	1,008	20%	1.40	1	84	20%	4.60	5	420
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	31.50	32	2,624	79	0.0%	10%	6.00	6	474	10%	0.70	1	79	10%	2.30	2	158
Semi	3	100	0.0%	20%	42.00	42	4,200	93	0.0%	10%	6.00	6	558	10%	0.70	1	93	10%	2.30	2	186
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	6.00	6	636	10%	0.70	1	106	10%	2.30	2	212
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	42.00	42	5,250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	21.00	21	2,940	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	9.00	9	386	15%	1.05	1	43	15%	3.45	3	129
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	12.00	12	805	20%	1.40	1	67	20%	4.60	5	336
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**210.00**	**210**	**20,816**			**100%**	**60.00**	**60**	**4,497**	**100%**	**7.00**	**7**	**542**	**100%**	**23.00**	**23**	**1,720**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	3,212	4,095,300
Terrace	3		1,275		1,275	5,082	6,479,550
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	3,335	4,288,810
Semi	3		1,286		1,286	5,037	6,477,582
Semi	4		1,286		1,286	954	1,226,844
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	5,250	7,607,250
Det	5		1,449		1,449	2,940	4,260,060
Flat to5	1		1,461		1,461	558	814,800
Flat to5	2		1,461		1,461	1,208	1,764,596
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						27,576	37,014,792

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	45	1.87	84
Terrace	3	60	2.52	151
Terrace	4	0	3.19	0
Semi	2	41	1.87	77
Semi	3	51	2.52	129
Semi	4	9	3.19	29
Det	3	0	2.52	0
Det	4	42	3.19	134
Det	5	21	3.19	67
Flat to5	1	13	1.33	17
Flat to5	2	18	1.87	34
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**721**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
8.875	**ha**

Open Space Required	6.400
Gross - Net	6.207
Shortfall / Surplus	-0.193

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	210	20,816	99.12	20,816	99.12
Aff - rented	60	4,497	74.96	4,389	73.15
Shared Ownership	7	542	77.43	532	76.00
First Homes	23	1,720	74.79	1,678	72.96
	300	**27,576**		**27,415**	

Large 200								Rounded
2	UNITS	**200**		Aff - rentec	67%	% of Aff	40.2	40
	Affordable	30%	60	Shared Ow	8%		4.80	5
				First Home	25%	% of Aff	15	2
							60	47

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	9.733		Sub Area	Sturry
Net:Gross	58%		Gross	9.852	ha	Green Brov	Green
			Net	5.714	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	140		Rounded	m2	m2	Circulation	40		Rounded	m2	5		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	21.00	21	1,512	70	0.0%	15%	6.00	6	420	15%	0.75	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	20%	28.00	28	2,380	84	0.0%	20%	8.00	8	672	20%	1.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	21.00	21	1,722	79	0.0%	10%	4.00	4	316	10%	0.50	1	79	10%	0.20	0	0
Semi	3	100	0.0%	20%	28.00	28	2,800	93	0.0%	10%	4.00	4	372	10%	0.50	1	93	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	4.00	4	424	10%	0.50	1	106	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	28.00	28	3,500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	14.00	14	1,960	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	6.00	6	257	15%	0.75	1	43	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	8.00	8	537	20%	1.00	1	67	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**140.00**	**140**	**13,874**			**100%**	**40.00**	**40**	**2,998**	**100%**	**5.00**	**5**	**388**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	2,072	3,002,328
Terrace	3			1,449	1,449	3,052	4,422,348
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	2,117	3,097,171
Semi	3			1,463	1,463	3,265	4,776,695
Semi	4			1,463	1,463	530	775,390
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	3,500	5,834,500
Det	5			1,667	1,667	1,960	3,267,320
Flat to5	1			1,659	1,659	300	498,198
Flat to5	2			1,659	1,659	604	1,001,870
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						17,400	26,675,820

1,533 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	29	1.87	54
Terrace	3	36	2.52	91
Terrace	4	0	3.19	0
Semi	2	26	1.87	49
Semi	3	33	2.52	83
Semi	4	5	3.19	16
Det	3	0	2.52	0
Det	4	28	3.19	89
Det	5	14	3.19	45
Flat to5	1	7	1.33	9
Flat to5	2	9	1.87	17
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**453**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	4.019
Gross - Net	4.138
Shortfall / Surplus	0.119

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		140	13,874	99.10	13,874	99.10
Aff - rented		40	2,998	74.96	2,926	73.15
Shared Ownership		5	388	77.60	378	75.60
First Homes		2	140	70.00	140	70.00
		187	**17,400**		**17,318**	

Large Green 100								Rounded
3	UNITS	**100**		Aff - rentec	67%	% of Aff	20.1	20
	Affordable	30%	30	Shared Ow	8%		2.40	2
				First Home	25%	% of Aff	7.5	8
							30	30

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	4.992		Sub Area	Sturry
Net:Gross	60%		Gross	4.762	ha	Green Brov	Green
			Net	2.857	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%	15%	10.50	10	720	70	0.0%	15%	3.00	3	210	15%	0.30	2	140	15%	1.20	0	0
Terrace	3	85	0.0%	20%	14.00	14	1,190	84	0.0%	20%	4.00	4	336	20%	0.40	0	0	20%	1.60	2	168
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	10.50	11	902	79	0.0%	10%	2.00	2	158	10%	0.20	0	0	10%	0.80	1	79
Semi	3	100	0.0%	20%	14.00	14	1,400	93	0.0%	10%	2.00	2	186	10%	0.20	0	0	10%	0.80	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	2.00	2	212	10%	0.20	0	0	10%	0.80	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	14.00	14	1,750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	7.00	7	980	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	3.00	3	129	15%	0.30	0	0	15%	1.20	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	4.00	4	268	20%	0.40	0	0	20%	1.60	2	134
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**70.00**	**70**	**6,942**			**100%**	**20.00**	**20**	**1,499**	**100%**	**2.00**	**2**	**140**	**100%**	**8.00**	**8**	**623**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	1,070	1,550,430
Terrace	3			1,449	1,449	1,694	2,454,606
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	1,139	1,666,357
Semi	3			1,463	1,463	1,679	2,456,377
Semi	4			1,463	1,463	318	465,234
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	1,750	2,917,250
Det	5			1,667	1,667	980	1,633,660
Flat to5	1			1,659	1,659	172	284,684
Flat to5	2			1,659	1,659	403	667,913
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						9,204	14,096,512

1,532 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	15	1.87	28
Terrace	3	20	2.52	50
Terrace	4	0	3.19	0
Semi	2	14	1.87	26
Semi	3	17	2.52	43
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	14	3.19	45
Det	5	7	3.19	22
Flat to5	1	4	1.33	5
Flat to5	2	6	1.87	11
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**241**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	2.135
Gross - Net	1.905
Shortfall / Surplus	-0.230

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	6,942	99.17	6,942	99.17
Aff - rented		20	1,499	74.96	1,463	73.15
Shared Ownership		2	140	70.00	140	70.00
First Homes		8	623	77.89	607	75.88
		100	**9,204**		**9,152**	

Medium Green 50

									Rounded
4	UNITS	**50**		Aff - rentec	67%	% of Aff		10.05	10
	Affordable	30%	15	Shared Ow	8%			1.20	1
				First Home	25%	% of Aff		3.75	4
								15	15

Modelling			
Density	35	units/ha	
Net:Gross	78%		
Area ha			
Total	2.488		
Gross	1.832	ha	
Net	1.429	ha	

Characteristics	
Sub Area	Sturry
Green Brov	Green
Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	15%	1.50	1	70	15%	0.15	1	70	15%	0.60	1	70
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	2.00	2	168	20%	0.20	0	0	20%	0.80	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	10%	1.00	1	79	10%	0.10	0	0	10%	0.40	0	0
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	10%	1.00	1	93	10%	0.10	0	0	10%	0.40	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.00	1	106	10%	0.10	0	0	10%	0.40	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	1.50	2	86	15%	0.15	0	0	15%	0.60	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	2.00	2	134	20%	0.20	0	0	20%	0.80	1	67
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**10.00**	**10**	**736**	**100%**	**1.00**	**1**	**70**	**100%**	**4.00**	**4**	**264**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	570	825,930
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	489	715,407
Semi	3			1,463	1,463	793	1,160,159
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	129	213,513
Flat to5	2			1,659	1,659	201	333,957
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,570	7,023,492
							1,537 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	8	1.87	15
Terrace	3	10	2.52	25
Terrace	4	0	3.19	0
Semi	2	6	1.87	11
Semi	3	8	2.52	20
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	3	1.33	4
Flat to5	2	3	1.87	6
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**119**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.060
Gross - Net	0.403
Shortfall / Surplus	-0.657

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		10	736	73.60	716	71.60
Shared Ownership		1	70	70.00	70	70.00
First Homes		4	264	66.00	254	63.50
		50	**4,570**		**4,540**	

Medium Green 30									Rounded
5	UNITS	**30**		Aff - rentec	67%	% of Aff		6.03	6
	Affordable	30%	9	Shared Ow	8%			0.72	1
				First Home	25%	% of Aff		2.25	2
								9	9

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	1.490		Sub Area	Sturry
Net:Gross	78%		Gross	1.099	ha	Green Brov	Green
			Net	0.857	ha	Use	Agricultural

	Beds	m2	Circulation	**Market**				m2	Circulation	**Affordable for Rent**				**Shared Ownership**				**First Homes**			
				21		Rounded	m2			6		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	3.15	4	288	70	0.0%	15%	0.90	0	0	15%	0.15	1	70	15%	0.30	2	140
Terrace	3	85	0.0%	20%	4.20	4	340	84	0.0%	20%	1.20	1	84	20%	0.20	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	3.15	3	246	79	0.0%	10%	0.60	1	79	10%	0.10	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	4.20	4	400	93	0.0%	10%	0.60	1	93	10%	0.10	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.60	1	106	10%	0.10	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	4.20	4	500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	2.10	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	0.90	1	43	15%	0.15	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	1.20	1	67	20%	0.20	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**21.00**	**21**	**2,054**			**100%**	**6.00**	**6**	**472**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	498	721,602
Terrace	3			1,449	1,449	424	614,376
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	325	475,475
Semi	3			1,463	1,463	493	721,259
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	500	833,500
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						2,736	4,170,540

1,524 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	7	1.87	13
Terrace	3	5	2.52	13
Terrace	4	0	3.19	0
Semi	2	4	1.87	7
Semi	3	5	2.52	13
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	2	3.19	6
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**71**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.633
Gross - Net	0.242
Shortfall / Surplus	-0.391

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		21	2,054	97.81	2,054	97.81
Aff - rented		6	472	78.67	462	77.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	140	70.00	140	70.00
		30	**2,736**		**2,726**	

Medium Green 30 LD								Rounded	Modelling			Area ha			Characteristics	
6	UNITS	30		Aff - rentec	67%	% of Aff	6.03	6	Density	25	units/ha	Total	1.868		Sub Area	Sturry
	Affordable	30%	9	Shared Ow	8%		0.72	1	Net:Gross	78%		Gross	1.538	ha	Green Brov	Green
				First Home	25%	% of Aff	2.25	2				Net	1.200	ha	Use	Agricultural
							9	9								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	21		Rounded	m2	m2	Circulation	6		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.90	0	0	15%	0.15	1	70	15%	0.30	2	140
Terrace	3	85	0.0%	10%	2.10	2	170	84	0.0%	20%	1.20	1	84	20%	0.20	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	4.20	5	410	79	0.0%	10%	0.60	1	79	10%	0.10	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	4.20	4	400	93	0.0%	10%	0.60	1	93	10%	0.10	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.60	1	106	10%	0.10	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	6.30	6	750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	4.20	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.90	1	43	15%	0.15	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	1.20	1	67	20%	0.20	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**21.00**	**21**	**2,290**			**100%**	**6.00**	**6**	**472**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	254	368,046
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	489	715,407
Semi	3			1,463	1,463	493	721,259
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	750	1,250,250
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						2,972	4,630,340

1,558 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	3	2.52	8
Terrace	4	0	3.19	0
Semi	2	6	1.87	11
Semi	3	5	2.52	13
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	6	3.19	19
Det	5	4	3.19	13
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**75**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.668
Gross - Net	0.338
Shortfall / Surplus	-0.330

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	21	2,290	109.05	2,290	109.05
Aff - rented	6	472	78.67	462	77.00
Shared Ownership	1	70	70.00	70	70.00
First Homes	2	140	70.00	140	70.00
	30	**2,972**		**2,962**	

Medium Green 20

								Rounded
7	UNITS	20		Aff - rentec	67%	% of Aff	4.02	4
	Affordable	30%	6	Shared Ow	8%		0.48	0
				First Home	25%	% of Aff	1.5	2
							6	6

Modelling			Area ha			Characteristics
Density	35	units/ha	Total	0.986		Sub Area Sturry
Net:Gross	78%		Gross	0.733	ha	Green Brov Green
			Net	0.571	ha	Use Agricultural

	Beds	m2	Circulation	Market 14		Rounded	m2
Terrace	2	72	0.0%	15%	2.10	2	144
Terrace	3	85	0.0%	20%	2.80	3	255
Terrace	4	100	0.0%		0.00	0	0
Semi	2	82	0.0%	15%	2.10	2	164
Semi	3	100	0.0%	20%	2.80	3	300
Semi	4	120	0.0%		0.00	0	0
Det	3	110	0.0%		0.00	0	0
Det	4	125	0.0%	20%	2.80	3	375
Det	5	140	0.0%	10%	1.40	1	140
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0
				100%	**14.00**	**14**	**1,378**

			Affordable for Rent				Shared Ownership				First Homes			
	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	70	0.0%	15%	0.60	1	70	15%	0.00	0	0	15%	0.30	2	140
Terrace	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	79	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	93	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	106	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Det	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	39	10.0%	15%	0.60	1	43	15%	0.00	0	0	15%	0.30	0	0
Flat to5	61	10.0%	20%	0.80	1	67	20%	0.00	0	0	20%	0.40	0	0
Flat to5	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
			100%	**4.00**	**4**	**264**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	354	512,946
Terrace	3			1,449	1,449	339	491,211
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,782	2,723,984
							1,529 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	5	1.87	9
Terrace	3	4	2.52	10
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	1	3.19	3
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**47**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.414
Gross - Net	0.161
Shortfall / Surplus	-0.253

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,378	98.43	1,378	98.43
Aff - rented		4	264	66.00	254	63.50
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		20	**1,782**		**1,772**	

Medium Green 20 LD

								Rounded
8	UNITS	**20**		Aff - rentec	70%	% of Aff	4.2	4
	Affordable	30%	6	Shared Ow	5%		0.30	0
				First Home	25%	% of Aff	1.5	2
							6	6

Modelling			Area ha			Characteristics	
Density	25	units/ha	Total	1.238		Sub Area	Sturry
Net:Gross	78%		Gross	1.026	ha	Green Brov	Green
			Net	0.800	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.60	1	70	15%	0.00	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	10%	1.40	1	85	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	2.80	3	246	79	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	4.20	4	500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	2.80	3	420	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.60	1	43	15%	0.00	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.80	1	67	20%	0.00	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,551**			**100%**	**4.00**	**4**	**264**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	169	244,881
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	500	833,500
Det	5			1,667	1,667	420	700,140
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,955	3,064,099

1,567 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	2	2.52	5
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	3	3.19	10
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**49**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.438
Gross - Net	0.226
Shortfall / Surplus	-0.212

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,551	110.79	1,551	110.79
Aff - rented		4	264	66.00	254	63.50
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		20	**1,955**		**1,945**	

Medium Green 12

								Rounded	Modelling			Area ha			Characteristics	
9	UNITS	12		Aff - rentec	67%	% of Aff	2.412	2	Density	35	units/ha	Total	0.600		Sub Area	Sturry
	Affordable	30%	3.6	Shared Ow	8%		0.29	0	Net:Gross	78%		Gross	0.440	ha	Green Brov	Green
				First Home	25%	% of Aff	0.9	1				Net	0.343	ha	Use	Paddock
							3.6	3								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%	15%	1.26	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	2	140
Terrace	3	85	0.0%	20%	1.68	2	170	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	1.26	1	82	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	20%	1.68	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.68	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	0.84	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**8.40**	**8**	**842**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	280	405,720
Terrace	3			1,449	1,449	170	246,330
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,122	1,714,746
							1,528 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.87	7
Terrace	3	2	2.52	5
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**29**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.257
Gross - Net	0.097
Shortfall / Surplus	-0.161

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		8	842	105.25	842	105.25
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		12	**1,122**		**1,122**	

Medium Green 12 LD

10	UNITS	**12**		Aff - rentec	67%	% of Aff
	Affordable	30%	3.6	Shared Ow	8%	
				First Home	25%	% of Aff

	Rounded
2.412	2
0.29	0
0.9	1
3.6	3

Modelling		
Density	25	units/ha
Net:Gross	78%	

Area ha		
Total	0.760	
Gross	0.615	ha
Net	0.480	ha

Characteristics	
Sub Area	Sturry
Green Brov	Green
Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	2	140
Terrace	3	85	0.0%	10%	0.84	1	85	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	1.68	2	164	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	20%	1.68	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	2.52	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	1.68	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**8.40**	**9**	**979**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	280	405,720
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,259	1,944,927

1,545 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.87	7
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	2	3.19	6
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**32**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.280
Gross - Net	0.135
Shortfall / Surplus	-0.145

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	979	108.78	979	108.78
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		13	**1,259**		**1,259**	

Small Green 9								Rounded
11	UNITS	**9**		Aff - rentec	67%	% of Aff	0	0
	Affordable	0%	0	Shared Ow	8%		0.00	0
				First Home	25%	% of Aff	0	0
							0	0

Modelling			Area ha		
Density	35	units/ha	Total	0.257	
Net:Gross	100%		Gross	0.257	ha
			Net	0.257	ha

Characteristics	
Sub Area	Sturry
Green Brov	Green
Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	9		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	30%	2.70	3	246	79	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	3	100	0.0%	40%	3.60	3	300	93	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	2.70	3	375	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**9.00**	**9**	**921**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						921	1,423,923
							1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**23**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.202
Gross - Net	0.000
Shortfall / Surplus	-0.202

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	921	102.33	921	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		9	921		921	

Small Green 9 LD

12	UNITS	9	Aff - rentec	67%	% of Aff
	Affordable	0%	0 Shared Ow	8%	
			First Home	25%	% of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling		
Density	25	units/ha
Net:Gross	100%	

Area ha		
Total	0.360	
Gross	0.360	ha
Net	0.360	ha

Characteristics	
Sub Area	Sturry
Green Brov	Green
Use	Paddock

				Market			
	Beds	m2	Circulation	9		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0
Semi	2	82	0.0%	30%	2.70	3	246
Semi	3	100	0.0%	40%	3.60	3	300
Semi	4	120	0.0%		0.00	0	0
Det	3	110	0.0%		0.00	0	0
Det	4	125	0.0%	30%	2.70	3	375
Det	5	140	0.0%		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0
				100%	**9.00**	**9**	**921**

				Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	70	0.0%	15%	0.00	0	0	15%	0.00		0	15%	0.00	0	0
Terrace	3	84	0.0%	20%	0.00	0	0	20%	0.00		0	20%	0.00	0	0
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	3	93	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	4	106	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	39	10.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	61	10.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						921	1,423,923
							1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**23**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.202
Gross - Net	0.000
Shortfall / Surplus	-0.202

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	921	102.33	921	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		9	921		921	

Small Green 9 LD - DRA/AONB

							Rounded
13	UNITS	9	Aff - rentec	67%	% of Aff	1.809	2
	Affordable	30%	2.7 Shared Ow	8%		0.22	0
			First Home	25%	% of Aff	0.675	1
						2.7	3

Modelling			Area ha			Characteristics	
Density	25	units/ha	Total	0.360		Sub Area	Sturry
Net:Gross	100%		Gross	0.360	ha	Green Brov	Green
			Net	0.360	ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6.3		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	1	70
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	30%	1.89	2	164	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	40%	2.52	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	1.89	2	250	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.30**	**6**	**614**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						824	1,253,572

1,521 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**21**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.184
Gross - Net	0.000
Shortfall / Surplus	-0.184

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	6	614	102.33	614	102.33
Aff - rented	2	140	70.00	140	70.00
Shared Ownership	0	0	70.00	0	70.00
First Homes	1	70	70.00	70	70.00
	9	**824**		**824**	

Small Green 6

							Rounded
14	UNITS	6	Aff - rentec	67%	% of Aff	0	0
	Affordable	0%	0 Shared Ow	8%		0.00	0
			First Home	25%	% of Aff	0	0
						0	0

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	0.171		Sub Area	Sturry
Net:Gross	100%		Gross	0.171	ha	Green Brov	Green
			Net	0.171	ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	2	82	0.0%	30%	1.80	2	164	79	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	3	100	0.0%	30%	1.80	2	200	93	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	125	0.0%	40%	2.40	2	250	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%		0.00	0	0		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	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
				100%	**6.00**	**6**	**614**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						614	949,282
							1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	614	102.33	614	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		6	614		614	

Small Green 6 LD								Rounded	Modelling			Area ha			Characteristics	
15	UNITS	**6**		Aff - rentec	67%	% of Aff	0	0	Density	25	units/ha	Total	0.240		Sub Area	Sturry
	Affordable	0%	0	Shared Ow	8%		0.00	0	Net:Gross	100%		Gross	0.240	ha	Green Brov	Green
				First Home	25%	% of Aff	0	0				Net	0.240	ha	Use	Paddock
							0	0								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0	0
Semi	3	100	0.0%	40%	2.40	2	200	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	1.80	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	30%	1.80	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.00**	**6**	**730**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						730	1,176,110

1,611 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	2	3.19	6
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**18**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.158
Gross - Net	0.000
Shortfall / Surplus	-0.158

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	730	121.67	730	121.67
Aff - rented		0	0	121.67	0	121.67
Shared Ownership		0	0	121.67	0	121.67
First Homes		0	0	121.67	0	121.67
		6	**730**		**730**	

Small Green 6 LD - DRA							Rounded
16	UNITS	**6**	Aff - rentec	67%	% of Aff	1.206	1
	Affordable	30%	1.8 Shared Ow	8%		0.14	0
			First Home	25%	% of Aff	0.45	0
						1.8	1

Modelling			Area ha			Characteristics	
Density	25	units/ha	Total	0.240		Sub Area	Sturry
Net:Gross	100%		Gross	0.240	ha	Green Brov	Green
			Net	0.240	ha	Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	1	70
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%	50%	2.10	2	220	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	50%	2.10	2	250	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**470**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	140	202,860
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	220	366,740
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						610	986,350
							1,617 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.87	4
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	2	2.52	5
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	470	117.50	470	117.50
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		6	**610**		**610**	

Small Green 3							Rounded	Modelling			Area ha			Characteristics	
17	UNITS	**3**	Aff - rentec	70%	% of Aff	0	0	Density	35	units/ha	Total	0.086		Sub Area	Sturry
	Affordable	0%	0 Shared Ow	5%		0.00	0	Net:Gross	100%		Gross	0.086	ha	Green Brov	Green
			First Home	25%	% of Aff	0	0				Net	0.086	ha	Use	Paddock
						0	0								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	3		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	100%	0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	67%	2.01	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	33%	0.99	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**3.00**	**3**	**390**			**100%**	**0.00**	**0**	**0**	**0%**	**0.00**	**0**	**0**	**0%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						390	650,130

1,667 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**10**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.085
Gross - Net	0.000
Shortfall / Surplus	-0.085

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	3	390	130.00	390	130.00
Aff - rented	0	0	130.00	0	130.00
Shared Ownership	0	0	130.00	0	130.00
First Homes	0	0	130.00	0	130.00
	3	**390**		**390**	

Large Brown 100							Rounded
18	UNITS	**100**	Aff - rentec	67%	% of Aff	20.1	20
	Affordable	30%	30 Shared Ow	8%		2.40	2
			First Home	25%	% of Aff	7.5	8
						30	30

Modelling			Area ha		
Density	40	units/ha	Total	3.205	
Net:Gross	78%		Gross	3.205	ha
			Net	2.500	ha

Characteristics	
Sub Area	Sturry
Green Brov	Brown
Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%	15%	10.50	10	720	70	0.0%	15%	3.00	3	210	15%	0.30	2	140	15%	1.20	0	0
Terrace	3	85	0.0%	20%	14.00	14	1,190	84	0.0%	20%	4.00	4	336	20%	0.40	0	0	20%	1.60	2	168
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	10.50	11	902	79	0.0%	10%	2.00	2	158	10%	0.20	0	0	10%	0.80	1	79
Semi	3	100	0.0%	20%	14.00	14	1,400	93	0.0%	10%	2.00	2	186	10%	0.20	0	0	10%	0.80	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	2.00	2	212	10%	0.20	0	0	10%	0.80	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	14.00	14	1,750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	7.00	7	980	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	3.00	3	129	15%	0.30	0	0	15%	1.20	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	4.00	4	268	20%	0.40	0	0	20%	1.60	2	134
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**70.00**	**70**	**6,942**			**100%**	**20.00**	**20**	**1,499**	**100%**	**2.00**	**2**	**140**	**100%**	**8.00**	**8**	**623**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	1,070	1,550,430
Terrace	3			1,449	1,449	1,694	2,454,606
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	1,139	1,666,357
Semi	3			1,463	1,463	1,679	2,456,377
Semi	4			1,463	1,463	318	465,234
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	1,750	2,917,250
Det	5			1,667	1,667	980	1,633,660
Flat to5	1			1,659	1,659	172	284,684
Flat to5	2			1,659	1,659	403	667,913
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						9,204	14,096,512

1,532 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	15	1.87	28
Terrace	3	20	2.52	50
Terrace	4	0	3.19	0
Semi	2	14	1.87	26
Semi	3	17	2.52	43
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	14	3.19	45
Det	5	7	3.19	22
Flat to5	1	4	1.33	5
Flat to5	2	6	1.87	11
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**241**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	2.135
Gross - Net	0.705
Shortfall / Surplus	-1.430

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	6,942	99.17	6,942	99.17
Aff - rented		20	1,499	74.96	1,463	73.15
Shared Ownership		2	140	70.00	140	70.00
First Homes		8	623	77.89	607	75.88
		100	**9,204**		**9,152**	

Medium Brown 50								Rounded	Modelling			Area ha		Characteristics	
19	UNITS	50	Aff - rentec	67%	% of Aff	10.05		10	Density	40	units/ha	Total	1.603	Sub Area	Sturry
	Affordable	30%	15 Shared Ow	8%		1.20		1	Net:Gross	78%		Gross	1.603 ha	Green Brov	Brown
			First Home	25%	% of Aff	3.75		4				Net	1.250 ha	Use	PDL
						15		15							

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	25%	2.50	1	70	25%	0.25	1	70	25%	1.00	1	70
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	2.00	2	168	20%	0.20	0	0	20%	0.80	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%	20%	2.00	2	194	20%	0.20	0	0	20%	0.80	1	97
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	20%	2.00	2	158	20%	0.20	0	0	20%	0.80	1	79
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	5%	0.50	1	93	5%	0.05	0	0	5%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.50	1	43	5%	0.05	0	0	5%	0.20	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	5%	0.50	1	67	5%	0.05	0	0	5%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**10.00**	**10**	**793**	**100%**	**1.00**	**1**	**70**	**100%**	**4.00**	**4**	**330**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	570	825,930
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	291	421,659
Semi	2			1,463	1,463	647	946,561
Semi	3			1,463	1,463	793	1,160,159
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,693	7,156,247
							1,525 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	8	1.87	15
Terrace	3	10	2.52	25
Terrace	4	3	3.19	10
Semi	2	8	1.87	15
Semi	3	8	2.52	20
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**123**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.093
Gross - Net	0.353
Shortfall / Surplus	-0.740

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		10	793	79.30	783	78.30
Shared Ownership		1	70	70.00	70	70.00
First Homes		4	330	82.50	330	82.50
		50	**4,693**		**4,683**	

Medium Brown 20								Rounded
20	UNITS	**20**		Aff - rentec	67%	% of Aff	4.02	4
	Affordable	30%	6	Shared Ow	8%		0.48	0
				First Home	25%	% of Aff	1.5	2
							6	6

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.641		Sub Area	Sturry
Net:Gross	78%		Gross	0.641	ha	Green Brov	Brown
			Net	0.500	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	2.10	2	144	70	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	1	70
Terrace	3	85	0.0%	20%	2.80	3	255	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	2.10	2	164	79	0.0%	15%	0.60	1	79	15%	0.00	0	0	15%	0.30	0	0
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%	25%	1.00	1	93	25%	0.00	0	0	25%	0.50	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	2.80	3	375	115	0.0%	15%	0.60	1	115	15%	0.00	0	0	15%	0.30	0	0
Det	5	140	0.0%	10%	1.40	1	140	119	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.20	0	0	5%	0.00	0	0	5%	0.10	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,378**			**100%**	**4.00**	**4**	**371**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**163**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	214	310,086
Terrace	3			1,449	1,449	339	491,211
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	243	355,509
Semi	3			1,463	1,463	486	711,018
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	490	816,830
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,912	2,918,034
							1,526 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	4	2.52	10
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	5	2.52	13
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**50**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.442
Gross - Net	0.141
Shortfall / Surplus	-0.301

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,378	98.43	1,378	98.43
Aff - rented		4	371	92.75	371	92.75
Shared Ownership		0	0	81.50	0	81.50
First Homes		2	163	81.50	163	81.50
		20	**1,912**		**1,912**	

Small Brown 10								Rounded
21	UNITS	10		Aff - rentec	67%	% of Aff	2.01	2
	Affordable	30%	3	Shared Ow	8%		0.24	0
				First Home	25%	% of Aff	0.75	1
							3	3

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.321		Sub Area	Sturry
Net:Gross	78%		Gross	0.321	ha	Green Brov	Brown
			Net	0.250	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	7		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%	15%	1.05	1	72	70	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	1	70
Terrace	3	85	0.0%	20%	1.40	1	85	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	1.05	1	82	79	0.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Semi	3	100	0.0%	20%	1.40	1	100	93	0.0%	25%	0.50	2	186	25%	0.00	0	0	25%	0.25	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.40	2	250	115	0.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Det	5	140	0.0%	10%	0.70	1	140	119	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.10	0	0	5%	0.00	0	0	5%	0.05	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**7.00**	**7**	**729**			**100%**	**2.00**	**2**	**186**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	142	205,758
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	286	418,418
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						985	1,517,437
							1,541 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.87	4
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**25**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.224
Gross - Net	0.071
Shortfall / Surplus	-0.154

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		7	729	104.14	729	104.14
Aff - rented		2	186	93.00	186	93.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		10	**985**		**985**	

Small Brown 6

22	UNITS	**6**		Aff - rentec	67%	% of Aff	0	0
	Affordable	0%	0	Shared Ow	8%		0.00	0
				First Home	25%	% of Aff	0	0
							0	0

(last two columns headed: | | Rounded |)

Modelling			
Density	40	units/ha	
Net:Gross	100%		

Area ha		
Total	0.150	
Gross	0.150	ha
Net	0.150	ha

Characteristics	
Sub Area	Sturry
Green Brov	Brown
Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%	15%	0.90	1	72	70	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Terrace	3	85	0.0%	20%	1.20	1	85	84	0.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	0.90	1	82	79	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Semi	3	100	0.0%	20%	1.20	1	100	93	0.0%	25%	0.00	0	0	25%	0.00	0	0	25%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.20	1	125	115	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Det	5	140	0.0%	10%	0.60	1	140	119	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.00	0	0	5%	0.00	0	0	5%	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.00**	**6**	**604**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	72	104,328
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	100	146,300
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	125	208,375
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						604	935,514
							1,549 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.87	2
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	1	2.52	3
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	1	3.19	3
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	6	604	100.67	604	100.67
Aff - rented	0	0	100.67	0	100.67
Shared Ownership	0	0	100.67	0	100.67
First Homes	0	0	100.67	0	100.67
	6	**604**		**604**	

Large Brown HD 100							Rounded	Modelling			Area ha		Characteristics	
23	UNITS	100	Aff - rentec	67%	% of Aff	20.1	20	Density	80	units/ha	Total	1.420	Sub Area	Sturry
	Affordable	30%	30 Shared Ow	8%		2.40	2	Net:Gross	88%		Gross	1.420 ha	Green Brov	Brown
			First Home	25%	% of Aff	7.5	8				Net	1.250 ha	Use	PDL
						30	30							

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	3.50	4	176	39	10.0%	20%	4.00	4	172	20%	0.40	0	0	20%	1.60	2	86
Flat to5	2	65	10.0%	35%	24.50	25	1,788	61	10.0%	50%	10.00	10	671	50%	1.00	1	67	50%	4.00	4	268
Flat to5	3	78	10.0%	60%	42.00	41	3,518	74	10.0%	30%	6.00	6	488	30%	0.60	1	81	30%	2.40	2	163
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**70.00**	**70**	**5,481**			**100%**	**20.00**	**20**	**1,331**	**100%**	**2.00**	**2**	**149**	**100%**	**8.00**	**8**	**517**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	433	719,011
Flat to5	2			1,659	1,659	2,794	4,635,246
Flat to5	3			1,659	1,659	4,250	7,051,414
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						7,478	12,405,670
							1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	10	1.33	13
Flat to5	2	40	1.87	75
Flat to5	3	50	2.52	126
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**214**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.900
Gross - Net	0.170
Shortfall / Surplus	-1.730

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	70	5,481	78.30	4,983	71.19
Aff - rented	20	1,331	66.55	1,210	60.50
Shared Ownership	2	149	74.25	135	67.50
First Homes	8	517	64.63	470	58.75
	100	**7,478**		**6,798**	

Medium Brown HD 50

							Rounded	Modelling			Area ha			Characteristics	
24	UNITS	50		Aff - rentec	67%	% of Aff	10.05	10	Density	80	units/ha	Total	0.710		Sub Area	Sturry
	Affordable	30%	15	Shared Ow	8%		1.20	1	Net:Gross	88%		Gross	0.710	ha	Green Brov	Brown
				First Home	25%	% of Aff	3.75	4				Net	0.625	ha	Use	PDL
							15	15								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	1.75	2	88	39	10.0%	20%	2.00	2	86	20%	0.20	0	0	20%	0.80	1	43
Flat to5	2	65	10.0%	35%	12.25	12	858	61	10.0%	50%	5.00	5	336	50%	0.50	1	67	50%	2.00	2	134
Flat to5	3	78	10.0%	60%	21.00	21	1,802	74	10.0%	30%	3.00	3	244	30%	0.30	0	0	30%	1.20	1	81
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**2,748**			**100%**	**10.00**	**10**	**666**	**100%**	**1.00**	**1**	**67**	**100%**	**4.00**	**4**	**259**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	217	359,505
Flat to5	2			1,659	1,659	1,395	2,313,973
Flat to5	3			1,659	1,659	2,127	3,529,357
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						3,739	6,202,835
							1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	5	1.33	7
Flat to5	2	20	1.87	37
Flat to5	3	25	2.52	63
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**107**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.950
Gross - Net	0.085
Shortfall / Surplus	-0.865

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	2,748	78.51	2,498	71.37
Aff - rented		10	666	66.55	605	60.50
Shared Ownership		1	67	67.10	61	61.00
First Homes		4	259	64.63	235	58.75
		50	**3,739**		**3,399**	

Medium Brown HD 20

							Rounded	Modelling			Area ha			Characteristics	
25	UNITS	**20**		Aff - rentec	67%	% of Aff	4.02	4	Density	80 units/ha	Total	0.284		Sub Area	Sturry
	Affordable	30%	6	Shared Ow	8%		0.48	0	Net:Gross	88%	Gross	0.284	ha	Green Brov	Brown
				First Home	25%	% of Aff	1.5	2			Net	0.250	ha	Use	PDL
							6	6							

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	0.70	1	44	39	10.0%	20%	0.80	1	43	20%	0.00	0	0	20%	0.40	0	0
Flat to5	2	65	10.0%	35%	4.90	5	358	61	10.0%	50%	2.00	2	134	50%	0.00	0	0	50%	1.00	1	67
Flat to5	3	78	10.0%	60%	8.40	8	686	74	10.0%	30%	1.20	1	81	30%	0.00	0	0	30%	0.60	1	81
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,088**			**100%**	**4.00**	**4**	**259**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**149**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	87	144,167
Flat to5	2			1,659	1,659	559	927,049
Flat to5	3			1,659	1,659	849	1,408,823
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,495	2,480,039
							1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	2	1.33	3
Flat to5	2	8	1.87	15
Flat to5	3	10	2.52	25
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**43**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.380
Gross - Net	0.034
Shortfall / Surplus	-0.346

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,088	77.71	989	70.64
Aff - rented		4	259	64.63	235	58.75
Shared Ownership		0	0	74.25	0	67.50
First Homes		2	149	74.25	135	67.50
		20	**1,495**		**1,359**	

Small Brown 10 HD

26	UNITS	10		Aff - rentec	67%	% of Aff		Rounded	
	Affordable	30%	3	Shared Ow	8%		2.01	2	
				First Home	25%	% of Aff	0.24	0	
							0.75	1	
							3	3	

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	0.142		Sub Area	Sturry
Net:Gross	88%		Gross	0.142	ha	Green Brov	Brown
			Net	0.125	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	7		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	0.35	0	0	39	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	2	65	10.0%	35%	2.45	3	215	61	10.0%	50%	1.00	1	67	50%	0.00	0	0	50%	0.50	1	67
Flat to5	3	78	10.0%	60%	4.20	4	343	74	10.0%	30%	0.60	1	81	30%	0.00	0	0	30%	0.30	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**7.00**	**7**	**558**			**100%**	**2.00**	**2**	**149**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**67**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	349	578,493
Flat to5	3			1,659	1,659	425	704,411
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						773	1,282,905

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	5	1.87	9
Flat to5	3	5	2.52	13
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**22**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.195
Gross - Net	0.017
Shortfall / Surplus	-0.178

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		7	558	79.67	507	72.43
Aff - rented		2	149	74.25	135	67.50
Shared Ownership		0	0	67.10	0	61.00
First Homes		1	67	67.10	61	61.00
		10	**773**		**703**	

BTR Green **50**								Rounded
27	UNITS	**50**		Aff - rentec	100%	% of Aff	15	15
	Affordable	30%	15	Shared Ow	0%		0.00	0
				First Home	0%	% of Aff	0	0
							15	15

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	2.511		Sub Area	Sturry
Net:Gross	78%		Gross	1.832	ha	Green Brov	Green
			Net	1.429	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	15		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	15%	2.25	1	70	15%	0.00	0	0	15%	0.00	0	0
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	3.00	3	252	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	10%	1.50	2	158	10%	0.00	0	0	10%	0.00	0	0
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	10%	1.50	2	186	10%	0.00	0	0	10%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.50	2	212	10%	0.00	0	0	10%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	2.25	2	86	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	3.00	3	201	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**15.00**	**15**	**1,165**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	430	623,070
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	568	830,984
Semi	3			1,463	1,463	886	1,296,218
Semi	4			1,463	1,463	212	310,156
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	86	142,342
Flat to5	2			1,659	1,659	201	333,957
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,665	7,156,175

1,534 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	6	1.87	11
Terrace	3	10	2.52	25
Terrace	4	0	3.19	0
Semi	2	7	1.87	13
Semi	3	9	2.52	23
Semi	4	2	3.19	6
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	2	1.33	3
Flat to5	2	3	1.87	6
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**122**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.082
Gross - Net	0.403
Shortfall / Surplus	-0.679

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	35	3,500	100.00	3,500	100.00
Aff - rented	15	1,165	77.67	1,139	75.93
Shared Ownership	0	0	77.67	0	75.93
First Homes	0	0	77.67	0	75.93
	50	**4,665**		**4,639**	

BTR 60 - Flats								Rounded
28	UNITS	**60**		Aff - rentec	100%	% of Aff	18	18
	Affordable	30%	18	Shared Ow	0%		0.00	0
				First Home	0%	% of Aff	0	0
							18	18

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	0.852		Sub Area	Sturry
Net:Gross	88%		Gross	0.852	ha	Green Brov	Brown
			Net	0.750	ha	Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	18		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	40%	16.80	17	748	39	10.0%	40%	7.20	7	300	40%	0.00	0	0	40%	0.00	0	0
Flat to5	2	65	10.0%	40%	16.80	17	1,216	61	10.0%	40%	7.20	7	470	40%	0.00	0	0	40%	0.00	0	0
Flat to5	3	78	10.0%	20%	8.40	8	686	74	10.0%	20%	3.60	4	326	20%	0.00	0	0	20%	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**2,650**			**100%**	**18.00**	**18**	**1,096**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	1,048	1,739,130
Flat to5	2			1,659	1,659	1,685	2,795,747
Flat to5	3			1,659	1,659	1,012	1,678,908
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						3,746	6,213,785

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	24	1.33	32
Flat to5	2	24	1.87	45
Flat to5	3	12	2.52	30
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**107**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.950
Gross - Net	0.102
Shortfall / Surplus	-0.848

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	2,650	63.09	2,409	57.36
Aff - rented		18	1,096	60.87	996	55.33
Shared Ownership		0	0	60.87	0	55.33
First Homes		0	0	60.87	0	55.33
		60	**3,746**		**3,405**	

Base Herne Bay
Cover

Canterbury CC (December 2022 v2) - Post-Consultation

12/07/2022
10:17

V Large Green 300

								Rounded
1	UNITS	300		Aff - rentec	67%	% of Aff	60.3	60
	Affordable	30%	90	Shared Ow	8%		7.20	7
				First Home	25%	% of Aff	22.5	23
							90	90

Modelling		
Density	35	units/ha
Net:Gross	58%	

Area ha		
Total	14.972	
Gross	14.778	ha
Net	8.571	ha

Characteristics	
Sub Area	Herne Bay
Green Brov	Green
Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	210		Rounded	m2	m2	Circulation	60		Rounded	m2	7		Rounded	m2	23		Rounded	m2
Terrace	2	72	0.0%	15%	31.50	31	2,232	70	0.0%	15%	9.00	9	630	15%	1.05	1	70	15%	3.45	4	280
Terrace	3	85	0.0%	20%	42.00	42	3,570	84	0.0%	20%	12.00	12	1,008	20%	1.40	1	84	20%	4.60	5	420
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	31.50	32	2,624	79	0.0%	10%	6.00	6	474	10%	0.70	1	79	10%	2.30	2	158
Semi	3	100	0.0%	20%	42.00	42	4,200	93	0.0%	10%	6.00	6	558	10%	0.70	1	93	10%	2.30	2	186
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	6.00	6	636	10%	0.70	1	106	10%	2.30	2	212
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	42.00	42	5,250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	21.00	21	2,940	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	9.00	9	386	15%	1.05	1	43	15%	3.45	3	129
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	12.00	12	805	20%	1.40	1	67	20%	4.60	5	336
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**210.00**	**210**	**20,816**			**100%**	**60.00**	**60**	**4,497**	**100%**	**7.00**	**7**	**542**	**100%**	**23.00**	**23**	**1,720**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	3,212	4,095,300
Terrace	3		1,275		1,275	5,082	6,479,550
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	3,335	4,288,810
Semi	3		1,286		1,286	5,037	6,477,582
Semi	4		1,286		1,286	954	1,226,844
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	5,250	7,607,250
Det	5		1,449		1,449	2,940	4,260,060
Flat to5	1		1,461		1,461	558	814,800
Flat to5	2		1,461		1,461	1,208	1,764,596
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						27,576	37,014,792

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	45	1.87	84
Terrace	3	60	2.52	151
Terrace	4	0	3.19	0
Semi	2	41	1.87	77
Semi	3	51	2.52	129
Semi	4	9	3.19	29
Det	3	0	2.52	0
Det	4	42	3.19	134
Det	5	21	3.19	67
Flat to5	1	13	1.33	17
Flat to5	2	18	1.87	34
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**721**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
8.875	**ha**

Open Space Required	6.400
Gross - Net	6.207
Shortfall / Surplus	-0.193

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		210	20,816	99.12	20,816	99.12
Aff - rented		60	4,497	74.96	4,389	73.15
Shared Ownership		7	542	77.43	532	76.00
First Homes		23	1,720	74.79	1,678	72.96
		300	**27,576**		**27,415**	

Large 200								Rounded
2	UNITS	**200**		Aff - rentec	67%	% of Aff	40.2	40
	Affordable	30%	60	Shared Ow	8%		4.80	5
				First Home	25%	% of Aff	15	2
							60	47

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	9.733		Sub Area	Herne Bay
Net:Gross	58%		Gross	9.852	ha	Green Brov	Green
			Net	5.714	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	140		Rounded	m2	m2	Circulation	40		Rounded	m2	5		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	21.00	21	1,512	70	0.0%	15%	6.00	6	420	15%	0.75	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	20%	28.00	28	2,380	84	0.0%	20%	8.00	8	672	20%	1.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	21.00	21	1,722	79	0.0%	10%	4.00	4	316	10%	0.50	1	79	10%	0.20	0	0
Semi	3	100	0.0%	20%	28.00	28	2,800	93	0.0%	10%	4.00	4	372	10%	0.50	1	93	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	4.00	4	424	10%	0.50	1	106	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	28.00	28	3,500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	14.00	14	1,960	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	6.00	6	257	15%	0.75	1	43	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	8.00	8	537	20%	1.00	1	67	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**140.00**	**140**	**13,874**			**100%**	**40.00**	**40**	**2,998**	**100%**	**5.00**	**5**	**388**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	2,072	3,002,328
Terrace	3			1,449	1,449	3,052	4,422,348
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	2,117	3,097,171
Semi	3			1,463	1,463	3,265	4,776,695
Semi	4			1,463	1,463	530	775,390
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	3,500	5,834,500
Det	5			1,667	1,667	1,960	3,267,320
Flat to5	1			1,659	1,659	300	498,198
Flat to5	2			1,659	1,659	604	1,001,870
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						17,400	26,675,820

1,533 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	29	1.87	54
Terrace	3	36	2.52	91
Terrace	4	0	3.19	0
Semi	2	26	1.87	49
Semi	3	33	2.52	83
Semi	4	5	3.19	16
Det	3	0	2.52	0
Det	4	28	3.19	89
Det	5	14	3.19	45
Flat to5	1	7	1.33	9
Flat to5	2	9	1.87	17
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**453**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	4.019
Gross - Net	4.138
Shortfall / Surplus	0.119

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		140	13,874	99.10	13,874	99.10
Aff - rented		40	2,998	74.96	2,926	73.15
Shared Ownership		5	388	77.60	378	75.60
First Homes		2	140	70.00	140	70.00
		187	**17,400**		**17,318**	

Large Green 100								Rounded	Modelling			Area ha			Characteristics	
3	UNITS	100		Aff - rentec	67%	% of Aff	20.1	20	Density	35	units/ha	Total	4.992		Sub Area	Herne Bay
	Affordable	30%	30	Shared Ow	8%		2.40	2	Net:Gross	60%		Gross	4.762	ha	Green Brov	Green
				First Home	25%	% of Aff	7.5	8				Net	2.857	ha	Use	Agricultural
							30	30								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%	15%	10.50	10	720	70	0.0%	15%	3.00	3	210	15%	0.30	2	140	15%	1.20	0	0
Terrace	3	85	0.0%	20%	14.00	14	1,190	84	0.0%	20%	4.00	4	336	20%	0.40	0	0	20%	1.60	2	168
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	10.50	11	902	79	0.0%	10%	2.00	2	158	10%	0.20	0	0	10%	0.80	1	79
Semi	3	100	0.0%	20%	14.00	14	1,400	93	0.0%	10%	2.00	2	186	10%	0.20	0	0	10%	0.80	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	2.00	2	212	10%	0.20	0	0	10%	0.80	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	14.00	14	1,750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	7.00	7	980	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	3.00	3	129	15%	0.30	0	0	15%	1.20	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	4.00	4	268	20%	0.40	0	0	20%	1.60	2	134
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**70.00**	**70**	**6,942**			**100%**	**20.00**	**20**	**1,499**	**100%**	**2.00**	**2**	**140**	**100%**	**8.00**	**8**	**623**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	1,070	1,550,430
Terrace	3			1,449	1,449	1,694	2,454,606
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	1,139	1,666,357
Semi	3			1,463	1,463	1,679	2,456,377
Semi	4			1,463	1,463	318	465,234
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	1,750	2,917,250
Det	5			1,667	1,667	980	1,633,660
Flat to5	1			1,659	1,659	172	284,684
Flat to5	2			1,659	1,659	403	667,913
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						9,204	14,096,512
							1,532 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	15	1.87	28
Terrace	3	20	2.52	50
Terrace	4	0	3.19	0
Semi	2	14	1.87	26
Semi	3	17	2.52	43
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	14	3.19	45
Det	5	7	3.19	22
Flat to5	1	4	1.33	5
Flat to5	2	6	1.87	11
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**241**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	2.135
Gross - Net	1.905
Shortfall / Surplus	-0.230

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	6,942	99.17	6,942	99.17
Aff - rented		20	1,499	74.96	1,463	73.15
Shared Ownership		2	140	70.00	140	70.00
First Homes		8	623	77.89	607	75.88
		100	**9,204**		**9,152**	

Medium Green 50						
4	UNITS	**50**		Aff - rentec	67%	% of Aff
	Affordable	30%	15	Shared Ow	8%	
				First Home	25%	% of Aff

	Rounded
10.05	10
1.20	1
3.75	4
15	15

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	2.488		Sub Area	Herne Bay
Net:Gross	78%		Gross	1.832	ha	Green Brov	Green
			Net	1.429	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	15%	1.50	1	70	15%	0.15	1	70	15%	0.60	1	70
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	2.00	2	168	20%	0.20	0	0	20%	0.80	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	10%	1.00	1	79	10%	0.10	0	0	10%	0.40	0	0
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	10%	1.00	1	93	10%	0.10	0	0	10%	0.40	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.00	1	106	10%	0.10	0	0	10%	0.40	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	1.50	2	86	15%	0.15	0	0	15%	0.60	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	2.00	2	134	20%	0.20	0	0	20%	0.80	1	67
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**10.00**	**10**	**736**	**100%**	**1.00**	**1**	**70**	**100%**	**4.00**	**4**	**264**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	570	825,930
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	489	715,407
Semi	3			1,463	1,463	793	1,160,159
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	129	213,513
Flat to5	2			1,659	1,659	201	333,957
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,570	7,023,492

1,537 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	8	1.87	15
Terrace	3	10	2.52	25
Terrace	4	0	3.19	0
Semi	2	6	1.87	11
Semi	3	8	2.52	20
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	3	1.33	4
Flat to5	2	3	1.87	6
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**119**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.060
Gross - Net	0.403
Shortfall / Surplus	-0.657

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		10	736	73.60	716	71.60
Shared Ownership		1	70	70.00	70	70.00
First Homes		4	264	66.00	254	63.50
		50	**4,570**		**4,540**	

Medium Green 30

								Rounded
5	UNITS	30		Aff - rentec	67%	% of Aff	6.03	6
	Affordable	30%	9	Shared Ow	8%		0.72	1
				First Home	25%	% of Aff	2.25	2
							9	9

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	1.490		Sub Area	Herne Bay
Net:Gross	78%		Gross	1.099	ha	Green Brov	Green
			Net	0.857	ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	21		Rounded	m2	m2	Circulation	6		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	3.15	4	288	70	0.0%	15%	0.90	0	0	15%	0.15	1	70	15%	0.30	2	140
Terrace	3	85	0.0%	20%	4.20	4	340	84	0.0%	20%	1.20	1	84	20%	0.20	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	3.15	3	246	79	0.0%	10%	0.60	1	79	10%	0.10	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	4.20	4	400	93	0.0%	10%	0.60	1	93	10%	0.10	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.60	1	106	10%	0.10	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	4.20	4	500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	2.10	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	0.90	1	43	15%	0.15	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	1.20	1	67	20%	0.20	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**21.00**	**21**	**2,054**			**100%**	**6.00**	**6**	**472**	**100%**	**1.00**	**1**	**70**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	498	721,602
Terrace	3			1,449	1,449	424	614,376
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	325	475,475
Semi	3			1,463	1,463	493	721,259
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	500	833,500
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						2,736	4,170,540
							1,524 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	7	1.87	13
Terrace	3	5	2.52	13
Terrace	4	0	3.19	0
Semi	2	4	1.87	7
Semi	3	5	2.52	13
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	2	3.19	6
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**71**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.633
Gross - Net	0.242
Shortfall / Surplus	-0.391

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		21	2,054	97.81	2,054	97.81
Aff - rented		6	472	78.67	462	77.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	140	70.00	140	70.00
		30	**2,736**		**2,726**	

Medium Green 30 LD

									Rounded
6	UNITS	30		Aff - rentec	67%	% of Aff		6.03	6
	Affordable	30%	9	Shared Ow	8%			0.72	1
				First Home	25%	% of Aff		2.25	2
								9	9

Modelling			Area ha			
Density	25	units/ha	Total	1.868		
Net:Gross	78%		Gross	1.538	ha	
			Net	1.200	ha	

Characteristics	
Sub Area	Herne Bay
Green Brov	Green
Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	21		Rounded	m2	m2	Circulation	6		Rounded	m2	1		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.90	0	0	15%	0.15	1	70	15%	0.30	2	140
Terrace	3	85	0.0%	10%	2.10	2	170	84	0.0%	20%	1.20	1	84	20%	0.20	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	4.20	5	410	79	0.0%	10%	0.60	1	79	10%	0.10	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	4.20	4	400	93	0.0%	10%	0.60	1	93	10%	0.10	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.60	1	106	10%	0.10	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	6.30	6	750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	4.20	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.90	1	43	15%	0.15	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	1.20	1	67	20%	0.20	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	21.00	21	2,290			100%	6.00	6	472	100%	1.00	1	70	100%	2.00	2	140

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	254	368,046
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	489	715,407
Semi	3			1,463	1,463	493	721,259
Semi	4			1,463	1,463	106	155,078
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	750	1,250,250
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						2,972	4,630,340

1,558 £/m2

Occupants			Population per unit	
	Beds	Count		
Terrace	2	3	1.87	6
Terrace	3	3	2.52	8
Terrace	4	0	3.19	0
Semi	2	6	1.87	11
Semi	3	5	2.52	13
Semi	4	1	3.19	3
Det	3	0	2.52	0
Det	4	6	3.19	19
Det	5	4	3.19	13
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**75**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.668
Gross - Net	0.338
Shortfall / Surplus	-0.330

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		21	2,290	109.05	2,290	109.05
Aff - rented		6	472	78.67	462	77.00
Shared Ownership		1	70	70.00	70	70.00
First Homes		2	140	70.00	140	70.00
		30	**2,972**		**2,962**	

Medium Green 20

								Rounded									
									Modelling			Area ha			Characteristics		
7	UNITS	**20**		Aff - rentec	67%	% of Aff	4.02	4	Density	35	units/ha	Total	0.986		Sub Area	Herne Bay	
	Affordable	30%	6	Shared Ow	8%		0.48	0	Net:Gross	78%		Gross	0.733	ha	Green Brov	Green	
				First Home	25%	% of Aff	1.5	2				Net	0.571	ha	Use	Agricultural	
							6	6									

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%	15%	2.10	2	144	70	0.0%	15%	0.60	1	70	15%	0.00	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	20%	2.80	3	255	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	2.10	2	164	79	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	2.80	3	375	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	1.40	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.60	1	43	15%	0.00	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.80	1	67	20%	0.00	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,378**			**100%**	**4.00**	**4**	**264**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	354	512,946
Terrace	3			1,449	1,449	339	491,211
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,782	2,723,984
							1,529 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	5	1.87	9
Terrace	3	4	2.52	10
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	1	3.19	3
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**47**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.414
Gross - Net	0.161
Shortfall / Surplus	-0.253

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,378	98.43	1,378	98.43
Aff - rented		4	264	66.00	254	63.50
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		20	**1,782**		**1,772**	

Medium Green 20 LD

8	UNITS	**20**		Aff - rentec	70%	% of Aff	
	Affordable	30%	6	Shared Ow	5%		
				First Home	25%	% of Aff	

	Rounded
4.2	4
0.30	0
1.5	2
6	6

Modelling			Area ha			Characteristics	
Density	25	units/ha	Total	1.238		Sub Area	Herne Bay
Net:Gross	78%		Gross	1.026	ha	Green Brov	Green
			Net	0.800	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.60	1	70	15%	0.00	0	0	15%	0.30	2	140
Terrace	3	85	0.0%	10%	1.40	1	85	84	0.0%	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	2.80	3	246	79	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	4.20	4	500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	2.80	3	420	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.60	1	43	15%	0.00	0	0	15%	0.30	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.80	1	67	20%	0.00	0	0	20%	0.40	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**14.00**	**14**	**1,551**			**100%**	**4.00**	**4**	**264**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	169	244,881
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	500	833,500
Det	5			1,667	1,667	420	700,140
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,955	3,064,099

1,567 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	2	2.52	5
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	3	3.19	10
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**49**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.438
Gross - Net	0.226
Shortfall / Surplus	-0.212

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,551	110.79	1,551	110.79
Aff - rented		4	264	66.00	254	63.50
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		20	**1,955**		**1,945**	

Medium Green 12

							Rounded
9	UNITS	12	Aff - rentec	67%	% of Aff	2.412	2
	Affordable	30%	3.6 Shared Ow	8%		0.29	0
			First Home	25%	% of Aff	0.9	1
						3.6	3

Modelling		Area ha		Characteristics	
Density	35 units/ha	Total	0.600	Sub Area	Herne Bay
Net:Gross	78%	Gross	0.440 ha	Green Brov	Green
		Net	0.343 ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%	15%	1.26	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	2	140
Terrace	3	85	0.0%	20%	1.68	2	170	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	1.26	1	82	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	20%	1.68	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.68	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	0.84	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**8.40**	**8**	**842**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**2**	**140**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	280	405,720
Terrace	3			1,449	1,449	170	246,330
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,122	1,714,746

1,528 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.87	7
Terrace	3	2	2.52	5
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**29**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.257
Gross - Net	0.097
Shortfall / Surplus	-0.161

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		8	842	105.25	842	105.25
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		12	**1,122**		**1,122**	

Medium Green 12 LD

							Rounded
10	UNITS	12	Aff - rentec	67%	% of Aff	2.412	2
	Affordable	30%	3.6 Shared Ow	8%		0.29	0
			First Home	25%	% of Aff	0.9	1
						3.6	3

Modelling			Area ha			Characteristics	
Density	25	units/ha	Total	0.760		Sub Area	Herne Bay
Net:Gross	78%		Gross	0.615	ha	Green Brov	Green
			Net	0.480	ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	8.4		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	2	140
Terrace	3	85	0.0%	10%	0.84	1	85	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	20%	1.68	2	164	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	20%	1.68	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	2.52	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	20%	1.68	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	8.40	9	979			100%	2.00	2	140	100%	0.00	0	0	100%	1.00	2	140

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	280	405,720
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,259	1,944,927
							1,545 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	4	1.87	7
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	2	3.19	6
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**32**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.280
Gross - Net	0.135
Shortfall / Surplus	-0.145

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	979	108.78	979	108.78
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		2	140	70.00	140	70.00
		13	**1,259**		**1,259**	

Small Green 9								Rounded
11	UNITS	**9**		Aff - rentec	67%	% of Aff	0	0
	Affordable	0%	0	Shared Ow	8%		0.00	0
				First Home	25%	% of Aff	0	0
							0	0

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	0.257		Sub Area	Herne Bay
Net:Gross	100%		Gross	0.257	ha	Green Brov	Green
			Net	0.257	ha	Use	Paddock

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	9		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	30%	2.70	3	246	79	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	3	100	0.0%	40%	3.60	3	300	93	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	2.70	3	375	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**9.00**	**9**	**921**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						921	1,423,923

1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**23**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.202
Gross - Net	0.000
Shortfall / Surplus	-0.202

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	921	102.33	921	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		9	921		921	

Small Green 9 LD

								Rounded
12	UNITS	9		Aff - rentec	67%	% of Aff	0	0
	Affordable	0%	0	Shared Ow	8%		0.00	0
				First Home	25%	% of Aff	0	0
							0	0

Modelling			Area ha			Characteristics	
Density	25	units/ha	Total	0.360		Sub Area	Herne Bay
Net:Gross	100%		Gross	0.360	ha	Green Brov	Green
			Net	0.360	ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	9		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.00	0	0	15%	0.00		0	15%	0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	20%	0.00	0	0	20%	0.00		0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	30%	2.70	3	246	79	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	3	100	0.0%	40%	3.60	3	300	93	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	2.70	3	375	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**9.00**	**9**	**921**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	246	359,898
Semi	3			1,463	1,463	300	438,900
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	375	625,125
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						921	1,423,923

1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	3	3.19	10
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**23**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.202
Gross - Net	0.000
Shortfall / Surplus	-0.202

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		9	921	102.33	921	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		9	**921**		**921**	

Small Green 9 LD - DRA/AONB

13	UNITS	9		Aff - rentec	67%	% of Aff			Rounded
	Affordable	30%	2.7	Shared Ow	8%		1.809		2
				First Home	25%	% of Aff	0.22		0
							0.675		1
							2.7		3

Modelling			Area ha		
Density	25	units/ha	Total	0.360	
Net:Gross	100%		Gross	0.360	ha
			Net	0.360	ha

Characteristics	
Sub Area	Herne Bay
Green Brov	Green
Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6.3		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	15%	0.30	2	140	15%	0.00	0	0	15%	0.15	1	70
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	30%	1.89	2	164	79	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	3	100	0.0%	40%	2.52	2	200	93	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	1.89	2	250	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.30**	**6**	**614**			**100%**	**2.00**	**2**	**140**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	210	304,290
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						824	1,253,572

1,521 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**21**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.184
Gross - Net	0.000
Shortfall / Surplus	-0.184

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	614	102.33	614	102.33
Aff - rented		2	140	70.00	140	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		9	**824**		**824**	

Small Green 6

14	UNITS	6		Aff - rentec	67%	% of Aff	0	0
	Affordable	0%	0	Shared Ow	8%		0.00	0
				First Home	25%	% of Aff	0	0
							0	0

(The last two columns are headed "Rounded".)

Modelling			Area ha		
Density	35	units/ha	Total	0.171	
Net:Gross	100%		Gross	0.171	ha
			Net	0.171	ha

Characteristics	
Sub Area	Herne Bay
Green Brov	Green
Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	2	82	0.0%	30%	1.80	2	164	79	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	3	100	0.0%	30%	1.80	2	200	93	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
Det	4	125	0.0%	40%	2.40	2	250	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%		0.00	0	0		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	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0	0%	0.00	0	0
				100%	**6.00**	**6**	**614**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	164	239,932
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						614	949,282

1,546 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	2	1.87	4
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	614	102.33	614	102.33
Aff - rented		0	0	102.33	0	102.33
Shared Ownership		0	0	102.33	0	102.33
First Homes		0	0	102.33	0	102.33
		6	614		614	

Small Green 6 LD								Rounded	Modelling			Area ha			Characteristics	
15	UNITS	**6**	Aff - rentec	67%	% of Aff		0	0	Density	25	units/ha	Total	0.240		Sub Area	Herne Bay
	Affordable	0%	0 Shared Ow	8%			0.00	0	Net:Gross	100%		Gross	0.240	ha	Green Brov	Green
			First Home	25%	% of Aff		0	0				Net	0.240	ha	Use	Paddock
							0	0								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0	0
Semi	3	100	0.0%	40%	2.40	2	200	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	30%	1.80	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	30%	1.80	2	280	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.00**	**6**	**730**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	200	292,600
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	280	466,760
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						730	1,176,110
							1,611 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	2	2.52	5
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	2	3.19	6
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**18**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.158
Gross - Net	0.000
Shortfall / Surplus	-0.158

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	730	121.67	730	121.67
Aff - rented		0	0	121.67	0	121.67
Shared Ownership		0	0	121.67	0	121.67
First Homes		0	0	121.67	0	121.67
		6	**730**		**730**	

Small Green 6 LD - DRA

								Rounded
16	UNITS	6		Aff - rentec	67%	% of Aff	1.206	1
	Affordable	30%	1.8	Shared Ow	8%		0.14	0
				First Home	25%	% of Aff	0.45	0
							1.8	1

Modelling			Area ha			Characteristics	
Density	25	units/ha	Total	0.240		Sub Area	Herne Bay
Net:Gross	100%		Gross	0.240	ha	Green Brov	Green
			Net	0.240	ha	Use	Paddock

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	4.2		Rounded	m2	m2	Circulation	1		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	100%	1.00	1	70	100%	0.00	0	0	100%	0.00	1	70
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%	50%	2.10	2	220	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	50%	2.10	2	250	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**4.20**	**4**	**470**			**100%**	**1.00**	**1**	**70**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	140	202,860
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	220	366,740
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						610	986,350
							1,617 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.87	4
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	2	2.52	5
Det	4	2	3.19	6
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		4	470	117.50	470	117.50
Aff - rented		1	70	70.00	70	70.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		6	**610**		**610**	

Small Green 3

							Rounded	Modelling			Area ha			Characteristics	
17	UNITS	**3**	Aff - rentec	70%	% of Aff	0	0	Density	35	units/ha	Total	0.086		Sub Area	Herne Bay
	Affordable	0%	0 Shared Ow	5%		0.00	0	Net:Gross	100%		Gross	0.086	ha	Green Brov	Green
			First Home	25%	% of Aff	0	0				Net	0.086	ha	Use	Paddock
						0	0								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	3		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%	100%	0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	67%	2.01	2	250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	33%	0.99	1	140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**3.00**	**3**	**390**			**100%**	**0.00**	**0**	**0**	**0%**	**0.00**	**0**	**0**	**0%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						390	650,130

1,667 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**10**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.085
Gross - Net	0.000
Shortfall / Surplus	-0.085

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		3	390	130.00	390	130.00
Aff - rented		0	0	130.00	0	130.00
Shared Ownership		0	0	130.00	0	130.00
First Homes		0	0	130.00	0	130.00
		3	**390**		**390**	

Large Brown 100

								Rounded
18	UNITS	100		Aff - rentec	67%	% of Aff	20.1	20
	Affordable	30%	30	Shared Ow	8%		2.40	2
				First Home	25%	% of Aff	7.5	8
							30	30

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	3.205		Sub Area	Herne Bay
Net:Gross	78%		Gross	3.205	ha	Green Brov	Brown
			Net	2.500	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%	15%	10.50	10	720	70	0.0%	15%	3.00	3	210	15%	0.30	2	140	15%	1.20	0	0
Terrace	3	85	0.0%	20%	14.00	14	1,190	84	0.0%	20%	4.00	4	336	20%	0.40	0	0	20%	1.60	2	168
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	10.50	11	902	79	0.0%	10%	2.00	2	158	10%	0.20	0	0	10%	0.80	1	79
Semi	3	100	0.0%	20%	14.00	14	1,400	93	0.0%	10%	2.00	2	186	10%	0.20	0	0	10%	0.80	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	2.00	2	212	10%	0.20	0	0	10%	0.80	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	14.00	14	1,750	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	7.00	7	980	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	15%	3.00	3	129	15%	0.30	0	0	15%	1.20	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	4.00	4	268	20%	0.40	0	0	20%	1.60	2	134
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	70.00	70	6,942			100%	20.00	20	1,499	100%	2.00	2	140	100%	8.00	8	623

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	1,070	1,550,430
Terrace	3			1,449	1,449	1,694	2,454,606
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	1,139	1,666,357
Semi	3			1,463	1,463	1,679	2,456,377
Semi	4			1,463	1,463	318	465,234
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	1,750	2,917,250
Det	5			1,667	1,667	980	1,633,660
Flat to5	1			1,659	1,659	172	284,684
Flat to5	2			1,659	1,659	403	667,913
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						9,204	14,096,512

1,532 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	15	1.87	28
Terrace	3	20	2.52	50
Terrace	4	0	3.19	0
Semi	2	14	1.87	26
Semi	3	17	2.52	43
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	14	3.19	45
Det	5	7	3.19	22
Flat to5	1	4	1.33	5
Flat to5	2	6	1.87	11
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**241**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	2.135
Gross - Net	0.705
Shortfall / Surplus	-1.430

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	6,942	99.17	6,942	99.17
Aff - rented		20	1,499	74.96	1,463	73.15
Shared Ownership		2	140	70.00	140	70.00
First Homes		8	623	77.89	607	75.88
		100	**9,204**		**9,152**	

Medium Brown 50

								Rounded
19	UNITS	50		Aff - rentec	67%	% of Aff	10.05	10
	Affordable	30%	15	Shared Ow	8%		1.20	1
				First Home	25%	% of Aff	3.75	4
							15	15

Modelling			Area ha		
Density	40	units/ha	Total	1.603	
Net:Gross	78%		Gross	1.603	ha
			Net	1.250	ha

Characteristics	
Sub Area	Herne Bay
Green Brov	Brown
Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	25%	2.50	1	70	25%	0.25	1	70	25%	1.00	1	70
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	2.00	2	168	20%	0.20	0	0	20%	0.80	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%	20%	2.00	2	194	20%	0.20	0	0	20%	0.80	1	97
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	20%	2.00	2	158	20%	0.20	0	0	20%	0.80	1	79
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	5%	0.50	1	93	5%	0.05	0	0	5%	0.20	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.50	1	43	5%	0.05	0	0	5%	0.20	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	5%	0.50	1	67	5%	0.05	0	0	5%	0.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**10.00**	**10**	**793**	**100%**	**1.00**	**1**	**70**	**100%**	**4.00**	**4**	**330**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	570	825,930
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	291	421,659
Semi	2			1,463	1,463	647	946,561
Semi	3			1,463	1,463	793	1,160,159
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	43	71,171
Flat to5	2			1,659	1,659	67	111,319
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,693	7,156,247
							1,525 **£/m2**

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	8	1.87	15
Terrace	3	10	2.52	25
Terrace	4	3	3.19	10
Semi	2	8	1.87	15
Semi	3	8	2.52	20
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	1	1.33	1
Flat to5	2	1	1.87	2
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**123**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.093
Gross - Net	0.353
Shortfall / Surplus	-0.740

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		10	793	79.30	783	78.30
Shared Ownership		1	70	70.00	70	70.00
First Homes		4	330	82.50	330	82.50
		50	**4,693**		**4,683**	

Medium Brown 20

20	UNITS	**20**
	Affordable	30%

					Rounded
	Aff - rentec	67%	% of Aff	4.02	4
6	Shared Ow	8%		0.48	0
	First Home	25%	% of Aff	1.5	2
				6	6

Modelling			Area ha		
Density	40	units/ha	Total	0.641	
Net:Gross	78%		Gross	0.641	ha
			Net	0.500	ha

Characteristics	
Sub Area	Herne Bay
Green Brov	Brown
Use	PDL

				Market					
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation
Terrace	2	72	0.0%	15%	2.10	2	144	70	0.0%
Terrace	3	85	0.0%	20%	2.80	3	255	84	0.0%
Terrace	4	100	0.0%		0.00	0	0	97	0.0%
Semi	2	82	0.0%	15%	2.10	2	164	79	0.0%
Semi	3	100	0.0%	20%	2.80	3	300	93	0.0%
Semi	4	120	0.0%		0.00	0	0	106	0.0%
Det	3	110	0.0%		0.00	0	0	102	0.0%
Det	4	125	0.0%	20%	2.80	3	375	115	0.0%
Det	5	140	0.0%	10%	1.40	1	140	119	0.0%
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%
Flat to5	3	78	10.0%		0.00	0	0	74	10.0%
Flat 6+	1	40	15.0%		0.00	0	0	39	15.0%
Flat 6+	2	65	15.0%		0.00	0	0	61	15.0%
Flat 6+	3	78	15.0%		0.00	0	0	74	15.0%
				100%	**14.00**	**14**	**1,378**		

			Affordable for Rent				**Shared Ownership**				**First Homes**			
	Beds	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	1	70
Terrace	3	20%	0.80	1	84	20%	0.00	0	0	20%	0.40	0	0
Terrace	4		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	15%	0.60	1	79	15%	0.00	0	0	15%	0.30	0	0
Semi	3	25%	1.00	1	93	25%	0.00	0	0	25%	0.50	1	93
Semi	4		0.00	0	0		0.00	0	0		0.00	0	0
Det	3		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	15%	0.60	1	115	15%	0.00	0	0	15%	0.30	0	0
Det	5	10%	0.40	0	0	10%	0.00	0	0	10%	0.20	0	0
Flat to5	1	5%	0.20	0	0	5%	0.00	0	0	5%	0.10	0	0
Flat to5	2		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3		0.00	0	0		0.00	0	0		0.00	0	0
		100%	**4.00**	**4**	**371**	**100%**	**0.00**	**0**	**0**	**100%**	**2.00**	**2**	**163**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	214	310,086
Terrace	3			1,449	1,449	339	491,211
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	243	355,509
Semi	3			1,463	1,463	486	711,018
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	490	816,830
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,912	2,918,034
							1,526 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	3	1.87	6
Terrace	3	4	2.52	10
Terrace	4	0	3.19	0
Semi	2	3	1.87	6
Semi	3	5	2.52	13
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	4	3.19	13
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**50**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.442
Gross - Net	0.141
Shortfall / Surplus	-0.301

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,378	98.43	1,378	98.43
Aff - rented		4	371	92.75	371	92.75
Shared Ownership		0	0	81.50	0	81.50
First Homes		2	163	81.50	163	81.50
		20	**1,912**		**1,912**	

Small Brown 10

21	UNITS	10		Aff - rentec	67%	% of Aff		2.01	2
	Affordable	30%	3	Shared Ow	8%			0.24	0
				First Home	25%	% of Aff		0.75	1
								3	3

(Rounded column header: Rounded)

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.321		Sub Area	Herne Bay
Net:Gross	78%		Gross	0.321	ha	Green Brov	Brown
			Net	0.250	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	7		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%	15%	1.05	1	72	70	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	1	70
Terrace	3	85	0.0%	20%	1.40	1	85	84	0.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	1.05	1	82	79	0.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Semi	3	100	0.0%	20%	1.40	1	100	93	0.0%	25%	0.50	2	186	25%	0.00	0	0	25%	0.25	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.40	2	250	115	0.0%	15%	0.30	0	0	15%	0.00	0	0	15%	0.15	0	0
Det	5	140	0.0%	10%	0.70	1	140	119	0.0%	10%	0.20	0	0	10%	0.00	0	0	10%	0.10	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.10	0	0	5%	0.00	0	0	5%	0.05	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**7.00**	**7**	**729**			**100%**	**2.00**	**2**	**186**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**70**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	142	205,758
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	286	418,418
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	250	416,750
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						985	1,517,437

1,541 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	2	1.87	4
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	3	2.52	8
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	2	3.19	6
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**25**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.224
Gross - Net	0.071
Shortfall / Surplus	-0.154

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		7	729	104.14	729	104.14
Aff - rented		2	186	93.00	186	93.00
Shared Ownership		0	0	70.00	0	70.00
First Homes		1	70	70.00	70	70.00
		10	**985**		**985**	

Small Brown 6

22	UNITS	6		Aff - rentec	67%	% of Aff	
	Affordable	0%	0	Shared Ow	8%		
				First Home	25%	% of Aff	

	Rounded
0	0
0.00	0
0	0
0	0

Modelling			Area ha			Characteristics	
Density	40	units/ha	Total	0.150		Sub Area	Herne Bay
Net:Gross	100%		Gross	0.150	ha	Green Brov	Brown
			Net	0.150	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	6		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%	15%	0.90	1	72	70	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Terrace	3	85	0.0%	20%	1.20	1	85	84	0.0%	20%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	0.90	1	82	79	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Semi	3	100	0.0%	20%	1.20	1	100	93	0.0%	25%	0.00	0	0	25%	0.00	0	0	25%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	1.20	1	125	115	0.0%	15%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
Det	5	140	0.0%	10%	0.60	1	140	119	0.0%	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
Flat to5	1	40	10.0%		0.00	0	0	39	10.0%	5%	0.00	0	0	5%	0.00	0	0	5%	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		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**6.00**	**6**	**604**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	72	104,328
Terrace	3			1,449	1,449	85	123,165
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	82	119,966
Semi	3			1,463	1,463	100	146,300
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	125	208,375
Det	5			1,667	1,667	140	233,380
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						604	935,514

1,549 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	1	1.87	2
Terrace	3	1	2.52	3
Terrace	4	0	3.19	0
Semi	2	1	1.87	2
Semi	3	1	2.52	3
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	1	3.19	3
Det	5	1	3.19	3
Flat to5	1	0	1.33	0
Flat to5	2	0	1.87	0
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**15**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.135
Gross - Net	0.000
Shortfall / Surplus	-0.135

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		6	604	100.67	604	100.67
Aff - rented		0	0	100.67	0	100.67
Shared Ownership		0	0	100.67	0	100.67
First Homes		0	0	100.67	0	100.67
		6	**604**		**604**	

Large Brown HD 100								Rounded
23	UNITS	100		Aff - rentec	67%	% of Aff	20.1	20
	Affordable	30%	30	Shared Ow	8%		2.40	2
				First Home	25%	% of Aff	7.5	8
							30	30

Modelling			Area ha			Characteristics	
Density	80	units/ha	Total	1.420		Sub Area	Herne Bay
Net:Gross	88%		Gross	1.420	ha	Green Brov	Brown
			Net	1.250	ha	Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	70		Rounded	m2	m2	Circulation	20		Rounded	m2	2		Rounded	m2	8		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	3.50	4	176	39	10.0%	20%	4.00	4	172	20%	0.40	0	0	20%	1.60	2	86
Flat to5	2	65	10.0%	35%	24.50	25	1,788	61	10.0%	50%	10.00	10	671	50%	1.00	1	67	50%	4.00	4	268
Flat to5	3	78	10.0%	60%	42.00	41	3,518	74	10.0%	30%	6.00	6	488	30%	0.60	1	81	30%	2.40	2	163
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	70.00	70	5,481			100%	20.00	20	1,331	100%	2.00	2	149	100%	8.00	8	517

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	433	719,011
Flat to5	2			1,659	1,659	2,794	4,635,246
Flat to5	3			1,659	1,659	4,250	7,051,414
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						7,478	12,405,670

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	10	1.33	13
Flat to5	2	40	1.87	75
Flat to5	3	50	2.52	126
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**214**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.900
Gross - Net	0.170
Shortfall / Surplus	-1.730

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		70	5,481	78.30	4,983	71.19
Aff - rented		20	1,331	66.55	1,210	60.50
Shared Ownership		2	149	74.25	135	67.50
First Homes		8	517	64.63	470	58.75
		100	7,478		6,798	

Medium Brown HD 50								Rounded	Modelling			Area ha			Characteristics	
24	UNITS	**50**		Aff - rentec	67%	% of Aff	10.05	10	Density	80	units/ha	Total	0.710		Sub Area	Herne Bay
	Affordable	30%	15	Shared Ow	8%		1.20	1	Net:Gross	88%		Gross	0.710	ha	Green Brov	Brown
				First Home	25%	% of Aff	3.75	4				Net	0.625	ha	Use	PDL
							15	15								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	10		Rounded	m2	1		Rounded	m2	4		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	1.75	2	88	39	10.0%	20%	2.00	2	86	20%	0.20	0	0	20%	0.80	1	43
Flat to5	2	65	10.0%	35%	12.25	12	858	61	10.0%	50%	5.00	5	336	50%	0.50	1	67	50%	2.00	2	134
Flat to5	3	78	10.0%	60%	21.00	21	1,802	74	10.0%	30%	3.00	3	244	30%	0.30	0	0	30%	1.20	1	81
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**2,748**			**100%**	**10.00**	**10**	**666**	**100%**	**1.00**	**1**	**67**	**100%**	**4.00**	**4**	**259**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	217	359,505
Flat to5	2			1,659	1,659	1,395	2,313,973
Flat to5	3			1,659	1,659	2,127	3,529,357
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						3,739	6,202,835

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	5	1.33	7
Flat to5	2	20	1.87	37
Flat to5	3	25	2.52	63
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**107**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.950
Gross - Net	0.085
Shortfall / Surplus	-0.865

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	2,748	78.51	2,498	71.37
Aff - rented		10	666	66.55	605	60.50
Shared Ownership		1	67	67.10	61	61.00
First Homes		4	259	64.63	235	58.75
		50	**3,739**		**3,399**	

Medium Brown HD 20								Rounded	Modelling			Area ha			Characteristics	
25	UNITS	20		Aff - rentec	67%	% of Aff	4.02	4	Density	80	units/ha	Total	0.284		Sub Area	Herne Bay
	Affordable	30%	6	Shared Ow	8%		0.48	0	Net:Gross	88%		Gross	0.284	ha	Green Brov	Brown
				First Home	25%	% of Aff	1.5	2				Net	0.250	ha	Use	PDL
							6	6								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	14		Rounded	m2	m2	Circulation	4		Rounded	m2	0		Rounded	m2	2		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	0.70	1	44	39	10.0%	20%	0.80	1	43	20%	0.00	0	0	20%	0.40	0	0
Flat to5	2	65	10.0%	35%	4.90	5	358	61	10.0%	50%	2.00	2	134	50%	0.00	0	0	50%	1.00	1	67
Flat to5	3	78	10.0%	60%	8.40	8	686	74	10.0%	30%	1.20	1	81	30%	0.00	0	0	30%	0.60	1	81
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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	14.00	14	1,088			100%	4.00	4	259	100%	0.00	0	0	100%	2.00	2	149

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	87	144,167
Flat to5	2			1,659	1,659	559	927,049
Flat to5	3			1,659	1,659	849	1,408,823
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						1,495	2,480,039

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	2	1.33	3
Flat to5	2	8	1.87	15
Flat to5	3	10	2.52	25
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**43**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.380
Gross - Net	0.034
Shortfall / Surplus	-0.346

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		14	1,088	77.71	989	70.64
Aff - rented		4	259	64.63	235	58.75
Shared Ownership		0	0	74.25	0	67.50
First Homes		2	149	74.25	135	67.50
		20	1,495		1,359	

Small Brown 10 HD

								Rounded
26	UNITS	10		Aff - rentec	67%	% of Aff	2.01	2
	Affordable	30%	3	Shared Ow	8%		0.24	0
				First Home	25%	% of Aff	0.75	1
							3	3

Modelling			
Density	80	units/ha	
Net:Gross	88%		

Area ha		
Total	0.142	
Gross	0.142	ha
Net	0.125	ha

Characteristics	
Sub Area	Herne Bay
Green Brov	Brown
Use	PDL

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	7		Rounded	m2	m2	Circulation	2		Rounded	m2	0		Rounded	m2	1		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	5%	0.35	0	0	39	10.0%	20%	0.40	0	0	20%	0.00	0	0	20%	0.20	0	0
Flat to5	2	65	10.0%	35%	2.45	3	215	61	10.0%	50%	1.00	1	67	50%	0.00	0	0	50%	0.50	1	67
Flat to5	3	78	10.0%	60%	4.20	4	343	74	10.0%	30%	0.60	1	81	30%	0.00	0	0	30%	0.30	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**7.00**	**7**	**558**			**100%**	**2.00**	**2**	**149**	**100%**	**0.00**	**0**	**0**	**100%**	**1.00**	**1**	**67**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	349	578,493
Flat to5	3			1,659	1,659	425	704,411
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						773	1,282,905
							1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	0	1.33	0
Flat to5	2	5	1.87	9
Flat to5	3	5	2.52	13
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**22**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.195
Gross - Net	0.017
Shortfall / Surplus	-0.178

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	7	558	79.67	507	72.43
Aff - rented	2	149	74.25	135	67.50
Shared Ownership	0	0	67.10	0	61.00
First Homes	1	67	67.10	61	61.00
	10	**773**		**703**	

BTR Green	**50**							Rounded	Modelling			Area ha		Characteristics	
27	UNITS	50	Aff - rentec	100%	% of Aff	15	15	Density	35	units/ha	Total	2.511		Sub Area	Herne Bay
	Affordable	30%	15 Shared Ow	0%		0.00	0	Net:Gross	78%		Gross	1.832	ha	Green Brov	Green
			First Home	0%	% of Aff	0	0				Net	1.429	ha	Use	Agricultural
						15	15								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	35		Rounded	m2	m2	Circulation	15		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%	15%	5.25	5	360	70	0.0%	15%	2.25	1	70	15%	0.00	0	0	15%	0.00	0	0
Terrace	3	85	0.0%	20%	7.00	7	595	84	0.0%	20%	3.00	3	252	20%	0.00	0	0	20%	0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	5.25	5	410	79	0.0%	10%	1.50	2	158	10%	0.00	0	0	10%	0.00	0	0
Semi	3	100	0.0%	20%	7.00	7	700	93	0.0%	10%	1.50	2	186	10%	0.00	0	0	10%	0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.50	2	212	10%	0.00	0	0	10%	0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	7.00	7	875	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	3.50	4	560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	2.25	2	86	15%	0.00	0	0	15%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	3.00	3	201	20%	0.00	0	0	20%	0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**35.00**	**35**	**3,500**			**100%**	**15.00**	**15**	**1,165**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	430	623,070
Terrace	3			1,449	1,449	847	1,227,303
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	568	830,984
Semi	3			1,463	1,463	886	1,296,218
Semi	4			1,463	1,463	212	310,156
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	875	1,458,625
Det	5			1,667	1,667	560	933,520
Flat to5	1			1,659	1,659	86	142,342
Flat to5	2			1,659	1,659	201	333,957
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						4,665	7,156,175

1,534 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	6	1.87	11
Terrace	3	10	2.52	25
Terrace	4	0	3.19	0
Semi	2	7	1.87	13
Semi	3	9	2.52	23
Semi	4	2	3.19	6
Det	3	0	2.52	0
Det	4	7	3.19	22
Det	5	4	3.19	13
Flat to5	1	2	1.33	3
Flat to5	2	3	1.87	6
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**122**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.082
Gross - Net	0.403
Shortfall / Surplus	-0.679

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		35	3,500	100.00	3,500	100.00
Aff - rented		15	1,165	77.67	1,139	75.93
Shared Ownership		0	0	77.67	0	75.93
First Homes		0	0	77.67	0	75.93
		50	**4,665**		**4,639**	

BTR 60 - Flats								Rounded	Modelling			Area ha			Characteristics	
28	UNITS	60		Aff - rentec	100%	% of Aff	18	18	Density	80	units/ha	Total	0.852		Sub Area	Herne Bay
	Affordable	30%	18	Shared Ow	0%		0.00	0	Net:Gross	88%		Gross	0.852	ha	Green Brov	Brown
				First Home	0%	% of Aff	0	0				Net	0.750	ha	Use	PDL
							18	18								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	18		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Terrace	2	72	0.0%		0.00	0	0	70	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	3	85	0.0%		0.00	0	0	84	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%		0.00	0	0	79	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	3	100	0.0%		0.00	0	0	93	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	4	120	0.0%		0.00	0	0	106	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%		0.00	0	0	115	0.0%		0.00	0	0		0.00	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		0.00	0	0
Flat to5	1	40	10.0%	40%	16.80	17	748	39	10.0%	40%	7.20	7	300	40%	0.00	0	0	40%	0.00	0	0
Flat to5	2	65	10.0%	40%	16.80	17	1,216	61	10.0%	40%	7.20	7	470	40%	0.00	0	0	40%	0.00	0	0
Flat to5	3	78	10.0%	20%	8.40	8	686	74	10.0%	20%	3.60	4	326	20%	0.00	0	0	20%	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**2,650**			**100%**	**18.00**	**18**	**1,096**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2			1,449	1,449	0	0
Terrace	3			1,449	1,449	0	0
Terrace	4			1,449	1,449	0	0
Semi	2			1,463	1,463	0	0
Semi	3			1,463	1,463	0	0
Semi	4			1,463	1,463	0	0
Det	3			1,667	1,667	0	0
Det	4			1,667	1,667	0	0
Det	5			1,667	1,667	0	0
Flat to5	1			1,659	1,659	1,048	1,739,130
Flat to5	2			1,659	1,659	1,685	2,795,747
Flat to5	3			1,659	1,659	1,012	1,678,908
Flat 6+	1			1,991	1,991	0	0
Flat 6+	2			1,991	1,991	0	0
Flat 6+	3			1,991	1,991	0	0
						3,746	6,213,785

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	0	1.87	0
Terrace	3	0	2.52	0
Terrace	4	0	3.19	0
Semi	2	0	1.87	0
Semi	3	0	2.52	0
Semi	4	0	3.19	0
Det	3	0	2.52	0
Det	4	0	3.19	0
Det	5	0	3.19	0
Flat to5	1	24	1.33	32
Flat to5	2	24	1.87	45
Flat to5	3	12	2.52	30
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**107**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	0.950
Gross - Net	0.102
Shortfall / Surplus	-0.848

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	2,650	63.09	2,409	57.36
Aff - rented		18	1,096	60.87	996	55.33
Shared Ownership		0	0	60.87	0	55.33
First Homes		0	0	60.87	0	55.33
		60	3,746		3,405	

FOR APPRAISALS

SITE			Site 1 V Large Green 300	Site 2 Large 200	Site 3 Large Green 100	Site 4 Medium Green 50	Site 5 Medium Green 30	Site 6 Medium Green 30 LD	Site 7 Medium Green 20
	Sub Area		Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay
	Green Brown		Green	Green	Green	Green	Green	Green	Green
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural
AREA									
	Total	ha	14.972	9.733	4.992	2.488	1.490	1.868	0.986
	Gross	ha	14.778	9.852	4.762	1.832	1.099	1.538	0.733
	Net	ha	8.571	5.714	2.857	1.429	0.857	1.200	0.571
UNITS									
	Units		300	200	100	50	30	30	20
UNIT SIZE									
	Market Housing	m2	99.12	99.10	99.17	100.00	97.81	109.05	98.43
	Aff to rent	m2	74.96	74.96	74.96	73.60	78.67	78.67	66.00
	Shared Ownership	m2	77.43	77.60	70.00	70.00	70.00	70.00	70.00
	First Homes	m2	74.79	70.00	77.89	66.00	70.00	70.00	70.00
BASE CONSTRUCTION									
	BCIS	£/m2	1,342	1,533	1,532	1,537	1,524	1,558	1,529
	Site Costs	%	15%	15%	15%	15%	15%	15%	15%
	Abnormals	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
		£	733,800	489,200	244,600	125,800	71,280	64,280	33,520
	Contingency	%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
	Small Sites	%							
FEES									
	Professional		8%	8%	8%	8%	8%	8%	8%
	Planning <50	£/unit	462	462	462	462	462	462	462
	Planning >50	£/unit	138	138	138	138	138	138	138
SALES									
	Agents	%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
		£/unit		0	0	0	0	0	0
	Misc.	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION									
	Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
DEVELOPER'S RETURN									
	Market Housing	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
	Affordable Housing	% Value	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
	First Homes	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
FINANCE									
	Fees	0.0%	0	0	0	0	0	0	0
	Interest		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
	Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND									
	EUV		25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Premium	% EUV		0%	0%	0%	0%	0%	0%
	Premium	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000
	Easements etc	£							
VALUES									
	Market Housing	£/m2	3,700	3,700	3,700	3,700	3,700	3,700	3,700
	Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790
	Shared Ownership	£/m2	2,590	2,590	2,590	2,590	2,590	2,590	2,590
	First Homes	£/m2	2,590	2,590	2,590	2,590	2,590	2,590	2,590
GRANT									
	Intermediate to Buy	£/unit		0	0	0	0	0	0
	Affordable Rent	£/unit		0	0	0	0	0	0
	Social Rent	£/unit		0	0	0	0	0	0
POLICY REQUIREMENTS									
	Biodiversity NG	%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%
		£/ha		0	0	0	0	0	0
	CO2 Plus	%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%
		£/m2		0	0	0	0	0	0
	Acc & Adpt	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21
	Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10
	Over Extra 1	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2		0	0	0	0	0	0
	Over Extra 2	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2		0	0	0	0	0	0
	CIL	£/m2	187	187	187	187	187	187	187
	Pre CIL s106	£/unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Post CIL s106	£/unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Inf Tariff	% GDV		0%	0%	0%	0%	0%	0%
	Affordable Housing								
	Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Aff Rent	67.0%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership		2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
	First Homes	25%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%

SITE			Site 8 Medium Green 20 LD	Site 9 Medium Green 12	Site 10 Medium Green 12 LD	Site 11 Small Green 9	Site 12 Small Green 9 LD	Site 13 Small Green 9 LD - DRA/AONB	Site 14 Small Green 6
	Sub Area		Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay
	Green Brown		Green	Green	Green	Green	Green	Green	Green
	Use		Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock
AREA									
	Total	ha	1.238	0.600	0.760	0.257	0.360	0.360	0.171
	Gross	ha	1.026	0.440	0.615	0.257	0.360	0.360	0.171
	Net	ha	0.800	0.343	0.480	0.257	0.360	0.360	0.171
UNITS									
	Units		20	12	12	9	9	9	6
UNIT SIZE									
	Market Housing	m2	110.79	105.25	108.78	102.33	102.33	102.33	102.33
	Aff to rent	m2	66.00	70.00	70.00	102.33	102.33	70.00	102.33
	Shared Ownership	m2	70.00	70.00	70.00	102.33	102.33	70.00	102.33
	First Homes	m2	70.00	70.00	70.00	102.33	102.33	70.00	102.33
BASE CONSTRUCTION									
	BCIS	£/m2	1,567	1,528	1,545	1,546	1,546	1,521	1,546
	Site Costs	%	15%	10%	10%	10%	10%	10%	10%
	Abnormals	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
		£	44,020	22,212	25,712	19,284	19,284	15,784	12,856
	Contingency	%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
	Small Sites	%							
FEES									
	Professional		8%	8%	8%	8%	8%	8%	8%
	Planning <50	£/unit	462	462	462	462	462	462	462
	Planning >50	£/unit	138	138	138	138	138	138	138
SALES									
	Agents	%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
		£/unit	0	0	0	0	0	0	0
	Misc.	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION									
	Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
DEVELOPER'S RETURN									
	Market Housing	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
	Affordable Housing	% Value	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
	First Homes	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
FINANCE									
	Fees	0.0%	0	0	0	0	0	0	0
	Interest		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
	Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND									
	EUV		25,000	50,000	25,000	50,000	50,000	50,000	50,000
	Premium	% EUV	0%	0%	0%	0%	0%	0%	0%
	Premium	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000
	Easements etc	£							
VALUES									
	Market Housing	£/m2	3,700	4,100	4,100	4,100	4,100	4,100	4,100
	Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790
	Shared Ownership	£/m2	2,590	2,870	2,870	2,870	2,870	2,870	2,870
	First Homes	£/m2	2,590	2,870	2,870	2,870	2,870	2,870	2,870
GRANT									
	Intermediate to Buy	£/unit	0	0	0	0	0	0	0
	Affordable Rent	£/unit	0	0	0	0	0	0	0
	Social Rent	£/unit	0	0	0	0	0	0	0
POLICY REQUIREMENTS									
	Biodiversity NG	%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%
		£/ha	0	0	0	0	0	0	0
	CO2 Plus	%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%
		£/m2	0	0	0	0	0	0	0
	Acc & Adpt	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21
	Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10
	Over Extra 1	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0	0	0	0
	Over Extra 2	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0	0	0	0
	CIL	£/m2	187	187	187	187	187	187	187
	Pre CIL s106	£/unit	15,000	15,000	15,000	5,000	5,000	5,000	5,000
	Post CIL s106	£/unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Inf Tariff	% GDV	0%	0%	0%	0%	0%	0%	0%
	Affordable Housing								
	Overall		30.0%	30.0%	30.0%			30.0%	
	Aff Rent	67.0%	20.1%	20.1%	20.1%			20.1%	
	Social Rent		0.0%	0.0%	0.0%			0.0%	
	Shared Ownership		2.4%	2.4%	2.4%			2.4%	
	First Homes	25%	7.5%	7.5%	7.5%			7.5%	

SITE			Site 15 Small Green 6 LD	Site 16 Small Green 6 LD - DRA	Site 17 Small Green 3	Site 18 Large Brown 100	Site 19 Medium Brown 50	Site 20 Medium Brown 20	Site 21 Small Brown 10
	Sub Area		Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay
	Green Brown		Green	Green	Green	Brown	Brown	Brown	Brown
	Use		Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL
AREA									
	Total	ha	0.240	0.086	0.086	3.205	1.603	0.641	0.321
	Gross	ha	0.240	0.240	0.086	3.205	1.603	0.641	0.321
	Net	ha	0.240	0.240	0.086	2.500	1.250	0.500	0.250
UNITS									
	Units		6	6	3	100	50	20	10
UNIT SIZE									
	Market Housing	m2	121.67	117.50	130.00	99.17	100.00	98.43	104.14
	Aff to rent	m2	121.67	70.00	130.00	74.96	79.30	92.75	93.00
	Shared Ownership	m2	121.67	70.00	130.00	70.00	70.00	81.50	70.00
	First Homes	m2	121.67	70.00	130.00	77.89	82.50	81.50	70.00
BASE CONSTRUCTION									
	BCIS	£/m2	1,611	1,617	1,667	1,532	1,525	1,526	1,541
	Site Costs	%	10%	10%	10%	15%	15%	15%	15%
	Abnormals	%	2.0%	2.0%	2.0%	5.0%	5.0%	5.0%	5.0%
		£	19,856	19,856	13,428	171,100	87,300	33,520	20,260
	Contingency	%	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%	5.0%
	Small Sites	%							
FEES									
	Professional		8%	8%	8%	8%	8%	8%	8%
	Planning <50	£/unit	462	462	462	462	462	462	462
	Planning >50	£/unit	138	138	138	138	138	138	138
SALES									
	Agents	%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
		£/unit	0	0	0	0	0	0	0
	Misc.	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION									
	Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
DEVELOPER'S RETURN									
	Market Housing	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
	Affordable Housing	% Value	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
	First Homes	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
FINANCE									
	Fees	0.0%	0	0	0	0	0	0	0
	Interest		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
	Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND									
	EUV		50,000	50,000	50,000	1,000,000	1,000,000	1,000,000	1,000,000
	Premium	% EUV	0%	0%	0%	20%	20%	20%	20%
	Premium	£/ha	350,000	350,000	350,000				
	Easements etc	£							
VALUES									
	Market Housing	£/m2	4,100	4,100	4,100	3,500	3,500	3,500	3,500
	Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790
	Shared Ownership	£/m2	2,870	2,870	2,870	2,450	2,450	2,450	2,450
	First Homes	£/m2	2,870	2,870	2,870	2,450	2,450	2,450	2,450
GRANT									
	Intermediate to Buy	£/unit	0	0	0	0	0	0	0
	Affordable Rent	£/unit	0	0	0	0	0	0	0
	Social Rent	£/unit	0	0	0	0	0	0	0
POLICY REQUIREMENTS									
	Biodiversity NG	%	0.15%	0.15%	0.15%	0.75%	0.75%	0.75%	0.75%
		£/ha	0	0	0	0	0	0	0
	CO2 Plus	%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%
		£/m2	0	0	0	0	0	0	0
	Acc & Adpt	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21
	Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10
	Over Extra 1	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0	0	0	0
	Over Extra 2	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0	0	0	0
	CIL	£/m2	187	187	187	82	82	82	82
	Pre CIL s106	£/unit	5,000	5,000	5,000	15,000	15,000	15,000	15,000
	Post CIL s106	£/unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Inf Tariff	% GDV	0%	0%	0%	0%	0%	0%	0%
	Affordable Housing								
	Overall			30.0%		30.0%	30.0%	30.0%	30.0%
	Aff Rent	67.0%		20.1%		20.1%	20.1%	20.1%	20.1%
	Social Rent			0.0%		0.0%	0.0%	0.0%	0.0%
	Shared Ownership			2.4%		2.4%	2.4%	2.4%	2.4%
	First Homes	25%		7.5%		7.5%	7.5%	7.5%	7.5%

SITE			Site 22 Small Brown 6	Site 23 Large Brown HD 100	Site 24 Medium Brown HD 50	Site 25 Medium Brown HD 20	Site 26 Small Brown 10 HD	Site 27 BTR Green 50	Site 28 BTR 60 - Flats
	Sub Area		Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay
	Green Brown		Brown	Brown	Brown	Brown	Brown	Green	Brown
	Use		PDL	PDL	PDL	PDL	PDL	Agricultural	PDL
AREA									
	Total	ha	0.150	1.420	0.710	0.284	0.142	2.511	0.852
	Gross	ha	0.150	1.420	0.710	0.284	0.142	1.832	0.852
	Net	ha	0.150	1.250	0.625	0.250	0.125	1.429	0.750
UNITS									
	Units		6	100	50	20	10	50	60
UNIT SIZE									
	Market Housing	m2	100.67	78.30	78.51	77.71	79.67	100.00	63.09
	Aff to rent	m2	100.67	66.55	66.55	64.63	74.25	77.67	60.87
	Shared Ownership	m2	100.67	74.25	67.10	74.25	67.10	77.67	60.87
	First Homes	m2	100.67	64.63	64.63	74.25	67.10	77.67	60.87
BASE CONSTRUCTION									
	BCIS	£/m2	1,549	1,659	1,659	1,659	1,659	1,534	1,659
	Site Costs	%	15%	10%	10%	10%	10%	15%	10%
	Abnormals	%	5.0%	5.0%	5.0%	5.0%	5.0%	2.0%	5.0%
		£	12,856	10,000	10,000	10,000	5,000	87,300	10,000
	Contingency	%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
	Small Sites	%							
FEES									
	Professional		8%	8%	8%	8%	8%	8%	8%
	Planning <50	£/unit	462	462	462	462	462	462	462
	Planning >50	£/unit	138	138	138	138	138	138	138
SALES									
	Agents	%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
		£/unit	0	0	0	0	0	0	0
	Misc.	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION									
	Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
	Legal	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
DEVELOPER'S RETURN									
	Market Housing	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	15.0%	15.0%
	Affordable Housing	% Value	6.0%	6.0%	6.0%	6.0%	6.0%	15.0%	15.0%
	First Homes	% Value	17.5%	17.5%	17.5%	17.5%	17.5%	15.0%	15.0%
FINANCE									
	Fees	0.0%	0	0	0	0	0	0	0
	Interest		6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
	Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND									
	EUV		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	25,000	1,000,000
	Premium	% EUV	20%	20%	20%	20%	20%	0%	20%
	Premium	£/ha						350,000	
	Easements etc	£							
VALUES									
	Market Housing	£/m2	3,500	4,000	4,000	4,000	4,000	2,800	2,800
	Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790
	Shared Ownership	£/m2	2,450	2,800	2,800	2,800	2,800	1,960	1,960
	First Homes	£/m2	2,450	2,800	2,800	2,800	2,800	1,960	1,960
GRANT									
	Intermediate to Buy	£/unit	0	0	0	0	0	0	0
	Affordable Rent	£/unit	0	0	0	0	0	0	0
	Social Rent	£/unit	0	0	0	0	0	0	0
POLICY REQUIREMENTS									
	Biodiversity NG	%	0.75%	0.75%	0.75%	0.75%	0.75%	0.15%	0.75%
		£/ha	0	0	0	0	0	0	0
	CO2 Plus	%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%
		£/m2	0	0	0	0	0	0	0
	Acc & Adpt	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21
	Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10
	Over Extra 1	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0	0	0	0
	Over Extra 2	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		£/m2	0	0	0	0	0	0	0
	CIL	£/m2	82	0	0	0	82	187	0
	Pre CIL s106	£/unit	5,000	15,000	15,000	15,000	15,000	15,000	15,000
	Post CIL s106	£/unit	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Inf Tariff	% GDV	0%	0%	0%	0%	0%	0%	0%
	Affordable Housing								
	Overall			30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Aff Rent	67.0%		20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
	Social Rent			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership			2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
	First Homes	25%		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25	Site 26	Site 27	Site 28
			V Large Green 300	Large 200	Large Green 100	Medium Green 50	Medium Green 30	Medium Green 30 LD	Medium Green 20	Medium Green 20 LD	Medium Green 12	Medium Green 12 LD	Small Green 9	Small Green 9 LD	Small Green 9 LD -	Small Green 6	Small Green 6 LD	Small Green 6 LD - DRA	Small Green 3	Large Brown 100	Medium Brown 50	Medium Brown 20	Small Brown 10	Small Brown 6	Large Brown HD 100	Medium Brown HD 50	Medium Brown HD 20	Small Brown 10 HD	BTR Green 50	BTR 60 - Flats
			Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay	Herne Bay
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	PDL
Site Area	Gross	ha	14.778	9.852	4.762	1.832	1.099	1.538	0.733	1.026	0.440	0.615	0.257	0.360	0.360	0.171	0.240	0.240	0.086	3.205	1.603	0.641	0.321	0.150	1.420	0.710	0.284	0.142	1.832	0.852
	Net	ha	8.571	5.714	2.857	1.429	0.857	1.200	0.571	0.800	0.343	0.480	0.257	0.360	0.360	0.171	0.240	0.240	0.086	2.500	1.250	0.500	0.250	0.150	1.250	0.625	0.250	0.125	1.429	0.750
Units			300	200	100	50	30	30	20	20	12	12	9	9	9	6	6	6	3	100	50	20	10	6	100	50	20	10	50	60
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	100.0%	100.0%	70.0%	100.0%	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%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	0.0%	0.0%	30.0%	0.0%	0.0%	30.0%	0.0%	30.0%	30.0%	30.0%	30.0%	0.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	0.0%	0.0%	20.1%	0.0%	0.0%	20.1%	0.0%	20.1%	20.1%	20.1%	20.1%	0.0%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
	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		2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	0.0%	0.0%	2.4%	0.0%	0.0%	2.4%	0.0%	2.4%	2.4%	2.4%	2.4%	0.0%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
	First Homes		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	0.0%	0.0%	7.5%	0.0%	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%	7.5%
Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	25,000	1,000,000
		£ site	374,295	243,322	124,805	62,211	37,248	46,703	24,645	30,950	30,012	18,998	12,857	18,000	18,000	8,571	12,000	4,286	4,286	3,205,128	1,602,564	641,026	320,513	150,000	1,420,455	710,227	284,091	142,045	62,768	852,273
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	350,000	200,000
		£ site	5,240,134	3,406,510	1,747,271	870,948	521,476	653,839	345,031	433,293	210,081	265,971	90,000	126,000	126,000	60,000	84,000	30,000	30,000	641,026	320,513	128,205	64,103	30,000	284,091	142,045	56,818	28,409	878,745	170,455
Benchmark Land Value		£/ha	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	400,000	375,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	375,000	1,200,000
		£ site	5,614,430	3,649,832	1,872,076	933,159	558,724	700,541	369,676	464,243	240,093	284,969	102,857	144,000	144,000	68,571	96,000	34,286	34,286	3,846,154	1,923,077	769,231	384,615	180,000	1,704,545	852,273	340,909	170,455	941,513	1,022,727
Residual	Gross	£/ha	675,771	176,244	174,876	174,043	204,165	151,634	208,079	137,748	845,151	662,543	2,062,616	1,473,297	1,046,716	2,081,787	1,578,661	2,605,384	2,096,187	-82,838	-61,696	-68,788	-99,525	282,229	-114,138	-148,348	-198,721	-531,944	-832,063	-3,096,819
	Net	£/ha	1,180,377	300,188	305,555	303,164	354,891	236,057	358,969	213,162	1,479,586	1,048,913	2,062,616	1,473,297	1,046,716	2,081,787	1,578,661	930,494	2,096,187	-106,203	-79,097	-88,190	-127,596	282,229	-129,702	-168,577	-225,819	-604,482	-1,462,343	-3,519,113
		£ site	10,117,516	1,715,362	873,016	433,092	304,192	283,268	205,125	170,529	507,286	503,478	530,387	530,387	376,818	356,878	378,879	223,319	179,673	-265,507	-98,871	-44,095	-31,899	42,334	-162,127	-105,361	-56,455	-75,560	-2,089,062	-2,639,334

Base Herne Bay
Site 1

Site 1 **V Large Green 300**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				300	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.1	99.12	70.00%	210	3,700	77,019,200	20,816
Affordable Overall			30%	90			
Affordable Rent	75.0	73.15	20.10%	60	2,500	11,027,363	4,520
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	77.4	76.00	2.40%	7	2,590	1,417,248	557
First Homes	74.8	72.96	7.50%	23	2,590	4,251,541	1,683
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	8.571	ha	35	/ha		**93,715,352**	**27,576**
SITE AREA - Gross	14.972	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**10,117,516**	**1,180,377**	**675,771**
Existing Use Value		374,295		25,000
Uplift	0%	0		0
Plus /ha	350,000	5,240,134		350,000
Benchmark Land Value		**5,614,430**		**375,000**

		£/m2
Additional Profit	**18,915,911**	**909**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -10,332,050

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				10,117,516	
	Stamp Duty			495,376		
	Easements etc.			0		
	Legals /Acquisition		1.50%	151,763	647,139	
Fees						
	Planning			57,600		
	Professional		8.00%	4,560,450	4,618,050	
CONSTRUCTION						
	Build Cost		1,661	45,817,445		
	s106 / CIL / IT			8,392,592		
	Contingency		2.50%	1,145,436		
	Abnormals	%	2.00%	916,349		
		£		733,800	57,005,622	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	2,811,461		
	Legals	%	0.5%	468,577		
		£/unit	0	300		
	Misc.	%	0.0%	0	3,280,337	**75,668,663**

Developers Profit				
	Market Housing	% Value	17.50%	**13,478,360**
	Affordable Housing	% Value	6.00%	**746,677**
	First Homes	% Value	17.50%	**744,020**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	300		
No dwgs under 50	50	462	23,100
No dwgs over 50	250	138	34,500
		Total	57,600

Stamp duty calc - Residual		
Land payment		10,117,516
	Total	495,376

Stamp duty calc - Residual		
Land payment		5,614,430
	Total	270,221

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**4,500,000**

Post CIL s106	15,000	£/ Unit (all)	4,500,000
CIL	187	£/m2	3,892,592
		Total	**8,392,592**

Inf Tariff	% GDV	
	0.00%	**0**

spell

Build Cost			/m2
			1,342.31
CO2 Plus	%	6.80%	91.28
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.89
Site Costs	Base	15.00%	216.43
	BNG	0.15%	2.16
			1,661.49

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**
INCOME									
UNITS Started		25	50	50	50	50	50	25	
Market Housing			6,418,267	12,836,533	12,836,533	12,836,533	12,836,533	12,836,533	6,418,267
Affordable Rent			918,947	1,837,894	1,837,894	1,837,894	1,837,894	1,837,894	918,947
Social Rent			0	0	0	0	0	0	0
Shared Ownership			118,104	236,208	236,208	236,208	236,208	236,208	118,104
First Homes			354,295	708,590	708,590	708,590	708,590	708,590	354,295
Grant and Subsidy			0	0	0	0	0	0	0
INCOME		**0**	**7,809,613**	**15,619,225**	**15,619,225**	**15,619,225**	**15,619,225**	**15,619,225**	**7,809,613**
EXPENDITURE									
Stamp Duty		495,376							
Easements etc.		0							
Legals Acquisition		151,763							
Planning Fee		57,600							
Professional		4,560,450							
Build Cost - BCIS Base			3,818,120	7,636,241	7,636,241	7,636,241	7,636,241	7,636,241	3,818,120
s106/CIL/Tariff			4,267,592	750,000	750,000	750,000	750,000	750,000	375,000
Contingency			95,453	190,906	190,906	190,906	190,906	190,906	95,453
Abnormals			137,512	275,025	275,025	275,025	275,025	275,025	137,512
Finance Fees		0							
Legal and Valuation		0							
Agents		0	234,288	468,577	468,577	468,577	468,577	468,577	234,288
Legals		0	39,048	78,096	78,096	78,096	78,096	78,096	39,048
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		**5,265,188**	**8,592,014**	**9,398,845**	**9,398,845**	**9,398,845**	**9,398,845**	**9,398,845**	**4,699,422**
For Residual Valuation	Land	**10,117,516**							
	Interest		922,962	1,025,284	713,578	383,170	32,937	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	-15,382,704	-1,705,364	5,195,097	5,506,803	5,837,211	6,187,443	6,220,381	3,110,190
	Opening Balance	0							
	Closing Balance	-15,382,704	-17,088,068	-11,892,971	-6,386,169	-548,958	5,638,485	11,858,866	14,969,056

		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																	
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		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
First Homes		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
INCOME		**0**	**0**	**0**	**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		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees																	
Legal and Valuation																	
Agents		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.																	
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land																
	Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																	
Market Housing																	13,478,360
Affordable for Rent																	746,677
First Homes																	744,020
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-14,969,056
	Opening Balance																
	Closing Balance	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	14,969,056	0

12/07/202210:17

Base Herne Bay
Site 2

Site 2	Large 200

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				200	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.10	70.00%	140	3,700	51,333,800	13,874
Affordable Overall			30%	60			
Affordable Rent	75.0	73.15	20.10%	40	2,500	7,351,575	3,013
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	77.6	75.60	2.40%	5	2,590	939,859	372
First Homes	70.0	70.00	7.50%	15	2,590	2,719,500	1,050
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	5.714	ha	35	/ha		**62,344,734**	**18,310**
SITE AREA - Gross	9.733	ha	21	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		1,715,362	300,188	176,244
Existing Use Value		243,322		25,000
Uplift	0%	0		0
Plus /ha	350,000	3,406,510		350,000
Benchmark Land Value		**3,649,832**		**375,000**

		£/m2
Additional Profit	**6,584,954**	**475**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -7,116,746

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				1,715,362	
	Stamp Duty			75,268		
	Easements etc.			0		
	Legals /Acquisition		1.50%	25,730	100,999	
Fees						
	Planning			43,800		
	Professional		8.00%	3,389,029	3,432,829	
CONSTRUCTION						
	Build Cost		1,896	34,716,963		
	s106 / CIL / IT			5,594,438		
	Contingency		2.50%	867,924		
	Abnormals	%	2.00%	694,339		
		£		489,200	42,362,864	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	1,870,342		
	Legals	%	0.5%	311,724		
		£/unit	0	0		
	Misc.	%	0.0%	0	2,182,066	**49,794,119**

Developers Profit				
	Market Housing	% Value	17.50%	**8,983,415**
	Affordable Housing	% Value	6.00%	**497,486**
	First Homes	% Value	17.50%	**475,913**

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		1,715,362
	Total	75,268

Stamp duty calc - Residual		
Land payment		3,649,832
	Total	171,992

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**3,000,000**

Post CIL s106	15,000	£/ Unit (all)	3,000,000
CIL	187	£/m2	2,594,438
		Total	**5,594,438**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,533.08
CO2 Plus	%	6.80%	104.25
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,646.63
Site Costs	Base	15.00%	247.00
	BNG	0.15%	2.47
			1,896.10

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			7	7	12	13	12	13	12	13	12	13
Market Housing				0	0	0	1,796,683	1,796,683	3,080,028	3,336,697	3,080,028	3,336,697
Affordable Rent				0	0	0	257,305	257,305	441,095	477,852	441,095	477,852
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	32,895	32,895	56,392	61,091	56,392	61,091
First Homes				0	0	0	95,183	95,183	163,170	176,768	163,170	176,768
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,182,066**	**2,182,066**	**3,740,684**	**4,052,408**	**3,740,684**	**4,052,408**
EXPENDITURE												
Stamp Duty	75,268											
Easements etc.	0											
Legals Acquisition	25,730											
Planning Fee	43,800											
Professional	1,694,515		1,694,515									
Build Cost - BCIS Base		0	405,031	810,062	1,504,402	1,851,571	2,140,879	2,198,741	2,140,879	2,198,741	2,140,879	2,198,741
s106/CIL/Tariff		2,594,438	35,000	70,000	130,000	160,000	185,000	190,000	185,000	190,000	185,000	190,000
Contingency		0	10,126	20,252	37,610	46,289	53,522	54,969	53,522	54,969	53,522	54,969
Abnormals		0	13,808	27,616	51,287	63,122	72,985	74,957	72,985	74,957	72,985	74,957
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	65,462	65,462	112,221	121,572	112,221	121,572
Legals	0	0	0	0	0	0	10,910	10,910	18,703	20,262	18,703	20,262
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**1,839,313**	**2,594,438**	**2,158,480**	**927,930**	**1,723,298**	**2,120,983**	**2,528,759**	**2,595,039**	**2,583,310**	**2,660,501**	**2,583,310**	**2,660,501**
For Residual Valuation Land	**1,715,362**											
Interest		53,320	93,036	126,809	142,630	170,619	204,993	213,269	222,662	208,642	190,893	176,395
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-3,554,675	-2,647,758	-2,251,516	-1,054,739	-1,865,929	-2,291,602	-551,686	-626,242	934,712	1,183,265	966,481	1,215,511
Opening Balance	0											
Closing Balance	-3,554,675	-6,202,433	-8,453,949	-9,508,688	-11,374,617	-13,666,219	-14,217,905	-14,844,148	-13,909,436	-12,726,171	-11,759,690	-10,544,179

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started	12	13	12	13	12	13	11					
Market Housing	3,080,028	3,336,697	3,080,028	3,336,697	3,080,028	3,336,697	3,080,028	3,336,697	3,080,028	3,336,697	2,823,359	0
Affordable Rent	441,095	477,852	441,095	477,852	441,095	477,852	441,095	477,852	441,095	477,852	404,337	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	56,392	61,091	56,392	61,091	56,392	61,091	56,392	61,091	56,392	61,091	51,692	0
First Homes	163,170	176,768	163,170	176,768	163,170	176,768	163,170	176,768	163,170	176,768	149,573	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**3,740,684**	**4,052,408**	**3,740,684**	**4,052,408**	**3,740,684**	**4,052,408**	**3,740,684**	**4,052,408**	**3,740,684**	**4,052,408**	**3,428,960**	**0**
EXPENDITURE												
Stamp Duty												
Easements etc.												
Legals Acquisition												
Planning Fee												
Professional												
Build Cost - BCIS Base	2,140,879	2,198,741	2,140,879	2,198,741	2,140,879	2,198,741	2,083,018	1,388,679	636,478	0	0	0
s106/CIL/Tariff	185,000	190,000	185,000	190,000	185,000	190,000	180,000	120,000	55,000	0	0	0
Contingency	53,522	54,969	53,522	54,969	53,522	54,969	52,075	34,717	15,912	0	0	0
Abnormals	72,985	74,957	72,985	74,957	72,985	74,957	71,012	47,342	21,698	0	0	0
Finance Fees												
Legal and Valuation												
Agents	112,221	121,572	112,221	121,572	112,221	121,572	112,221	121,572	112,221	121,572	102,869	0
Legals	18,703	20,262	18,703	20,262	18,703	20,262	18,703	20,262	18,703	20,262	17,145	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**2,583,310**	**2,660,501**	**2,583,310**	**2,660,501**	**2,583,310**	**2,660,501**	**2,517,029**	**1,732,571**	**860,012**	**141,834**	**120,014**	**0**
For Residual Valuation Land												
Interest	158,163	143,175	124,444	108,950	89,705	73,690	53,917	36,371	2,119	0	0	0
Developers Return												
Market Housing												8,983,415
Affordable for Rent												497,486
First Homes												475,913
Cash Flow	999,211	1,248,732	1,032,930	1,282,957	1,067,669	1,318,216	1,169,738	2,283,466	2,878,553	3,910,573	3,308,947	-9,956,814
Opening Balance												
Closing Balance	-9,544,967	-8,296,235	-7,263,305	-5,980,348	-4,912,680	-3,594,463	-2,424,726	-141,260	2,737,293	6,647,867	9,956,814	0

Base Herne Bay
Site 3

Site 3	Large Green 100

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				100	£/m2	£	m2
	Gross	Net					
Market Housing	99.2	99.17	70.00%	70	3,700	25,685,400	6,942
Affordable Overall			30%	30			
Affordable Rent	75.0	73.15	20.10%	20	2,500	3,675,788	1,507
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	2	2,590	435,120	168
First Homes	77.9	75.88	7.50%	8	2,590	1,473,872	584
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.857	ha	35	/ha		31,270,179	9,201
SITE AREA - Gross	4.992	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		873,016	305,555	174,876
Existing Use Value		124,805		25,000
Uplift	0%	0		0
Plus /ha	350,000	1,747,271		350,000
Benchmark Land Value		1,872,076		375,000
			£/m2	
Additional Profit		3,223,154	464	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -3,369,177

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				873,016	
	Stamp Duty			33,151		
	Easements etc.			0		
	Legals /Acquisition		1.50%	13,095	46,246	
Fees						
	Planning			30,000		
	Professional		8.00%	1,700,406	1,730,406	
CONSTRUCTION						
	Build Cost		1,894	17,428,060		
	s106 / CIL / IT			2,798,154		
	Contingency		2.50%	435,702		
	Abnormals	%	2.00%	348,561		
		£		244,600	21,255,077	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	938,105		
	Legals	%	0.5%	156,351		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,094,456	**24,999,201**

Developers Profit				
	Market Housing	% Value	17.50%	**4,494,945**
	Affordable Housing	% Value	6.00%	**246,654**
	First Homes	% Value	17.50%	**257,928**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under 50	50	462	23,100
No dwgs over 50	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		873,016
	Total	33,151

Stamp duty calc - Residual		
Land payment		1,872,076
	Total	83,104

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**1,500,000**

Post CIL s106	15,000	£/ Unit (all)	1,500,000
CIL	187	£/m2	1,298,154
		Total	**2,798,154**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,531.53
CO2 Plus	%	6.80%	104.14
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,644.98
Site Costs	Base	15.00%	246.75
	BNG	0.15%	2.47
			1,894.20

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				7	7	12	13	12	13	12	13	11	
Market Housing					0	0	0	1,797,978	1,797,978	3,082,248	3,339,102	3,082,248	3,339,102
Affordable Rent					0	0	0	257,305	257,305	441,095	477,852	441,095	477,852
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	30,458	30,458	52,214	56,566	52,214	56,566
First Homes					0	0	0	103,171	103,171	176,865	191,603	176,865	191,603
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,188,913**	**2,188,913**	**3,752,422**	**4,065,123**	**3,752,422**	**4,065,123**
EXPENDITURE													
Stamp Duty		33,151											
Easements etc.		0											
Legals Acquisition		13,095											
Planning Fee		30,000											
Professional		850,203		850,203									
Build Cost - BCIS Base			0	406,655	813,309	1,510,432	1,858,993	2,149,461	2,207,554	2,149,461	2,207,554	2,091,367	1,394,245
s106/CIL/Tariff			1,298,154	35,000	70,000	130,000	160,000	185,000	190,000	185,000	190,000	180,000	120,000
Contingency			0	10,166	20,333	37,761	46,475	53,737	55,189	53,737	55,189	52,284	34,856
Abnormals			0	13,840	27,681	51,407	63,271	73,157	75,134	73,157	75,134	71,179	47,453
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	65,667	65,667	112,573	121,954	112,573	121,954
Legals		0	0	0	0	0	0	10,945	10,945	18,762	20,326	18,762	20,326
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**926,449**	**1,298,154**	**1,315,865**	**931,323**	**1,729,600**	**2,128,738**	**2,537,966**	**2,604,489**	**2,592,689**	**2,670,156**	**2,526,165**	**1,738,833**
For Residual Valuation	Land	**873,016**											
	Interest		26,992	46,869	67,310	82,290	109,468	143,041	150,423	158,913	143,900	125,134	108,617
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-1,799,465	-1,325,146	-1,362,734	-998,633	-1,811,890	-2,238,206	-492,094	-565,999	1,000,820	1,251,067	1,101,122	2,217,673
	Opening Balance	0											
	Closing Balance	-1,799,465	-3,124,611	-4,487,344	-5,485,978	-7,297,867	-9,536,074	-10,028,168	-10,594,167	-9,593,346	-8,342,279	-7,241,157	-5,023,485

		Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started													
Market Housing		3,082,248	3,339,102	2,825,394	0	0	0	0	0	0	0	0	0
Affordable Rent		441,095	477,852	404,337	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		52,214	56,566	47,863	0	0	0	0	0	0	0	0	0
First Homes		176,865	191,603	162,126	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**3,752,422**	**4,065,123**	**3,439,720**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty													
Easements etc.													
Legals Acquisition													
Planning Fee													
Professional													
Build Cost - BCIS Base		639,029	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		55,000	0	0	0	0	0	0	0	0	0	0	0
Contingency		15,976	0	0	0	0	0	0	0	0	0	0	0
Abnormals		21,749	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		112,573	121,954	103,192	0	0	0	0	0	0	0	0	0
Legals		18,762	20,326	17,199	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**863,089**	**142,279**	**120,390**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	75,352	33,143	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													4,494,945
Affordable for Rent													246,654
First Homes													257,928
	Cash Flow	2,813,981	3,889,701	3,319,330	0	0	0	0	0	0	0	0	-4,999,527
	Opening Balance												
	Closing Balance	-2,209,504	1,680,197	4,999,527	4,999,527	4,999,527	4,999,527	4,999,527	4,999,527	4,999,527	4,999,527	4,999,527	0

Base Herne Bay
Site 4

Site 4	Medium Green 50

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				50	£/m2	£	m2
	Gross	Net					
Market Housing	100.0	100.00	70.00%	35	3,700	12,950,000	3,500
Affordable Overall			30%	15			
Affordable Rent	73.6	71.60	20.10%	10	2,500	1,798,950	740
Social Rent	73.6	71.60	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,590	217,560	84
First Homes	66.0	63.50	7.50%	4	2,590	616,744	248
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.429	ha	35	/ha		15,583,254	4,571
SITE AREA - Gross	2.488	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		433,092	303,164	174,043
Existing Use Value		62,211		25,000
Uplift	0%	0		0
Plus /ha	350,000	870,948		350,000
Benchmark Land Value		933,159		375,000

	£/m2	
Additional Profit	1,611,502	460

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -1,633,734

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND						
	Land				433,092	
	Stamp Duty			11,155		
	Easements etc.			0		
	Legals /Acquisition		1.50%	6,496	17,651	
Fees						
	Planning			23,100		
	Professional		8.00%	848,803	871,903	
CONSTRUCTION						
	Build Cost		1,901	8,688,740		
	s106 / CIL / IT			1,404,500		
	Contingency		2.50%	217,218		
	Abnormals	%	2.00%	173,775		
		£		125,800	10,610,033	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	467,498		
	Legals	%	0.5%	77,916		
		£/unit	0	0		
	Misc.	%	0.0%	0	545,414	12,478,093

Developers Profit				
	Market Housing	% Value	17.50%	2,266,250
	Affordable Housing	% Value	6.00%	120,991
	First Homes	% Value	17.50%	107,930

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		433,092
	Total	11,155

Stamp duty calc - Residual		
Land payment		933,159
	Total	36,158

Pre CIL s106	15,000	£/ Unit (all)	
		Total	750,000

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	187	£/m2	654,500
		Total	1,404,500

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,536.87
CO2 Plus	%	6.80%	104.51
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,650.69
Site Costs	Base	15.00%	247.60
	BNG	0.15%	2.48
			1,900.77

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				12	13	12	13		
Market Housing					0	0	0	3,108,000	3,367,000
Affordable Rent					0	0	0	431,748	467,727
Social Rent					0	0	0	0	0
Shared Ownership					0	0	0	52,214	56,566
First Homes					0	0	0	148,019	160,353
Grant and Subsidy					0	0	0	0	0
INCOME		0	0	0	0	0	0	3,739,981	4,051,646
EXPENDITURE									
Stamp Duty		11,155							
Easements etc.		0							
Legals Acquisition		6,496							
Planning Fee		23,100							
Professional		424,401		424,401					
Build Cost - BCIS Base			0	695,099	1,448,123	2,143,223	2,201,147	1,448,123	753,024
s106/CIL/Tariff			654,500	60,000	125,000	185,000	190,000	125,000	65,000
Contingency			0	17,377	36,203	53,581	55,029	36,203	18,826
Abnormals			0	23,966	49,929	73,895	75,892	49,929	25,963
Finance Fees		0							
Legal and Valuation		0							
Agents		0	0	0	0	0	0	112,199	121,549
Legals		0	0	0	0	0	0	18,700	20,258
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		465,152	654,500	1,220,844	1,659,256	2,455,698	2,522,068	1,790,155	1,004,620
For Residual Valuation	Land	433,092							
	Interest		13,474	23,493	42,158	67,680	105,530	144,944	117,871
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	-898,244	-667,974	-1,244,337	-1,701,414	-2,523,378	-2,627,599	1,804,882	2,929,155
	Opening Balance	0							
	Closing Balance	-898,244	-1,566,218	-2,810,555	-4,511,969	-7,035,347	-9,662,946	-7,858,064	-4,928,909

		Year 3				Year 4			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started									
Market Housing		3,108,000	3,367,000	0	0	0	0	0	0
Affordable Rent		431,748	467,727	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		52,214	56,566	0	0	0	0	0	0
First Homes		148,019	160,353	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		3,739,981	4,051,646	0	0	0	0	0	0
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		112,199	121,549	0	0	0	0	0	0
Legals		18,700	20,258	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		130,899	141,808	0	0	0	0	0	0
For Residual Valuation	Land								
	Interest	73,934	20,906	0	0	0	0	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	3,535,148	3,888,932	0	0	0	0	0	0
	Opening Balance								
	Closing Balance	-1,393,761	2,495,171	2,495,171	2,495,171	2,495,171	2,495,171	2,495,171	2,495,171

		Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started									
Market Housing		0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	0	0
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		0	0	0	0	0	0	0	0
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									2,266,250
Affordable for Rent									120,991
First Homes									107,930
	Cash Flow	0	0	0	0	0	0	0	-2,495,171
	Opening Balance								
	Closing Balance	2,495,171	2,495,171	2,495,171	2,495,171	2,495,171	2,495,171	2,495,171	0

Base Herne Bay
Site 5

Site 5	Medium Green 30

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				30	£/m2	£	m2
	Gross	Net					
Market Housing	97.8	97.81	70.00%	21	3,700	7,599,800	2,054
Affordable Overall			30%	9			
Affordable Rent	78.7	77.00	20.10%	6	2,500	1,160,775	474
Social Rent	78.7	77.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,590	130,536	50
First Homes	70.0	70.00	7.50%	2	2,590	407,925	158
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.857	ha	35	/ha		9,299,036	2,736
SITE AREA - Gross	1.490	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		304,192	354,891	204,165
Existing Use Value		37,248		25,000
Uplift	0%	0		0
Plus /ha	350,000	521,476		350,000
Benchmark Land Value		**558,724**		**375,000**
			£/m2	
Additional Profit		**1,006,604**	**490**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -963,474

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				304,192	
	Stamp Duty			4,710		
	Easements etc.			0		
	Legals /Acquisition		1.50%	4,563	9,272	
Fees						
	Planning			13,860		
	Professional		8.00%	503,703	517,563	
CONSTRUCTION						
	Build Cost		1,885	5,158,760		
	s106 / CIL / IT			834,098		
	Contingency		2.50%	128,969		
	Abnormals	%	2.00%	103,175		
		£		71,280	6,296,282	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	278,971		
	Legals	%	0.5%	46,495		
		£/unit	0	0		
	Misc.	%	0.0%	0	325,466	**7,452,776**

Developers Profit				
	Market Housing	% Value	17.50%	**1,329,965**
	Affordable Housing	% Value	6.00%	**77,479**
	First Homes	% Value	17.50%	**71,387**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		
No dwgs under 50	30	462	13,860
No dwgs over 50	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		304,192
	Total	4,710

Stamp duty calc - Residual		
Land payment		558,724
	Total	17,436

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**450,000**

Post CIL s106	15,000	£/ Unit (all)	450,000
CIL	187	£/m2	384,098
		Total	**834,098**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,524.32
CO2 Plus	%	6.80%	103.65
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,637.28
Site Costs	Base	15.00%	245.59
	BNG	0.15%	2.46
			1,885.33

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME												
UNITS Started			10	10	10							
Market Housing				0	0	0	2,533,267	2,533,267	2,533,267	0	0	0
Affordable Rent				0	0	0	386,925	386,925	386,925	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	43,512	43,512	43,512	0	0	0
First Homes				0	0	0	135,975	135,975	135,975	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,099,679**	**3,099,679**	**3,099,679**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	4,710											
Easements etc.	0											
Legals Acquisition	4,563											
Planning Fee	13,860											
Professional	251,851		251,851									
Build Cost - BCIS Base		0	573,196	1,146,391	1,719,587	1,146,391	573,196	0	0	0	0	0
s106/CIL/Tariff		384,098	50,000	100,000	150,000	100,000	50,000	0	0	0	0	0
Contingency		0	14,330	28,660	42,990	28,660	14,330	0	0	0	0	0
Abnormals		0	19,384	38,768	58,152	38,768	19,384	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	92,990	92,990	92,990	0	0	0
Legals	0	0	0	0	0	0	15,498	15,498	15,498	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**274,984**	**384,098**	**908,761**	**1,313,819**	**1,970,728**	**1,313,819**	**765,398**	**108,489**	**108,489**	**0**	**0**	**0**
For Residual Valuation Land	**304,192**											
Interest		8,688	14,579	28,430	48,563	78,853	99,743	66,225	22,350	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-579,176	-392,786	-923,340	-1,342,248	-2,019,291	-1,392,671	2,234,538	2,924,965	2,968,840	0	0	0
Opening Balance	0											
Closing Balance	-579,176	-971,962	-1,895,302	-3,237,550	-5,256,841	-6,649,512	-4,414,975	-1,490,009	1,478,831	1,478,831	1,478,831	1,478,831

	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME												
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												1,329,965
Affordable for Rent												77,479
First Homes												71,387
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,478,831
Opening Balance												
Closing Balance	1,478,831	1,478,831	1,478,831	1,478,831	1,478,831	1,478,831	1,478,831	1,478,831	1,478,831	1,478,831	1,478,831	0

Base Herne Bay
Site 6

Site 6	Medium Green 30 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				30	£/m2	£	m2
	Gross	Net					
Market Housing	109.0	109.05	70.00%	21	3,700	8,473,000	2,290
Affordable Overall			30%	9			
Affordable Rent	78.7	77.00	20.10%	6	2,500	1,160,775	474
Social Rent	78.7	77.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,590	130,536	50
First Homes	70.0	70.00	7.50%	2	2,590	407,925	158
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.200	ha	25	/ha		**10,172,236**	**2,972**
SITE AREA - Gross	1.868	ha	16	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	283,268	236,057	151,634
Existing Use Value	46,703		25,000
Uplift 0%	0		0
Plus /ha 350,000	653,839		350,000
Benchmark Land Value	**700,541**		**375,000**

		£/m2
Additional Profit	**923,709**	**403**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -1,020,436

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				283,268	
	Stamp Duty			3,663		
	Easements etc.			0		
	Legals /Acquisition		1.50%	4,249	7,912	
Fees						
	Planning			13,860		
	Professional		8.00%	554,158	568,018	
CONSTRUCTION						
	Build Cost		1,927	5,726,764		
	s106 / CIL / IT			878,230		
	Contingency		2.50%	143,169		
	Abnormals	%	2.00%	114,535		
		£		64,280	6,926,978	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	305,167		
	Legals	%	0.5%	50,861		
		£/unit	0	0		
	Misc.	%	0.0%	0	356,028	**8,142,205**

Developers Profit				
	Market Housing	% Value	17.50%	**1,482,775**
	Affordable Housing	% Value	6.00%	**77,479**
	First Homes	% Value	17.50%	**71,387**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	30		
No dwgs under 50	30	462	13,860
No dwgs over 50	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		283,268
	Total	3,663

Stamp duty calc - Residual		
Land payment		700,541
	Total	24,527

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**450,000**

Post CIL s106	15,000	£/ Unit (all)	450,000
CIL	187	£/m2	428,230
		Total	**878,230**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,557.99
CO2 Plus	%	6.80%	105.94
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,673.24
Site Costs	Base	15.00%	250.99
	BNG	0.15%	2.51
			1,926.74

RESIDUAL CASH FLOW FOR INTEREST

	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	10																			
Market Housing				0	0	0	2,824,333	2,824,333	2,824,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	386,925	386,925	386,925	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	43,512	43,512	43,512	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	135,975	135,975	135,975	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**	**3,390,745**	**3,390,745**	**3,390,745**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,663																							
Easements etc.	0																							
Legals Acquisition	4,249																							
Planning Fee	13,860																							
Professional	277,079		277,079																					
Build Cost - BCIS Base		0	636,307	1,272,614	1,908,921	1,272,614	636,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		428,230	50,000	100,000	150,000	100,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,908	31,815	47,723	31,815	15,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	19,868	39,737	59,605	39,737	19,868	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	101,722	101,722	101,722	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,954	16,954	16,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**298,852**	**428,230**	**999,162**	**1,444,166**	**2,166,249**	**1,444,166**	**840,759**	**118,676**	**118,676**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**283,268**																							
Interest		8,732	15,286	30,503	52,623	85,906	108,857	72,240	24,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								1,482,775
Affordable for Rent																								77,479
First Homes																								71,387
Cash Flow	-582,120	-436,962	-1,014,448	-1,474,669	-2,218,872	-1,530,072	2,441,129	3,199,829	3,247,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,631,641
Opening Balance	0																							
Closing Balance	-582,120	-1,019,082	-2,033,530	-3,508,199	-5,727,072	-7,257,144	-4,816,015	-1,616,186	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	1,631,641	0

12/07/202210:17

Base Herne Bay
Site 7

Site 7	**Medium Green 20**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				20	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	98.4	98.43	70.00%	14	3,700	5,098,600	1,378
Affordable Overall			30%	6			
Affordable Rent	66.0	63.50	20.10%	4	2,500	638,175	265
Social Rent	66.0	63.50	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,590	87,024	34
First Homes	70.0	70.00	7.50%	2	2,590	271,950	105
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.571	ha	35	/ha		**6,095,749**	**1,782**
SITE AREA - Gross	0.986	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**205,125**	**358,969**	**208,079**
Existing Use Value		24,645		25,000
Uplift	0%	0		0
Plus /ha	350,000	345,031		350,000
Benchmark Land Value		**369,676**		**375,000**
			£/m2	
Additional Profit		**678,091**	**492**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -650,008

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				205,125	
	Stamp Duty			1,103		
	Easements etc.			0		
	Legals /Acquisition		1.50%	3,077	4,179	
Fees						
	Planning			9,240		
	Professional		8.00%	328,938	338,178	
CONSTRUCTION						
	Build Cost		1,891	3,368,914		
	s106 / CIL / IT			557,686		
	Contingency		2.50%	84,223		
	Abnormals	%	2.00%	67,378		
		£		33,520	4,111,721	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	182,872		
	Legals	%	0.5%	30,479		
		£/unit	0	0		
	Misc.	%	0.0%	0	213,351	**4,872,554**

Developers Profit				
	Market Housing	% Value	17.50%	**892,255**
	Affordable Housing	% Value	6.00%	**43,512**
	First Homes	% Value	17.50%	**47,591**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		205,125
	Total	1,103

Stamp duty calc - Residual		
Land payment		369,676
	Total	7,984

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**300,000**

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	187	£/m2	257,686
		Total	**557,686**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,528.61
CO2 Plus	%	6.80%	103.95
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,641.87
Site Costs	Base	15.00%	246.28
	BNG	0.15%	2.46
			1,890.61

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				5	5	5	5						
Market Housing					0	0	0	1,274,650	1,274,650	1,274,650	1,274,650	0	0
Affordable Rent					0	0	0	159,544	159,544	159,544	159,544	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	21,756	21,756	21,756	21,756	0	0
First Homes					0	0	0	67,988	67,988	67,988	67,988	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,523,937**	**1,523,937**	**1,523,937**	**1,523,937**	**0**	**0**
EXPENDITURE													
Stamp Duty		1,103											
Easements etc.		0											
Legals Acquisition		3,077											
Planning Fee		9,240											
Professional		164,469		164,469									
Build Cost - BCIS Base			0	280,743	561,486	842,228	842,228	561,486	280,743	0	0	0	0
s106/CIL/Tariff			257,686	25,000	50,000	75,000	75,000	50,000	25,000	0	0	0	0
Contingency			0	7,019	14,037	21,056	21,056	14,037	7,019	0	0	0	0
Abnormals			0	8,408	16,816	25,225	25,225	16,816	8,408	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	45,718	45,718	45,718	45,718	0	0
Legals		0	0	0	0	0	0	7,620	7,620	7,620	7,620	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**177,888**	**257,686**	**485,638**	**642,339**	**963,509**	**963,509**	**695,677**	**374,507**	**53,338**	**53,338**	**0**	**0**
For Residual Valuation	Land	**205,125**											
	Interest		5,745	9,697	17,127	27,019	41,877	56,957	45,388	28,827	7,201	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-383,013	-263,431	-495,335	-659,466	-990,527	-1,005,385	771,303	1,104,042	1,441,772	1,463,399	0	0
	Opening Balance	0											
	Closing Balance	-383,013	-646,444	-1,141,779	-1,801,245	-2,791,773	-3,797,158	-3,025,855	-1,921,813	-480,041	983,358	983,358	983,358

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													892,255
Affordable for Rent													43,512
First Homes													47,591
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-983,358
	Opening Balance												
	Closing Balance	983,358	983,358	983,358	983,358	983,358	983,358	983,358	983,358	983,358	983,358	983,358	0

12/07/202210:17

Base Herne Bay
Site 8

Site 8	Medium Green 20 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				20	£/m2	£	m2
	Gross	Net					
Market Housing	110.8	110.79	70.00%	14	3,700	5,738,700	1,551
Affordable Overall			30%	6			
Affordable Rent	66.0	63.50	20.10%	4	2,500	638,175	265
Social Rent	66.0	63.50	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,590	87,024	34
First Homes	70.0	70.00	7.50%	2	2,590	271,950	105
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.800	ha	25	/ha		6,735,849	1,955
SITE AREA - Gross	1.238	ha	16	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		170,529	213,162	137,748
Existing Use Value		30,950		25,000
Uplift	0%	0		0
Plus /ha	350,000	433,293		350,000
Benchmark Land Value		464,243		375,000

		£/m2
Additional Profit	607,201	391

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -692,147

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				170,529	
	Stamp Duty			411		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,558	2,969	
Fees						
	Planning			9,240		
	Professional		8.00%	367,488	376,728	
CONSTRUCTION						
	Build Cost		1,938	3,789,039		
	s106 / CIL / IT			590,037		
	Contingency		2.50%	94,726		
	Abnormals	%	2.00%	75,781		
		£		44,020	4,593,602	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	202,075		
	Legals	%	0.5%	33,679		
		£/unit	0	0		
	Misc.	%	0.0%	0	235,755	5,379,583

Developers Profit				
	Market Housing	% Value	17.50%	1,004,273
	Affordable Housing	% Value	6.00%	43,512
	First Homes	% Value	17.50%	47,591

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		170,529
	Total	411

Stamp duty calc - Residual		
Land payment		464,243
	Total	12,712

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**300,000**

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	187	£/m2	290,037
		Total	**590,037**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,567.31
CO2 Plus	%	6.80%	106.58
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,683.20
Site Costs	Base	15.00%	252.48
	BNG	0.15%	2.52
			1,938.21

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				5	5	5	5						
Market Housing					0	0	0	1,434,675	1,434,675	1,434,675	1,434,675	0	0
Affordable Rent					0	0	0	159,544	159,544	159,544	159,544	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	21,756	21,756	21,756	21,756	0	0
First Homes					0	0	0	67,988	67,988	67,988	67,988	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,683,962**	**1,683,962**	**1,683,962**	**1,683,962**	**0**	**0**
EXPENDITURE													
Stamp Duty		411											
Easements etc.		0											
Legals Acquisition		2,558											
Planning Fee		9,240											
Professional		183,744		183,744									
Build Cost - BCIS Base			0	315,753	631,506	947,260	947,260	631,506	315,753	0	0	0	0
s106/CIL/Tariff			290,037	25,000	50,000	75,000	75,000	50,000	25,000	0	0	0	0
Contingency			0	7,894	15,788	23,681	23,681	15,788	7,894	0	0	0	0
Abnormals			0	9,983	19,967	29,950	29,950	19,967	9,983	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	50,519	50,519	50,519	50,519	0	0
Legals		0	0	0	0	0	0	8,420	8,420	8,420	8,420	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**195,953**	**290,037**	**542,375**	**717,261**	**1,075,891**	**1,075,891**	**776,200**	**417,569**	**58,939**	**58,939**	**0**	**0**
For Residual Valuation	Land	**170,529**											
	Interest		5,497	9,930	18,215	29,247	45,824	62,650	49,973	31,727	7,827	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-366,482	-295,534	-552,305	-735,476	-1,105,138	-1,121,715	845,113	1,216,420	1,593,297	1,617,196	0	0
	Opening Balance	0											
	Closing Balance	-366,482	-662,016	-1,214,321	-1,949,797	-3,054,935	-4,176,650	-3,331,537	-2,115,117	-521,821	1,095,376	1,095,376	1,095,376

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,004,273
Affordable for Rent													43,512
First Homes													47,591
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,095,376
	Opening Balance												
	Closing Balance	1,095,376	1,095,376	1,095,376	1,095,376	1,095,376	1,095,376	1,095,376	1,095,376	1,095,376	1,095,376	1,095,376	0

Base Herne Bay
Site 9

Site 9	Medium Green 12

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				12	£/m2	£	m2
	Gross	Net					
Market Housing	105.3	105.25	70.00%	8	4,100	3,624,810	884
Affordable Overall			30%	3.6			
Affordable Rent	70.0	70.00	20.10%	2	2,500	422,100	169
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	57,859	20
First Homes	70.0	70.00	7.50%	1	2,870	180,810	63
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.343	ha	35	/ha		**4,285,579**	**1,136**
SITE AREA - Gross	0.600	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**507,286**	**1,479,586**	**845,151**
Existing Use Value		30,012		50,000
Uplift	0%	0		0
Plus /ha	350,000	210,081		350,000
Benchmark Land Value		**240,093**		**400,000**

		£/m2
Additional Profit	**627,742**	**710**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -172,548

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND						
	Land				507,286	
	Stamp Duty			14,864		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,609	22,474	
Fees						
	Planning			5,544		
	Professional		8.00%	201,137	206,681	
CONSTRUCTION						
	Build Cost		1,808	2,054,232		
	s106 / CIL / IT			345,327		
	Contingency		2.50%	51,356		
	Abnormals	%	2.00%	41,085		
		£		22,212	2,514,211	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	128,567		
	Legals	%	0.5%	21,428		
		£/unit	0	0		
	Misc.	%	0.0%	0	149,995	**3,400,647**

Developers Profit				
	Market Housing	% Value	17.50%	**634,342**
	Affordable Housing	% Value	6.00%	**28,798**
	First Homes	% Value	17.50%	**31,642**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		507,286
	Total	14,864

Stamp duty calc - Residual		
Land payment		240,093
	Total	1,802

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**180,000**

Post CIL s106	15,000	£/ Unit (all)	180,000
CIL	187	£/m2	165,327
		Total	**345,327**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,528.29
CO2 Plus	%	6.80%	103.92
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,641.53
Site Costs	Base	10.00%	164.15
	BNG	0.15%	2.46
			1,808.14

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				4	4	4							
Market Housing					0	0	0	1,208,270	1,208,270	1,208,270	0	0	0
Affordable Rent					0	0	0	140,700	140,700	140,700	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	19,286	19,286	19,286	0	0	0
First Homes					0	0	0	60,270	60,270	60,270	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,428,526**	**1,428,526**	**1,428,526**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		14,864											
Easements etc.		0											
Legals Acquisition		7,609											
Planning Fee		5,544											
Professional		100,568		100,568									
Build Cost - BCIS Base			0	228,248	456,496	684,744	456,496	228,248	0	0	0	0	0
s106/CIL/Tariff			165,327	20,000	40,000	60,000	40,000	20,000	0	0	0	0	0
Contingency			0	5,706	11,412	17,119	11,412	5,706	0	0	0	0	0
Abnormals			0	7,033	14,066	21,099	14,066	7,033	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	42,856	42,856	42,856	0	0	0
Legals		0	0	0	0	0	0	7,143	7,143	7,143	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**128,586**	**165,327**	**361,556**	**521,974**	**782,961**	**521,974**	**310,986**	**49,998**	**49,998**	**0**	**0**	**0**
For Residual Valuation	Land	**507,286**											
	Interest		9,538	12,161	17,767	25,863	37,995	46,395	30,328	10,105	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-635,873	-174,865	-373,717	-539,741	-808,824	-559,969	1,071,146	1,348,200	1,368,423	0	0	0
	Opening Balance	0											
	Closing Balance	-635,873	-810,737	-1,184,454	-1,724,195	-2,533,019	-3,092,989	-2,021,843	-673,642	694,781	694,781	694,781	694,781

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													634,342
Affordable for Rent													28,798
First Homes													31,642
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-694,781
	Opening Balance												
	Closing Balance	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	694,781	0

12/07/202210:17

Base Herne Bay
Site 10

Site 10	**Medium Green 12 LD**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				12	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	108.8	108.78	70.00%	8	4,100	3,746,307	914
Affordable Overall			30%	3.6			
Affordable Rent	70.0	70.00	20.10%	2	2,500	422,100	169
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	57,859	20
First Homes	70.0	70.00	7.50%	1	2,870	180,810	63
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.480	ha	25	/ha		**4,407,076**	**1,166**
SITE AREA - Gross	0.760	ha	16	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**503,478**	**1,048,913**	**662,543**
Existing Use Value		18,998		25,000
Uplift	0%	0		0
Plus /ha	350,000	265,971		350,000
Benchmark Land Value		**284,969**		**375,000**

		£/m2
Additional Profit	**579,544**	**634**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -172,548

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				503,478	
	Stamp Duty			14,674		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,552	22,226	
Fees						
	Planning			5,544		
	Professional		8.00%	208,234	213,778	
CONSTRUCTION						
	Build Cost		1,828	2,130,474		
	s106 / CIL / IT			350,868		
	Contingency		2.50%	53,262		
	Abnormals	%	2.00%	42,609		
		£		25,712	2,602,926	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	132,212		
	Legals	%	0.5%	22,035		
		£/unit	0	0		
	Misc.	%	0.0%	0	154,248	**3,496,656**

Developers Profit				
	Market Housing	% Value	17.50%	**655,604**
	Affordable Housing	% Value	6.00%	**28,798**
	First Homes	% Value	17.50%	**31,642**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	12		
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		503,478
	Total	14,674

Stamp duty calc - Residual		
Land payment		284,969
	Total	3,748

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**180,000**

Post CIL s106	15,000	£/ Unit (all)	180,000
CIL	187	£/m2	170,868
		Total	**350,868**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,544.82
CO2 Plus	%	6.80%	105.05
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,659.18
Site Costs	Base	10.00%	165.92
	BNG	0.15%	2.49
			1,827.58

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				4	4	4							
Market Housing					0	0	0	1,248,769	1,248,769	1,248,769	0	0	0
Affordable Rent					0	0	0	140,700	140,700	140,700	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	19,286	19,286	19,286	0	0	0
First Homes					0	0	0	60,270	60,270	60,270	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,469,025**	**1,469,025**	**1,469,025**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		14,674											
Easements etc.		0											
Legals Acquisition		7,552											
Planning Fee		5,544											
Professional		104,117		104,117									
Build Cost - BCIS Base			0	236,719	473,439	710,158	473,439	236,719	0	0	0	0	0
s106/CIL/Tariff			170,868	20,000	40,000	60,000	40,000	20,000	0	0	0	0	0
Contingency			0	5,918	11,836	17,754	11,836	5,918	0	0	0	0	0
Abnormals			0	7,591	15,183	22,774	15,183	7,591	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	44,071	44,071	44,071	0	0	0
Legals		0	0	0	0	0	0	7,345	7,345	7,345	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**131,887**	**170,868**	**374,346**	**540,457**	**810,686**	**540,457**	**321,645**	**51,416**	**51,416**	**0**	**0**	**0**
For Residual Valuation	Land	**503,478**											
	Interest		9,530	12,236	18,035	26,413	38,969	47,660	31,165	10,368	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-635,365	-180,399	-386,582	-558,492	-837,099	-579,426	1,099,720	1,386,445	1,407,241	0	0	0
	Opening Balance	0											
	Closing Balance	-635,365	-815,764	-1,202,346	-1,760,839	-2,597,937	-3,177,364	-2,077,643	-691,198	716,043	716,043	716,043	716,043

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													655,604
Affordable for Rent													28,798
First Homes													31,642
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-716,043
	Opening Balance												
	Closing Balance	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	716,043	0

12/07/202210:17

Base Herne Bay
Site 11

Site 11	Small Green 9

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				9	£/m2	£	m2
	Gross	Net					
Market Housing	102.3	102.33	100.00%	9	4,100	3,776,100	921
Affordable Overall			0%	0			
Affordable Rent	102.3	102.33	0.00%	0	2,500	0	0
Social Rent	102.3	102.33	0.00%	0	1,790	0	0
Shared Ownership	102.3	102.33	0.00%	0	2,870	0	0
First Homes	102.3	102.33	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.257	ha	35	/ha		3,776,100	921
SITE AREA - Gross	0.257	ha	35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		530,387	2,062,616	2,062,616
Existing Use Value		12,857		50,000
Uplift	0%	0		0
Plus /ha	350,000	90,000		350,000
Benchmark Land Value		**102,857**		**400,000**
			£/m2	
Additional Profit		**768,075**	**834**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -129,411

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				530,387	
	Stamp Duty			16,019		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,956	23,975	
Fees						
	Planning			4,158		
	Professional		8.00%	166,949	171,107	
CONSTRUCTION						
	Build Cost		1,829	1,684,551		
	s106 / CIL / IT			307,227		
	Contingency		2.50%	42,114		
	Abnormals	%	2.00%	33,691		
		£		19,284	2,086,866	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	113,283		
	Legals	%	0.5%	18,881		
		£/unit	0	0		
	Misc.	%	0.0%	0	132,164	**2,944,499**

Developers Profit				
	Market Housing	% Value	17.50%	**660,818**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		530,387
	Total	16,019

Stamp duty calc - Residual		
Land payment		102,857
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**45,000**

Post CIL s106	15,000	£/ Unit (all)	135,000
CIL	187	£/m2	172,227
		Total	**307,227**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,546.06
CO2 Plus	%	6.80%	105.13
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,660.50
Site Costs	Base	10.00%	166.05
	BNG	0.15%	2.49
			1,829.05

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			3	3	3							
Market Housing				0	0	0	1,258,700	1,258,700	1,258,700	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0
First Homes				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,258,700**	**1,258,700**	**1,258,700**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	16,019											
Easements etc.	0											
Legals Acquisition	7,956											
Planning Fee	4,158											
Professional	83,475		83,475									
Build Cost - BCIS Base		0	187,172	374,345	561,517	374,345	187,172	0	0	0	0	0
s106/CIL/Tariff		172,227	15,000	30,000	45,000	30,000	15,000	0	0	0	0	0
Contingency		0	4,679	9,359	14,038	9,359	4,679	0	0	0	0	0
Abnormals		0	5,886	11,772	17,658	11,772	5,886	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	37,761	37,761	37,761	0	0	0
Legals	0	0	0	0	0	0	6,294	6,294	6,294	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**111,608**	**172,227**	**296,212**	**425,475**	**638,213**	**425,475**	**256,792**	**44,055**	**44,055**	**0**	**0**	**0**
For Residual Valuation Land	**530,387**											
Interest		9,630	12,358	16,986	23,623	33,551	40,436	26,014	8,185	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-641,995	-181,857	-308,570	-442,462	-661,836	-459,026	961,472	1,188,631	1,206,461	0	0	0
Opening Balance	0											
Closing Balance	-641,995	-823,852	-1,132,422	-1,574,884	-2,236,720	-2,695,746	-1,734,275	-545,643	660,818	660,818	660,818	660,818

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												660,818
Affordable for Rent												0
First Homes												0
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-660,818
Opening Balance												
Closing Balance	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	0

12/07/202210:17

Base Herne Bay
Site 12

Site 12	Small Green 9 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				9	£/m2	£	m2
	Gross	Net					
Market Housing	102.3	102.33	100.00%	9	4,100	3,776,100	921
Affordable Overall			0%	0			
Affordable Rent	102.3	102.33	0.00%	0	2,500	0	0
Social Rent	102.3	102.33	0.00%	0	1,790	0	0
Shared Ownership	102.3	102.33	0.00%	0	2,870	0	0
First Homes	102.3	102.33	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.360	ha	25	/ha		3,776,100	921
SITE AREA - Gross	0.360	ha	25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**530,387**	**1,473,297**	**1,473,297**
Existing Use Value		18,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	126,000		350,000
Benchmark Land Value		**144,000**		**400,000**

		£/m2
Additional Profit	**724,408**	**787**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -129,411

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				530,387	
	Stamp Duty			16,019		
	Easements etc.			0		
	Legals /Acquisition		1.50%	7,956	23,975	
Fees						
	Planning			4,158		
	Professional		8.00%	166,949	171,107	
CONSTRUCTION						
	Build Cost		1,829	1,684,551		
	s106 / CIL / IT			307,227		
	Contingency		2.50%	42,114		
	Abnormals	%	2.00%	33,691		
		£		19,284	2,086,866	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	113,283		
	Legals	%	0.5%	18,881		
		£/unit	0	0		
	Misc.	%	0.0%	0	132,164	**2,944,499**

Developers Profit				
	Market Housing	% Value	17.50%	**660,818**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		530,387
	Total	16,019

Stamp duty calc - Residual		
Land payment		144,000
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**45,000**

Post CIL s106	15,000	£/ Unit (all)	135,000
CIL	187	£/m2	172,227
		Total	**307,227**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,546.06
CO2 Plus	%	6.80%	105.13
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,660.50
Site Costs	Base	10.00%	166.05
	BNG	0.15%	2.49
			1,829.05

RESIDUAL CASH FLOW FOR INTEREST

		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				3	3	3																			
Market Housing					0	0	0	1,258,700	1,258,700	1,258,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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	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
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**	**1,258,700**	**1,258,700**	**1,258,700**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		16,019																							
Easements etc.		0																							
Legals Acquisition		7,956																							
Planning Fee		4,158																							
Professional		83,475		83,475																					
Build Cost - BCIS Base			0	187,172	374,345	561,517	374,345	187,172	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			172,227	15,000	30,000	45,000	30,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	4,679	9,359	14,038	9,359	4,679	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	5,886	11,772	17,658	11,772	5,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	37,761	37,761	37,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	6,294	6,294	6,294	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**111,608**	**172,227**	**296,212**	**425,475**	**638,213**	**425,475**	**256,792**	**44,055**	**44,055**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**530,387**																							
	Interest		9,630	12,358	16,986	23,623	33,551	40,436	26,014	8,185	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									660,818
Affordable for Rent																									0
First Homes																									0
	Cash Flow	-641,995	-181,857	-308,570	-442,462	-661,836	-459,026	961,472	1,188,631	1,206,461	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-660,818
	Opening Balance	0																							
	Closing Balance	-641,995	-823,852	-1,132,422	-1,574,884	-2,236,720	-2,695,746	-1,734,275	-545,643	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	660,818	0

Base Herne Bay
Site 13

Site 13	**Small Green 9 LD - DRA/AONB**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				9	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	102.3	102.33	70.00%	6	4,100	2,643,270	645
Affordable Overall			30%	2.7			
Affordable Rent	70.0	70.00	20.10%	2	2,500	316,575	127
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	43,394	15
First Homes	70.0	70.00	7.50%	1	2,870	135,608	47
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.360	ha	25	/ha		**3,138,847**	**834**
SITE AREA - Gross	0.360	ha	25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		376,818	1,046,716	1,046,716
Existing Use Value		18,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	126,000		350,000
Benchmark Land Value		**144,000**		**400,000**

		£/m2
Additional Profit	500,156	776

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -129,411

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				376,818	
	Stamp Duty			8,341		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,652	13,993	
Fees						
	Planning			4,158		
	Professional		8.00%	147,159	151,317	
CONSTRUCTION						
	Build Cost		1,800	1,500,614		
	s106 / CIL / IT			255,559		
	Contingency		2.50%	37,515		
	Abnormals	%	2.00%	30,012		
		£		15,784	1,839,485	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	94,165		
	Legals	%	0.5%	15,694		
		£/unit	0	0		
	Misc.	%	0.0%	0	109,860	**2,491,472**

Developers Profit				
	Market Housing	% Value	17.50%	**462,572**
	Affordable Housing	% Value	6.00%	**21,598**
	First Homes	% Value	17.50%	**23,731**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		376,818
	Total	8,341

Stamp duty calc - Residual		
Land payment		144,000
	Total	0

Pre CIL s106	5,000	£/ Unit (all)
	Total	**45,000**

Post CIL s106	15,000	£/ Unit (all)	135,000
CIL	187	£/m2	120,559
		Total	**255,559**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,521.33
CO2 Plus	%	6.80%	103.45
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,634.09
Site Costs	Base	10.00%	163.41
	BNG	0.15%	2.45
			1,799.95

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				**Year 2**				**Year 3**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			3	3	3							
Market Housing				0	0	0	881,090	881,090	881,090	0	0	0
Affordable Rent				0	0	0	105,525	105,525	105,525	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	14,465	14,465	14,465	0	0	0
First Homes				0	0	0	45,203	45,203	45,203	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,046,282**	**1,046,282**	**1,046,282**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	8,341											
Easements etc.	0											
Legals Acquisition	5,652											
Planning Fee	4,158											
Professional	73,579		73,579									
Build Cost - BCIS Base		0	166,735	333,470	500,205	333,470	166,735	0	0	0	0	0
s106/CIL/Tariff		120,559	15,000	30,000	45,000	30,000	15,000	0	0	0	0	0
Contingency		0	4,168	8,337	12,505	8,337	4,168	0	0	0	0	0
Abnormals		0	5,088	10,177	15,265	10,177	5,088	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	31,388	31,388	31,388	0	0	0
Legals	0	0	0	0	0	0	5,231	5,231	5,231	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**91,731**	**120,559**	**264,571**	**381,984**	**572,975**	**381,984**	**227,612**	**36,620**	**36,620**	**0**	**0**	**0**
For Residual Valuation Land	**376,818**											
Interest		7,028	8,942	13,045	18,970	27,849	33,997	22,227	7,415	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-468,548	-127,587	-273,513	-395,028	-591,945	-409,833	784,674	987,436	1,002,247	0	0	0
Opening Balance	0											
Closing Balance	-468,548	-596,135	-869,649	-1,264,677	-1,856,622	-2,266,455	-1,481,781	-494,346	507,902	507,902	507,902	507,902

	Year 4				**Year 5**				**Year 6**			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												462,572
Affordable for Rent												21,598
First Homes												23,731
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-507,902
Opening Balance												
Closing Balance	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	507,902	0

Base Herne Bay
Site 14

Site 14	Small Green 6

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	102.3	102.33	100.00%	6	4,100	2,517,400	614
Affordable Overall			0%	0			
Affordable Rent	102.3	102.33	0.00%	0	2,500	0	0
Social Rent	102.3	102.33	0.00%	0	1,790	0	0
Shared Ownership	102.3	102.33	0.00%	0	2,870	0	0
First Homes	102.3	102.33	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.171	ha	35	/ha		2,517,400	614
SITE AREA - Gross	0.171	ha	35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		356,878	2,081,787	2,081,787
Existing Use Value		8,571		50,000
Uplift	0%	0		0
Plus /ha	350,000	60,000		350,000
Benchmark Land Value		68,571		400,000

		£/m2
Additional Profit	512,050	834

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -86,274

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				356,878	
	Stamp Duty			7,344		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,353	12,697	
Fees						
	Planning			2,772		
	Professional		8.00%	111,300	114,072	
CONSTRUCTION						
	Build Cost		1,829	1,123,034		
	s106 / CIL / IT			204,818		
	Contingency		2.50%	28,076		
	Abnormals	%	2.00%	22,461		
		£		12,856	1,391,244	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	75,522		
	Legals	%	0.5%	12,587		
		£/unit	0	0		
	Misc.	%	0.0%	0	88,109	**1,963,000**

Developers Profit				
	Market Housing	% Value	17.50%	**440,545**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		356,878
	Total	7,344

Stamp duty calc - Residual		
Land payment		68,571
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	187	£/m2	114,818
		Total	**204,818**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,546.06
CO2 Plus	%	6.80%	105.13
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,660.50
Site Costs	Base	10.00%	166.05
	BNG	0.15%	2.49
			1,829.05

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				2	2	2							
Market Housing					0	0	0	839,133	839,133	839,133	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**839,133**	**839,133**	**839,133**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		7,344											
Easements etc.		0											
Legals Acquisition		5,353											
Planning Fee		2,772											
Professional		55,650		55,650									
Build Cost - BCIS Base			0	124,782	249,563	374,345	249,563	124,782	0	0	0	0	0
s106/CIL/Tariff			114,818	10,000	20,000	30,000	20,000	10,000	0	0	0	0	0
Contingency			0	3,120	6,239	9,359	6,239	3,120	0	0	0	0	0
Abnormals			0	3,924	7,848	11,772	7,848	3,924	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	25,174	25,174	25,174	0	0	0
Legals		0	0	0	0	0	0	4,196	4,196	4,196	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**71,119**	**114,818**	**197,475**	**283,650**	**425,475**	**283,650**	**171,195**	**29,370**	**29,370**	**0**	**0**	**0**
For Residual Valuation	Land	**356,878**											
	Interest		6,420	8,239	11,324	15,749	22,367	26,957	17,343	5,456	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-427,997	-121,238	-205,713	-294,975	-441,224	-306,017	640,981	792,421	804,307	0	0	0
	Opening Balance	0											
	Closing Balance	-427,997	-549,234	-754,948	-1,049,922	-1,491,147	-1,797,164	-1,156,183	-363,762	440,545	440,545	440,545	440,545

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													440,545
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-440,545
	Opening Balance												
	Closing Balance	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	440,545	0

Base Herne Bay
Site 15

Site 15	Small Green 6 LD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	121.7	121.67	100.00%	6	4,100	2,993,000	730
Affordable Overall			0%	0			
Affordable Rent	121.7	121.67	0.00%	0	2,500	0	0
Social Rent	121.7	121.67	0.00%	0	1,790	0	0
Shared Ownership	121.7	121.67	0.00%	0	2,870	0	0
First Homes	121.7	121.67	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.240	ha	25	/ha		2,993,000	730
SITE AREA - Gross	0.240	ha	25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		378,879	1,578,661	1,578,661
Existing Use Value		12,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	84,000		350,000
Benchmark Land Value		96,000		400,000

	Whole Site	£/m2
Additional Profit	529,787	726

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -86,274

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				378,879	
	Stamp Duty			8,444		
	Easements etc.			0		
	Legals /Acquisition		1.50%	5,683	14,127	
Fees						
	Planning			2,772		
	Professional		8.00%	136,002	138,774	
CONSTRUCTION						
	Build Cost		1,906	1,391,064		
	s106 / CIL / IT			226,510		
	Contingency		2.50%	34,777		
	Abnormals	%	2.00%	27,821		
		£		19,856	1,700,028	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	89,790		
	Legals	%	0.5%	14,965		
		£/unit	0	0		
	Misc.	%	0.0%	0	104,755	2,336,563

Developers Profit				
	Market Housing	% Value	17.50%	523,775
	Affordable Housing	% Value	6.00%	0
	First Homes	% Value	17.50%	0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		378,879
	Total	8,444

Stamp duty calc - Residual		
Land payment		96,000
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	30,000

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	187	£/m2	136,510
		Total	226,510

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,611.11
CO2 Plus	%	6.80%	109.56
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,729.98
Site Costs	Base	10.00%	173.00
	BNG	0.15%	2.59
			1,905.57

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				2	2	2							
Market Housing					0	0	0	997,667	997,667	997,667	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	997,667	997,667	997,667	0	0	0
EXPENDITURE													
Stamp Duty		8,444											
Easements etc.		0											
Legals Acquisition		5,683											
Planning Fee		2,772											
Professional		68,001		68,001									
Build Cost - BCIS Base			0	154,563	309,125	463,688	309,125	154,563	0	0	0	0	0
s106/CIL/Tariff			136,510	10,000	20,000	30,000	20,000	10,000	0	0	0	0	0
Contingency			0	3,864	7,728	11,592	7,728	3,864	0	0	0	0	0
Abnormals			0	5,297	10,595	15,892	10,595	5,297	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	29,930	29,930	29,930	0	0	0
Legals		0	0	0	0	0	0	4,988	4,988	4,988	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		84,900	136,510	241,725	347,448	521,173	347,448	208,643	34,918	34,918	0	0	0
For Residual Valuation	Land	378,879											
	Interest		6,957	9,109	12,871	18,276	26,368	31,975	20,619	6,487	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-463,779	-143,467	-250,834	-360,320	-539,449	-373,816	757,049	942,129	956,261	0	0	0
	Opening Balance	0											
	Closing Balance	-463,779	-607,246	-858,080	-1,218,399	-1,757,848	-2,131,664	-1,374,615	-432,486	523,775	523,775	523,775	523,775

		Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													523,775
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-523,775
	Opening Balance												
	Closing Balance	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	523,775	0

12/07/202210:17

Base Herne Bay
Site 16

Site 16	Small Green 6 LD - DRA

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	117.5	117.50	70.00%	4	4,100	2,023,350	494
Affordable Overall			30%	1.8			
Affordable Rent	70.0	70.00	20.10%	1	2,500	211,050	84
Social Rent	70.0	70.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,870	28,930	10
First Homes	70.0	70.00	7.50%	0	2,870	90,405	32
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.240	ha	25	/ha		2,353,735	620
SITE AREA - Gross	0.086	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		223,319	930,494	2,605,384
Existing Use Value		4,286		50,000
Uplift	0%	0		0
Plus /ha	350,000	30,000		350,000
Benchmark Land Value		34,286		400,000

	Whole Site	£/m2
Additional Profit	377,324	765

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -86,274

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				223,319	
	Stamp Duty			1,466		
	Easements etc.			0		
	Legals /Acquisition		1.50%	3,350	4,816	
Fees						
	Planning			2,772		
	Professional		8.00%	115,218	117,990	
CONSTRUCTION						
	Build Cost		1,912	1,184,768		
	s106 / CIL / IT			182,285		
	Contingency		2.50%	29,619		
	Abnormals	%	2.00%	23,695		
		£		19,856	1,440,223	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	70,612		
	Legals	%	0.5%	11,769		
		£/unit	0	0		
	Misc.	%	0.0%	0	82,381	1,868,728

Developers Profit				
	Market Housing	% Value	17.50%	354,086
	Affordable Housing	% Value	6.00%	14,399
	First Homes	% Value	17.50%	15,821

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		223,319
	Total	1,466

Stamp duty calc - Residual		
Land payment		34,286
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	30,000

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	187	£/m2	92,285
		Total	182,285

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,616.97
CO2 Plus	%	6.80%	109.95
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,736.23
Site Costs	Base	10.00%	173.62
	BNG	0.15%	2.60
			1,912.46

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				2	2	2							
Market Housing					0	0	0	674,450	674,450	674,450	0	0	0
Affordable Rent					0	0	0	70,350	70,350	70,350	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	9,643	9,643	9,643	0	0	0
First Homes					0	0	0	30,135	30,135	30,135	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**784,578**	**784,578**	**784,578**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		1,466											
Easements etc.		0											
Legals Acquisition		3,350											
Planning Fee		2,772											
Professional		57,609		57,609									
Build Cost - BCIS Base			0	131,641	263,282	394,923	263,282	131,641	0	0	0	0	0
s106/CIL/Tariff			92,285	10,000	20,000	30,000	20,000	10,000	0	0	0	0	0
Contingency			0	3,291	6,582	9,873	6,582	3,291	0	0	0	0	0
Abnormals			0	4,839	9,678	14,517	9,678	4,839	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	23,537	23,537	23,537	0	0	0
Legals		0	0	0	0	0	0	3,923	3,923	3,923	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**65,197**	**92,285**	**207,380**	**299,542**	**449,313**	**299,542**	**177,231**	**27,460**	**27,460**	**0**	**0**	**0**
For Residual Valuation	Land	**223,319**											
	Interest		4,328	5,777	8,974	13,602	20,546	25,347	16,617	5,510	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-288,516	-96,612	-213,157	-308,516	-462,915	-320,088	582,000	740,501	751,608	0	0	0
	Opening Balance	0											
	Closing Balance	-288,516	-385,128	-598,285	-906,801	-1,369,716	-1,689,803	-1,107,803	-367,303	384,306	384,306	384,306	384,306

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													354,086
Affordable for Rent													14,399
First Homes													15,821
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-384,306
	Opening Balance												
	Closing Balance	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	384,306	0

Base Herne Bay
Site 17

Site 17 **Small Green 3**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				3	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	130.0	130.00	100.00%	3	4,100	1,599,000	390
Affordable Overall			0%	0			
Affordable Rent	130.0	130.00	0.00%	0	2,500	0	0
Social Rent	130.0	130.00	0.00%	0	1,790	0	0
Shared Ownership	130.0	130.00	0.00%	0	2,870	0	0
First Homes	130.0	130.00	0.00%	0	2,870	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.086	ha	35	/ha		**1,599,000**	**390**
SITE AREA - Gross	0.086	ha	35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**179,673**	**2,096,187**	**2,096,187**
Existing Use Value		4,286		50,000
Uplift	0%	0		0
Plus /ha	350,000	30,000		350,000
Benchmark Land Value		**34,286**		**400,000**

		£/m2
Additional Profit	**270,106**	**693**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -43,137

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				179,673	
	Stamp Duty			593		
	Easements etc.			0		
	Legals /Acquisition		1.50%	2,695	3,289	
Fees						
	Planning			1,386		
	Professional		8.00%	74,781	76,167	
CONSTRUCTION						
	Build Cost		1,971	768,814		
	s106 / CIL / IT			117,930		
	Contingency		2.50%	19,220		
	Abnormals	%	2.00%	15,376		
		£		13,428	934,768	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	47,970		
	Legals	%	0.5%	7,995		
		£/unit	0	0		
	Misc.	%	0.0%	0	55,965	**1,249,862**

Developers Profit				
	Market Housing	% Value	17.50%	**279,825**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	3		
No dwgs under 50	3	462	1,386
No dwgs over 50	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		179,673
	Total	593

Stamp duty calc - Residual		
Land payment		34,286
	Total	0

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	15,000	£/ Unit (all)	45,000
CIL	187	£/m2	72,930
		Total	**117,930**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,667.00
CO2 Plus	%	6.80%	113.36
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,789.67
Site Costs	Base	10.00%	178.97
	BNG	0.15%	2.68
			1,971.32

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				1	1	1							
Market Housing					0	0	0	533,000	533,000	533,000	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**533,000**	**533,000**	**533,000**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		593											
Easements etc.		0											
Legals Acquisition		2,695											
Planning Fee		1,386											
Professional		37,391		37,391									
Build Cost - BCIS Base			0	85,424	170,847	256,271	170,847	85,424	0	0	0	0	0
s106/CIL/Tariff			72,930	5,000	10,000	15,000	10,000	5,000	0	0	0	0	0
Contingency			0	2,136	4,271	6,407	4,271	2,136	0	0	0	0	0
Abnormals			0	3,200	6,401	9,601	6,401	3,200	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	15,990	15,990	15,990	0	0	0
Legals		0	0	0	0	0	0	2,665	2,665	2,665	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**42,065**	**72,930**	**133,151**	**191,520**	**287,279**	**191,520**	**114,415**	**18,655**	**18,655**	**0**	**0**	**0**
For Residual Valuation	Land	**179,673**											
	Interest		3,326	4,470	6,534	9,505	13,957	17,039	11,016	3,466	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-221,738	-76,256	-137,620	-198,054	-296,784	-205,476	401,546	503,329	510,879	0	0	0
	Opening Balance	0											
	Closing Balance	-221,738	-297,995	-435,615	-633,669	-930,453	-1,135,930	-734,383	-231,054	279,825	279,825	279,825	279,825

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													279,825
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-279,825
	Opening Balance												
	Closing Balance	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	279,825	0

Base Herne Bay
Site 18

Site 18	Large Brown 100

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				100	£/m2	£	m2
	Gross	Net					
Market Housing	99.2	99.17	70.00%	70	3,500	24,297,000	6,942
Affordable Overall			30%	30			
Affordable Rent	75.0	73.15	20.10%	20	2,500	3,675,788	1,507
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	2	2,450	411,600	168
First Homes	77.9	75.88	7.50%	8	2,450	1,394,203	584
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.500	ha	40	/ha		**29,778,591**	**9,201**
SITE AREA - Gross	3.205	ha	31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-265,507**	**-106,203**	**-82,838**
Existing Use Value		3,205,128		1,000,000
Uplift	20%	641,026		200,000
Plus /ha	0	0		0
Benchmark Land Value		**3,846,154**		**1,200,000**
			£/m2	
Additional Profit		**-1,145,881**	**-165**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -3,298,402

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND						
	Land				-265,507	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-3,983	-3,983	
Fees						
	Planning			30,000		
	Professional		8.00%	1,720,888	1,750,888	
CONSTRUCTION						
	Build Cost		1,904	17,518,871		
	s106 / CIL / IT			2,069,244		
	Contingency		5.00%	875,944		
	Abnormals	%	5.00%	875,944		
		£		171,100	21,511,102	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	893,358		
	Legals	%	0.5%	148,893		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,042,251	**24,034,751**

Developers Profit				
	Market Housing	% Value	17.50%	**4,251,975**
	Affordable Housing	% Value	6.00%	**245,243**
	First Homes	% Value	17.50%	**243,986**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under 50	50	462	23,100
No dwgs over 50	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		-265,507
	Total	0

Stamp duty calc - Residual		
Land payment		3,846,154
	Total	181,808

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**1,500,000**

Post CIL s106	15,000	£/ Unit (all)	1,500,000
CIL	82	£/m2	569,244
		Total	**2,069,244**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,531.53
CO2 Plus	%	6.80%	104.14
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,644.98
Site Costs	Base	15.00%	246.75
	BNG	0.75%	12.34
			1,904.07

RESIDUAL CASH FLOW FOR INTEREST

		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				12	13	12	13	12	13	12	13														
Market Housing					0	0	0	2,915,640	3,158,610	2,915,640	3,158,610	2,915,640	3,158,610	2,915,640	3,158,610	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	441,095	477,852	441,095	477,852	441,095	477,852	441,095	477,852	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	49,392	53,508	49,392	53,508	49,392	53,508	49,392	53,508	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	167,304	181,246	167,304	181,246	167,304	181,246	167,304	181,246	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**	**3,573,431**	**3,871,217**	**3,573,431**	**3,871,217**	**3,573,431**	**3,871,217**	**3,573,431**	**3,871,217**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-3,983																							
Planning Fee		30,000																							
Professional		860,444		860,444																					
Build Cost - BCIS Base			0	700,755	1,459,906	2,160,661	2,219,057	2,160,661	2,219,057	2,160,661	2,219,057	1,459,906	759,151	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			569,244	60,000	125,000	185,000	190,000	185,000	190,000	185,000	190,000	125,000	65,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	35,038	72,995	108,033	110,953	108,033	110,953	108,033	110,953	72,995	37,958	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	41,882	87,254	129,135	132,626	129,135	132,626	129,135	132,626	87,254	45,372	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	107,203	116,137	107,203	116,137	107,203	116,137	107,203	116,137	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	17,867	19,356	17,867	19,356	17,867	19,356	17,867	19,356	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**886,461**	**569,244**	**1,698,118**	**1,745,155**	**2,582,829**	**2,652,635**	**2,707,899**	**2,788,128**	**2,707,899**	**2,788,128**	**1,870,225**	**1,042,973**	**125,070**	**135,493**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-265,507**																							
	Interest		9,314	17,993	43,734	70,568	110,369	151,814	141,108	126,978	115,900	101,392	77,365	36,102	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									4,251,975
Affordable for Rent																									245,243
First Homes																									243,986
	Cash Flow	-620,954	-578,558	-1,716,111	-1,788,889	-2,653,397	-2,763,004	713,718	941,981	738,553	967,189	1,601,814	2,750,879	3,412,259	3,735,724	0	0	0	0	0	0	0	0	0	-4,741,204
	Opening Balance	0																							
	Closing Balance	-620,954	-1,199,513	-2,915,624	-4,704,513	-7,357,910	-10,120,914	-9,407,196	-8,465,215	-7,726,661	-6,759,472	-5,157,658	-2,406,779	1,005,480	4,741,204	4,741,204	4,741,204	4,741,204	4,741,204	4,741,204	4,741,204	4,741,204	4,741,204	4,741,204	0

Base Herne Bay
Site 19

Site 19	Medium Brown 50

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				50	£/m2	£	m2
	Gross	Net					
Market Housing	100.0	100.00	70.00%	35	3,500	12,250,000	3,500
Affordable Overall			30%	15			
Affordable Rent	79.3	78.30	20.10%	10	2,500	1,967,288	797
Social Rent	79.3	78.30	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	1	2,450	205,800	84
First Homes	82.5	82.50	7.50%	4	2,450	757,969	309
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.250	ha	40	/ha		**15,181,056**	**4,690**
SITE AREA - Gross	1.603	ha	31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-98,871**	**-79,097**	**-61,696**
Existing Use Value		1,602,564		1,000,000
Uplift	20%	320,513		200,000
Plus /ha	0	0		0
Benchmark Land Value		**1,923,077**		**1,200,000**

	Whole Site	£/m2
Additional Profit	**-464,981**	**-133**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -1,612,755

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-98,871	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-1,483	-1,483	
Fees						
	Planning			23,100		
	Professional		8.00%	872,454	895,554	
CONSTRUCTION						
	Build Cost		1,896	8,892,154		
	s106 / CIL / IT			1,037,000		
	Contingency		5.00%	444,608		
	Abnormals	%	5.00%	444,608		
		£		87,300	10,905,670	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	455,432		
	Legals	%	0.5%	75,905		
		£/unit	0	0		
	Misc.	%	0.0%	0	531,337	**12,232,206**

Developers Profit				
	Market Housing	% Value	17.50%	**2,143,750**
	Affordable Housing	% Value	6.00%	**130,385**
	First Homes	% Value	17.50%	**132,645**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-98,871
	Total	0

Stamp duty calc - Residual		
Land payment		1,923,077
	Total	85,654

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**750,000**

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	82	£/m2	287,000
		Total	**1,037,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,524.88
CO2 Plus	%	6.80%	103.69
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,637.88
Site Costs	Base	15.00%	245.68
	BNG	0.75%	12.28
			1,895.84

RESIDUAL CASH FLOW FOR INTEREST

		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				12	13	12	13																		
Market Housing					0	0	0	2,940,000	3,185,000	2,940,000	3,185,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	472,149	511,495	472,149	511,495	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	49,392	53,508	49,392	53,508	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	181,913	197,072	181,913	197,072	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**	**3,643,454**	**3,947,075**	**3,643,454**	**3,947,075**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-1,483																							
Planning Fee		23,100																							
Professional		436,227		436,227																					
Build Cost - BCIS Base			0	711,372	1,482,026	2,193,398	2,252,679	1,482,026	770,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			287,000	60,000	125,000	185,000	190,000	125,000	65,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	35,569	74,101	109,670	112,634	74,101	38,533	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	42,553	88,651	131,204	134,750	88,651	46,099	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	109,304	118,412	109,304	118,412	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	18,217	19,735	18,217	19,735	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**457,844**	**287,000**	**1,285,720**	**1,769,778**	**2,619,272**	**2,690,063**	**1,897,299**	**1,058,432**	**127,521**	**138,148**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-98,871**																							
	Interest		5,385	9,770	29,203	56,187	96,319	138,115	113,994	72,375	20,721	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									2,143,750
Affordable for Rent																									130,385
First Homes																									132,645
	Cash Flow	-358,973	-292,385	-1,295,491	-1,798,981	-2,675,459	-2,786,382	1,608,039	2,774,648	3,443,558	3,788,206	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,406,780
	Opening Balance	0																							
	Closing Balance	-358,973	-651,357	-1,946,848	-3,745,829	-6,421,288	-9,207,671	-7,599,632	-4,824,984	-1,381,426	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	2,406,780	0

12/07/202210:17

Base Herne Bay
Site 20

Site 20	Medium Brown 20

INCOME	Av Size	m2		%	Number	Price	GDV	GIA
					20	£/m2	£	m2
	Gross		Net					
Market Housing	98.4		98.43	70.00%	14	3,500	4,823,000	1,378
Affordable Overall				30%	6			
Affordable Rent	92.8		92.75	20.10%	4	2,500	932,138	373
Social Rent	92.8		92.75	0.00%	0	1,790	0	0
Shared Ownership	81.5		81.50	2.40%	0	2,450	95,844	39
First Homes	81.5		81.50	7.50%	2	2,450	299,513	122
Grant and Subsidy	Affordable Rent					0	0	
	Social Rent					0	0	
	Shared Ownership					0	0	
SITE AREA - Net	0.500	ha		40	/ha		**6,150,494**	**1,912**
SITE AREA - Gross	0.641	ha		31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-44,095**	**-88,190**	**-68,788**
Existing Use Value		641,026		1,000,000
Uplift	20%	128,205		200,000
Plus /ha	0	0		0
Benchmark Land Value		**769,231**		**1,200,000**
			£/m2	
Additional Profit		**-189,856**	**-138**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -640,983

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-44,095	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-661	-661	
Fees						
	Planning			9,240		
	Professional		8.00%	355,015	364,255	
CONSTRUCTION						
	Build Cost		1,897	3,628,334		
	s106 / CIL / IT			412,996		
	Contingency		5.00%	181,417		
	Abnormals	%	5.00%	181,417		
		£		33,520	4,437,683	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	184,515		
	Legals	%	0.5%	30,752		
		£/unit	0	0		
	Misc.	%	0.0%	0	215,267	**4,972,449**

Developers Profit				
	Market Housing	% Value	17.50%	**844,025**
	Affordable Housing	% Value	6.00%	**61,679**
	First Homes	% Value	17.50%	**52,415**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		-44,095
	Total	0

Stamp duty calc - Residual		
Land payment		769,231
	Total	27,962

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**300,000**

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	82	£/m2	112,996
		Total	**412,996**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,526.17
CO2 Plus	%	6.80%	103.78
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,639.26
Site Costs	Base	15.00%	245.89
	BNG	0.75%	12.29
			1,897.44

RESIDUAL CASH FLOW FOR INTEREST

		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				5	5	5	5																		
Market Housing					0	0	0	1,205,750	1,205,750	1,205,750	1,205,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	233,034	233,034	233,034	233,034	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	23,961	23,961	23,961	23,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	74,878	74,878	74,878	74,878	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**	**1,537,624**	**1,537,624**	**1,537,624**	**1,537,624**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-661																							
Planning Fee		9,240																							
Professional		177,507		177,507																					
Build Cost - BCIS Base			0	302,361	604,722	907,084	907,084	604,722	302,361	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			112,996	25,000	50,000	75,000	75,000	50,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	15,118	30,236	45,354	45,354	30,236	15,118	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	17,911	35,823	53,734	53,734	35,823	17,911	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	46,129	46,129	46,129	46,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	7,688	7,688	7,688	7,688	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**186,086**	**112,996**	**537,898**	**720,781**	**1,081,172**	**1,081,172**	**774,598**	**414,207**	**53,817**	**53,817**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-44,095**																							
	Interest		2,130	3,857	11,983	22,975	39,537	56,347	45,747	29,582	7,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									844,025
Affordable for Rent																									61,679
First Homes																									52,415
	Cash Flow	-141,991	-115,126	-541,755	-732,764	-1,104,146	-1,120,709	706,678	1,077,669	1,454,225	1,476,038	0	0	0	0	0	0	0	0	0	0	0	0	0	-958,119
	Opening Balance	0																							
	Closing Balance	-141,991	-257,117	-798,871	-1,531,636	-2,635,782	-3,756,491	-3,049,813	-1,972,144	-517,919	958,119	958,119	958,119	958,119	958,119	958,119	958,119	958,119	958,119	958,119	958,119	958,119	958,119	958,119	0

Base Herne Bay
Site 21

Site 21	Small Brown 10

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				10	£/m2	£	m2
	Gross	Net					
Market Housing	104.1	104.14	70.00%	7	3,500	2,551,500	729
Affordable Overall			30%	3			
Affordable Rent	93.0	93.00	20.10%	2	2,500	467,325	187
Social Rent	93.0	93.00	0.00%	0	1,790	0	0
Shared Ownership	70.0	70.00	2.40%	0	2,450	41,160	17
First Homes	70.0	70.00	7.50%	1	2,450	128,625	53
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.250	ha	40	/ha		3,188,610	985
SITE AREA - Gross	0.321	ha	31	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-31,899	-127,596	-99,525
Existing Use Value		320,513		1,000,000
Uplift	20%	64,103		200,000
Plus /ha	0	0		0
Benchmark Land Value		384,615		1,200,000

		£/m2
Additional Profit	-87,879	-121

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -325,059

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-31,899	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-478	-478	
Fees						
	Planning			4,620		
	Professional		8.00%	184,453	189,073	
CONSTRUCTION						
	Build Cost		1,915	1,886,926		
	s106 / CIL / IT			209,778		
	Contingency		5.00%	94,346		
	Abnormals	%	5.00%	94,346		
		£		20,260	2,305,657	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	95,658		
	Legals	%	0.5%	15,943		
		£/unit	0	0		
	Misc.	%	0.0%	0	111,601	2,573,953

Developers Profit				
	Market Housing	% Value	17.50%	446,513
	Affordable Housing	% Value	6.00%	30,509
	First Homes	% Value	17.50%	22,509

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		
No dwgs under 50	10	462	4,620
No dwgs over 50	0	138	0
		Total	4,620

Stamp duty calc - Residual		
Land payment		-31,899
	Total	0

Stamp duty calc - Residual		
Land payment		384,615
	Total	8,731

Pre CIL s106	15,000	£/ Unit (all)	
		Total	150,000

Post CIL s106	15,000	£/ Unit (all)	150,000
CIL	82	£/m2	59,778
		Total	209,778

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,540.55
CO2 Plus	%	6.80%	104.76
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,654.61
Site Costs	Base	15.00%	248.19
	BNG	0.75%	12.41
			1,915.21

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				3	4	3							
Market Housing					0	0	0	765,450	1,020,600	765,450	0	0	0
Affordable Rent					0	0	0	140,198	186,930	140,198	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	12,348	16,464	12,348	0	0	0
First Homes					0	0	0	38,588	51,450	38,588	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	956,583	1,275,444	956,583	0	0	0
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-478											
Planning Fee		4,620											
Professional		92,226		92,226									
Build Cost - BCIS Base			0	188,693	440,283	628,975	440,283	188,693	0	0	0	0	0
s106/CIL/Tariff			59,778	15,000	35,000	50,000	35,000	15,000	0	0	0	0	0
Contingency			0	9,435	22,014	31,449	22,014	9,435	0	0	0	0	0
Abnormals			0	11,461	26,741	38,202	26,741	11,461	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	28,697	38,263	28,697	0	0	0
Legals		0	0	0	0	0	0	4,783	6,377	4,783	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		96,368	59,778	316,814	524,038	748,626	524,038	258,068	44,641	33,480	0	0	0
For Residual Valuation	Land	-31,899											
	Interest		967	1,878	6,659	14,619	26,068	34,319	24,356	6,260	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-64,469	-60,745	-318,692	-530,697	-763,245	-550,106	664,195	1,206,447	916,843	0	0	0
	Opening Balance	0											
	Closing Balance	-64,469	-125,214	-443,906	-974,603	-1,737,848	-2,287,954	-1,623,759	-417,312	499,531	499,531	499,531	499,531

		Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													446,513
Affordable for Rent													30,509
First Homes													22,509
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-499,531
	Opening Balance												
	Closing Balance	499,531	499,531	499,531	499,531	499,531	499,531	499,531	499,531	499,531	499,531	499,531	0

12/07/202210:17

Base Herne Bay
Site 22

Site 22	Small Brown 6

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				6	£/m2	£	m2
	Gross	Net					
Market Housing	100.7	100.67	100.00%	6	3,500	2,114,000	604
Affordable Overall			0%	0			
Affordable Rent	100.7	100.67	0.00%	0	2,500	0	0
Social Rent	100.7	100.67	0.00%	0	1,790	0	0
Shared Ownership	100.7	100.67	0.00%	0	2,450	0	0
First Homes	100.7	100.67	0.00%	0	2,450	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.150	ha	40	/ha		2,114,000	604
SITE AREA - Gross	0.150	ha	40	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		42,334	282,229	282,229
Existing Use Value		150,000		1,000,000
Uplift	20%	30,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		180,000		1,200,000

		£/m2
Additional Profit	114,467	190

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -226,426

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				42,334	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	635	635	
Fees						
	Planning			2,772		
	Professional		8.00%	114,535	117,307	
CONSTRUCTION						
	Build Cost		1,925	1,163,001		
	s106 / CIL / IT			139,528		
	Contingency		5.00%	58,150		
	Abnormals	%	5.00%	58,150		
		£		12,856	1,431,685	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	63,420		
	Legals	%	0.5%	10,570		
		£/unit	0	0		
	Misc.	%	0.0%	0	73,990	**1,665,951**

Developers Profit				
	Market Housing	% Value	17.50%	**369,950**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	6		
No dwgs under 50	6	462	2,772
No dwgs over 50	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		42,334
	Total	0

Stamp duty calc - Residual		
Land payment		180,000
	Total	600

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	15,000	£/ Unit (all)	90,000
CIL	82	£/m2	49,528
		Total	**139,528**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,548.86
CO2 Plus	%	6.80%	105.32
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,663.50
Site Costs	Base	15.00%	249.52
	BNG	0.75%	12.48
			1,925.50

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				2	2	2							
Market Housing					0	0	0	704,667	704,667	704,667	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**704,667**	**704,667**	**704,667**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		635											
Planning Fee		2,772											
Professional		57,267		57,267									
Build Cost - BCIS Base			0	129,222	258,445	387,667	258,445	129,222	0	0	0	0	0
s106/CIL/Tariff			49,528	10,000	20,000	30,000	20,000	10,000	0	0	0	0	0
Contingency			0	6,461	12,922	19,383	12,922	6,461	0	0	0	0	0
Abnormals			0	7,890	15,779	23,669	15,779	7,890	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	21,140	21,140	21,140	0	0	0
Legals		0	0	0	0	0	0	3,523	3,523	3,523	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**60,674**	**49,528**	**210,840**	**307,146**	**460,719**	**307,146**	**178,236**	**24,663**	**24,663**	**0**	**0**	**0**
For Residual Valuation	Land	**42,334**											
	Interest		1,545	2,311	5,509	10,198	17,262	22,128	14,564	4,582	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-103,009	-51,073	-213,152	-312,654	-470,917	-324,408	504,302	665,440	675,421	0	0	0
	Opening Balance	0											
	Closing Balance	-103,009	-154,082	-367,233	-679,888	-1,150,805	-1,475,213	-970,911	-305,471	369,950	369,950	369,950	369,950

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													369,950
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-369,950
	Opening Balance												
	Closing Balance	369,950	369,950	369,950	369,950	369,950	369,950	369,950	369,950	369,950	369,950	369,950	0

Base Herne Bay
Site 23

Site 23	Large Brown HD 100

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				100	£/m2	£	m2
	Gross	Net					
Market Housing	78.3	71.19	70.00%	70	4,000	19,932,000	5,481
Affordable Overall			30%	30			
Affordable Rent	66.6	60.50	20.10%	20	2,500	3,040,125	1,338
Social Rent	66.6	60.50	0.00%	0	1,790	0	0
Shared Ownership	74.3	67.50	2.40%	2	2,800	453,600	178
First Homes	64.6	58.75	7.50%	8	2,800	1,233,750	485
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.250	ha	80	/ha		**24,659,475**	**7,482**
SITE AREA - Gross	1.420	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-162,127**	**-129,702**	**-114,138**
Existing Use Value		1,420,455		1,000,000
Uplift	20%	284,091		200,000
Plus /ha	0	0		0
Benchmark Land Value		**1,704,545**		**1,200,000**
			£/m2	
Additional Profit		**-818,160**	**-149**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -1,357,180

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-162,127	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-2,432	-2,432	
Fees						
	Planning			30,000		
	Professional		8.00%	1,419,559	1,449,559	
CONSTRUCTION						
	Build Cost		1,973	14,758,627		
	s106 / CIL / IT			1,500,000		
	Contingency		5.00%	737,931		
	Abnormals	%	5.00%	737,931		
		£		10,000	17,744,490	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	739,784		
	Legals	%	0.5%	123,297		
		£/unit	0	0		
	Misc.	%	0.0%	0	863,082	**19,892,571**

Developers Profit				
	Market Housing	% Value	17.50%	**3,488,100**
	Affordable Housing	% Value	6.00%	**209,624**
	First Homes	% Value	17.50%	**215,906**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under 50	50	462	23,100
No dwgs over 50	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		-162,127
	Total	0

Stamp duty calc - Residual		
Land payment		1,704,545
	Total	74,727

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**1,500,000**

Post CIL s106	15,000	£/ Unit (all)	1,500,000
CIL	0	£/m2	0
		Total	**1,500,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started			25	25	25	25						
Market Housing				0	0	0	4,983,000	4,983,000	4,983,000	4,983,000	0	0
Affordable Rent				0	0	0	760,031	760,031	760,031	760,031	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	113,400	113,400	113,400	113,400	0	0
First Homes				0	0	0	308,438	308,438	308,438	308,438	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**6,164,869**	**6,164,869**	**6,164,869**	**6,164,869**	**0**	**0**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	-2,432											
Planning Fee	30,000											
Professional	709,780		709,780									
Build Cost - BCIS Base		0	1,229,886	2,459,771	3,689,657	3,689,657	2,459,771	1,229,886	0	0	0	0
s106/CIL/Tariff		0	125,000	250,000	375,000	375,000	250,000	125,000	0	0	0	0
Contingency		0	61,494	122,989	184,483	184,483	122,989	61,494	0	0	0	0
Abnormals		0	62,328	124,655	186,983	186,983	124,655	62,328	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	0	0	0	0	0	184,946	184,946	184,946	184,946	0	0
Legals	0	0	0	0	0	0	30,824	30,824	30,824	30,824	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**737,348**	**0**	**2,188,487**	**2,957,415**	**4,436,122**	**4,436,122**	**3,173,185**	**1,694,478**	**215,770**	**215,770**	**0**	**0**
For Residual Valuation Land	**-162,127**											
Interest		8,628	8,758	41,716	86,703	154,546	223,406	181,882	117,554	30,081	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-575,220	-8,628	-2,197,245	-2,999,131	-4,522,826	-4,590,668	2,768,278	4,288,509	5,831,544	5,919,018	0	0
Opening Balance	0											
Closing Balance	-575,220	-583,849	-2,781,093	-5,780,225	-10,303,051	-14,893,719	-12,125,441	-7,836,932	-2,005,388	3,913,630	3,913,630	3,913,630

	Year 4				Year 5				Year 6			
INCOME	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												3,488,100
Affordable for Rent												209,624
First Homes												215,906
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-3,913,630
Opening Balance												
Closing Balance	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	3,913,630	0

Base Herne Bay
Site 24

Site 24	Medium Brown HD 50

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				50	£/m2	£	m2
	Gross	Net					
Market Housing	78.5	71.37	70.00%	35	4,000	9,992,000	2,748
Affordable Overall			30%	15			
Affordable Rent	66.6	60.50	20.10%	10	2,500	1,520,063	669
Social Rent	66.6	60.50	0.00%	0	1,790	0	0
Shared Ownership	67.1	61.00	2.40%	1	2,800	204,960	81
First Homes	64.6	58.75	7.50%	4	2,800	616,875	242
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.625	ha	80	/ha		**12,333,898**	**3,739**
SITE AREA - Gross	0.710	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-105,361	-168,577	-148,348
Existing Use Value	710,227		1,000,000
Uplift 20%	142,045		200,000
Plus /ha 0	0		0
Benchmark Land Value	852,273		1,200,000

		£/m2
Additional Profit	-426,799	-155

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -671,341

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-105,361	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-1,580	-1,580	
Fees						
	Planning			23,100		
	Professional		8.00%	709,931	733,031	
CONSTRUCTION						
	Build Cost		1,973	7,376,493		
	s106 / CIL / IT			750,000		
	Contingency		5.00%	368,825		
	Abnormals	%	5.00%	368,825		
		£		10,000	8,874,142	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	370,017		
	Legals	%	0.5%	61,669		
		£/unit	0	0		
	Misc.	%	0.0%	0	431,686	**9,931,919**

Developers Profit				
	Market Housing	% Value	17.50%	**1,748,600**
	Affordable Housing	% Value	6.00%	**103,501**
	First Homes	% Value	17.50%	**107,953**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-105,361
	Total	0

Stamp duty calc - Residual		
Land payment		852,273
	Total	32,114

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**750,000**

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	0	£/m2	0
		Total	**750,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	20	20							
Market Housing					0	0	0	1,998,400	3,996,800	3,996,800	0	0	0
Affordable Rent					0	0	0	304,013	608,025	608,025	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	40,992	81,984	81,984	0	0	0
First Homes					0	0	0	123,375	246,750	246,750	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,466,780**	**4,933,559**	**4,933,559**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-1,580											
Planning Fee		23,100											
Professional		354,966		354,966									
Build Cost - BCIS Base			0	491,766	1,475,299	2,458,831	1,967,065	983,532	0	0	0	0	0
s106/CIL/Tariff			0	50,000	150,000	250,000	200,000	100,000	0	0	0	0	0
Contingency			0	24,588	73,765	122,942	98,353	49,177	0	0	0	0	0
Abnormals			0	25,255	75,765	126,275	101,020	50,510	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	74,003	148,007	148,007	0	0	0
Legals		0	0	0	0	0	0	12,334	24,668	24,668	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**376,485**	**0**	**946,575**	**1,774,828**	**2,958,047**	**2,366,438**	**1,269,556**	**172,675**	**172,675**	**0**	**0**	**0**
For Residual Valuation	Land	**-105,361**											
	Interest		4,067	4,128	18,388	45,287	90,337	127,188	111,138	41,392	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-271,125	-4,067	-950,703	-1,793,217	-3,003,334	-2,456,775	1,070,035	4,649,747	4,719,493	0	0	0
	Opening Balance	0											
	Closing Balance	-271,125	-275,192	-1,225,895	-3,019,111	-6,022,445	-8,479,220	-7,409,185	-2,759,438	1,960,054	1,960,054	1,960,054	1,960,054

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,748,600
Affordable for Rent													103,501
First Homes													107,953
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,960,054
	Opening Balance												
	Closing Balance	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	1,960,054	0

Base Herne Bay
Site 25

Site 25	Medium Brown HD 20

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				20	£/m2	£	m2
	Gross	Net					
Market Housing	77.7	70.64	70.00%	14	4,000	3,956,000	1,088
Affordable Overall			30%	6			
Affordable Rent	64.6	58.75	20.10%	4	2,500	590,438	260
Social Rent	64.6	58.75	0.00%	0	1,790	0	0
Shared Ownership	74.3	67.50	2.40%	0	2,800	90,720	36
First Homes	74.3	67.50	7.50%	2	2,800	283,500	111
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.250	ha	80	/ha		4,920,658	1,495
SITE AREA - Gross	0.284	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-56,455	-225,819	-198,721
Existing Use Value		284,091		1,000,000
Uplift	20%	56,818		200,000
Plus /ha	0	0		0
Benchmark Land Value		340,909		1,200,000

		£/m2
Additional Profit	-176,583	-162

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -267,473

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND						
	Land				-56,455	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-847	-847	
Fees						
	Planning			9,240		
	Professional		8.00%	284,264	293,504	
CONSTRUCTION						
	Build Cost		1,973	2,948,449		
	s106 / CIL / IT			300,000		
	Contingency		5.00%	147,422		
	Abnormals	%	5.00%	147,422		
		£		10,000	3,553,294	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	147,620		
	Legals	%	0.5%	24,603		
		£/unit	0	0		
	Misc.	%	0.0%	0	172,223	3,961,719

Developers Profit				
	Market Housing	% Value	17.50%	692,300
	Affordable Housing	% Value	6.00%	40,869
	First Homes	% Value	17.50%	49,613

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		-56,455
	Total	0

Stamp duty calc - Residual		
Land payment		340,909
	Total	6,545

Pre CIL s106	15,000	£/ Unit (all)
	Total	300,000

Post CIL s106	15,000	£/ Unit (all)	300,000
CIL	0	£/m2	0
		Total	300,000

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

		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	1,978,000	1,978,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	295,219	295,219	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	45,360	45,360	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	141,750	141,750	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**	**2,460,329**	**2,460,329**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-847																							
Planning Fee		9,240																							
Professional		142,132		142,132																					
Build Cost - BCIS Base			0	491,408	982,816	982,816	491,408	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	50,000	100,000	100,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	24,570	49,141	49,141	24,570	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	26,237	52,474	52,474	26,237	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	73,810	73,810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	12,302	12,302	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**150,525**	**0**	**734,347**	**1,184,431**	**1,184,431**	**592,216**	**86,112**	**86,112**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-56,455**																							
	Interest		1,411	1,432	12,469	30,422	48,645	58,258	23,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									692,300
Affordable for Rent																									40,869
First Homes																									49,613
	Cash Flow	-94,070	-1,411	-735,780	-1,196,900	-1,214,854	-640,861	2,315,959	2,350,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-782,782
	Opening Balance	0																							
	Closing Balance	-94,070	-95,481	-831,261	-2,028,161	-3,243,015	-3,883,876	-1,567,917	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	782,782	0

12/07/202210:17

Base Herne Bay
Site 26

Site 26	Small Brown 10 HD

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				10	£/m2	£	m2
	Gross	Net					
Market Housing	79.7	72.43	70.00%	7	4,000	2,028,000	558
Affordable Overall			30%	3			
Affordable Rent	74.3	67.50	20.10%	2	2,500	339,188	149
Social Rent	74.3	67.50	0.00%	0	1,790	0	0
Shared Ownership	67.1	61.00	2.40%	0	2,800	40,992	16
First Homes	67.1	61.00	7.50%	1	2,800	128,100	50
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.125	ha	80	/ha		2,536,280	773
SITE AREA - Gross	0.142	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-75,560	-604,482	-531,944
Existing Use Value		142,045		1,000,000
Uplift	20%	28,409		200,000
Plus /ha	0	0		0
Benchmark Land Value		170,455		1,200,000

		£/m2
Additional Profit	-84,863	-152

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -137,512

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-75,560	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-1,133	-1,133	
Fees						
	Planning			4,620		
	Professional		8.00%	150,307	154,927	
CONSTRUCTION						
	Build Cost		1,973	1,525,547		
	s106 / CIL / IT			195,731		
	Contingency		5.00%	76,277		
	Abnormals	%	5.00%	76,277		
		£		5,000	1,878,833	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	76,088		
	Legals	%	0.5%	12,681		
		£/unit	0	0		
	Misc.	%	0.0%	0	88,770	2,045,836

Developers Profit				
	Market Housing	% Value	17.50%	354,900
	Affordable Housing	% Value	6.00%	22,811
	First Homes	% Value	17.50%	22,418

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	10		
No dwgs under 50	10	462	4,620
No dwgs over 50	0	138	0
		Total	4,620

Stamp duty calc - Residual		
Land payment		-75,560
	Total	0

Stamp duty calc - Residual		
Land payment		170,455
	Total	409

Pre CIL s106	15,000	£/ Unit (all)	
		Total	150,000

Post CIL s106	15,000	£/ Unit (all)	150,000
CIL	82	£/m2	45,731
		Total	195,731

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

	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			5	5																				
Market Housing				0	0	0	1,014,000	1,014,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	169,594	169,594	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	20,496	20,496	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0	0	64,050	64,050	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	1,268,140	1,268,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,133																							
Planning Fee	4,620																							
Professional	75,153		75,153																					
Build Cost - BCIS Base		0	254,258	508,516	508,516	254,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		45,731	25,000	50,000	50,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,713	25,426	25,426	12,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	13,546	27,092	27,092	13,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	38,044	38,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,341	6,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	78,640	45,731	380,670	611,034	611,034	305,517	44,385	44,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation Land	-75,560																							
Interest		46	733	6,454	15,716	25,117	30,077	12,172	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								354,900
Affordable for Rent																								22,811
First Homes																								22,418
Cash Flow	-3,080	-45,778	-381,403	-617,488	-626,750	-330,634	1,193,678	1,211,583	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-400,128
Opening Balance	0																							
Closing Balance	-3,080	-48,857	-430,260	-1,047,748	-1,674,498	-2,005,133	-811,455	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	400,128	0

12/07/202210:17

Base Herne Bay
Site 27

Site 27	BTR Green 50

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				50	£/m2	£	m2
	Gross	Net					
Market Housing	100.0	100.00	70.00%	35	2,800	9,800,000	3,500
Affordable Overall			30%	15			
Affordable Rent	77.7	75.93	20.10%	10	2,500	1,907,825	781
Social Rent	77.7	75.93	0.00%	0	1,790	0	0
Shared Ownership	77.7	75.93	2.40%	1	1,960	178,595	93
First Homes	77.7	75.93	7.50%	4	1,960	558,110	291
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	1.429	ha	35	/ha		12,444,530	4,665
SITE AREA - Gross	2.511	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-2,089,062	-1,462,343	-832,063
Existing Use Value		62,768		25,000
Uplift	0%	0		0
Plus /ha	350,000	878,745		350,000
Benchmark Land Value		941,513		375,000
			£/m2	
Additional Profit		-1,872,392	-535	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -718,751

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-2,089,062	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-31,336	-31,336	
Fees						
	Planning			23,100		
	Professional		8.00%	876,963	900,063	
CONSTRUCTION						
	Build Cost		1,897	8,850,690		
	s106 / CIL / IT			1,404,500		
	Contingency		5.00%	442,535		
	Abnormals	%	2.00%	177,014		
		£		87,300	10,962,039	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	373,336		
	Legals	%	0.5%	62,223		
		£/unit	0	0		
	Misc.	%	0.0%	0	435,559	10,177,263

Developers Profit				
	Market Housing	% Value	15.00%	1,470,000
	Affordable Housing	% Value	15.00%	312,963
	First Homes	% Value	15.00%	83,717

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	50		
No dwgs under 50	50	462	23,100
No dwgs over 50	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-2,089,062
	Total	0

Stamp duty calc - Residual		
Land payment		941,513
	Total	36,576

Pre CIL s106	15,000	£/ Unit (all)	
		Total	750,000

Post CIL s106	15,000	£/ Unit (all)	750,000
CIL	187	£/m2	654,500
		Total	1,404,500

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,533.98
CO2 Plus	%	6.80%	104.31
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,647.60
Site Costs	Base	15.00%	247.14
	BNG	0.15%	2.47
			1,897.21

RESIDUAL CASH FLOW FOR INTEREST

		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				16	17	17																			
Market Housing					0	0	0	3,136,000	3,332,000	3,332,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	610,504	648,661	648,661	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	57,150	60,722	60,722	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	178,595	189,757	189,757	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	3,982,250	4,231,140	4,231,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-31,336																							
Planning Fee		23,100																							
Professional		438,482		438,482																					
Build Cost - BCIS Base			0	944,074	1,947,152	2,950,230	2,006,156	1,003,078	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			654,500	80,000	165,000	250,000	170,000	85,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	47,204	97,358	147,512	100,308	50,154	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	28,193	58,149	88,105	59,911	29,956	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	119,467	126,934	126,934	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	19,911	21,156	21,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		430,246	654,500	1,537,952	2,267,658	3,435,846	2,336,375	1,307,566	148,090	148,090	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-2,089,062																							
	Interest		0	0	8,005	42,139	94,309	130,770	92,611	32,754	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									1,470,000
Affordable for Rent																									312,963
First Homes																									83,717
	Cash Flow	1,658,816	-654,500	-1,537,952	-2,275,663	-3,477,986	-2,430,685	2,543,914	3,990,440	4,050,296	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,866,680
	Opening Balance	0																							
	Closing Balance	1,658,816	1,004,316	-533,636	-2,809,299	-6,287,285	-8,717,970	-6,174,056	-2,183,617	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	1,866,680	0

Base Herne Bay
Site 28

Site 28 **BTR 60 - Flats**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				60	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	63.1	57.36	70.00%	42	2,800	6,745,200	2,650
Affordable Overall			30%	18			
Affordable Rent	60.9	55.33	20.10%	12	2,500	1,668,300	734
Social Rent	60.9	55.33	0.00%	0	1,790	0	0
Shared Ownership	60.9	55.33	2.40%	1	1,960	156,173	88
First Homes	60.9	55.33	7.50%	5	1,960	488,040	274
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.750	ha	80	/ha		**9,057,713**	**3,746**
SITE AREA - Gross	0.852	ha	70	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-2,639,334**	**-3,519,113**	**-3,096,819**
Existing Use Value	852,273		1,000,000
Uplift 20%	170,455		200,000
Plus /ha 0	0		0
Benchmark Land Value	**1,022,727**		**1,200,000**

		£/m2
Additional Profit	**-1,460,327**	**-551**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -2,856,516

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-2,639,334	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-39,590	-39,590	
Fees						
	Planning			24,480		
	Professional		8.00%	722,974	747,454	
CONSTRUCTION						
	Build Cost		1,973	7,388,346		
	s106 / CIL / IT			900,000		
	Contingency		5.00%	369,417		
	Abnormals	%	5.00%	369,417		
		£		10,000	9,037,180	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	271,731		
	Legals	%	0.5%	45,289		
		£/unit	0	0		
	Misc.	%	0.0%	0	317,020	**7,422,730**

Developers Profit				
	Market Housing	% Value	15.00%	**1,011,780**
	Affordable Housing	% Value	15.00%	**273,671**
	First Homes	% Value	15.00%	**73,206**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-2,639,334
	Total	0

Stamp duty calc - Residual		
Land payment		1,022,727
	Total	40,636

Pre CIL s106	15,000	£/ Unit (all)	
		Total	**900,000**

Post CIL s106	15,000	£/ Unit (all)	900,000
CIL	0	£/m2	0
		Total	**900,000**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	6.80%	112.81
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,781.12
Site Costs	Base	10.00%	178.11
	BNG	0.75%	13.36
			1,972.59

RESIDUAL CASH FLOW FOR INTEREST

		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				30	30																				
Market Housing					0	0	0	3,372,600	3,372,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	834,150	834,150	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	78,086	78,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes					0	0	0	244,020	244,020	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**	**4,528,856**	**4,528,856**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-39,590																							
Planning Fee		24,480																							
Professional		361,487		361,487																					
Build Cost - BCIS Base			0	1,231,391	2,462,782	2,462,782	1,231,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	150,000	300,000	300,000	150,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	61,570	123,139	123,139	61,570	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	63,236	126,472	126,472	63,236	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	135,866	135,866	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	22,644	22,644	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**346,377**	**0**	**1,867,684**	**3,012,393**	**3,012,393**	**1,506,197**	**158,510**	**158,510**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-2,639,334**																							
	Interest		0	0	0	38,807	84,575	108,436	44,508	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									1,011,780
Affordable for Rent																									273,671
First Homes																									73,206
	Cash Flow	2,292,957	0	-1,867,684	-3,012,393	-3,051,200	-1,590,772	4,261,910	4,325,839	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,358,657
	Opening Balance	0																							
	Closing Balance	2,292,957	2,292,957	425,273	-2,587,120	-5,638,320	-7,229,092	-2,967,182	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	1,358,657	0

12/07/202210:17

Base Strategic Sites 2
Cover

Canterbury CC (December 2022 v2) - Post-Consultation

17/07/2022
09:40

Merton Park

								Rounded
1	UNITS	**1580**		Aff - rented	67%	% of Aff	317.58	318
	Affordable	30%	474	Shared Owne	8%		37.92	38
				First Homes	25%	% of Aff	118.5	119
							474	475

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	86.830		Sub Area	South Canterbury
Net:Gross	52%		Gross	86.813	ha	Green Brown	Green
			Net	45.143	ha	Use	Agricultural

				Market			
	Beds	m2	Circulation	1106		Rounded	m2
Terrace	2	72	0.0%	15%	165.90	166	11,952
Terrace	3	85	0.0%	20%	221.20	221	18,785
Terrace	4	100	0.0%		0.00	0	0
Semi	2	82	0.0%	15%	165.90	166	13,612
Semi	3	100	0.0%	20%	221.20	221	22,100
Semi	4	120	0.0%		0.00	0	0
Det	3	110	0.0%		0.00	0	0
Det	4	125	0.0%	20%	221.20	221	27,625
Det	5	140	0.0%	10%	110.60	111	15,540
Flat to5	1	40	10.0%	0%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0
				100%	**1,106.00**	**1,106**	**109,614**

				Affordable for Rent				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	318		Rounded	m2	38		Rounded	m2	119		Rounded	m2
Terrace	2	70	0.0%	15%	47.70	48	3,360	15%	5.70	6	420	15%	17.85	18	1,260
Terrace	3	84	0.0%	20%	63.60	64	5,376	20%	7.60	8	672	20%	23.80	24	2,016
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	10%	31.80	32	2,528	10%	3.80	4	316	10%	11.90	12	948
Semi	3	93	0.0%	10%	31.80	32	2,976	10%	3.80	4	372	10%	11.90	12	1,116
Semi	4	106	0.0%	10%	31.80	32	3,392	10%	3.80	4	424	10%	11.90	12	1,272
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	39	10.0%	15%	47.70	46	1,973	15%	5.70	4	172	15%	17.85	16	686
Flat to5	2	61	10.0%	20%	63.60	64	4,294	20%	7.60	8	537	20%	23.80	24	1,610
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**318.00**	**318**	**23,900**	**100%**	**38.00**	**38**	**2,912**	**100%**	**119.00**	**118**	**8,909**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	16,992	21,664,800
Terrace	3		1,275		1,275	26,849	34,232,475
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	17,404	22,381,544
Semi	3		1,286		1,286	26,564	34,161,304
Semi	4		1,286		1,286	5,088	6,543,168
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	27,625	40,028,625
Det	5		1,449		1,449	15,540	22,517,460
Flat to5	1		1,461		1,461	2,831	4,136,675
Flat to5	2		1,461		1,461	6,442	9,411,178
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						145,335	195,077,229

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	238	1.87	445
Terrace	3	317	2.52	799
Terrace	4	0	3.19	0
Semi	2	214	1.87	400
Semi	3	269	2.52	678
Semi	4	48	3.19	153
Det	3	0	2.52	0
Det	4	221	3.19	705
Det	5	111	3.19	354
Flat to5	1	66	1.33	88
Flat to5	2	96	1.87	180
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**3,801**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
8.875	**ha**

Open Space Required	33.738
Gross - Net	41.670
Shortfall / Surplus	7.932

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		1,106	109,614	99.11	109,614	99.11
Aff - rented		318	23,900	75.16	23,330	73.36
Shared Ownership		38	2,912	76.64	2,848	74.95
First Homes		118	8,909	75.50	8,700	73.73
		1,580	**145,335**		**144,492**	

W of Hollow Lane								Rounded
2	UNITS	**773**		Aff - rented	67%	% of Aff	155.373	155
	Affordable	30%	231.9	Shared Owne	8%		18.55	19
				First Homes	25%	% of Aff	57.975	58
							231.9	232

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	40.890		Sub Area	South Canterbury
Net:Gross	54%		Gross	40.899	ha	Green Brown	Green
			Net	22.086	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	541.1		Rounded	m2	m2	Circulation	155		Rounded	m2	19		Rounded	m2	58		Rounded	m2
Terrace	2	72	0.0%	15%	81.17	81	5,832	70	0.0%	15%	23.25	23	1,610	15%	2.85	3	210	15%	8.70	9	630
Terrace	3	85	0.0%	20%	108.22	108	9,180	84	0.0%	20%	31.00	31	2,604	20%	3.80	4	336	20%	11.60	12	1,008
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	81.17	81	6,642	79	0.0%	10%	15.50	16	1,264	10%	1.90	1	79	10%	5.80	6	474
Semi	3	100	0.0%	20%	108.22	109	10,900	93	0.0%	10%	15.50	16	1,488	10%	1.90	2	186	10%	5.80	6	558
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	15.50	16	1,696	10%	1.90	2	212	10%	5.80	6	636
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	108.22	108	13,500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	54.11	54	7,560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	23.25	23	987	15%	2.85	3	129	15%	8.70	9	386
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	31.00	30	2,013	20%	3.80	4	268	20%	11.60	10	671
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**541.10**	**541**	**53,614**			**100%**	**155.00**	**155**	**11,662**	**100%**	**19.00**	**19**	**1,420**	**100%**	**58.00**	**58**	**4,363**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	8,282	10,559,550
Terrace	3		1,275		1,275	13,128	16,738,200
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	8,459	10,878,274
Semi	3		1,286		1,286	13,132	16,887,752
Semi	4		1,286		1,286	2,544	3,271,584
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	13,500	19,561,500
Det	5		1,449		1,449	7,560	10,954,440
Flat to5	1		1,461		1,461	1,502	2,193,692
Flat to5	2		1,461		1,461	2,952	4,313,456
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						71,059	95,358,448

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	116	1.87	217
Terrace	3	155	2.52	391
Terrace	4	0	3.19	0
Semi	2	104	1.87	194
Semi	3	133	2.52	335
Semi	4	24	3.19	77
Det	3	0	2.52	0
Det	4	108	3.19	345
Det	5	54	3.19	172
Flat to5	1	35	1.33	47
Flat to5	2	44	1.87	82
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**1,859**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		16.502
Gross - Net		18.814
Shortfall / Surplus		2.312

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		541	53,614	99.10	53,614	99.10
Aff - rented		155	11,662	75.24	11,389	73.48
Shared Ownership		19	1,420	74.74	1,384	72.84
First Homes		58	4,363	75.23	4,267	73.57
		773	**71,059**		**70,654**	

Milton Manor House								Rounded	Modelling			Area ha			Characteristics	
3	UNITS	**80**		Aff - rented	67%	% of Aff	16.08	16	Density	35	units/ha	Total	3.800		Sub Area	South Canterbury
	Affordable	30%	24	Shared Owne	8%		1.92	2	Net:Gross	60%		Gross	3.810	ha	Green Brown	Green
				First Homes	25%	% of Aff	6	6				Net	2.286	ha	Use	Agricultural
							24	24								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	56		Rounded	m2	m2	Circulation	16		Rounded	m2	2		Rounded	m2	6		Rounded	m2
Terrace	2	72	0.0%	15%	8.40	8	576	70	0.0%	15%	2.40	2	140	15%	0.30	0	0	15%	0.90	1	70
Terrace	3	85	0.0%	20%	11.20	11	935	84	0.0%	20%	3.20	3	252	20%	0.40	0	0	20%	1.20	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	8.40	8	656	79	0.0%	10%	1.60	2	158	10%	0.20	2	158	10%	0.60	1	79
Semi	3	100	0.0%	20%	11.20	12	1,200	93	0.0%	10%	1.60	2	186	10%	0.20	0	0	10%	0.60	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.60	2	212	10%	0.20	0	0	10%	0.60	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	11.20	11	1,375	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	5.60	6	840	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	2.40	2	86	15%	0.30	0	0	15%	0.90	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	3.20	3	201	20%	0.40	0	0	20%	1.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**56.00**	**56**	**5,582**			**100%**	**16.00**	**16**	**1,235**	**100%**	**2.00**	**2**	**158**	**100%**	**6.00**	**6**	**475**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	786	1,002,150
Terrace	3		1,275		1,275	1,271	1,620,525
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	1,051	1,351,586
Semi	3		1,286		1,286	1,479	1,901,994
Semi	4		1,286		1,286	318	408,948
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	1,375	1,992,375
Det	5		1,449		1,449	840	1,217,160
Flat to5	1		1,461		1,461	129	188,031
Flat to5	2		1,461		1,461	201	294,099
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						7,450	9,976,868

1,339 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	11	1.87	21
Terrace	3	15	2.52	38
Terrace	4	0	3.19	0
Semi	2	13	1.87	24
Semi	3	15	2.52	38
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	11	3.19	35
Det	5	6	3.19	19
Flat to5	1	3	1.33	4
Flat to5	2	3	1.87	6
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**194**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		1.721
Gross - Net		1.524
Shortfall / Surplus		-0.197

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		56	5,582	99.68	5,582	99.68
Aff - rented		16	1,235	77.19	1,209	75.56
Shared Ownership		2	158	79.00	158	79.00
First Homes		6	475	79.15	471	78.50
		80	**7,450**		**7,420**	

S of Littlebourne Rd

								Rounded
4	UNITS	**1461**		Aff - rented	67%	% of Aff	293.661	294
	Affordable	30%	438.3	Shared Owne	8%		35.06	35
				First Homes	25%	% of Aff	109.575	110
							438.3	439

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	77.300		Sub Area	East Canterbury
Net:Gross	54%		Gross	77.302	ha	Green Brown	Green
			Net	41.743	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	1022.7		Rounded	m2	m2	Circulation	294		Rounded	m2	35		Rounded	m2	110		Rounded	m2
Terrace	2	72	0.0%	15%	153.41	153	11,016	70	0.0%	15%	44.10	45	3,150	15%	5.25	5	350	15%	16.50	17	1,190
Terrace	3	85	0.0%	20%	204.54	205	17,425	84	0.0%	20%	58.80	59	4,956	20%	7.00	7	588	20%	22.00	22	1,848
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	153.41	153	12,546	79	0.0%	10%	29.40	29	2,291	10%	3.50	4	316	10%	11.00	11	869
Semi	3	100	0.0%	20%	204.54	205	20,500	93	0.0%	10%	29.40	29	2,697	10%	3.50	4	372	10%	11.00	11	1,023
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	29.40	29	3,074	10%	3.50	4	424	10%	11.00	11	1,166
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	204.54	205	25,625	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	102.27	101	14,140	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	44.10	44	1,888	15%	5.25	5	215	15%	16.50	17	729
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	58.80	59	3,959	20%	7.00	6	403	20%	22.00	21	1,409
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**1,022.70**	**1,022**	**101,252**			**100%**	**294.00**	**294**	**22,015**	**100%**	**35.00**	**35**	**2,667**	**100%**	**110.00**	**110**	**8,234**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	15,706	20,025,150
Terrace	3		1,275		1,275	24,817	31,641,675
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	16,022	20,604,292
Semi	3		1,286		1,286	24,592	31,625,312
Semi	4		1,286		1,286	4,664	5,997,904
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	25,625	37,130,625
Det	5		1,449		1,449	14,140	20,488,860
Flat to5	1		1,461		1,461	2,831	4,136,675
Flat to5	2		1,461		1,461	5,771	8,430,847
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						134,168	180,081,340

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	220	1.87	411
Terrace	3	293	2.52	738
Terrace	4	0	3.19	0
Semi	2	197	1.87	368
Semi	3	249	2.52	627
Semi	4	44	3.19	140
Det	3	0	2.52	0
Det	4	205	3.19	654
Det	5	101	3.19	322
Flat to5	1	66	1.33	88
Flat to5	2	86	1.87	161
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**3,511**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		31.158
Gross - Net		35.559
Shortfall / Surplus		4.401

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		1,022	101,252	99.07	101,252	99.07
Aff - rented		294	22,015	74.88	21,483	73.07
Shared Ownership		35	2,667	76.20	2,611	74.60
First Homes		110	8,234	74.86	8,040	73.09
		1,461	**134,168**		**133,386**	

N of Railway, S of Bekesbourne Ln

								Rounded
5	UNITS	**644**		Aff - rented	67%	% of Aff	129.444	129
	Affordable	30%	193.2	Shared Owne	8%		15.46	15
				First Homes	25%	% of Aff	48.3	48
							193.2	192

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	34.060		Sub Area	East Canterbury
Net:Gross	54%		Gross	34.074	ha	Green Brown	Green
			Net	18.400	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	450.8		Rounded	m2	m2	Circulation	129		Rounded	m2	15		Rounded	m2	48		Rounded	m2
Terrace	2	72	0.0%	15%	67.62	68	4,896	70	0.0%	15%	19.35	19	1,330	15%	2.25	2	140	15%	7.20	7	490
Terrace	3	85	0.0%	20%	90.16	90	7,650	84	0.0%	20%	25.80	26	2,184	20%	3.00	3	252	20%	9.60	10	840
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	67.62	68	5,576	79	0.0%	10%	12.90	13	1,027	10%	1.50	2	158	10%	4.80	5	395
Semi	3	100	0.0%	20%	90.16	91	9,100	93	0.0%	10%	12.90	13	1,209	10%	1.50	2	186	10%	4.80	5	465
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	12.90	13	1,378	10%	1.50	2	212	10%	4.80	5	530
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	90.16	90	11,250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	45.08	45	6,300	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	19.35	19	815	15%	2.25	2	86	15%	7.20	7	300
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	25.80	26	1,745	20%	3.00	2	134	20%	9.60	9	604
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**450.80**	**452**	**44,772**			**100%**	**129.00**	**129**	**9,688**	**100%**	**15.00**	**15**	**1,168**	**100%**	**48.00**	**48**	**3,624**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	6,856	8,741,400
Terrace	3		1,275		1,275	10,926	13,930,650
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	7,156	9,202,616
Semi	3		1,286		1,286	10,960	14,094,560
Semi	4		1,286		1,286	2,120	2,726,320
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	11,250	16,301,250
Det	5		1,449		1,449	6,300	9,128,700
Flat to5	1		1,461		1,461	1,201	1,754,953
Flat to5	2		1,461		1,461	2,483	3,627,225
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						59,252	79,507,674

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	96	1.87	180
Terrace	3	129	2.52	325
Terrace	4	0	3.19	0
Semi	2	88	1.87	165
Semi	3	111	2.52	280
Semi	4	20	3.19	64
Det	3	0	2.52	0
Det	4	90	3.19	287
Det	5	45	3.19	144
Flat to5	1	28	1.33	37
Flat to5	2	37	1.87	69
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**1,550**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		13.754
Gross - Net		15.674
Shortfall / Surplus		1.920

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		452	44,772	99.05	44,772	99.05
Aff - rented		129	9,688	75.10	9,455	73.29
Shared Ownership		15	1,168	77.87	1,148	76.53
First Homes		48	3,624	75.50	3,542	73.79
		644	**59,252**		**58,917**	

At Bekesbourne Ln at Hoath Fm

6	UNITS	86		Aff - rented	67%	% of Aff	17.286	17
	Affordable	30%	25.8	Shared Owne	8%		2.06	2
				First Homes	25%	% of Aff	6.45	6
							25.8	25

(Column heading over the last column: Rounded)

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	3.150		Sub Area	East Canterbury
Net:Gross	78%		Gross	3.150	ha	Green Brown	Green
			Net	2.457	ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	60.2		Rounded	m2	m2	Circulation	17		Rounded	m2	2		Rounded	m2	6		Rounded	m2
Terrace	2	72	0.0%	15%	9.03	9	648	70	0.0%	15%	2.55	3	210	15%	0.30	0	0	15%	0.90	1	70
Terrace	3	85	0.0%	20%	12.04	12	1,020	84	0.0%	20%	3.40	3	252	20%	0.40	0	0	20%	1.20	1	84
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	9.03	9	738	79	0.0%	10%	1.70	2	158	10%	0.20	0	0	10%	0.60	1	79
Semi	3	100	0.0%	20%	12.04	13	1,300	93	0.0%	10%	1.70	2	186	10%	0.20	2	186	10%	0.60	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	1.70	2	212	10%	0.20	0	0	10%	0.60	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	12.04	12	1,500	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	6.02	6	840	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	2.55	3	129	15%	0.30	0	0	15%	0.90	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	3.40	2	134	20%	0.40	0	0	20%	1.20	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**60.20**	**61**	**6,046**			**100%**	**17.00**	**17**	**1,281**	**100%**	**2.00**	**2**	**186**	**100%**	**6.00**	**6**	**475**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	928	1,183,200
Terrace	3		1,275		1,275	1,356	1,728,900
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	975	1,253,850
Semi	3		1,286		1,286	1,765	2,269,790
Semi	4		1,286		1,286	318	408,948
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	1,500	2,173,500
Det	5		1,449		1,449	840	1,217,160
Flat to5	1		1,461		1,461	172	250,708
Flat to5	2		1,461		1,461	134	196,066
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						7,988	10,682,122
							1,337 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	13	1.87	24
Terrace	3	16	2.52	40
Terrace	4	0	3.19	0
Semi	2	12	1.87	22
Semi	3	18	2.52	45
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	12	3.19	38
Det	5	6	3.19	19
Flat to5	1	4	1.33	5
Flat to5	2	2	1.87	4
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**208**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	1.850
Gross - Net	0.693
Shortfall / Surplus	-1.157

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		61	6,046	99.11	6,046	99.11
Aff - rented		17	1,281	75.35	1,257	73.94
Shared Ownership		2	186	93.00	186	93.00
First Homes		6	475	79.15	471	78.50
		86	7,988		7,960	

Uni of Kent B								Rounded	Modelling			Area ha			Characteristics	
7	UNITS	**1199**		Aff - rented	70%	% of Aff	251.79	252	Density	35	units/ha	Total	63.450		Sub Area	North Canterbury
	Affordable	30%	359.7	Shared Owne	5%		17.99	18	Net:Gross	54%		Gross	63.439	ha	Green Brown	Green
				First Homes	25%	% of Aff	89.925	90				Net	34.257	ha	Use	Agricultural
							359.7	360								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	839.3		Rounded	m2	m2	Circulation	252		Rounded	m2	18		Rounded	m2	90		Rounded	m2
Terrace	2	72	0.0%	15%	125.90	126	9,072	70	0.0%	15%	37.80	38	2,660	15%	2.70	3	210	15%	13.50	14	980
Terrace	3	85	0.0%	20%	167.86	168	14,280	84	0.0%	20%	50.40	50	4,200	20%	3.60	4	336	20%	18.00	18	1,512
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	125.90	126	10,332	79	0.0%	10%	25.20	25	1,975	10%	1.80	2	158	10%	9.00	9	711
Semi	3	100	0.0%	20%	167.86	168	16,800	93	0.0%	10%	25.20	26	2,418	10%	1.80	2	186	10%	9.00	9	837
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	25.20	25	2,650	10%	1.80	2	212	10%	9.00	9	954
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	167.86	168	21,000	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	83.93	83	11,620	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	37.80	38	1,630	15%	2.70	3	129	15%	13.50	14	601
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	50.40	50	3,355	20%	3.60	2	134	20%	18.00	17	1,141
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**839.30**	**839**	**83,104**			**100%**	**252.00**	**252**	**18,888**	**100%**	**18.00**	**18**	**1,365**	**100%**	**90.00**	**90**	**6,735**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	12,922	16,475,550
Terrace	3		1,275		1,275	20,328	25,918,200
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	13,176	16,944,336
Semi	3		1,286		1,286	20,241	26,029,926
Semi	4		1,286		1,286	3,816	4,907,376
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	21,000	30,429,000
Det	5		1,449		1,449	11,620	16,837,380
Flat to5	1		1,461		1,461	2,360	3,447,230
Flat to5	2		1,461		1,461	4,630	6,764,284
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						110,092	147,753,281

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	181	1.87	338
Terrace	3	240	2.52	605
Terrace	4	0	3.19	0
Semi	2	162	1.87	303
Semi	3	205	2.52	517
Semi	4	36	3.19	115
Det	3	0	2.52	0
Det	4	168	3.19	536
Det	5	83	3.19	265
Flat to5	1	55	1.33	73
Flat to5	2	69	1.87	129
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**2,881**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		25.565
Gross - Net		29.182
Shortfall / Surplus		3.617

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		839	83,104	99.05	83,104	99.05
Aff - rented		252	18,888	74.95	18,435	73.15
Shared Ownership		18	1,365	75.83	1,341	74.50
First Homes		90	6,735	74.84	6,577	73.08
		1,199	**110,092**		**109,457**	

Brooklands Fm

8	UNITS	**1198**		Aff - rented	67%	% of Aff
	Affordable	30%	359.4	Shared Owne	8%	
				First Homes	25%	% of Aff

	Rounded
240.798	241
28.75	29
89.85	90
359.4	360

Modelling		
Density	35	units/ha
Net:Gross	54%	

Area ha		
Total	63.400	
Gross	63.386	ha
Net	34.229	ha

Characteristics	
Sub Area	South Whitstable
Green Brown	Green
Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	838.6		Rounded	m2	m2	Circulation	241		Rounded	m2	29		Rounded	m2	90		Rounded	m2
Terrace	2	72	0.0%	15%	125.79	126	9,072	70	0.0%	15%	36.15	36	2,520	15%	4.35	4	280	15%	13.50	14	980
Terrace	3	85	0.0%	20%	167.72	168	14,280	84	0.0%	20%	48.20	48	4,032	20%	5.80	6	504	20%	18.00	18	1,512
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	125.79	126	10,332	79	0.0%	10%	24.10	25	1,975	10%	2.90	3	237	10%	9.00	9	711
Semi	3	100	0.0%	20%	167.72	168	16,800	93	0.0%	10%	24.10	24	2,232	10%	2.90	3	279	10%	9.00	9	837
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	24.10	24	2,544	10%	2.90	3	318	10%	9.00	9	954
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	167.72	168	21,000	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	83.86	82	11,480	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	36.15	36	1,544	15%	4.35	4	172	15%	13.50	14	601
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	48.20	48	3,221	20%	5.80	6	403	20%	18.00	17	1,141
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**838.60**	**838**	**82,964**			**100%**	**241.00**	**241**	**18,068**	**100%**	**29.00**	**29**	**2,192**	**100%**	**90.00**	**90**	**6,735**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	12,852	16,386,300
Terrace	3		1,275		1,275	20,328	25,918,200
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	13,255	17,045,930
Semi	3		1,286		1,286	20,148	25,910,328
Semi	4		1,286		1,286	3,816	4,907,376
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	21,000	30,429,000
Det	5		1,449		1,449	11,480	16,634,520
Flat to5	1		1,461		1,461	2,317	3,384,553
Flat to5	2		1,461		1,461	4,764	6,960,350
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						109,960	147,576,557

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	180	1.87	337
Terrace	3	240	2.52	605
Terrace	4	0	3.19	0
Semi	2	163	1.87	305
Semi	3	204	2.52	514
Semi	4	36	3.19	115
Det	3	0	2.52	0
Det	4	168	3.19	536
Det	5	82	3.19	262
Flat to5	1	54	1.33	72
Flat to5	2	71	1.87	133
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**2,877**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		25.535
Gross - Net		29.158
Shortfall / Surplus		3.622

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		838	82,964	99.00	82,964	99.00
Aff - rented		241	18,068	74.97	17,635	73.17
Shared Ownership		29	2,192	75.59	2,140	73.79
First Homes		90	6,735	74.84	6,577	73.08
		1,198	**109,960**		**109,316**	

S of Thanet Way

								Rounded
9	UNITS	**255**		Aff - rented	67%	% of Aff	51.255	51
	Affordable	30%	76.5	Shared Owne	8%		6.12	6
				First Homes	25%	% of Aff	19.125	19
							76.5	76

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	12.540		Sub Area	South Whitstable
Net:Gross	58%		Gross	12.562	ha	Green Brown	Green
			Net	7.286	ha	Use	Agricultural

				Market			
	Beds	m2	Circulation	178.5		Rounded	m2
Terrace	2	72	0.0%	15%	26.78	27	1,944
Terrace	3	85	0.0%	20%	35.70	36	3,060
Terrace	4	100	0.0%		0.00	0	0
Semi	2	82	0.0%	15%	26.78	27	2,214
Semi	3	100	0.0%	20%	35.70	36	3,600
Semi	4	120	0.0%		0.00	0	0
Det	3	110	0.0%		0.00	0	0
Det	4	125	0.0%	20%	35.70	35	4,375
Det	5	140	0.0%	10%	17.85	18	2,520
Flat to5	1	40	10.0%	0%	0.00	0	0
Flat to5	2	65	10.0%		0.00	0	0
Flat to5	3	78	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	78	15.0%		0.00	0	0
				100%	**178.50**	**179**	**17,713**

				Affordable for Rent				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	51		Rounded	m2	6		Rounded	m2	19		Rounded	m2
Terrace	2	70	0.0%	15%	7.65	8	560	15%	0.90	1	70	15%	2.85	3	210
Terrace	3	84	0.0%	20%	10.20	10	840	20%	1.20	1	84	20%	3.80	4	336
Terrace	4	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	79	0.0%	10%	5.10	5	395	10%	0.60	1	79	10%	1.90	2	158
Semi	3	93	0.0%	10%	5.10	5	465	10%	0.60	1	93	10%	1.90	2	186
Semi	4	106	0.0%	10%	5.10	5	530	10%	0.60	1	106	10%	1.90	2	212
Det	3	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	39	10.0%	15%	7.65	8	343	15%	0.90	0	0	15%	2.85	2	86
Flat to5	2	61	10.0%	20%	10.20	10	671	20%	1.20	1	67	20%	3.80	4	268
Flat to5	3	74	10.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	39	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**51.00**	**51**	**3,804**	**100%**	**6.00**	**6**	**499**	**100%**	**19.00**	**19**	**1,456**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	2,784	3,549,600
Terrace	3		1,275		1,275	4,320	5,508,000
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	2,846	3,659,956
Semi	3		1,286		1,286	4,344	5,586,384
Semi	4		1,286		1,286	848	1,090,528
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	4,375	6,339,375
Det	5		1,449		1,449	2,520	3,651,480
Flat to5	1		1,461		1,461	429	626,769
Flat to5	2		1,461		1,461	1,007	1,470,497
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						23,473	31,482,589

1,341 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	39	1.87	73
Terrace	3	51	2.52	129
Terrace	4	0	3.19	0
Semi	2	35	1.87	65
Semi	3	44	2.52	111
Semi	4	8	3.19	26
Det	3	0	2.52	0
Det	4	35	3.19	112
Det	5	18	3.19	57
Flat to5	1	10	1.33	13
Flat to5	2	15	1.87	28
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**614**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		5.447
Gross - Net		5.276
Shortfall / Surplus		-0.171

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		179	17,713	98.96	17,713	98.96
Aff - rented		51	3,804	74.59	3,712	72.78
Shared Ownership		6	499	83.18	493	82.17
First Homes		19	1,456	76.64	1,424	74.95
		255	**23,473**		**23,342**	

At Golden Hill								Rounded
10	UNITS	**120**		Aff - rented	67%	% of Aff	24.12	24
	Affordable	30%	36	Shared Owne	8%		2.88	3
				First Homes	25%	% of Aff	9	9
							36	36

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	5.714		Sub Area	South Whitstable
Net:Gross	60%		Gross	5.714	ha	Green Brown	Green
			Net	3.429	ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	84		Rounded	m2	m2	Circulation	24		Rounded	m2	3		Rounded	m2	9		Rounded	m2
Terrace	2	72	0.0%	15%	12.60	13	936	70	0.0%	15%	3.60	4	280	15%	0.45	0	0	15%	1.35	1	70
Terrace	3	85	0.0%	20%	16.80	17	1,445	84	0.0%	20%	4.80	5	420	20%	0.60	2	168	20%	1.80	2	168
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	12.60	13	1,066	79	0.0%	10%	2.40	2	158	10%	0.30	0	0	10%	0.90	1	79
Semi	3	100	0.0%	20%	16.80	17	1,700	93	0.0%	10%	2.40	2	186	10%	0.30	0	0	10%	0.90	1	93
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	2.40	2	212	10%	0.30	0	0	10%	0.90	1	106
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	16.80	17	2,125	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	8.40	7	980	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	3.60	4	172	15%	0.45	0	0	15%	1.35	1	43
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	4.80	5	336	20%	0.60	1	67	20%	1.80	2	134
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**84.00**	**84**	**8,252**			**100%**	**24.00**	**24**	**1,763**	**100%**	**3.00**	**3**	**235**	**100%**	**9.00**	**9**	**693**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	1,286	1,639,650
Terrace	3		1,275		1,275	2,201	2,806,275
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	1,303	1,675,658
Semi	3		1,286		1,286	1,979	2,544,994
Semi	4		1,286		1,286	318	408,948
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	2,125	3,079,125
Det	5		1,449		1,449	980	1,420,020
Flat to5	1		1,461		1,461	215	313,385
Flat to5	2		1,461		1,461	537	784,265
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						10,943	14,672,319

1,341 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	18	1.87	34
Terrace	3	26	2.52	66
Terrace	4	0	3.19	0
Semi	2	16	1.87	30
Semi	3	20	2.52	50
Semi	4	3	3.19	10
Det	3	0	2.52	0
Det	4	17	3.19	54
Det	5	7	3.19	22
Flat to5	1	5	1.33	7
Flat to5	2	8	1.87	15
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**287**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	2.549
Gross - Net	2.286
Shortfall / Surplus	-0.264

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		84	8,252	98.24	8,252	98.24
Aff - rented		24	1,763	73.46	1,717	71.54
Shared Ownership		3	235	78.37	229	76.33
First Homes		9	693	77.01	677	75.22
		120	**10,943**		**10,875**	

At Cooting Fm								Rounded
11	UNITS	**1638**		Aff - rented	67%	% of Aff	329.238	329
	Affordable	30%	491.4	Shared Owne	8%		39.31	39
				First Homes	25%	% of Aff	122.85	123
							491.4	491

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	90.000		Sub Area	Aylesham - Adisham GV
Net:Gross	52%		Gross	90.000	ha	Green Brown	Green
			Net	46.800	ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	1146.6		Rounded	m2	m2	Circulation	329		Rounded	m2	39		Rounded	m2	123		Rounded	m2
Terrace	2	72	0.0%	15%	171.99	172	12,384	70	0.0%	15%	49.35	49	3,430	15%	5.85	6	420	15%	18.45	18	1,260
Terrace	3	85	0.0%	20%	229.32	229	19,465	84	0.0%	20%	65.80	66	5,544	20%	7.80	8	672	20%	24.60	25	2,100
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	171.99	172	14,104	79	0.0%	10%	32.90	33	2,607	10%	3.90	4	316	10%	12.30	12	948
Semi	3	100	0.0%	20%	229.32	230	23,000	93	0.0%	10%	32.90	33	3,069	10%	3.90	4	372	10%	12.30	13	1,209
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	32.90	33	3,498	10%	3.90	4	424	10%	12.30	12	1,272
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	229.32	229	28,625	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	114.66	115	16,100	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	49.35	49	2,102	15%	5.85	6	257	15%	18.45	18	772
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	65.80	66	4,429	20%	7.80	7	470	20%	24.60	25	1,678
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**1,146.60**	**1,147**	**113,678**			**100%**	**329.00**	**329**	**24,679**	**100%**	**39.00**	**39**	**2,931**	**100%**	**123.00**	**123**	**9,239**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	17,494	22,304,850
Terrace	3		1,275		1,275	27,781	35,420,775
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	17,975	23,115,850
Semi	3		1,286		1,286	27,650	35,557,900
Semi	4		1,286		1,286	5,194	6,679,484
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	28,625	41,477,625
Det	5		1,449		1,449	16,100	23,328,900
Flat to5	1		1,461		1,461	3,132	4,575,414
Flat to5	2		1,461		1,461	6,576	9,607,244
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						150,527	202,068,042

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	245	1.87	458
Terrace	3	328	2.52	827
Terrace	4	0	3.19	0
Semi	2	221	1.87	413
Semi	3	280	2.52	706
Semi	4	49	3.19	156
Det	3	0	2.52	0
Det	4	229	3.19	731
Det	5	115	3.19	367
Flat to5	1	73	1.33	97
Flat to5	2	98	1.87	183
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**3,938**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		34.946
Gross - Net		43.200
Shortfall / Surplus		8.254

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		1,147	113,678	99.11	113,678	99.11
Aff - rented		329	24,679	75.01	24,085	73.21
Shared Ownership		39	2,931	75.16	2,865	73.46
First Homes		123	9,239	75.11	9,016	73.30
		1,638	**150,527**		**149,644**	

W & E Cooting Ln								Rounded
12	UNITS	**778**		Aff - rented	67%	% of Aff	156.378	156
	Affordable	30%	233.4	Shared Owne	8%		18.67	19
				First Homes	25%	% of Aff	58.35	58
							233.4	233

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	41.170		Sub Area	Aylesham - Adisham GV
Net:Gross	54%		Gross	41.164	ha	Green Brown	Green
			Net	22.229	ha	Use	Agricultural

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	544.6		Rounded	m2	m2	Circulation	156		Rounded	m2	19		Rounded	m2	58		Rounded	m2
Terrace	2	72	0.0%	15%	81.69	82	5,904	70	0.0%	15%	23.40	23	1,610	15%	2.85	3	210	15%	8.70	9	630
Terrace	3	85	0.0%	20%	108.92	109	9,265	84	0.0%	20%	31.20	31	2,604	20%	3.80	4	336	20%	11.60	12	1,008
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	81.69	82	6,724	79	0.0%	10%	15.60	16	1,264	10%	1.90	2	158	10%	5.80	6	474
Semi	3	100	0.0%	20%	108.92	109	10,900	93	0.0%	10%	15.60	16	1,488	10%	1.90	2	186	10%	5.80	6	558
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	15.60	16	1,696	10%	1.90	2	212	10%	5.80	6	636
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	108.92	109	13,625	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	54.46	54	7,560	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	23.40	23	987	15%	2.85	3	129	15%	8.70	9	386
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	31.20	31	2,080	20%	3.80	3	201	20%	11.60	10	671
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**544.60**	**545**	**53,978**			**100%**	**156.00**	**156**	**11,729**	**100%**	**19.00**	**19**	**1,432**	**100%**	**58.00**	**58**	**4,363**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	8,354	10,651,350
Terrace	3		1,275		1,275	13,213	16,846,575
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	8,620	11,085,320
Semi	3		1,286		1,286	13,132	16,887,752
Semi	4		1,286		1,286	2,544	3,271,584
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	13,625	19,742,625
Det	5		1,449		1,449	7,560	10,954,440
Flat to5	1		1,461		1,461	1,502	2,193,692
Flat to5	2		1,461		1,461	2,952	4,313,456
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						71,502	95,946,794

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	117	1.87	219
Terrace	3	156	2.52	393
Terrace	4	0	3.19	0
Semi	2	106	1.87	198
Semi	3	133	2.52	335
Semi	4	24	3.19	77
Det	3	0	2.52	0
Det	4	109	3.19	348
Det	5	54	3.19	172
Flat to5	1	35	1.33	47
Flat to5	2	44	1.87	82
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**1,871**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		16.602
Gross - Net		18.935
Shortfall / Surplus		2.333

Summary

			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		545	53,978	99.04	53,978	99.04
Aff - rented		156	11,729	75.18	11,450	73.40
Shared Ownership		19	1,432	75.37	1,402	73.79
First Homes		58	4,363	75.23	4,267	73.57
		778	**71,502**		**71,097**	

SE of Cooting Ln								Rounded
13	UNITS	**253**		Aff - rented	67%	% of Aff	50.853	51
	Affordable	30%	75.9	Shared Owne	8%		6.07	6
				First Homes	25%	% of Aff	18.975	19
							75.9	76

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	12.440		Sub Area	Aylesham - Adisham GV
Net:Gross	58%		Gross	12.463	ha	Green Brown	Green
			Net	7.229	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	177.1		Rounded	m2	m2	Circulation	51		Rounded	m2	6		Rounded	m2	19		Rounded	m2
Terrace	2	72	0.0%	15%	26.57	27	1,944	70	0.0%	15%	7.65	8	560	15%	0.90	1	70	15%	2.85	3	210
Terrace	3	85	0.0%	20%	35.42	35	2,975	84	0.0%	20%	10.20	10	840	20%	1.20	1	84	20%	3.80	4	336
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	26.57	27	2,214	79	0.0%	10%	5.10	5	395	10%	0.60	1	79	10%	1.90	2	158
Semi	3	100	0.0%	20%	35.42	35	3,500	93	0.0%	10%	5.10	5	465	10%	0.60	1	93	10%	1.90	2	186
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	5.10	5	530	10%	0.60	1	106	10%	1.90	2	212
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	35.42	35	4,375	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	17.71	18	2,520	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	7.65	8	343	15%	0.90	1	43	15%	2.85	3	129
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	10.20	10	671	20%	1.20	0	0	20%	3.80	3	201
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**177.10**	**177**	**17,528**			**100%**	**51.00**	**51**	**3,804**	**100%**	**6.00**	**6**	**475**	**100%**	**19.00**	**19**	**1,432**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	2,784	3,549,600
Terrace	3		1,275		1,275	4,235	5,399,625
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	2,846	3,659,956
Semi	3		1,286		1,286	4,244	5,457,784
Semi	4		1,286		1,286	848	1,090,528
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	4,375	6,339,375
Det	5		1,449		1,449	2,520	3,651,480
Flat to5	1		1,461		1,461	515	752,123
Flat to5	2		1,461		1,461	872	1,274,430
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						23,239	31,174,901

1,341 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	39	1.87	73
Terrace	3	50	2.52	126
Terrace	4	0	3.19	0
Semi	2	35	1.87	65
Semi	3	43	2.52	108
Semi	4	8	3.19	26
Det	3	0	2.52	0
Det	4	35	3.19	112
Det	5	18	3.19	57
Flat to5	1	12	1.33	16
Flat to5	2	13	1.87	24
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**608**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		5.392
Gross - Net		5.234
Shortfall / Surplus		-0.158

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		177	17,528	99.03	17,528	99.03
Aff - rented		51	3,804	74.59	3,712	72.78
Shared Ownership		6	475	79.15	471	78.50
First Homes		19	1,432	75.37	1,402	73.79
		253	**23,239**		**23,113**	

Aylesham South

							Rounded	Modelling			Area ha			Characteristics	
14	UNITS	**420**		Aff - rented	67%	% of Aff	84.42	84	Density	35	units/ha	Total	12.000		Sub Area	Aylesham - Adisham GV
	Affordable	30%	126	Shared Owne	8%		10.08	10	Net:Gross	100%		Gross	12.000	ha	Green Brown	Green
				First Homes	25%	% of Aff	31.5	32				Net	12.000	ha	Use	Agricultural
							126	126								

				Market						Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	294		Rounded	m2	m2	Circulation	84		Rounded	m2	10		Rounded	m2	32		Rounded	m2
Terrace	2	72	0.0%	15%	44.10	44	3,168	70	0.0%	15%	12.60	13	910	15%	1.50	2	140	15%	4.80	5	350
Terrace	3	85	0.0%	20%	58.80	59	5,015	84	0.0%	20%	16.80	17	1,428	20%	2.00	2	168	20%	6.40	6	504
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	44.10	44	3,608	79	0.0%	10%	8.40	8	632	10%	1.00	1	79	10%	3.20	3	237
Semi	3	100	0.0%	20%	58.80	59	5,900	93	0.0%	10%	8.40	8	744	10%	1.00	1	93	10%	3.20	4	372
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	8.40	8	848	10%	1.00	1	106	10%	3.20	3	318
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	58.80	59	7,375	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	29.40	29	4,060	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	12.60	13	558	15%	1.50	2	86	15%	4.80	5	215
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	16.80	17	1,141	20%	2.00	1	67	20%	6.40	6	403
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**294.00**	**294**	**29,126**			**100%**	**84.00**	**84**	**6,260**	**100%**	**10.00**	**10**	**739**	**100%**	**32.00**	**32**	**2,398**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	4,568	5,824,200
Terrace	3		1,275		1,275	7,115	9,071,625
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	4,556	5,859,016
Semi	3		1,286		1,286	7,109	9,142,174
Semi	4		1,286		1,286	1,272	1,635,792
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	7,375	10,686,375
Det	5		1,449		1,449	4,060	5,882,940
Flat to5	1		1,461		1,461	858	1,253,538
Flat to5	2		1,461		1,461	1,610	2,352,794
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						38,523	51,708,454

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	64	1.87	120
Terrace	3	84	2.52	212
Terrace	4	0	3.19	0
Semi	2	56	1.87	105
Semi	3	72	2.52	181
Semi	4	12	3.19	38
Det	3	0	2.52	0
Det	4	59	3.19	188
Det	5	29	3.19	93
Flat to5	1	20	1.33	27
Flat to5	2	24	1.87	45
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**1,008**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required	8.946
Gross - Net	0.000
Shortfall / Surplus	-8.946

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		294	29,126	99.07	29,126	99.07
Aff - rented		84	6,260	74.53	6,106	72.69
Shared Ownership		10	739	73.89	725	72.50
First Homes		32	2,398	74.94	2,342	73.19
		420	**38,523**		**38,299**	

~~Bekesbourne Farm~~

								~~Rounded~~
~~17~~	~~UNITS~~	**~~303~~**		~~Aff - rented~~	~~70%~~	~~% of Aff~~	~~63.63~~	~~64~~
	~~Affordable~~	~~30%~~	~~90.9~~	~~Shared Owne~~	~~5%~~		~~4.55~~	~~5~~
				~~First Homes~~	~~25%~~	~~% of Aff~~	~~22.725~~	~~23~~
							~~90.9~~	~~92~~

~~Modelling~~			~~Area ha~~		
~~Density~~	~~35~~	~~units/ha~~	~~Total~~	~~16.040~~	
~~Net:Gross~~	~~54%~~		~~Gross~~	~~16.032~~	~~ha~~
			~~Net~~	~~8.657~~	~~ha~~

~~Characteristics~~	
~~Sub Area~~	~~Bekesbourne GV~~
~~Green Brown~~	~~Green~~
~~Use~~	~~Agricultural~~

				~~Market~~						**~~Affordable for Rent~~**				**~~Shared Ownership~~**				**~~First Homes~~**			
	~~Beds~~	~~m2~~	~~Circulation~~	~~212.1~~		~~Rounded~~	~~m2~~	~~m2~~	~~Circulation~~	~~64~~		~~Rounded~~	~~m2~~	~~5~~		~~Rounded~~	~~m2~~	~~23~~		~~Rounded~~	~~m2~~
~~Terrace~~	~~2~~	~~72~~	~~0.0%~~	~~15%~~	~~31.82~~	~~32~~	~~2,304~~	~~70~~	~~0.0%~~	~~15%~~	~~9.60~~	~~10~~	~~700~~	~~15%~~	~~0.75~~	~~1~~	~~70~~	~~15%~~	~~3.45~~	~~3~~	~~210~~
~~Terrace~~	~~3~~	~~85~~	~~0.0%~~	~~20%~~	~~42.42~~	~~42~~	~~3,570~~	~~84~~	~~0.0%~~	~~20%~~	~~12.80~~	~~13~~	~~1,092~~	~~20%~~	~~1.00~~	~~1~~	~~84~~	~~20%~~	~~4.60~~	~~5~~	~~420~~
~~Terrace~~	~~4~~	~~100~~	~~0.0%~~		~~0.00~~	~~0~~	~~0~~	~~97~~	~~0.0%~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~
~~Semi~~	~~2~~	~~82~~	~~0.0%~~	~~15%~~	~~31.82~~	~~32~~	~~2,624~~	~~79~~	~~0.0%~~	~~10%~~	~~6.40~~	~~6~~	~~474~~	~~10%~~	~~0.50~~	~~1~~	~~79~~	~~10%~~	~~2.30~~	~~2~~	~~158~~
~~Semi~~	~~3~~	~~100~~	~~0.0%~~	~~20%~~	~~42.42~~	~~42~~	~~4,200~~	~~93~~	~~0.0%~~	~~10%~~	~~6.40~~	~~6~~	~~558~~	~~10%~~	~~0.50~~	~~1~~	~~93~~	~~10%~~	~~2.30~~	~~3~~	~~279~~
~~Semi~~	~~4~~	~~120~~	~~0.0%~~		~~0.00~~	~~0~~	~~0~~	~~106~~	~~0.0%~~	~~10%~~	~~6.40~~	~~6~~	~~636~~	~~10%~~	~~0.50~~	~~1~~	~~106~~	~~10%~~	~~2.30~~	~~2~~	~~212~~
~~Det~~	~~3~~	~~110~~	~~0.0%~~		~~0.00~~	~~0~~	~~0~~	~~102~~	~~0.0%~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~
~~Det~~	~~4~~	~~125~~	~~0.0%~~	~~20%~~	~~42.42~~	~~42~~	~~5,250~~	~~115~~	~~0.0%~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~
~~Det~~	~~5~~	~~140~~	~~0.0%~~	~~10%~~	~~21.21~~	~~21~~	~~2,940~~	~~119~~	~~0.0%~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~
~~Flat to5~~	~~1~~	~~40~~	~~10.0%~~	~~0%~~	~~0.00~~	~~0~~	~~0~~	~~39~~	~~10.0%~~	~~15%~~	~~9.60~~	~~10~~	~~429~~	~~15%~~	~~0.75~~	~~0~~	~~0~~	~~15%~~	~~3.45~~	~~3~~	~~129~~
~~Flat to5~~	~~2~~	~~65~~	~~10.0%~~		~~0.00~~	~~0~~	~~0~~	~~61~~	~~10.0%~~	~~20%~~	~~12.80~~	~~13~~	~~872~~	~~20%~~	~~1.00~~	~~0~~	~~0~~	~~20%~~	~~4.60~~	~~5~~	~~336~~
~~Flat to5~~	~~3~~	~~78~~	~~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~~	~~78~~	~~15.0%~~		~~0.00~~	~~0~~	~~0~~	~~74~~	~~15.0%~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~		~~0.00~~	~~0~~	~~0~~
				~~100%~~	**~~212.10~~**	**~~211~~**	**~~20,888~~**			**~~100%~~**	**~~64.00~~**	**~~64~~**	**~~4,761~~**	**~~100%~~**	**~~5.00~~**	**~~5~~**	**~~432~~**	**~~100%~~**	**~~23.00~~**	**~~23~~**	**~~1,743~~**

			~~BCIS~~				
			~~Lower Q~~	~~Median~~	~~Used~~	~~m2~~	
~~Terrace~~	~~2~~		~~1,275~~		~~1,275~~	~~3,284~~	~~4,187,100~~
~~Terrace~~	~~3~~		~~1,275~~		~~1,275~~	~~5,166~~	~~6,586,650~~
~~Terrace~~	~~4~~		~~1,275~~		~~1,275~~	~~0~~	~~0~~
~~Semi~~	~~2~~		~~1,286~~		~~1,286~~	~~3,335~~	~~4,288,810~~
~~Semi~~	~~3~~		~~1,286~~		~~1,286~~	~~5,130~~	~~6,597,180~~
~~Semi~~	~~4~~		~~1,286~~		~~1,286~~	~~954~~	~~1,226,844~~
~~Det~~	~~3~~		~~1,449~~		~~1,449~~	~~0~~	~~0~~
~~Det~~	~~4~~		~~1,449~~		~~1,449~~	~~5,250~~	~~7,607,250~~
~~Det~~	~~5~~		~~1,449~~		~~1,449~~	~~2,940~~	~~4,260,060~~
~~Flat to5~~	~~1~~		~~1,461~~		~~1,461~~	~~558~~	~~814,800~~
~~Flat to5~~	~~2~~		~~1,461~~		~~1,461~~	~~1,208~~	~~1,764,596~~
~~Flat to5~~	~~3~~		~~1,461~~		~~1,461~~	~~0~~	~~0~~
~~Flat 6+~~	~~1~~		~~1,718~~		~~1,718~~	~~0~~	~~0~~
~~Flat 6+~~	~~2~~		~~1,718~~		~~1,718~~	~~0~~	~~0~~
~~Flat 6+~~	~~3~~		~~1,718~~		~~1,718~~	~~0~~	~~0~~
						~~27,825~~	~~37,333,290~~

~~1,342~~ **~~£/m2~~**

~~Occupants~~			~~Population~~	
	~~Beds~~	~~Count~~	~~per unit~~	
~~Terrace~~	~~2~~	~~46~~	~~1.87~~	~~86~~
~~Terrace~~	~~3~~	~~61~~	~~2.52~~	~~154~~
~~Terrace~~	~~4~~	~~0~~	~~3.19~~	~~0~~
~~Semi~~	~~2~~	~~41~~	~~1.87~~	~~77~~
~~Semi~~	~~3~~	~~52~~	~~2.52~~	~~131~~
~~Semi~~	~~4~~	~~9~~	~~3.19~~	~~29~~
~~Det~~	~~3~~	~~0~~	~~2.52~~	~~0~~
~~Det~~	~~4~~	~~42~~	~~3.19~~	~~134~~
~~Det~~	~~5~~	~~21~~	~~3.19~~	~~67~~
~~Flat to5~~	~~1~~	~~13~~	~~1.33~~	~~17~~
~~Flat to5~~	~~2~~	~~18~~	~~1.87~~	~~34~~
~~Flat to5~~	~~3~~	~~0~~	~~2.52~~	~~0~~
~~Flat 6+~~	~~1~~	~~0~~	~~1.33~~	~~0~~
~~Flat 6+~~	~~2~~	~~0~~	~~1.87~~	~~0~~
~~Flat 6+~~	~~3~~	~~0~~	~~2.52~~	~~0~~
			~~Residents~~	**~~728~~**

~~ha per 1,000~~	
~~0.300~~	~~Parks and Gardens~~
~~1.500~~	~~Green Corridors~~
~~1.500~~	~~Amenity Open Space~~
~~0.300~~	~~Play Areas~~
~~0.900~~	~~Outdoor Sport~~
~~4.000~~	~~Semi-natural~~
~~0.375~~	~~Allotments~~
~~0.000~~	~~0.000~~
~~8.875~~	**~~ha~~**

~~Open Space Required~~	~~6.462~~
~~Gross - Net~~	~~7.375~~
~~Shortfall / Surplus~~	~~0.913~~

~~Summary~~			~~Construction~~		~~Saleable~~	
		~~Units~~	~~m2~~	~~Average~~	~~m2~~	~~Average~~
~~Market Housing~~		~~211~~	~~20,888~~	~~99.00~~	~~20,888~~	~~99.00~~
~~Aff - rented~~		~~64~~	~~4,761~~	~~74.40~~	~~4,643~~	~~72.55~~
~~Shared Ownership~~		~~5~~	~~432~~	~~86.40~~	~~432~~	~~86.40~~
~~First Homes~~		~~23~~	~~1,743~~	~~75.79~~	~~1,701~~	~~73.96~~
		~~303~~	**~~27,825~~**		**~~27,664~~**	

Off The Hill, Littlebourne

								Rounded
15	UNITS	**302**		Aff - rented	67%	% of Aff	60.702	61
	Affordable	30%	90.6	Shared Owne	8%		7.25	7
				First Homes	25%	% of Aff	22.65	23
							90.6	91

Modelling			Area ha			Characteristics	
Density	35	units/ha	Total	15.990		Sub Area	Littlebourne
Net:Gross	54%		Gross	15.979	ha	Green Brown	Green
			Net	8.629	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	211.4		Rounded	m2	m2	Circulation	61		Rounded	m2	7		Rounded	m2	23		Rounded	m2
Terrace	2	72	0.0%	15%	31.71	32	2,304	70	0.0%	15%	9.15	9	630	15%	1.05	1	70	15%	3.45	3	210
Terrace	3	85	0.0%	20%	42.28	42	3,570	84	0.0%	20%	12.20	12	1,008	20%	1.40	1	84	20%	4.60	5	420
Terrace	4	100	0.0%		0.00	0	0	97	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Semi	2	82	0.0%	15%	31.71	32	2,624	79	0.0%	10%	6.10	7	553	10%	0.70	1	79	10%	2.30	2	158
Semi	3	100	0.0%	20%	42.28	42	4,200	93	0.0%	10%	6.10	6	558	10%	0.70	1	93	10%	2.30	3	279
Semi	4	120	0.0%		0.00	0	0	106	0.0%	10%	6.10	6	636	10%	0.70	1	106	10%	2.30	2	212
Det	3	110	0.0%		0.00	0	0	102	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	4	125	0.0%	20%	42.28	42	5,250	115	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Det	5	140	0.0%	10%	21.14	21	2,940	119	0.0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	40	10.0%	0%	0.00	0	0	39	10.0%	15%	9.15	9	386	15%	1.05	1	43	15%	3.45	3	129
Flat to5	2	65	10.0%		0.00	0	0	61	10.0%	20%	12.20	12	805	20%	1.40	1	67	20%	4.60	5	336
Flat to5	3	78	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	78	15.0%		0.00	0	0	74	15.0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**211.40**	**211**	**20,888**			**100%**	**61.00**	**61**	**4,576**	**100%**	**7.00**	**7**	**542**	**100%**	**23.00**	**23**	**1,743**

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,275		1,275	3,214	4,097,850
Terrace	3		1,275		1,275	5,082	6,479,550
Terrace	4		1,275		1,275	0	0
Semi	2		1,286		1,286	3,414	4,390,404
Semi	3		1,286		1,286	5,130	6,597,180
Semi	4		1,286		1,286	954	1,226,844
Det	3		1,449		1,449	0	0
Det	4		1,449		1,449	5,250	7,607,250
Det	5		1,449		1,449	2,940	4,260,060
Flat to5	1		1,461		1,461	558	814,800
Flat to5	2		1,461		1,461	1,208	1,764,596
Flat to5	3		1,461		1,461	0	0
Flat 6+	1		1,718		1,718	0	0
Flat 6+	2		1,718		1,718	0	0
Flat 6+	3		1,718		1,718	0	0
						27,750	37,238,534

1,342 £/m2

Occupants			Population	
	Beds	Count	per unit	
Terrace	2	45	1.87	84
Terrace	3	60	2.52	151
Terrace	4	0	3.19	0
Semi	2	42	1.87	79
Semi	3	52	2.52	131
Semi	4	9	3.19	29
Det	3	0	2.52	0
Det	4	42	3.19	134
Det	5	21	3.19	67
Flat to5	1	13	1.33	17
Flat to5	2	18	1.87	34
Flat to5	3	0	2.52	0
Flat 6+	1	0	1.33	0
Flat 6+	2	0	1.87	0
Flat 6+	3	0	2.52	0
			Residents	**726**

ha per 1,000	
0.300	Parks and Gardens
1.500	Green Corridors
1.500	Amenity Open Space
0.300	Play Areas
0.900	Outdoor Sport
4.000	Semi-natural
0.375	Allotments
0.000	0.000
8.875	**ha**

Open Space Required		6.439
Gross - Net		7.350
Shortfall / Surplus		0.911

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		211	20,888	99.00	20,888	99.00
Aff - rented		61	4,576	75.02	4,468	73.25
Shared Ownership		7	542	77.43	532	76.00
First Homes		23	1,743	75.79	1,701	73.96
		302	**27,750**		**27,589**	

FOR APPRAISALS

SITE		Site 1 Merton Park	Site 2 W of Hollow Lane	Site 3 Milton Manor House	Site 4 S of Littlebourne Rd	Site 5 N of Railway, S of Bekesbourne Ln	Site 6 At Bekesbourne Ln at Hoath Fm	Site 7 Uni of Kent B	Site 8 Brooklands Fm	Site 9 S of Thanet Way	Site 10 At Golden Hill	Site 11 At Cooting Fm	Site 12 W & E Cooting Ln	Site 13 SE of Cooting Ln	Site 14 Aylesham South	Site 15 Off The Hill, Littlebourne
Sub Area		South Canterbury	South Canterbury	South Canterbury	East Canterbury	East Canterbury	East Canterbury	North Canterbury	South Whitstable	South Whitstable	South Whitstable	Aylesham - Adisham GV	Aylesham - Adisham GV	Aylesham - Adisham GV	Aylesham - Adisham GV	Littlebourne
Green Brown		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural
AREA																
Total	ha	86.830	40.890	3.800	77.300	34.060	3.150	63.450	63.400	12.540	5.714	90.000	41.170	12.440	16.040	15.990
Gross	ha	86.813	40.899	3.810	77.302	34.074	3.150	63.439	63.386	12.562	5.714	90.000	41.164	12.463	12.000	15.979
Net	ha	45.143	22.086	2.286	41.743	18.400	2.457	34.257	34.229	7.286	3.429	46.800	22.229	7.229	12.000	8.629
UNITS																
Units		1580	773	80	1461	644	86	1199	1198	255	120	1638	778	253	420	302
UNIT SIZE																
Market Housing	m2	99.11	99.10	99.68	99.07	99.05	99.11	99.05	99.00	98.96	98.24	99.11	99.04	99.03	99.07	99.00
Aff to rent	m2	75.16	75.24	77.19	74.88	75.10	75.35	74.95	74.97	74.59	73.46	75.01	75.18	74.59	74.53	75.02
Shared Ownership	m2	76.64	74.74	79.00	76.20	77.87	93.00	75.83	75.59	83.18	78.37	75.16	75.37	79.15	73.89	77.43
First Homes	m2	75.50	75.23	79.15	74.86	75.50	79.15	74.84	74.84	76.64	77.01	75.11	75.23	75.37	74.94	75.79
BASE CONSTRUCTION																
BCIS	£/m2	1,342	1,342	1,339	1,342	1,342	1,337	1,342	1,342	1,341	1,341	1,342	1,342	1,341	1,342	1,342
Site Costs	%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
Abnormals	%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
	£	3,866,080	1,888,448	197,080	3,567,936	1,101,044	146,936	2,048,724	2,044,248	434,380	201,120	2,802,688	1,329,828	432,428	717,920	515,252
Contingency	%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Small Sites	%															
FEES																
Professional		8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Planning <50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
Planning >50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
SALES																
Agents	%	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%
Legal	%	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%
	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION																
Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Legal	%	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%
DEVELOPER'S RETURN																
Market Housing	% 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%
Affordable Housing	% Value	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%
First 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%
FINANCE																
Fees	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%
Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND																
EUV		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Premium	% EUV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Premium	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000
Easements etc	£															
VALUES																
Market Housing	£/m2	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790
Shared Ownership	£/m2	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800
First Homes	£/m2	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800
GRANT																
Intermediate to Buy	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	£/unit		0	0	0	0	0	0	0	0	0	0	0	0	0	0
POLICY REQUIREMENTS																
Biodiversity NG	%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%
	£/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0
CO2 Plus	%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%	6.80%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Acc & 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%
	£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21
Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Over Extra 1	%		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%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Over Extra 2	%		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%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL	£/m2	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187
Pre CIL s106	£/unit	28,975	28,978	29,250	28,960	28,991	29,302	28,966	28,957	29,020	28,917	28,956	28,985	29,012	28,952	28,974
Post CIL s106	£/unit	28,975	28,975	29,306	29,306	29,306	29,306	29,306	29,306	29,306	29,306	29,306	29,306	29,306	29,306	29,306
Inf Tariff	% GDV		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Affordable Housing																
Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Aff Rent	67.0%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Shared Ownership		2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
First Homes	25%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15
			Merton Park	W of Hollow Lane	Milton Manor House	S of Littlebourne Rd	N of Railway, S of Bekesbourne Ln	At Bekesbourne Ln at Hoath Fm	Uni of Kent B	Brooklands Fm	S of Thanet Way	At Golden Hill	At Cooting Fm	W & E Cooting Ln	SE of Cooting Ln	Aylesham South	Off The Hill, Littlebourne
			South Canterbury	uth Canterbury	uth Canterbury	ast Canterbury	ast Canterbury	ast Canterbury	rth Canterbury	uth Whitstable	uth Whitstable	uth Whitstable	n - Adisham GV	n - Adisham GV	n - Adisham GV	n - Adisham GV	Littlebourne
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural
Site Area	Gross	ha	86.813	40.899	3.810	77.302	34.074	3.150	63.439	63.386	12.562	5.714	90.000	41.164	12.463	12.000	15.979
	Net	ha	45.143	22.086	2.286	41.743	18.400	2.457	34.257	34.229	7.286	3.429	46.800	22.229	7.229	12.000	8.629
Units			1,580	773	80	1,461	644	86	1,199	1,198	255	120	1,638	778	253	420	302
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%	70.0%	70.0%	70.0%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Shared Ownership		2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
	First Homes		7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
		£ site	2,170,750	1,022,250	95,000	1,932,500	851,500	78,750	1,586,250	1,585,000	313,500	142,857	2,250,000	1,029,250	311,000	401,000	399,750
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000
		£ site	30,390,500	14,311,500	1,330,000	27,055,000	11,921,000	1,102,500	22,207,500	22,190,000	4,389,000	2,000,000	31,500,000	14,409,500	4,354,000	5,614,000	5,596,500
Benchmark Land Value		£/ha	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000	375,000
		£ site	32,561,250	15,333,750	1,425,000	28,987,500	12,772,500	1,181,250	23,793,750	23,775,000	4,702,500	2,142,857	33,750,000	15,438,750	4,665,000	6,015,000	5,996,250
Residual	Gross	£/ha	540,419	642,336	692,425	573,740	678,365	915,800	616,812	616,012	797,373	663,237	541,879	651,875	798,079	929,095	716,688
	Net	£/ha	1,039,468	1,189,235	1,151,157	1,062,459	1,255,712	1,174,034	1,142,440	1,141,010	1,372,419	1,105,395	1,042,074	1,207,351	1,373,452	1,241,890	1,328,127
		£ site	46,924,563	26,265,106	2,631,216	44,350,095	23,105,102	2,884,769	39,136,744	39,055,141	9,999,052	3,789,925	48,769,084	26,837,698	9,928,099	14,902,678	11,459,836

Base Strategic Sites 2
Site 1

Site 1	Merton Park

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				1,580	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.11	70.00%	1,106	4,000	438,456,000	109,614
Affordable Overall			30%	474			
Affordable Rent	75.2	73.36	20.10%	318	2,500	58,247,967	23,868
Social Rent	75.2	73.36	0.00%	0	1,790	0	0
Shared Ownership	76.6	74.95	2.40%	38	2,800	7,957,612	2,906
First Homes	75.5	73.73	7.50%	119	2,800	24,463,220	8,947
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	45.143	ha	35	/ha		529,124,799	145,335
SITE AREA - Gross	86.830	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		46,924,563	1,039,468	540,419
Existing Use Value		2,170,750		25,000
Uplift	0%	0		0
Plus /ha	350,000	30,390,500		350,000
Benchmark Land Value		32,561,250		375,000
			£/m2	
Additional Profit		45,189,171	412	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				46,924,563	
	Stamp Duty			2,335,728		
	Easements etc.			0		
	Legals /Acquisition		1.50%	703,868	3,039,597	
Fees						
	Planning			234,240		
	Professional		8.00%	25,797,945	26,032,185	
CONSTRUCTION						
	Build Cost		1,661	241,464,512		
	s106 / CIL / IT			66,277,818		
	Contingency		2.50%	6,036,613		
	Abnormals	%	2.00%	4,829,290		
		£		3,866,080	322,474,313	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	15,873,744		
	Legals	%	0.5%	2,645,624		
		£/unit	0	1,580		
	Misc.	%	0.0%	0	18,520,948	416,991,605

Developers Profit				
	Market Housing	% Value	17.50%	76,729,800
	Affordable Housing	% Value	6.00%	3,972,335
	First Homes	% Value	17.50%	4,281,064

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,580		
No dwgs under 50	50	462	23,100
No dwgs over 50	1530	138	211,140
		Total	234,240

Stamp duty calc - Residual		
Land payment		46,924,563
	Total	2,335,728

Stamp duty calc - Residual		
Land payment		32,561,250
	Total	1,617,563

Pre CIL s106	28,975	£/ Unit (all)	
		Total	**45,780,000**

Post CIL s106	28,975	£/ Unit (all)	45,780,000
CIL	187	£/m2	20,497,818
		Total	**66,277,818**

Inf Tariff	% GDV		
		0.00%	**0**

spell

Build Cost			/m2
			1,342.26
CO2 Plus	%	6.80%	91.27
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.84
Site Costs	Base	15.00%	216.43
	BNG	0.15%	2.16
			1,661.43

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME													
UNITS Started		52	100	150	150	150	150	150	150	150	150	150	78
Market Housing			14,430,197	27,750,380	41,625,570	41,625,570	41,625,570	41,625,570	41,625,570	41,625,570	41,625,570	41,625,570	41,625,570
Affordable Rent			1,917,022	3,686,580	5,529,870	5,529,870	5,529,870	5,529,870	5,529,870	5,529,870	5,529,870	5,529,870	5,529,870
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			261,896	503,646	755,469	755,469	755,469	755,469	755,469	755,469	755,469	755,469	755,469
First Homes			805,119	1,548,305	2,322,458	2,322,458	2,322,458	2,322,458	2,322,458	2,322,458	2,322,458	2,322,458	2,322,458
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**17,414,234**	**33,488,911**	**50,233,367**	**50,233,367**	**50,233,367**	**50,233,367**	**50,233,367**	**50,233,367**	**50,233,367**	**50,233,367**	**50,233,367**
EXPENDITURE													
Stamp Duty		2,335,728											
Easements etc.		0											
Legals Acquisition		703,868											
Planning Fee		234,240											
Professional		25,797,945											
Build Cost - BCIS Base			7,946,933	15,282,564	22,923,846	22,923,846	22,923,846	22,923,846	22,923,846	22,923,846	22,923,846	22,923,846	22,923,846
s106/CIL/Tariff			22,004,502	2,897,468	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203
Contingency			198,673	382,064	573,096	573,096	573,096	573,096	573,096	573,096	573,096	573,096	573,096
Abnormals			286,177	550,340	825,510	825,510	825,510	825,510	825,510	825,510	825,510	825,510	825,510
Finance Fees		0											
Legal and Valuation		0											
Agents		0	522,427	1,004,667	1,507,001	1,507,001	1,507,001	1,507,001	1,507,001	1,507,001	1,507,001	1,507,001	1,507,001
Legals		0	87,071	167,445	251,167	251,167	251,167	251,167	251,167	251,167	251,167	251,167	251,167
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**29,071,782**	**31,045,783**	**20,284,548**	**30,426,822**	**30,426,822**	**30,426,822**	**30,426,822**	**30,426,822**	**30,426,822**	**30,426,822**	**30,426,822**	**30,426,822**
For Residual Valuation	Land	**46,924,563**											
	Interest		4,559,781	5,651,260	5,198,074	4,321,566	3,392,467	2,407,623	1,363,687	257,116	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-75,996,345	-18,191,330	7,553,103	14,608,470	15,484,978	16,414,077	17,398,922	18,442,857	19,549,429	19,806,545	19,806,545	19,806,545
	Opening Balance	0											
	Closing Balance	-75,996,345	-94,187,675	-86,634,572	-72,026,102	-56,541,123	-40,127,046	-22,728,124	-4,285,267	15,264,161	35,070,706	54,877,250	74,683,795

		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													
Market Housing		21,645,296	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		2,875,533	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
Shared Ownership		392,844	0	0	0	0	0	0	0	0	0	0	0
First Homes		1,207,678	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
INCOME		**26,121,351**	**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		11,920,400	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		2,260,025	0	0	0	0	0	0	0	0	0	0	0
Contingency		298,010	0	0	0	0	0	0	0	0	0	0	0
Abnormals		429,265	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		783,641	0	0	0	0	0	0	0	0	0	0	0
Legals		130,607	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**15,821,948**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													76,729,800
Affordable for Rent													3,972,335
First Homes													4,281,064
	Cash Flow	10,299,403	0	0	0	0	0	0	0	0	0	0	-84,983,198
	Opening Balance												
	Closing Balance	84,983,198	84,983,198	84,983,198	84,983,198	84,983,198	84,983,198	84,983,198	84,983,198	84,983,198	84,983,198	84,983,198	0

17/07/202209:40

Base Strategic Sites 2
Site 2

Site 2	W of Hollow Lane

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				773	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.10	70.00%	541	4,000	214,495,641	53,624
Affordable Overall			30%	231.9			
Affordable Rent	75.2	73.48	20.10%	155	2,500	28,541,018	11,690
Social Rent	75.2	73.48	0.00%	0	1,790	0	0
Shared Ownership	74.7	72.84	2.40%	19	2,800	3,783,827	1,387
First Homes	75.2	73.57	7.50%	58	2,800	11,942,450	4,361
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	22.086	ha	35	/ha		258,762,935	71,062
SITE AREA - Gross	40.890	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		26,265,106	1,189,235	642,336
Existing Use Value		1,022,250		25,000
Uplift	0%	0		0
Plus /ha	350,000	14,311,500		350,000
Benchmark Land Value		15,333,750		375,000
			£/m2	
Additional Profit		25,533,523	476	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				26,265,106	
	Stamp Duty			1,302,755		
	Easements etc.			0		
	Legals /Acquisition		1.50%	393,977	1,696,732	
Fees						
	Planning			122,874		
	Professional		8.00%	12,613,071	12,735,945	
CONSTRUCTION						
	Build Cost		1,661	118,038,127		
	s106 / CIL / IT			32,425,102		
	Contingency		2.50%	2,950,953		
	Abnormals	%	2.00%	2,360,763		
		£		1,888,448	157,663,392	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	7,762,888		
	Legals	%	0.5%	1,293,815		
		£/unit	0	0		
	Misc.	%	0.0%	0	9,056,703	207,417,879

Developers Profit				
	Market Housing	% Value	17.50%	37,536,737
	Affordable Housing	% Value	6.00%	1,939,491
	First Homes	% Value	17.50%	2,089,929

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	773		
No dwgs under 50	50	462	23,100
No dwgs over 50	723	138	99,774
		Total	122,874

Stamp duty calc - Residual		
Land payment		26,265,106
	Total	1,302,755

Stamp duty calc - Residual		
Land payment		15,333,750
	Total	756,188

Pre CIL s106	28,978	£/ Unit (all)	
		Total	22,400,000

Post CIL s106	28,975	£/ Unit (all)	22,397,430
CIL	187	£/m2	10,027,671
		Total	32,425,102

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,341.96
CO2 Plus	%	6.80%	91.25
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.53
Site Costs	Base	15.00%	216.38
	BNG	0.15%	2.16
			1,661.07

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME													
UNITS Started		50	100	100	100	100	100	100	100	23			
Market Housing			13,874,233	27,748,466	27,748,466	27,748,466	27,748,466	27,748,466	27,748,466	27,748,466	6,382,147	0	0
Affordable Rent			1,846,120	3,692,240	3,692,240	3,692,240	3,692,240	3,692,240	3,692,240	3,692,240	849,215	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			244,749	489,499	489,499	489,499	489,499	489,499	489,499	489,499	112,585	0	0
First Homes			772,474	1,544,948	1,544,948	1,544,948	1,544,948	1,544,948	1,544,948	1,544,948	355,338	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		0	16,737,577	33,475,153	33,475,153	33,475,153	33,475,153	33,475,153	33,475,153	33,475,153	7,699,285	0	0
EXPENDITURE													
Stamp Duty		1,302,755											
Easements etc.		0											
Legals Acquisition		393,977											
Planning Fee		122,874											
Professional		12,613,071											
Build Cost - BCIS Base			7,635,066	15,270,133	15,270,133	15,270,133	15,270,133	15,270,133	15,270,133	15,270,133	3,512,131	0	0
s106/CIL/Tariff			11,476,405	2,897,468	2,897,468	2,897,468	2,897,468	2,897,468	2,897,468	2,897,468	666,418	0	0
Contingency			190,877	381,753	381,753	381,753	381,753	381,753	381,753	381,753	87,803	0	0
Abnormals			274,852	549,704	549,704	549,704	549,704	549,704	549,704	549,704	126,432	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	502,127	1,004,255	1,004,255	1,004,255	1,004,255	1,004,255	1,004,255	1,004,255	230,979	0	0
Legals		0	83,688	167,376	167,376	167,376	167,376	167,376	167,376	167,376	38,496	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		14,432,677	20,163,016	20,270,689	20,270,689	20,270,689	20,270,689	20,270,689	20,270,689	20,270,689	4,662,258	0	0
For Residual Valuation	Land	26,265,106											
	Interest		2,441,867	2,793,905	2,169,272	1,507,160	805,322	61,373	0	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-40,697,784	-5,867,306	10,410,559	11,035,193	11,697,304	12,399,143	13,143,091	13,204,465	13,204,465	3,037,027	0	0
	Opening Balance	0											
	Closing Balance	-40,697,784	-46,565,090	-36,154,530	-25,119,338	-13,422,033	-1,022,891	12,120,200	25,324,665	38,529,130	41,566,157	41,566,157	41,566,157

		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													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													37,536,737
Affordable for Rent													1,939,491
First Homes													2,089,929
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-41,566,157
	Opening Balance												
	Closing Balance	41,566,157	41,566,157	41,566,157	41,566,157	41,566,157	41,566,157	41,566,157	41,566,157	41,566,157	41,566,157	41,566,157	0

Base Strategic Sites 2
Site 4

Site 4	Milton Manor House

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				80	£/m2	£	m2
	Gross	Net					
Market Housing	99.7	99.68	70.00%	56	4,000	22,328,000	5,582
Affordable Overall			30%	24			
Affordable Rent	77.2	75.56	20.10%	16	2,500	3,037,613	1,241
Social Rent	77.2	75.56	0.00%	0	1,790	0	0
Shared Ownership	79.0	79.00	2.40%	2	2,800	424,704	152
First Homes	79.2	78.50	7.50%	6	2,800	1,318,800	475
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.286	ha	35	/ha		**27,109,117**	**7,450**
SITE AREA - Gross	3.800	ha	21	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		2,631,216	1,151,157	692,425
Existing Use Value		95,000		25,000
Uplift	0%	0		0
Plus /ha	350,000	1,330,000		350,000
Benchmark Land Value		**1,425,000**		**375,000**
			£/m2	
Additional Profit		2,472,965	443	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				2,631,216	
	Stamp Duty			121,061		
	Easements etc.			0		
	Legals /Acquisition		1.50%	39,468	160,529	
Fees						
	Planning			27,240		
	Professional		8.00%	1,317,104	1,344,344	
CONSTRUCTION						
	Build Cost		1,658	12,349,200		
	s106 / CIL / IT			3,361,809		
	Contingency		2.50%	308,730		
	Abnormals	%	2.00%	246,984		
		£		197,080	16,463,803	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	813,273		
	Legals	%	0.5%	135,546		
		£/unit	0	0		
	Misc.	%	0.0%	0	948,819	**21,548,712**

Developers Profit				
	Market Housing	% Value	17.50%	**3,907,400**
	Affordable Housing	% Value	6.00%	**207,739**
	First Homes	% Value	17.50%	**230,790**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	80		
No dwgs under 50	50	462	23,100
No dwgs over 50	30	138	4,140
		Total	27,240

Stamp duty calc - Residual		
Land payment		2,631,216
	Total	121,061

Stamp duty calc - Residual		
Land payment		1,425,000
	Total	60,750

Pre CIL s106	29,250	£/ Unit (all)	
		Total	**2,340,000**

Post CIL s106	28,975	£/ Unit (all)	2,317,975
CIL	187	£/m2	1,043,834
		Total	**3,361,809**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,339.18
CO2 Plus	%	6.80%	91.06
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,439.55
Site Costs	Base	15.00%	215.93
	BNG	0.15%	2.16
			1,657.64

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				12	13	12	13	12	13	5			
Market Housing					0	0	0	3,349,200	3,628,300	3,349,200	3,628,300	3,349,200	3,628,300
Affordable Rent					0	0	0	455,642	493,612	455,642	493,612	455,642	493,612
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	63,706	69,014	63,706	69,014	63,706	69,014
First Homes					0	0	0	197,820	214,305	197,820	214,305	197,820	214,305
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**4,066,367**	**4,405,231**	**4,066,367**	**4,405,231**	**4,066,367**	**4,405,231**
EXPENDITURE													
Stamp Duty		121,061											
Easements etc.		0											
Legals Acquisition		39,468											
Planning Fee		27,240											
Professional		658,552		658,552									
Build Cost - BCIS Base			0	617,460	1,286,375	1,903,835	1,955,290	1,903,835	1,955,290	1,543,650	926,190	257,275	0
s106/CIL/Tariff			1,043,834	115,899	241,456	357,354	367,013	357,354	367,013	289,747	173,848	48,291	0
Contingency			0	15,437	32,159	47,596	48,882	47,596	48,882	38,591	23,155	6,432	0
Abnormals			0	22,203	46,257	68,460	70,310	68,460	70,310	55,508	33,305	9,251	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	121,991	132,157	121,991	132,157	121,991	132,157
Legals		0	0	0	0	0	0	20,332	22,026	20,332	22,026	20,332	22,026
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**846,321**	**1,043,834**	**1,429,551**	**1,606,247**	**2,377,245**	**2,441,495**	**2,519,568**	**2,595,678**	**2,069,819**	**1,310,681**	**463,572**	**154,183**
For Residual Valuation	Land	**2,631,216**											
	Interest		52,163	68,603	91,075	116,535	153,942	192,873	172,565	148,010	120,282	75,668	22,761
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-3,477,538	-1,095,997	-1,498,154	-1,697,322	-2,493,780	-2,595,437	1,353,926	1,636,989	1,848,539	2,974,269	3,527,128	4,228,288
	Opening Balance	0											
	Closing Balance	-3,477,538	-4,573,535	-6,071,688	-7,769,010	-10,262,791	-12,858,228	-11,504,302	-9,867,313	-8,018,774	-5,044,505	-1,517,377	2,710,910

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		1,395,500	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		189,851	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
Shared Ownership		26,544	0	0	0	0	0	0	0	0	0	0	0
First Homes		82,425	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
INCOME		**1,694,320**	**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		50,830	0	0	0	0	0	0	0	0	0	0	0
Legals		8,472	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**59,301**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													3,907,400
Affordable for Rent													207,739
First Homes													230,790
	Cash Flow	1,635,019	0	0	0	0	0	0	0	0	0	0	-4,345,929
	Opening Balance												
	Closing Balance	4,345,929	4,345,929	4,345,929	4,345,929	4,345,929	4,345,929	4,345,929	4,345,929	4,345,929	4,345,929	4,345,929	0

Base Strategic Sites 2
Site 5

Site 5	**S of Littlebourne Rd**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				1,461	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.1	99.07	70.00%	1,023	4,000	405,285,403	101,321
Affordable Overall			30%	438.3			
Affordable Rent	74.9	73.07	20.10%	294	2,500	53,645,572	21,989
Social Rent	74.9	73.07	0.00%	0	1,790	0	0
Shared Ownership	76.2	74.60	2.40%	35	2,800	7,324,168	2,672
First Homes	74.9	73.09	7.50%	110	2,800	22,425,022	8,203
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	41.743	ha	35	/ha		**488,680,165**	**134,185**
SITE AREA - Gross	77.300	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**44,350,095**	**1,062,459**	**573,740**
Existing Use Value		1,932,500		25,000
Uplift	0%	0		0
Plus /ha	350,000	27,055,000		350,000
Benchmark Land Value		**28,987,500**		**375,000**

	Whole Site	£/m2
Additional Profit	**43,869,973**	**433**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				44,350,095	
	Stamp Duty			2,207,005		
	Easements etc.			0		
	Legals /Acquisition		1.50%	665,251	2,872,256	
Fees						
	Planning			217,818		
	Professional		8.00%	23,824,797	24,042,615	
CONSTRUCTION						
	Build Cost		1,661	222,931,027		
	s106 / CIL / IT			61,279,105		
	Contingency		2.50%	5,573,276		
	Abnormals	%	2.00%	4,458,621		
		£		3,567,936	297,809,964	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	14,660,405		
	Legals	%	0.5%	2,443,401		
		£/unit	0	0		
	Misc.	%	0.0%	0	17,103,806	**386,178,736**

Developers Profit				
	Market Housing	% Value	17.50%	**70,924,945**
	Affordable Housing	% Value	6.00%	**3,658,184**
	First Homes	% Value	17.50%	**3,924,379**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,461		
No dwgs under 50	50	462	23,100
No dwgs over 50	1411	138	194,718
		Total	217,818

Stamp duty calc - Residual		
Land payment		44,350,095
	Total	2,207,005

Stamp duty calc - Residual		
Land payment		28,987,500
	Total	1,438,875

Pre CIL s106	28,960	£/ Unit (all)	
		Total	**42,310,000**

Post CIL s106	28,975	£/ Unit (all)	42,332,013
CIL	187	£/m2	18,947,093
		Total	**61,279,105**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			**/m2**
			1,342.21
CO2 Plus	%	6.80%	91.27
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.79
Site Costs	Base	15.00%	216.42
	BNG	0.15%	2.16
			1,661.37

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**
INCOME													
UNITS Started		50	100	150	150	150	150	150	150	150	150	111	
Market Housing			13,870,137	27,740,274	41,610,411	41,610,411	41,610,411	41,610,411	41,610,411	41,610,411	41,610,411	41,610,411	30,791,704
Affordable Rent			1,835,920	3,671,839	5,507,759	5,507,759	5,507,759	5,507,759	5,507,759	5,507,759	5,507,759	5,507,759	4,075,742
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			250,656	501,312	751,968	751,968	751,968	751,968	751,968	751,968	751,968	751,968	556,456
First Homes			767,455	1,534,909	2,302,364	2,302,364	2,302,364	2,302,364	2,302,364	2,302,364	2,302,364	2,302,364	1,703,749
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**16,724,167**	**33,448,334**	**50,172,502**	**50,172,502**	**50,172,502**	**50,172,502**	**50,172,502**	**50,172,502**	**50,172,502**	**50,172,502**	**37,127,651**
EXPENDITURE													
Stamp Duty		2,207,005											
Easements etc.		0											
Legals Acquisition		665,251											
Planning Fee		217,818											
Professional		23,824,797											
Build Cost - BCIS Base			7,629,399	15,258,797	22,888,196	22,888,196	22,888,196	22,888,196	22,888,196	22,888,196	22,888,196	22,888,196	16,937,265
s106/CIL/Tariff			20,395,827	2,897,468	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	3,216,190
Contingency			190,735	381,470	572,205	572,205	572,205	572,205	572,205	572,205	572,205	572,205	423,432
Abnormals			274,694	549,388	824,082	824,082	824,082	824,082	824,082	824,082	824,082	824,082	609,821
Finance Fees		0											
Legal and Valuation		0											
Agents		0	501,725	1,003,450	1,505,175	1,505,175	1,505,175	1,505,175	1,505,175	1,505,175	1,505,175	1,505,175	1,113,830
Legals		0	83,621	167,242	250,863	250,863	250,863	250,863	250,863	250,863	250,863	250,863	185,638
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**26,914,871**	**29,076,000**	**20,257,815**	**30,386,723**	**30,386,723**	**30,386,723**	**30,386,723**	**30,386,723**	**30,386,723**	**30,386,723**	**30,386,723**	**22,486,175**
For Residual Valuation	Land	**44,350,095**											
	Interest		4,275,898	5,273,562	4,798,544	3,899,310	2,946,122	1,935,743	864,741	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-71,264,966	-16,627,731	7,916,958	14,987,235	15,886,469	16,839,657	17,850,036	18,921,038	19,785,779	19,785,779	19,785,779	14,641,476
	Opening Balance	0											
	Closing Balance	-71,264,966	-87,892,697	-79,975,740	-64,988,505	-49,102,036	-32,262,379	-14,412,343	4,508,695	24,294,474	44,080,253	63,866,032	78,507,509

		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													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													70,924,945
Affordable for Rent													3,658,184
First Homes													3,924,379
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-78,507,509
	Opening Balance												
	Closing Balance	78,507,509	78,507,509	78,507,509	78,507,509	78,507,509	78,507,509	78,507,509	78,507,509	78,507,509	78,507,509	78,507,509	0

Base Strategic Sites 2
Site 6

Site 6	N of Railway, S of Bekesbourne Ln

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				644	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.05	70.00%	451	4,000	178,612,545	44,653
Affordable Overall			30%	193.2			
Affordable Rent	75.1	73.29	20.10%	129	2,500	23,718,857	9,721
Social Rent	75.1	73.29	0.00%	0	1,790	0	0
Shared Ownership	77.9	76.53	2.40%	15	2,800	3,312,118	1,204
First Homes	75.5	73.79	7.50%	48	2,800	9,979,585	3,647
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	18.400	ha	35	/ha		**215,623,105**	**59,225**
SITE AREA - Gross	34.060	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		23,105,102	1,255,712	678,365
Existing Use Value		851,500		25,000
Uplift	0%	0		0
Plus /ha	350,000	11,921,000		350,000
Benchmark Land Value		12,772,500		375,000

		£/m2
Additional Profit	22,078,293	494

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND						
	Land				23,105,102	
	Stamp Duty			1,144,755		
	Easements etc.			0		
	Legals /Acquisition		1.50%	346,577	1,491,332	
Fees						
	Planning			105,072		
	Professional		8.00%	10,472,473	10,577,545	
CONSTRUCTION						
	Build Cost		1,661	98,368,458		
	s106 / CIL / IT			27,009,833		
	Contingency		2.50%	2,459,211		
	Abnormals	%	2.00%	1,967,369		
		£		1,101,044	130,905,916	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	6,468,693		
	Legals	%	0.5%	1,078,116		
		£/unit	0	0		
	Misc.	%	0.0%	0	7,546,809	**173,626,703**

Developers Profit				
	Market Housing	% Value	17.50%	**31,257,195**
	Affordable Housing	% Value	6.00%	**1,621,858**
	First Homes	% Value	17.50%	**1,746,427**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	644		
No dwgs under 50	50	462	23,100
No dwgs over 50	594	138	81,972
		Total	105,072

Stamp duty calc - Residual		
Land payment		23,105,102
	Total	1,144,755

Stamp duty calc - Residual		
Land payment		12,772,500
	Total	628,125

Pre CIL s106	28,991	£/ Unit (all)	
		Total	**18,670,000**

Post CIL s106	28,975	£/ Unit (all)	18,659,696
CIL	187	£/m2	8,350,136
		Total	**27,009,833**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,341.86
CO2 Plus	%	6.80%	91.25
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.42
Site Costs	Base	15.00%	216.36
	BNG	0.15%	2.16
			1,660.94

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
INCOME									
UNITS Started		50	100	100	100	100	100	94	
Market Housing			13,867,434	27,734,867	27,734,867	27,734,867	27,734,867	27,734,867	26,070,775
Affordable Rent			1,841,526	3,683,052	3,683,052	3,683,052	3,683,052	3,683,052	3,462,069
Social Rent			0	0	0	0	0	0	0
Shared Ownership			257,152	514,304	514,304	514,304	514,304	514,304	483,446
First Homes			774,813	1,549,625	1,549,625	1,549,625	1,549,625	1,549,625	1,456,648
Grant and Subsidy			0	0	0	0	0	0	0
INCOME		**0**	**16,740,924**	**33,481,849**	**33,481,849**	**33,481,849**	**33,481,849**	**33,481,849**	**31,472,938**
EXPENDITURE									
Stamp Duty		1,144,755							
Easements etc.		0							
Legals Acquisition		346,577							
Planning Fee		105,072							
Professional		10,472,473							
Build Cost - BCIS Base			7,637,303	15,274,605	15,274,605	15,274,605	15,274,605	15,274,605	14,358,129
s106/CIL/Tariff			9,798,871	2,897,468	2,897,468	2,897,468	2,897,468	2,897,468	2,723,620
Contingency			190,933	381,865	381,865	381,865	381,865	381,865	358,953
Abnormals			238,231	476,462	476,462	476,462	476,462	476,462	447,874
Finance Fees		0							
Legal and Valuation		0							
Agents		0	502,228	1,004,455	1,004,455	1,004,455	1,004,455	1,004,455	944,188
Legals		0	83,705	167,409	167,409	167,409	167,409	167,409	157,365
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		**12,068,877**	**18,451,269**	**20,202,265**	**20,202,265**	**20,202,265**	**20,202,265**	**20,202,265**	**18,990,129**
For Residual Valuation	Land	**23,105,102**							
	Interest		2,110,439	2,339,686	1,683,292	987,514	249,990	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	-35,173,978	-3,820,783	10,939,898	11,596,292	12,292,069	13,029,593	13,279,583	12,482,808
	Opening Balance	0							
	Closing Balance	-35,173,978	-38,994,762	-28,054,864	-16,458,573	-4,166,504	8,863,089	22,142,673	34,625,481

		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																	
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		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
First Homes		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
INCOME		**0**	**0**	**0**	**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		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees																	
Legal and Valuation																	
Agents		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.																	
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land																
	Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																	
Market Housing																	31,257,195
Affordable for Rent																	1,621,858
First Homes																	1,746,427
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-34,625,481
	Opening Balance																
	Closing Balance	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	34,625,481	0

Base Strategic Sites 2
Site 7

Site 7	At Bekesbourne Ln at Hoath Fm

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				86	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.11	70.00%	60	4,000	23,866,833	5,967
Affordable Overall			30%	25.8			
Affordable Rent	75.3	73.94	20.10%	17	2,500	3,195,368	1,302
Social Rent	75.3	73.94	0.00%	0	1,790	0	0
Shared Ownership	93.0	93.00	2.40%	2	2,800	537,466	192
First Homes	79.2	78.50	7.50%	6	2,800	1,417,710	511
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.457	ha	35	/ha		**29,017,376**	**7,972**
SITE AREA - Gross	3.150	ha	27	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**2,884,769**	**1,174,034**	**915,800**
Existing Use Value		78,750		25,000
Uplift	0%	0		0
Plus /ha	350,000	1,102,500		350,000
Benchmark Land Value		**1,181,250**		**375,000**

		£/m2
Additional Profit	**3,114,992**	**522**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				2,884,769	
	Stamp Duty			133,738		
	Easements etc.			0		
	Legals /Acquisition		1.50%	43,272	177,010	
Fees						
	Planning			28,068		
	Professional		8.00%	1,403,528	1,431,596	
CONSTRUCTION						
	Build Cost		1,655	13,195,756		
	s106 / CIL / IT			3,607,597		
	Contingency		2.50%	329,894		
	Abnormals	%	2.00%	263,915		
		£		146,936	17,544,098	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	870,521		
	Legals	%	0.5%	145,087		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,015,608	**23,053,081**

Developers Profit				
	Market Housing	% Value	17.50%	**4,176,696**
	Affordable Housing	% Value	6.00%	**223,970**
	First Homes	% Value	17.50%	**248,099**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	86		
No dwgs under 50	50	462	23,100
No dwgs over 50	36	138	4,968
		Total	28,068

Stamp duty calc - Residual		
Land payment		2,884,769
	Total	133,738

Stamp duty calc - Residual		
Land payment		1,181,250
	Total	48,563

Pre CIL s106	29,302	£/ Unit (all)	
		Total	**2,520,000**

Post CIL s106	28,975	£/ Unit (all)	2,491,823
CIL	187	£/m2	1,115,774
		Total	**3,607,597**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,337.30
CO2 Plus	%	6.80%	90.94
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,437.55
Site Costs	Base	15.00%	215.63
	BNG	0.15%	2.16
			1,655.34

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				12	13	12	13	12	13	11			
Market Housing					0	0	0	3,330,256	3,607,777	3,330,256	3,607,777	3,330,256	3,607,777
Affordable Rent					0	0	0	445,865	483,021	445,865	483,021	445,865	483,021
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	74,995	81,245	74,995	81,245	74,995	81,245
First Homes					0	0	0	197,820	214,305	197,820	214,305	197,820	214,305
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**4,048,936**	**4,386,348**	**4,048,936**	**4,386,348**	**4,048,936**	**4,386,348**
EXPENDITURE													
Stamp Duty		133,738											
Easements etc.		0											
Legals Acquisition		43,272											
Planning Fee		28,068											
Professional		701,764		701,764									
Build Cost - BCIS Base			0	613,756	1,278,659	1,892,415	1,943,561	1,892,415	1,943,561	1,841,268	1,227,512	562,610	0
s106/CIL/Tariff			1,115,774	115,899	241,456	357,354	367,013	357,354	367,013	347,696	231,797	106,241	0
Contingency			0	15,344	31,966	47,310	48,589	47,310	48,589	46,032	30,688	14,065	0
Abnormals			0	19,109	39,811	58,921	60,513	58,921	60,513	57,328	38,219	17,517	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	121,468	131,590	121,468	131,590	121,468	131,590
Legals		0	0	0	0	0	0	20,245	21,932	20,245	21,932	20,245	21,932
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**906,842**	**1,115,774**	**1,465,872**	**1,591,892**	**2,356,000**	**2,419,676**	**2,497,713**	**2,573,198**	**2,434,037**	**1,681,738**	**842,145**	**153,522**
For Residual Valuation	Land	**2,884,769**											
	Interest		56,874	74,464	97,569	122,911	160,094	198,791	178,505	153,985	132,071	93,483	46,783
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-3,791,611	-1,172,649	-1,540,336	-1,689,461	-2,478,911	-2,579,770	1,352,433	1,634,645	1,460,914	2,572,538	3,113,308	4,186,042
	Opening Balance	0											
	Closing Balance	-3,791,611	-4,964,259	-6,504,595	-8,194,056	-10,672,967	-13,252,737	-11,900,304	-10,265,659	-8,804,745	-6,232,206	-3,118,898	1,067,143

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		3,052,734	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		408,710	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
Shared Ownership		68,746	0	0	0	0	0	0	0	0	0	0	0
First Homes		181,335	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
INCOME		**3,711,525**	**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		111,346	0	0	0	0	0	0	0	0	0	0	0
Legals		18,558	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**129,903**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													4,176,696
Affordable for Rent													223,970
First Homes													248,099
	Cash Flow	3,581,622	0	0	0	0	0	0	0	0	0	0	-4,648,765
	Opening Balance												
	Closing Balance	4,648,765	4,648,765	4,648,765	4,648,765	4,648,765	4,648,765	4,648,765	4,648,765	4,648,765	4,648,765	4,648,765	0

Base Strategic Sites 2
Site 8

Site 8	Uni of Kent B

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				1,199	£/m2	£	m2
	Gross	Net					
Market Housing	99.1	99.05	70.00%	839	4,000	332,534,862	83,134
Affordable Overall			30%	359.7			
Affordable Rent	75.0	73.15	20.10%	241	2,500	44,075,561	18,064
Social Rent	75.0	73.15	0.00%	0	1,790	0	0
Shared Ownership	75.8	74.50	2.40%	29	2,800	6,002,674	2,182
First Homes	74.8	73.08	7.50%	90	2,800	18,400,254	6,730
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	34.257	ha	35	/ha		**401,013,350**	**110,109**
SITE AREA - Gross	63.450	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**39,136,744**	**1,142,440**	**616,812**
Existing Use Value		1,586,250		25,000
Uplift	0%	0		0
Plus /ha	350,000	22,207,500		350,000
Benchmark Land Value		**23,793,750**		**375,000**
			£/m2	
Additional Profit		**38,084,841**	**458**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				39,136,744	
	Stamp Duty			1,946,337		
	Easements etc.			0		
	Legals /Acquisition		1.50%	587,051	2,533,388	
Fees						
	Planning			181,662		
	Professional		8.00%	19,478,541	19,660,203	
CONSTRUCTION						
	Build Cost		1,661	182,915,203		
	s106 / CIL / IT			50,286,650		
	Contingency		2.50%	4,572,880		
	Abnormals	%	2.00%	3,658,304		
		£		2,048,724	243,481,762	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	12,030,400		
	Legals	%	0.5%	2,005,067		
		£/unit	0	0		
	Misc.	%	0.0%	0	14,035,467	**318,847,564**

Developers Profit				
	Market Housing	% Value	17.50%	**58,193,601**
	Affordable Housing	% Value	6.00%	**3,004,694**
	First Homes	% Value	17.50%	**3,220,044**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,199		
No dwgs under 50	50	462	23,100
No dwgs over 50	1149	138	158,562
		Total	181,662

Stamp duty calc - Residual		
Land payment		39,136,744
	Total	1,946,337

Stamp duty calc - Residual		
Land payment		23,793,750
	Total	1,179,188

Pre CIL s106	28,966	£/ Unit (all)	
		Total	**34,730,000**

Post CIL s106	28,975	£/ Unit (all)	34,740,646
CIL	187	£/m2	15,546,005
		Total	**50,286,650**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,342.08
CO2 Plus	%	6.80%	91.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.66
Site Costs	Base	15.00%	216.40
	BNG	0.15%	2.16
			1,661.22

RESIDUAL CASH FLOW FOR INTEREST

	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	50	100	150	150	150	150	150	150	149															
Market Housing		13,867,175	27,734,350	41,601,526	41,601,526	41,601,526	41,601,526	41,601,526	41,601,526	41,324,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,838,013	3,676,027	5,514,040	5,514,040	5,514,040	5,514,040	5,514,040	5,514,040	5,477,280	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		250,320	500,640	750,960	750,960	750,960	750,960	750,960	750,960	745,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes		767,317	1,534,633	2,301,950	2,301,950	2,301,950	2,301,950	2,301,950	2,301,950	2,286,604	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**	**16,722,825**	**33,445,651**	**50,168,476**	**50,168,476**	**50,168,476**	**50,168,476**	**50,168,476**	**50,168,476**	**49,834,019**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,946,337																							
Easements etc.	0																							
Legals Acquisition	587,051																							
Planning Fee	181,662																							
Professional	19,478,541																							
Build Cost - BCIS Base		7,627,823	15,255,647	22,883,470	22,883,470	22,883,470	22,883,470	22,883,470	22,883,470	22,730,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		16,994,739	2,897,468	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,317,228	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		190,696	381,391	572,087	572,087	572,087	572,087	572,087	572,087	568,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		237,991	475,982	713,973	713,973	713,973	713,973	713,973	713,973	709,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	501,685	1,003,370	1,505,054	1,505,054	1,505,054	1,505,054	1,505,054	1,505,054	1,495,021	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	83,614	167,228	250,842	250,842	250,842	250,842	250,842	250,842	249,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**22,193,591**	**25,636,548**	**20,181,086**	**30,271,629**	**30,271,629**	**30,271,629**	**30,271,629**	**30,271,629**	**30,271,629**	**30,069,819**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**39,136,744**																							
Interest		3,679,820	4,435,433	3,905,685	2,946,215	1,929,177	851,117	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								58,193,601
Affordable for Rent																								3,004,694
First Homes																								3,220,044
Cash Flow	-61,330,335	-12,593,543	8,829,132	15,991,162	16,950,631	17,967,669	19,045,729	19,896,846	19,896,846	19,764,201	0	0	0	0	0	0	0	0	0	0	0	0	0	-64,418,339
Opening Balance	0																							
Closing Balance	-61,330,335	-73,923,878	-65,094,746	-49,103,584	-32,152,953	-14,185,284	4,860,446	24,757,292	44,654,138	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	64,418,339	0

17/07/202209:40

Base Strategic Sites 2
Site 9

Site 9	**Brooklands Fm**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				1,198	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.0	99.00	70.00%	839	4,000	332,093,606	83,023
Affordable Overall			30%	359.4			
Affordable Rent	75.0	73.17	20.10%	241	2,500	44,050,547	18,053
Social Rent	75.0	73.17	0.00%	0	1,790	0	0
Shared Ownership	75.6	73.79	2.40%	29	2,800	5,940,758	2,173
First Homes	74.8	73.08	7.50%	90	2,800	18,384,907	6,724
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	34.229	ha	35	/ha		**400,469,818**	**109,974**
SITE AREA - Gross	63.400	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**39,055,141**	**1,141,010**	**616,012**
Existing Use Value		1,585,000		25,000
Uplift	0%	0		0
Plus /ha	350,000	22,190,000		350,000
Benchmark Land Value		**23,775,000**		**375,000**

		£/m2
Additional Profit	**38,470,610**	**463**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				39,055,141	
	Stamp Duty			1,942,257		
	Easements etc.			0		
	Legals /Acquisition		1.50%	585,827	2,528,084	
Fees						
	Planning			181,524		
	Professional		8.00%	19,455,596	19,637,120	
CONSTRUCTION						
	Build Cost		1,661	182,692,494		
	s106 / CIL / IT			50,237,047		
	Contingency		2.50%	4,567,312		
	Abnormals	%	2.00%	3,653,850		
		£		2,044,248	243,194,951	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	12,014,095		
	Legals	%	0.5%	2,002,349		
		£/unit	0	0		
	Misc.	%	0.0%	0	14,016,444	**318,431,740**

Developers Profit				
	Market Housing	% Value	17.50%	**58,116,381**
	Affordable Housing	% Value	6.00%	**2,999,478**
	First Homes	% Value	17.50%	**3,217,359**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,198		
No dwgs under 50	50	462	23,100
No dwgs over 50	1148	138	158,424
		Total	181,524

Stamp duty calc - Residual		
Land payment		39,055,141
	Total	1,942,257

Stamp duty calc - Residual		
Land payment		23,775,000
	Total	1,178,250

Pre CIL s106	28,957	£/ Unit (all)	
		Total	**34,690,000**

Post CIL s106	28,975	£/ Unit (all)	34,711,671
CIL	187	£/m2	15,525,376
		Total	**50,237,047**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,342.10
CO2 Plus	%	6.80%	91.26
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.67
Site Costs	Base	15.00%	216.40
	BNG	0.15%	2.16
			1,661.23

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**
INCOME									
UNITS Started		50	100	150	150	150	150	150	150
Market Housing			13,860,334	27,720,668	41,581,002	41,581,002	41,581,002	41,581,002	41,581,002
Affordable Rent			1,838,504	3,677,007	5,515,511	5,515,511	5,515,511	5,515,511	5,515,511
Social Rent			0	0	0	0	0	0	0
Shared Ownership			247,945	495,890	743,834	743,834	743,834	743,834	743,834
First Homes			767,317	1,534,633	2,301,950	2,301,950	2,301,950	2,301,950	2,301,950
Grant and Subsidy			0	0	0	0	0	0	0
INCOME		**0**	**16,714,099**	**33,428,199**	**50,142,298**	**50,142,298**	**50,142,298**	**50,142,298**	**50,142,298**
EXPENDITURE									
Stamp Duty		1,942,257							
Easements etc.		0							
Legals Acquisition		585,827							
Planning Fee		181,524							
Professional		19,455,596							
Build Cost - BCIS Base			7,624,895	15,249,791	22,874,686	22,874,686	22,874,686	22,874,686	22,874,686
s106/CIL/Tariff			16,974,110	2,897,468	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203
Contingency			190,622	381,245	571,867	571,867	571,867	571,867	571,867
Abnormals			237,817	475,634	713,451	713,451	713,451	713,451	713,451
Finance Fees		0							
Legal and Valuation		0							
Agents		0	501,423	1,002,846	1,504,269	1,504,269	1,504,269	1,504,269	1,504,269
Legals		0	83,570	167,141	250,711	250,711	250,711	250,711	250,711
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		**22,165,204**	**25,612,439**	**20,174,125**	**30,261,188**	**30,261,188**	**30,261,188**	**30,261,188**	**30,261,188**
For Residual Valuation	Land	**39,055,141**							
	Interest		3,673,221	4,427,514	3,897,921	2,938,929	1,922,399	844,876	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	-61,220,346	-12,571,560	8,826,559	15,983,189	16,942,181	17,958,712	19,036,234	19,881,110
	Opening Balance	0							
	Closing Balance	-61,220,346	-73,791,906	-64,965,347	-48,982,157	-32,039,977	-14,081,265	4,954,969	24,836,079

		Year 9	**Year 10**	**Year 11**	**Year 12**	**Year 13**	**Year 14**	**Year 15**	**Year 16**
INCOME									
UNITS Started		130	18						
Market Housing		41,581,002	36,036,869	4,989,720	0	0	0	0	0
Affordable Rent		5,515,511	4,780,109	661,861	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		743,834	644,657	89,260	0	0	0	0	0
First Homes		2,301,950	1,995,023	276,234	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**50,142,298**	**43,456,658**	**6,017,076**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		22,874,686	19,824,728	2,744,962	0	0	0	0	0
s106/CIL/Tariff		4,346,203	3,766,709	521,544	0	0	0	0	0
Contingency		571,867	495,618	68,624	0	0	0	0	0
Abnormals		713,451	618,324	85,614	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		1,504,269	1,303,700	180,512	0	0	0	0	0
Legals		250,711	217,283	30,085	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**30,261,188**	**26,226,363**	**3,631,343**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	19,881,110	17,230,295	2,385,733	0	0	0	0	0
	Opening Balance								
	Closing Balance	44,717,189	61,947,485	64,333,218	64,333,218	64,333,218	64,333,218	64,333,218	64,333,218

		Year 17	**Year 18**	**Year 19**	**Year 20**	**Year 21**	**Year 22**	**Year 23**	**Year 24**
INCOME									
UNITS Started									
Market Housing		0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									58,116,381
Affordable for Rent									2,999,478
First Homes									3,217,359
	Cash Flow	0	0	0	0	0	0	0	-64,333,218
	Opening Balance								
	Closing Balance	64,333,218	64,333,218	64,333,218	64,333,218	64,333,218	64,333,218	64,333,218	0

Base Strategic Sites 2
Site 10

Site 10 **S of Thanet Way**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				255	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.0	98.96	70.00%	179	4,000	70,654,089	17,664
Affordable Overall			30%	76.5			
Affordable Rent	74.6	72.78	20.10%	51	2,500	9,326,400	3,823
Social Rent	74.6	72.78	0.00%	0	1,790	0	0
Shared Ownership	83.2	82.17	2.40%	6	2,800	1,408,008	509
First Homes	76.6	74.95	7.50%	19	2,800	4,013,432	1,466
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	7.286	ha	35	/ha		**85,401,929**	**23,462**
SITE AREA - Gross	12.540	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**9,999,052**	**1,372,419**	**797,373**
Existing Use Value	313,500		25,000
Uplift 0%	0		0
Plus /ha 350,000	4,389,000		350,000
Benchmark Land Value	**4,702,500**		**375,000**

		£/m2
Additional Profit	**9,829,646**	**556**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				9,999,052	
	Stamp Duty			489,453		
	Easements etc.			0		
	Legals /Acquisition		1.50%	149,986	639,438	
Fees						
	Planning			51,390		
	Professional		8.00%	4,146,375	4,197,765	
CONSTRUCTION						
	Build Cost		1,660	38,950,900		
	s106 / CIL / IT			10,691,623		
	Contingency		2.50%	973,772		
	Abnormals	%	2.00%	779,018		
		£		434,380	51,829,693	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	2,562,058		
	Legals	%	0.5%	427,010		
		£/unit	0	0		
	Misc.	%	0.0%	0	2,989,068	**69,655,016**

Developers Profit				
	Market Housing	% Value	17.50%	**12,364,466**
	Affordable Housing	% Value	6.00%	**644,064**
	First Homes	% Value	17.50%	**702,351**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	255		
No dwgs under 50	50	462	23,100
No dwgs over 50	205	138	28,290
		Total	51,390

Stamp duty calc - Residual		
Land payment		9,999,052
	Total	489,453

Stamp duty calc - Residual		
Land payment		4,702,500
	Total	224,625

Pre CIL s106	29,020	£/ Unit (all)	
		Total	**7,400,000**

Post CIL s106	28,975	£/ Unit (all)	7,388,544
CIL	187	£/m2	3,303,079
		Total	**10,691,623**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,341.25
CO2 Plus	%	6.80%	91.21
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,441.77
Site Costs	Base	15.00%	216.27
	BNG	0.15%	2.16
			1,660.20

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**
INCOME													
UNITS Started		50	50	50	50	50	5						
Market Housing			13,853,743	13,853,743	13,853,743	13,853,743	13,853,743	1,385,374	0	0	0	0	0
Affordable Rent			1,828,706	1,828,706	1,828,706	1,828,706	1,828,706	182,871	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			276,080	276,080	276,080	276,080	276,080	27,608	0	0	0	0	0
First Homes			786,947	786,947	786,947	786,947	786,947	78,695	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**16,745,476**	**16,745,476**	**16,745,476**	**16,745,476**	**16,745,476**	**1,674,548**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE													
Stamp Duty		489,453											
Easements etc.		0											
Legals Acquisition		149,986											
Planning Fee		51,390											
Professional		4,146,375											
Build Cost - BCIS Base			7,637,431	7,637,431	7,637,431	7,637,431	7,637,431	763,743	0	0	0	0	0
s106/CIL/Tariff			4,751,813	1,448,734	1,448,734	1,448,734	1,448,734	144,873	0	0	0	0	0
Contingency			190,936	190,936	190,936	190,936	190,936	19,094	0	0	0	0	0
Abnormals			237,921	237,921	237,921	237,921	237,921	23,792	0	0	0	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	502,364	502,364	502,364	502,364	502,364	50,236	0	0	0	0	0
Legals		0	83,727	83,727	83,727	83,727	83,727	8,373	0	0	0	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**4,837,204**	**13,404,193**	**10,101,114**	**10,101,114**	**10,101,114**	**10,101,114**	**1,010,111**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**9,999,052**											
	Interest		890,175	743,109	389,034	13,714	0	0	0	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-14,836,256	2,451,108	5,901,253	6,255,329	6,630,648	6,644,362	664,436	0	0	0	0	0
	Opening Balance	0											
	Closing Balance	-14,836,256	-12,385,148	-6,483,894	-228,566	6,402,082	13,046,444	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881

		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													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													12,364,466
Affordable for Rent													644,064
First Homes													702,351
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-13,710,881
	Opening Balance												
	Closing Balance	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	13,710,881	0

Base Strategic Sites 2
Site 11

Site 11 **At Golden Hill**

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				120	£/m2	£	m2
	Gross	Net					
Market Housing	98.2	98.24	70.00%	84	4,000	33,008,000	8,252
Affordable Overall			30%	36			
Affordable Rent	73.5	71.54	20.10%	24	2,500	4,313,963	1,772
Social Rent	73.5	71.54	0.00%	0	1,790	0	0
Shared Ownership	78.4	76.33	2.40%	3	2,800	615,552	226
First Homes	77.0	75.22	7.50%	9	2,800	1,895,600	693
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	3.429	ha	35	/ha		**39,833,115**	**10,943**
SITE AREA - Gross	5.714	ha	21	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		3,789,925	1,105,395	663,237
Existing Use Value		142,857		25,000
Uplift	0%	0		0
Plus /ha	350,000	2,000,000		350,000
Benchmark Land Value		2,142,857		375,000

		£/m2
Additional Profit	3,578,835	434

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				3,789,925	
	Stamp Duty			178,996		
	Easements etc.			0		
	Legals /Acquisition		1.50%	56,849	235,845	
Fees						
	Planning			32,760		
	Professional		8.00%	1,935,905	1,968,665	
CONSTRUCTION						
	Build Cost		1,660	18,160,388		
	s106 / CIL / IT			5,020,086		
	Contingency		2.50%	454,010		
	Abnormals	%	2.00%	363,208		
		£		201,120	24,198,812	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	1,194,993		
	Legals	%	0.5%	199,166		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,394,159	**31,587,406**

Developers Profit				
	Market Housing	% Value	17.50%	**5,776,400**
	Affordable Housing	% Value	6.00%	**295,771**
	First Homes	% Value	17.50%	**331,730**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	120		
No dwgs under 50	50	462	23,100
No dwgs over 50	70	138	9,660
		Total	32,760

Stamp duty calc - Residual		
Land payment		3,789,925
	Total	178,996

Stamp duty calc - Residual		
Land payment		2,142,857
	Total	96,643

Pre CIL s106	28,917	£/ Unit (all)	
		Total	**3,470,000**

Post CIL s106	28,975	£/ Unit (all)	3,476,962
CIL	187	£/m2	1,543,124
		Total	**5,020,086**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,340.76
CO2 Plus	%	6.80%	91.17
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,441.24
Site Costs	Base	15.00%	216.19
	BNG	0.15%	2.16
			1,659.59

RESIDUAL CASH FLOW FOR INTEREST

		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				12	13	12	13	12	13	12	13	12	8												
Market Housing					0	0	0	3,300,800	3,575,867	3,300,800	3,575,867	3,300,800	3,575,867	3,300,800	3,575,867	3,300,800	2,200,533	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	431,396	467,346	431,396	467,346	431,396	467,346	431,396	467,346	431,396	287,598	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	61,555	66,685	61,555	66,685	61,555	66,685	61,555	66,685	61,555	41,037	0	0	0	0	0	0	0	0
First Homes					0	0	0	189,560	205,357	189,560	205,357	189,560	205,357	189,560	205,357	189,560	126,373	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**	**3,983,311**	**4,315,254**	**3,983,311**	**4,315,254**	**3,983,311**	**4,315,254**	**3,983,311**	**4,315,254**	**3,983,311**	**2,655,541**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		178,996																							
Easements etc.		0																							
Legals Acquisition		56,849																							
Planning Fee		32,760																							
Professional		967,952		967,952																					
Build Cost - BCIS Base			0	605,346	1,261,138	1,866,484	1,916,930	1,866,484	1,916,930	1,866,484	1,916,930	1,866,484	1,664,702	1,008,910	403,564	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			1,543,124	115,899	241,456	357,354	367,013	357,354	367,013	357,354	367,013	357,354	318,722	193,165	77,266	0	0	0	0	0	0	0	0	0	0
Contingency			0	15,134	31,528	46,662	47,923	46,662	47,923	46,662	47,923	46,662	41,618	25,223	10,089	0	0	0	0	0	0	0	0	0	0
Abnormals			0	18,811	39,189	58,000	59,568	58,000	59,568	58,000	59,568	58,000	51,730	31,352	12,541	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	119,499	129,458	119,499	129,458	119,499	129,458	119,499	129,458	119,499	79,666	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	19,917	21,576	19,917	21,576	19,917	21,576	19,917	21,576	19,917	13,278	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**1,236,558**	**1,543,124**	**1,723,142**	**1,573,312**	**2,328,501**	**2,391,434**	**2,467,917**	**2,542,468**	**2,467,917**	**2,542,468**	**2,467,917**	**2,227,805**	**1,398,065**	**654,494**	**139,416**	**92,944**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**3,789,925**																							
	Interest		75,397	99,675	127,017	152,522	189,738	228,455	209,151	185,697	165,751	141,646	121,039	91,543	54,138	38	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									5,776,400
Affordable for Rent																									295,771
First Homes																									331,730
	Cash Flow	-5,026,483	-1,618,521	-1,822,817	-1,700,329	-2,481,023	-2,581,171	1,286,939	1,563,635	1,329,698	1,607,035	1,373,749	1,966,409	2,493,703	3,606,623	3,843,857	2,562,597	0	0	0	0	0	0	0	-6,403,901
	Opening Balance	0																							
	Closing Balance	-5,026,483	-6,645,004	-8,467,821	-10,168,150	-12,649,174	-15,230,345	-13,943,406	-12,379,771	-11,050,073	-9,443,037	-8,069,289	-6,102,879	-3,609,176	-2,553	3,841,304	6,403,901	6,403,901	6,403,901	6,403,901	6,403,901	6,403,901	6,403,901	6,403,901	0

Base Strategic Sites 2
Site 13

Site 13	**At Cooting Fm**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				1,638	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.1	99.11	70.00%	1,147	4,000	454,553,426	113,638
Affordable Overall			30%	491.4			
Affordable Rent	75.0	73.21	20.10%	329	2,500	60,256,058	24,697
Social Rent	75.0	73.21	0.00%	0	1,790	0	0
Shared Ownership	75.2	73.46	2.40%	39	2,800	8,086,176	2,955
First Homes	75.1	73.30	7.50%	123	2,800	25,214,014	9,227
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	46.800	ha	35	/ha		**548,109,673**	**150,517**
SITE AREA - Gross	90.000	ha	18	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**48,769,084**	**1,042,074**	**541,879**
Existing Use Value		2,250,000		25,000
Uplift	0%	0		0
Plus /ha	350,000	31,500,000		350,000
Benchmark Land Value		**33,750,000**		**375,000**
			£/m2	
Additional Profit		**47,276,976**	**416**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				48,769,084	
	Stamp Duty			2,427,954		
	Easements etc.			0		
	Legals /Acquisition		1.50%	731,536	3,159,490	
Fees						
	Planning			242,244		
	Professional		8.00%	26,629,567	26,871,811	
CONSTRUCTION						
	Build Cost		1,662	250,101,429		
	s106 / CIL / IT			68,710,904		
	Contingency		2.50%	6,252,536		
	Abnormals	%	2.00%	5,002,029		
		£		2,802,688	332,869,586	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	16,443,290		
	Legals	%	0.5%	2,740,548		
		£/unit	0	0		
	Misc.	%	0.0%	0	19,183,839	**430,853,810**

Developers Profit				
	Market Housing	% Value	17.50%	**79,546,849**
	Affordable Housing	% Value	6.00%	**4,100,534**
	First Homes	% Value	17.50%	**4,412,452**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1,638		
No dwgs under 50	50	462	23,100
No dwgs over 50	1588	138	219,144
		Total	242,244

Stamp duty calc - Residual		
Land payment		48,769,084
	Total	2,427,954

Stamp duty calc - Residual		
Land payment		33,750,000
	Total	1,677,000

Pre CIL s106	28,956	£/ Unit (all)	
		Total	**47,430,000**

Post CIL s106	28,975	£/ Unit (all)	47,460,532
CIL	187	£/m2	21,250,373
		Total	**68,710,904**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,342.41
CO2 Plus	%	6.80%	91.28
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,443.00
Site Costs	Base	15.00%	216.45
	BNG	0.15%	2.16
			1,661.62

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**
INCOME													
UNITS Started		50	100	150	150	150	150	150	150	150	150	150	138
Market Housing			13,875,257	27,750,514	41,625,772	41,625,772	41,625,772	41,625,772	41,625,772	41,625,772	41,625,772	41,625,772	41,625,772
Affordable Rent			1,839,318	3,678,636	5,517,954	5,517,954	5,517,954	5,517,954	5,517,954	5,517,954	5,517,954	5,517,954	5,517,954
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			246,831	493,662	740,492	740,492	740,492	740,492	740,492	740,492	740,492	740,492	740,492
First Homes			769,659	1,539,317	2,308,976	2,308,976	2,308,976	2,308,976	2,308,976	2,308,976	2,308,976	2,308,976	2,308,976
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**16,731,065**	**33,462,129**	**50,193,194**	**50,193,194**	**50,193,194**	**50,193,194**	**50,193,194**	**50,193,194**	**50,193,194**	**50,193,194**	**50,193,194**
EXPENDITURE													
Stamp Duty		2,427,954											
Easements etc.		0											
Legals Acquisition		731,536											
Planning Fee		242,244											
Professional		26,629,567											
Build Cost - BCIS Base			7,634,354	15,268,708	22,903,061	22,903,061	22,903,061	22,903,061	22,903,061	22,903,061	22,903,061	22,903,061	22,903,061
s106/CIL/Tariff			22,699,107	2,897,468	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203	4,346,203
Contingency			190,859	381,718	572,577	572,577	572,577	572,577	572,577	572,577	572,577	572,577	572,577
Abnormals			238,239	476,478	714,718	714,718	714,718	714,718	714,718	714,718	714,718	714,718	714,718
Finance Fees		0											
Legal and Valuation		0											
Agents		0	501,932	1,003,864	1,505,796	1,505,796	1,505,796	1,505,796	1,505,796	1,505,796	1,505,796	1,505,796	1,505,796
Legals		0	83,655	167,311	250,966	250,966	250,966	250,966	250,966	250,966	250,966	250,966	250,966
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**30,031,301**	**31,348,146**	**20,195,547**	**30,293,320**	**30,293,320**	**30,293,320**	**30,293,320**	**30,293,320**	**30,293,320**	**30,293,320**	**30,293,320**	**30,293,320**
For Residual Valuation	Land	**48,769,084**											
	Interest		4,728,023	5,888,729	5,446,058	4,578,829	3,659,567	2,685,148	1,652,265	557,408	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-78,800,385	-19,345,105	7,377,853	14,453,816	15,321,044	16,240,307	17,214,726	18,247,609	19,342,466	19,899,874	19,899,874	19,899,874
	Opening Balance	0											
	Closing Balance	-78,800,385	-98,145,490	-90,767,637	-76,313,821	-60,992,777	-44,752,469	-27,537,744	-9,290,135	10,052,331	29,952,205	49,852,078	69,751,952

		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													
Market Housing		38,295,710	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		5,076,518	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
Shared Ownership		681,253	0	0	0	0	0	0	0	0	0	0	0
First Homes		2,124,258	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
INCOME		**46,177,738**	**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		21,070,816	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		3,998,506	0	0	0	0	0	0	0	0	0	0	0
Contingency		526,770	0	0	0	0	0	0	0	0	0	0	0
Abnormals		657,540	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		1,385,332	0	0	0	0	0	0	0	0	0	0	0
Legals		230,889	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**27,869,854**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													79,546,849
Affordable for Rent													4,100,534
First Homes													4,412,452
	Cash Flow	18,307,884	0	0	0	0	0	0	0	0	0	0	-88,059,836
	Opening Balance												
	Closing Balance	88,059,836	88,059,836	88,059,836	88,059,836	88,059,836	88,059,836	88,059,836	88,059,836	88,059,836	88,059,836	88,059,836	0

17/07/202209:40

Base Strategic Sites 2
Site 14

Site 14	W & E Cooting Ln

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				778	£/m2	£	m2
	Gross	Net					
Market Housing	99.0	99.04	70.00%	545	4,000	215,753,532	53,938
Affordable Overall			30%	233.4			
Affordable Rent	75.2	73.40	20.10%	156	2,500	28,694,361	11,757
Social Rent	75.2	73.40	0.00%	0	1,790	0	0
Shared Ownership	75.4	73.79	2.40%	19	2,800	3,857,832	1,407
First Homes	75.2	73.57	7.50%	58	2,800	12,019,698	4,389
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	22.229	ha	35	/ha		**260,325,422**	**71,492**
SITE AREA - Gross	41.170	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**26,837,698**	**1,207,351**	**651,875**
Existing Use Value		1,029,250		25,000
Uplift	0%	0		0
Plus /ha	350,000	14,409,500		350,000
Benchmark Land Value		**15,438,750**		**375,000**

		£/m2
Additional Profit	**26,234,080**	**486**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				26,837,698	
	Stamp Duty			1,331,385		
	Easements etc.			0		
	Legals /Acquisition		1.50%	402,565	1,733,950	
Fees						
	Planning			123,564		
	Professional		8.00%	12,643,868	12,767,432	
CONSTRUCTION						
	Build Cost		1,661	118,746,166		
	s106 / CIL / IT			32,628,781		
	Contingency		2.50%	2,968,654		
	Abnormals	%	2.00%	2,374,923		
		£		1,329,828	158,048,353	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	7,809,763		
	Legals	%	0.5%	1,301,627		
		£/unit	0	0		
	Misc.	%	0.0%	0	9,111,390	**208,498,823**

Developers Profit				
	Market Housing	% Value	17.50%	**37,756,868**
	Affordable Housing	% Value	6.00%	**1,953,132**
	First Homes	% Value	17.50%	**2,103,447**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	778		
No dwgs under 50	50	462	23,100
No dwgs over 50	728	138	100,464
		Total	123,564

Stamp duty calc - Residual		
Land payment		26,837,698
	Total	1,331,385

Stamp duty calc - Residual		
Land payment		15,438,750
	Total	761,438

Pre CIL s106	28,985	£/ Unit (all)	
		Total	**22,550,000**

Post CIL s106	28,975	£/ Unit (all)	22,542,304
CIL	187	£/m2	10,086,478
		Total	**32,628,781**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,341.88
CO2 Plus	%	6.80%	91.25
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.44
Site Costs	Base	15.00%	216.37
	BNG	0.15%	2.16
			1,660.96

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME													
UNITS Started		50	100	100	100	100	100	100	100	28			
Market Housing			13,865,908	27,731,817	27,731,817	27,731,817	27,731,817	27,731,817	27,731,817	27,731,817	7,764,909	0	0
Affordable Rent			1,844,111	3,688,221	3,688,221	3,688,221	3,688,221	3,688,221	3,688,221	3,688,221	1,032,702	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			247,933	495,865	495,865	495,865	495,865	495,865	495,865	495,865	138,842	0	0
First Homes			772,474	1,544,948	1,544,948	1,544,948	1,544,948	1,544,948	1,544,948	1,544,948	432,586	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**16,730,426**	**33,460,851**	**33,460,851**	**33,460,851**	**33,460,851**	**33,460,851**	**33,460,851**	**33,460,851**	**9,369,038**	**0**	**0**
EXPENDITURE													
Stamp Duty		1,331,385											
Easements etc.		0											
Legals Acquisition		402,565											
Planning Fee		123,564											
Professional		12,643,868											
Build Cost - BCIS Base			7,631,502	15,263,003	15,263,003	15,263,003	15,263,003	15,263,003	15,263,003	15,263,003	4,273,641	0	0
s106/CIL/Tariff			11,535,212	2,897,468	2,897,468	2,897,468	2,897,468	2,897,468	2,897,468	2,897,468	811,291	0	0
Contingency			190,788	381,575	381,575	381,575	381,575	381,575	381,575	381,575	106,841	0	0
Abnormals			238,095	476,189	476,189	476,189	476,189	476,189	476,189	476,189	133,333	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	501,913	1,003,826	1,003,826	1,003,826	1,003,826	1,003,826	1,003,826	1,003,826	281,071	0	0
Legals		0	83,652	167,304	167,304	167,304	167,304	167,304	167,304	167,304	46,845	0	0
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**14,501,383**	**20,181,160**	**20,189,366**	**20,189,366**	**20,189,366**	**20,189,366**	**20,189,366**	**20,189,366**	**20,189,366**	**5,653,022**	**0**	**0**
For Residual Valuation	Land	**26,837,698**											
	Interest		2,480,345	2,836,210	2,210,093	1,546,410	842,905	97,190	0	0	0	0	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-41,339,081	-5,931,080	10,435,276	11,061,392	11,725,076	12,428,581	13,174,295	13,271,486	13,271,486	3,716,016	0	0
	Opening Balance	0											
	Closing Balance	-41,339,081	-47,270,161	-36,834,885	-25,773,492	-14,048,416	-1,619,836	11,554,460	24,825,945	38,097,431	41,813,447	41,813,447	41,813,447

		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													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													37,756,868
Affordable for Rent													1,953,132
First Homes													2,103,447
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-41,813,447
	Opening Balance												
	Closing Balance	41,813,447	41,813,447	41,813,447	41,813,447	41,813,447	41,813,447	41,813,447	41,813,447	41,813,447	41,813,447	41,813,447	0

Base Strategic Sites 2
Site 15

Site 15	**SE of Cooting Ln**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				253	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.0	99.03	70.00%	177	4,000	70,151,611	17,538
Affordable Overall			30%	75.9			
Affordable Rent	74.6	72.78	20.10%	51	2,500	9,253,252	3,793
Social Rent	74.6	72.78	0.00%	0	1,790	0	0
Shared Ownership	79.2	78.50	2.40%	6	2,800	1,334,626	481
First Homes	75.4	73.79	7.50%	19	2,800	3,920,435	1,430
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	7.229	ha	35	/ha		**84,659,923**	**23,242**
SITE AREA - Gross	12.440	ha	20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

			Whole Site	Per ha NET	Per ha GROSS
Residual Land Value			**9,928,099**	**1,373,452**	**798,079**
Existing Use Value			311,000		25,000
Uplift		0%	0		0
	Plus /ha	350,000	4,354,000		350,000
	Benchmark Land Value		**4,665,000**		**375,000**

		£/m2
Additional Profit	**9,756,376**	**556**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				9,928,099	
	Stamp Duty			485,905		
	Easements etc.			0		
	Legals /Acquisition		1.50%	148,921	634,826	
Fees						
	Planning			51,114		
	Professional		8.00%	4,109,755	4,160,869	
CONSTRUCTION						
	Build Cost		1,660	38,592,660		
	s106 / CIL / IT			10,610,183		
	Contingency		2.50%	964,816		
	Abnormals	%	2.00%	771,853		
		£		432,428	51,371,940	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	2,539,798		
	Legals	%	0.5%	423,300		
		£/unit	0	0		
	Misc.	%	0.0%	0	2,963,097	**69,058,832**

Developers Profit				
	Market Housing	% Value	17.50%	**12,276,532**
	Affordable Housing	% Value	6.00%	**635,273**
	First Homes	% Value	17.50%	**686,076**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	253		
No dwgs under 50	50	462	23,100
No dwgs over 50	203	138	28,014
		Total	51,114

Stamp duty calc - Residual		
Land payment		9,928,099
	Total	485,905

Stamp duty calc - Residual		
Land payment		4,665,000
	Total	222,750

Pre CIL s106	29,012	£/ Unit (all)	
		Total	**7,340,000**

Post CIL s106	28,975	£/ Unit (all)	7,330,595
CIL	187	£/m2	3,279,588
		Total	**10,610,183**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,341.48
CO2 Plus	%	6.80%	91.22
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.02
Site Costs	Base	15.00%	216.30
	BNG	0.15%	2.16
			1,660.48

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**	**Year 11**	**Year 12**
INCOME												
UNITS Started	50	50	50	50	50	3						
Market Housing		13,863,955	13,863,955	13,863,955	13,863,955	13,863,955	831,837	0	0	0	0	0
Affordable Rent		1,828,706	1,828,706	1,828,706	1,828,706	1,828,706	109,722	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		263,760	263,760	263,760	263,760	263,760	15,826	0	0	0	0	0
First Homes		774,789	774,789	774,789	774,789	774,789	46,487	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**16,731,210**	**16,731,210**	**16,731,210**	**16,731,210**	**16,731,210**	**1,003,873**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	485,905											
Easements etc.	0											
Legals Acquisition	148,921											
Planning Fee	51,114											
Professional	4,109,755											
Build Cost - BCIS Base		7,627,008	7,627,008	7,627,008	7,627,008	7,627,008	457,620	0	0	0	0	0
s106/CIL/Tariff		4,728,322	1,448,734	1,448,734	1,448,734	1,448,734	86,924	0	0	0	0	0
Contingency		190,675	190,675	190,675	190,675	190,675	11,441	0	0	0	0	0
Abnormals		238,000	238,000	238,000	238,000	238,000	14,280	0	0	0	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	501,936	501,936	501,936	501,936	501,936	30,116	0	0	0	0	0
Legals	0	83,656	83,656	83,656	83,656	83,656	5,019	0	0	0	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**4,795,696**	**13,369,598**	**10,090,010**	**10,090,010**	**10,090,010**	**10,090,010**	**605,401**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**9,928,099**											
Interest		883,428	734,737	380,349	4,698	0	0	0	0	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-14,723,794	2,478,185	5,906,464	6,260,852	6,636,503	6,641,200	398,472	0	0	0	0	0
Opening Balance	0											
Closing Balance	-14,723,794	-12,245,610	-6,339,146	-78,294	6,558,208	13,199,409	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881

	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												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**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	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees												
Legal and Valuation												
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.												
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land												
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												12,276,532
Affordable for Rent												635,273
First Homes												686,076
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-13,597,881
Opening Balance												
Closing Balance	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	13,597,881	0

17/07/202209:40

Base Strategic Sites 2
Site 16

Site 16	**Aylesham South**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				420	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.1	99.07	70.00%	294	4,000	116,504,000	29,126
Affordable Overall			30%	126			
Affordable Rent	74.5	72.69	20.10%	84	2,500	15,341,325	6,292
Social Rent	74.5	72.69	0.00%	0	1,790	0	0
Shared Ownership	73.9	72.50	2.40%	10	2,800	2,046,240	745
First Homes	74.9	73.19	7.50%	32	2,800	6,455,138	2,361
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	12.000	ha	35	/ha		**140,346,703**	**38,523**
SITE AREA - Gross	16.040	ha	26	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**14,902,678**	**1,241,890**	**929,095**
Existing Use Value		401,000		25,000
Uplift	0%	0		0
Plus /ha	350,000	5,614,000		350,000
Benchmark Land Value		**6,015,000**		**375,000**

		£/m2
Additional Profit	**17,566,610**	**603**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				14,902,678	
	Stamp Duty			734,634		
	Easements etc.			0		
	Legals /Acquisition		1.50%	223,540	958,174	
Fees						
	Planning			74,160		
	Professional		8.00%	6,817,419	6,891,579	
CONSTRUCTION						
	Build Cost		1,661	64,003,722		
	s106 / CIL / IT			17,615,929		
	Contingency		2.50%	1,600,093		
	Abnormals	%	2.00%	1,280,074		
		£		717,920	85,217,739	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	4,210,401		
	Legals	%	0.5%	701,734		
		£/unit	0	0		
	Misc.	%	0.0%	0	4,912,135	**112,882,305**

Developers Profit				
	Market Housing	% Value	17.50%	**20,388,200**
	Affordable Housing	% Value	6.00%	**1,043,254**
	First Homes	% Value	17.50%	**1,129,649**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	420		
No dwgs under 50	50	462	23,100
No dwgs over 50	370	138	51,060
		Total	74,160

Stamp duty calc - Residual		
Land payment		14,902,678
	Total	734,634

Stamp duty calc - Residual		
Land payment		6,015,000
	Total	290,250

Pre CIL s106	28,952	£/ Unit (all)	
		Total	**12,160,000**

Post CIL s106	28,975	£/ Unit (all)	12,169,367
CIL	187	£/m2	5,446,562
		Total	**17,615,929**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,342.26
CO2 Plus	%	6.80%	91.27
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.84
Site Costs	Base	15.00%	216.43
	BNG	0.15%	2.16
			1,661.44

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started	50	50	50	50	50	50	50	50	20			
Market Housing		13,869,524	13,869,524	13,869,524	13,869,524	13,869,524	13,869,524	13,869,524	13,869,524	5,547,810	0	0
Affordable Rent		1,826,348	1,826,348	1,826,348	1,826,348	1,826,348	1,826,348	1,826,348	1,826,348	730,539	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		243,600	243,600	243,600	243,600	243,600	243,600	243,600	243,600	97,440	0	0
First Homes		768,469	768,469	768,469	768,469	768,469	768,469	768,469	768,469	307,388	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**16,707,941**	**16,707,941**	**16,707,941**	**16,707,941**	**16,707,941**	**16,707,941**	**16,707,941**	**16,707,941**	**6,683,176**	**0**	**0**
EXPENDITURE												
Stamp Duty	734,634											
Easements etc.	0											
Legals Acquisition	223,540											
Planning Fee	74,160											
Professional	6,817,419											
Build Cost - BCIS Base		7,619,491	7,619,491	7,619,491	7,619,491	7,619,491	7,619,491	7,619,491	7,619,491	3,047,796	0	0
s106/CIL/Tariff		6,895,296	1,448,734	1,448,734	1,448,734	1,448,734	1,448,734	1,448,734	1,448,734	579,494	0	0
Contingency		190,487	190,487	190,487	190,487	190,487	190,487	190,487	190,487	76,195	0	0
Abnormals		237,856	237,856	237,856	237,856	237,856	237,856	237,856	237,856	95,143	0	0
Finance Fees	0											
Legal and Valuation	0											
Agents	0	501,238	501,238	501,238	501,238	501,238	501,238	501,238	501,238	200,495	0	0
Legals	0	83,540	83,540	83,540	83,540	83,540	83,540	83,540	83,540	33,416	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROFIT	**7,849,753**	**15,527,909**	**10,081,347**	**10,081,347**	**10,081,347**	**10,081,347**	**10,081,347**	**10,081,347**	**10,081,347**	**4,032,539**	**0**	**0**
For Residual Valuation Land	**14,902,678**											
Interest		1,365,146	1,376,253	1,061,232	727,310	373,353	0	0	0	0	0	0
Developers Return												
Market Housing												
Affordable for Rent												
First Homes												
Cash Flow	-22,752,431	-185,114	5,250,341	5,565,362	5,899,284	6,253,241	6,626,594	6,626,594	6,626,594	2,650,638	0	0
Opening Balance	0											
Closing Balance	-22,752,431	-22,937,545	-17,687,204	-12,121,842	-6,222,558	30,683	6,657,277	13,283,871	19,910,465	22,561,103	22,561,103	22,561,103

	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												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
First Homes	0	0	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return												
Market Housing												20,388,200
Affordable for Rent												1,043,254
First Homes												1,129,649
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-22,561,103
Opening Balance												
Closing Balance	22,561,103	22,561,103	22,561,103	22,561,103	22,561,103	22,561,103	22,561,103	22,561,103	22,561,103	22,561,103	22,561,103	0

Base Strategic Sites 2
Site 18

Site 18	**Off The Hill, Littlebourne**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				302	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	99.0	99.00	70.00%	211	4,000	83,710,392	20,928
Affordable Overall			30%	90.6			
Affordable Rent	75.0	73.25	20.10%	61	2,500	11,115,432	4,554
Social Rent	75.0	73.25	0.00%	0	1,790	0	0
Shared Ownership	77.4	76.00	2.40%	7	2,800	1,542,374	561
First Homes	75.8	73.96	7.50%	23	2,800	4,690,323	1,717
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	8.629	ha	35	/ha		**101,058,521**	**27,759**
SITE AREA - Gross	15.990	ha	19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**11,459,836**	**1,328,127**	**716,688**
Existing Use Value		399,750		25,000
Uplift	0%	0		0
Plus /ha	350,000	5,596,500		350,000
Benchmark Land Value		**5,996,250**		**375,000**

		£/m2
Additional Profit	**10,963,557**	**524**

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				11,459,836	
	Stamp Duty			562,492		
	Easements etc.			0		
	Legals /Acquisition		1.50%	171,898	734,389	
Fees						
	Planning			57,876		
	Professional		8.00%	4,909,120	4,966,996	
CONSTRUCTION						
	Build Cost		1,661	46,109,983		
	s106 / CIL / IT			12,663,815		
	Contingency		2.50%	1,152,750		
	Abnormals	%	2.00%	922,200		
		£		515,252	61,364,000	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	3,031,756		
	Legals	%	0.5%	505,293		
		£/unit	0	0		
	Misc.	%	0.0%	0	3,537,048	**82,062,269**

Developers Profit				
	Market Housing	% Value	17.50%	**14,649,319**
	Affordable Housing	% Value	6.00%	**759,468**
	First Homes	% Value	17.50%	**820,806**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	302		
No dwgs under 50	50	462	23,100
No dwgs over 50	252	138	34,776
		Total	57,876

Stamp duty calc - Residual		
Land payment		11,459,836
	Total	562,492

Stamp duty calc - Residual		
Land payment		5,996,250
	Total	289,313

Pre CIL s106	28,974	£/ Unit (all)	
		Total	**8,750,000**

Post CIL s106	28,975	£/ Unit (all)	8,750,354
CIL	187	£/m2	3,913,461
		Total	**12,663,815**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,341.95
CO2 Plus	%	6.80%	91.25
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,442.52
Site Costs	Base	15.00%	216.38
	BNG	0.15%	2.16
			1,661.06

RESIDUAL CASH FLOW FOR INTEREST

		Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**
INCOME									
UNITS Started		50	50	50	50	50	50	2	
Market Housing			13,859,336	13,859,336	13,859,336	13,859,336	13,859,336	13,859,336	554,373
Affordable Rent			1,840,303	1,840,303	1,840,303	1,840,303	1,840,303	1,840,303	73,612
Social Rent			0	0	0	0	0	0	0
Shared Ownership			255,360	255,360	255,360	255,360	255,360	255,360	10,214
First Homes			776,543	776,543	776,543	776,543	776,543	776,543	31,062
Grant and Subsidy			0	0	0	0	0	0	0
INCOME		**0**	**16,731,543**	**16,731,543**	**16,731,543**	**16,731,543**	**16,731,543**	**16,731,543**	**669,262**
EXPENDITURE									
Stamp Duty		562,492							
Easements etc.		0							
Legals Acquisition		171,898							
Planning Fee		57,876							
Professional		4,909,120							
Build Cost - BCIS Base			7,634,103	7,634,103	7,634,103	7,634,103	7,634,103	7,634,103	305,364
s106/CIL/Tariff			5,362,195	1,448,734	1,448,734	1,448,734	1,448,734	1,448,734	57,949
Contingency			190,853	190,853	190,853	190,853	190,853	190,853	7,634
Abnormals			237,989	237,989	237,989	237,989	237,989	237,989	9,520
Finance Fees		0							
Legal and Valuation		0							
Agents		0	501,946	501,946	501,946	501,946	501,946	501,946	20,078
Legals		0	83,658	83,658	83,658	83,658	83,658	83,658	3,346
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		**5,701,385**	**14,010,744**	**10,097,283**	**10,097,283**	**10,097,283**	**10,097,283**	**10,097,283**	**403,891**
For Residual Valuation	Land	**11,459,836**							
	Interest		1,029,673	928,206	585,842	222,937	0	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	-17,161,221	1,691,126	5,706,055	6,048,418	6,411,323	6,634,261	6,634,261	265,370
	Opening Balance	0							
	Closing Balance	-17,161,221	-15,470,095	-9,764,040	-3,715,621	2,695,702	9,329,962	15,964,223	16,229,594

		Year 9	**Year 10**	**Year 11**	**Year 12**	**Year 13**	**Year 14**	**Year 15**	**Year 16**
INCOME									
UNITS Started									
Market Housing		0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	0	0	0	0	0	0	0	0
	Opening Balance								
	Closing Balance	16,229,594	16,229,594	16,229,594	16,229,594	16,229,594	16,229,594	16,229,594	16,229,594

		Year 17	**Year 18**	**Year 19**	**Year 20**	**Year 21**	**Year 22**	**Year 23**	**Year 24**
INCOME									
UNITS Started									
Market Housing		0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									14,649,319
Affordable for Rent									759,468
First Homes									820,806
	Cash Flow	0	0	0	0	0	0	0	-16,229,594
	Opening Balance								
	Closing Balance	16,229,594	16,229,594	16,229,594	16,229,594	16,229,594	16,229,594	16,229,594	0

Appendix 14 – Appraisals Results – Affordable Mix

Lower Policy Requirements

			EUV	BLV	Residual Value						
		Overall Affordable			**0.0%**	**20.0%**	**20.0%**	**25.0%**	**25.0%**	**30.0%**	**30.0%**
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
		Affordable Home Ownership				25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,424,464	1,183,021	1,110,998	1,114,021	1,005,985	1,045,027	900,994
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	916,540	698,078	623,965	635,433	524,273	572,631	424,603
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	939,377	713,584	637,419	647,982	533,735	582,388	430,073
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	976,475	736,802	659,073	667,087	550,493	597,379	441,937
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	988,636	758,583	674,210	691,769	565,211	624,963	456,235
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	843,556	640,229	572,937	581,841	480,902	523,458	388,888
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	1,007,596	770,188	700,561	700,136	595,697	630,094	490,854
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	845,328	636,032	580,588	575,261	492,096	514,498	403,622
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	1,399,805	1,124,409	1,048,251	1,045,637	931,401	966,874	814,574
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	1,114,379	890,072	829,918	826,159	735,927	762,251	641,955
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183
Site 13	Small Green 9 LD - DRA/	Cant. Whit, Rural	50,000	400,000	1,720,446	1,386,672	1,291,438	1,290,822	1,147,970	1,194,981	1,004,532
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	4,730,676	3,693,662	3,427,007	3,399,668	2,999,685	3,105,702	2,562,467
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	792,474	509,513	389,416	429,615	249,468	349,724	109,552
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	839,159	554,856	422,866	475,555	277,571	396,261	131,622
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	825,458	552,879	396,482	476,866	237,988	400,860	76,298
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	849,743	557,597	393,681	476,568	228,215	394,117	62,789
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	992,592	992,592	992,592	992,592	992,592	992,592	992,592
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	1,352,656	671,864	441,672	478,104	131,565	284,363	-191,926
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	1,327,892	648,518	417,471	454,323	98,495	257,485	-226,411
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	1,314,391	618,984	382,974	416,167	59,461	211,576	-263,984
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	1,398,666	661,481	388,259	445,894	36,063	230,332	-316,056
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-620,257	-690,126	-770,348	-692,340	-812,673	-694,567	-854,994
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-2,330,081	-2,657,497	-2,868,595	-2,700,026	-3,016,674	-2,742,588	-3,164,742

			EUV	BLV	Residual Value						
		Overall Affordable			**0.0%**	**20.0%**	**20.0%**	**25.0%**	**25.0%**	**30.0%**	**30.0%**
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
		Affordable Home Ownership				25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	V Large Green 300	Sturry	25,000	375,000	510,930	400,308	326,786	377,954	267,671	355,596	208,566
Site 2	Large 200	Sturry	25,000	375,000	-21,828	-108,563	-186,478	-123,805	-241,455	-139,234	-296,421
Site 3	Large Green 100	Sturry	25,000	375,000	-21,813	-112,847	-193,054	-131,073	-252,147	-149,302	-311,227
Site 4	Medium Green 50	Sturry	25,000	375,000	-33,501	-127,099	-209,121	-146,039	-269,778	-164,982	-330,421
Site 5	Medium Green 30	Sturry	25,000	375,000	-8,939	-98,248	-186,953	-115,456	-249,380	-132,667	-311,793
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-44,601	-117,604	-188,725	-131,918	-239,124	-146,235	-289,512
Site 7	Medium Green 20	Sturry	25,000	375,000	-1,069	-96,467	-169,523	-116,655	-227,056	-136,847	-284,660
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-60,503	-136,764	-195,523	-152,841	-241,412	-169,209	-287,292
Site 9	Medium Green 12	Sturry	50,000	400,000	1,399,805	1,124,409	1,048,251	1,045,637	931,401	966,874	814,574
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	1,114,379	890,072	829,918	826,159	735,927	762,251	641,955
Site 11	Small Green 9	Sturry	50,000	400,000	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183
Site 14	Small Green 6	Sturry	50,000	400,000	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185
Site 17	Small Green 3	Sturry	50,000	400,000	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513

			EUV	BLV	Residual Value						
		Overall Affordable			**0.0%**	**20.0%**	**20.0%**	**25.0%**	**25.0%**	**30.0%**	**30.0%**
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
		Affordable Home Ownership				25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	V Large Green 300	Herne Bay	25,000	375,000	1,060,160	871,127	799,103	820,762	712,727	770,400	626,367
Site 2	Large 200	Herne Bay	25,000	375,000	542,008	377,866	303,752	334,472	223,304	290,905	142,873
Site 3	Large Green 100	Herne Bay	25,000	375,000	556,100	385,921	309,756	339,612	225,364	293,305	140,991
Site 4	Medium Green 50	Herne Bay	25,000	375,000	574,698	395,213	317,484	346,164	229,570	297,118	141,676
Site 5	Medium Green 30	Herne Bay	25,000	375,000	592,421	420,342	335,970	373,694	247,136	327,049	158,047
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	491,242	341,415	274,123	300,925	199,987	260,438	125,637
Site 7	Medium Green 20	Herne Bay	25,000	375,000	608,150	429,338	359,711	379,611	275,171	329,888	188,824
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	487,317	332,667	277,224	290,078	206,912	247,491	134,722
Site 9	Medium Green 12	Herne Bay	50,000	400,000	1,399,805	1,124,409	1,048,251	1,045,637	931,401	966,874	814,574
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	1,114,379	890,072	829,918	826,159	735,927	762,251	641,955
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856	2,294,856
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183	1,639,183
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026	2,314,026
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185	1,784,185
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513	2,423,513
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	512,932	252,706	132,608	186,989	3,952	121,273	-127,983
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	542,597	282,141	149,982	217,528	14,051	152,825	-122,964
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	533,334	277,896	114,659	214,991	-31,162	151,219	-176,952
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	529,869	262,193	96,512	196,556	-51,965	130,918	-200,411
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	585,813	585,813	585,813	585,813	585,813	585,813	585,813
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	1,352,656	671,864	441,672	478,104	131,565	284,363	-191,926
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	1,327,892	648,518	417,471	454,323	98,495	257,485	-226,411
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	1,314,391	618,984	382,974	416,167	59,461	211,576	-263,984
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	923,265	275,759	2,537	84,280	-325,552	-107,175	-655,314
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-620,257	-690,126	-770,348	-692,340	-812,673	-694,567	-854,994
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-2,330,081	-2,657,497	-2,868,595	-2,700,026	-3,016,674	-2,742,588	-3,164,742

			EUV	BLV	Residual Value						
		Overall Affordable			**0.0%**	**20.0%**	**20.0%**	**25.0%**	**25.0%**	**30.0%**	**30.0%**
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
		Affordable Home Ownership				25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	Merton Park	South Canterbury	25,000	375,000	913,994	677,435	605,130	670,937	584,171	617,132	501,455
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	1,071,268	796,833	714,771	790,143	691,668	728,570	597,283
Site 3	Milton Manor House	South Canterbury	25,000	375,000	1,215,683	892,430	786,718	881,192	754,337	805,311	636,189
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	970,344	719,686	642,817	712,722	620,479	655,402	532,424
Site 5	N of Railway, S of Bekes	East Canterbury	25,000	375,000	1,120,599	840,109	755,467	831,828	730,259	767,457	632,044
Site 6	At Bekesbourne Ln at Ho	East Canterbury	25,000	375,000	1,583,068	1,180,966	1,047,160	1,161,227	1,000,659	1,061,083	847,014
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	1,031,077	768,695	688,706	761,323	665,336	701,448	573,477
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	1,030,538	767,108	687,096	760,202	664,187	700,597	572,589
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	1,302,412	984,392	889,053	973,027	858,619	898,066	745,355
Site 10	At Golden Hill	South Whitstable	25,000	375,000	1,177,487	854,758	756,929	845,271	727,877	771,239	614,736
Site 11	At Cooting Fm	Aylesham - Adisha	25,000	375,000	913,099	677,647	605,848	671,465	585,306	618,196	503,330
Site 12	W & E Cooting Ln	Aylesham - Adisha	25,000	375,000	1,079,713	806,868	724,979	799,720	701,453	738,009	606,998
Site 13	SE of Cooting Ln	Aylesham - Adisha	25,000	375,000	1,304,972	984,014	888,607	973,432	858,943	898,666	745,297
Site 14	Aylesham South	Aylesham - Adisha	25,000	375,000	1,535,694	1,147,144	1,033,422	1,137,199	1,000,732	1,049,552	866,368
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	1,179,142	884,852	796,748	876,440	770,715	809,177	668,224

Higher Policy Requirements

			EUV	BLV	Residual Value						
		Overall Affordable			**0.0%**	**20.0%**	**20.0%**	**25.0%**	**25.0%**	**30.0%**	**30.0%**
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
		Affordable Home Ownership				25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,174,805	945,246	873,222	879,372	771,336	813,505	669,472
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	622,034	418,266	344,153	359,501	248,331	300,619	152,531
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	636,629	425,930	349,766	363,724	249,477	301,525	149,211
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	657,473	436,430	358,701	371,085	254,492	305,748	150,306
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	675,742	460,708	376,336	396,957	270,398	333,213	164,389
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	560,569	375,259	307,967	320,813	219,875	266,373	131,744
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	691,796	473,913	404,287	409,064	304,624	344,223	203,574
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	556,729	369,724	314,281	314,788	231,622	259,857	147,446
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	1,079,368	825,435	749,278	752,030	637,794	678,633	526,333
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	850,601	645,101	584,946	585,889	495,657	526,683	406,386
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	1,744,503	1,744,503	1,744,503	1,744,503	1,744,503	1,744,503	1,744,503
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,246,074	1,246,074	1,246,074	1,246,074	1,246,074	1,246,074	1,246,074
Site 13	Small Green 9 LD - DF	Cant. Whit, Rural	50,000	400,000	1,332,226	1,022,985	927,751	933,267	790,416	843,560	651,913
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	1,763,674	1,763,674	1,763,674	1,763,674	1,763,674	1,763,674	1,763,674
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,301,522	1,301,522	1,301,522	1,301,522	1,301,522	1,301,522	1,301,522
Site 16	Small Green 6 LD - D	Cant. Whit, Rural	50,000	400,000	3,421,781	2,478,243	2,203,858	2,202,951	1,791,374	1,927,687	1,371,662
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	1,658,592	1,658,592	1,658,592	1,658,592	1,658,592	1,658,592	1,658,592
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	287,913	28,364	-97,650	-49,533	-238,554	-127,421	-380,702
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	318,209	53,417	-85,075	-24,987	-232,724	-103,382	-381,496
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	309,962	37,821	-126,281	-40,383	-286,536	-118,579	-448,834
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	281,460	6,624	-159,057	-72,910	-321,431	-152,435	-486,229
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	273,459	273,459	273,459	273,459	273,459	273,459	273,459
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	411,679	-263,652	-505,183	-458,029	-828,833	-655,955	-1,153,568
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	380,631	-296,875	-539,303	-492,675	-865,585	-692,769	-1,192,230
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	349,471	-351,337	-590,187	-547,586	-914,989	-749,790	-1,239,724
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	387,056	-333,883	-608,347	-546,004	-967,671	-764,011	-1,326,913
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-971,678	-1,025,856	-1,106,077	-1,024,147	-1,145,091	-1,022,450	-1,184,493
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-3,166,253	-3,491,000	-3,702,099	-3,532,049	-3,848,696	-3,573,129	-3,995,284

			EUV	BLV	Residual Value						
		Overall Affordable			**0.0%**	**20.0%**	**20.0%**	**25.0%**	**25.0%**	**30.0%**	**30.0%**
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
		Affordable Home Ownership				25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	V Large Green 300	Sturry	25,000	375,000	343,649	240,990	167,468	220,731	110,448	200,468	53,438
Site 2	Large 200	Sturry	25,000	375,000	-221,624	-299,728	-378,659	-312,582	-430,977	-325,585	-483,915
Site 3	Large Green 100	Sturry	25,000	375,000	-227,349	-309,536	-390,651	-325,739	-447,412	-341,945	-505,234
Site 4	Medium Green 50	Sturry	25,000	375,000	-250,203	-332,591	-415,372	-348,856	-473,216	-365,124	-532,045
Site 5	Medium Green 30	Sturry	25,000	375,000	-221,366	-301,840	-391,697	-317,234	-452,019	-332,631	-513,526
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-236,782	-298,697	-370,363	-310,561	-418,325	-322,428	-467,007
Site 7	Medium Green 20	Sturry	25,000	375,000	-215,265	-298,860	-373,013	-315,825	-427,054	-332,793	-481,793
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-256,562	-318,896	-377,944	-331,266	-420,032	-343,638	-462,846
Site 9	Medium Green 12	Sturry	50,000	400,000	1,192,943	931,403	855,245	856,096	741,859	780,796	628,496
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	944,319	732,137	671,982	671,254	581,023	610,378	490,081
Site 11	Small Green 9	Sturry	50,000	400,000	1,940,073	1,940,073	1,940,073	1,940,073	1,940,073	1,940,073	1,940,073
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,385,767	1,385,767	1,385,767	1,385,767	1,385,767	1,385,767	1,385,767
Site 13	Small Green 9 LD - DF	Sturry	50,000	400,000	1,469,684	1,151,757	1,056,522	1,059,868	917,016	967,988	777,539
Site 14	Small Green 6	Sturry	50,000	400,000	1,959,244	1,959,244	1,959,244	1,959,244	1,959,244	1,959,244	1,959,244
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,474,594	1,474,594	1,474,594	1,474,594	1,474,594	1,474,594	1,474,594
Site 16	Small Green 6 LD - D	Sturry	50,000	400,000	3,891,488	2,922,324	2,648,103	2,637,427	2,225,850	2,352,394	1,803,680
Site 17	Small Green 3	Sturry	50,000	400,000	1,936,001	1,936,001	1,936,001	1,936,001	1,936,001	1,936,001	1,936,001

			EUV	BLV	Residual Value						
	Overall Affordable				0.0%	20.0%	20.0%	25.0%	25.0%	30.0%	30.0%
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
	Affordable Home Ownership					25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	V Large Green 300	Herne Bay	25,000	375,000	896,318	715,084	642,710	666,771	557,278	618,460	471,863
Site 2	Large 200	Herne Bay	25,000	375,000	351,959	197,299	123,185	156,405	45,235	115,371	-35,373
Site 3	Large Green 100	Herne Bay	25,000	375,000	360,708	200,271	124,106	156,153	41,669	112,038	-44,333
Site 4	Medium Green 50	Herne Bay	25,000	375,000	368,904	201,438	123,709	155,208	36,359	108,981	-52,907
Site 5	Medium Green 30	Herne Bay	25,000	375,000	390,363	227,984	142,911	183,313	52,607	137,801	-38,507
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	308,987	170,764	102,592	132,784	27,908	93,736	-47,199
Site 7	Medium Green 20	Herne Bay	25,000	375,000	404,287	237,629	165,984	189,916	81,075	142,011	-4,087
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	301,584	160,101	102,694	120,120	32,858	79,375	-36,963
Site 9	Medium Green 12	Herne Bay	50,000	400,000	1,192,943	931,403	855,245	856,096	741,859	780,796	628,496
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	944,319	732,137	671,982	671,254	581,023	610,378	490,081
Site 11	Small Green 9	Herne Bay	50,000	400,000	1,940,073	1,940,073	1,940,073	1,940,073	1,940,073	1,940,073	1,940,073
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,385,767	1,385,767	1,385,767	1,385,767	1,385,767	1,385,767	1,385,767
Site 14	Small Green 6	Herne Bay	50,000	400,000	1,959,244	1,959,244	1,959,244	1,959,244	1,959,244	1,959,244	1,959,244
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,474,594	1,474,594	1,474,594	1,474,594	1,474,594	1,474,594	1,474,594
Site 17	Small Green 3	Herne Bay	50,000	400,000	1,936,001	1,936,001	1,936,001	1,936,001	1,936,001	1,936,001	1,936,001
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	187,292	-62,720	-188,734	-127,842	-317,392	-192,963	-447,468
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	206,198	-47,696	-186,188	-112,391	-320,585	-177,085	-456,548
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	195,757	-60,964	-225,066	-123,731	-371,039	-186,500	-518,807
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	158,406	-94,283	-259,964	-157,927	-407,978	-221,570	-557,713
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	122,330	122,330	122,330	122,330	122,330	122,330	122,330
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	751,205	83,219	-158,313	-114,380	-476,677	-311,960	-803,255
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	722,425	50,517	-191,911	-148,156	-511,798	-346,808	-840,663
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	704,385	-575	-238,379	-199,841	-557,142	-399,090	-884,981
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	272,353	-360,454	-634,683	-549,718	-966,410	-741,621	-1,302,469
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-847,018	-906,762	-986,983	-906,444	-1,026,777	-906,139	-1,066,747
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-2,863,368	-3,190,253	-3,401,351	-3,231,835	-3,548,483	-3,273,450	-3,695,605

			EUV	BLV	Residual Value						
	Overall Affordable				0.0%	20.0%	20.0%	25.0%	25.0%	30.0%	30.0%
		Affordable Rent				50.0%		60.0%		66.7%	
		Social Rent					50.0%		60.0%		66.7%
	Affordable Home Ownership					25.0%	25.0%	15.0%	15.0%	8.3%	8.3%
		First Homes				25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Site 1	Merton Park	South Canterbury	25,000	375,000	781,564	598,595	540,751	546,405	459,334	494,219	377,078
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	922,266	709,933	644,091	650,140	550,216	590,336	456,360
Site 3	Milton Manor House	South Canterbury	25,000	375,000	1,022,033	771,802	687,232	698,093	571,238	624,393	455,270
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	830,356	635,712	574,216	580,134	487,891	524,561	401,583
Site 5	N of Railway, S of Bek	East Canterbury	25,000	375,000	966,884	749,680	681,967	687,207	585,637	624,740	489,327
Site 6	At Bekesbourne Ln at	East Canterbury	25,000	375,000	1,334,341	1,021,896	914,851	925,153	764,585	828,425	614,356
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	884,990	682,011	618,020	623,927	527,940	565,849	437,878
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	884,448	680,689	616,679	622,866	526,851	565,049	437,042
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	1,129,045	882,234	805,366	809,541	693,048	736,447	580,755
Site 10	At Golden Hill	South Whitstable	25,000	375,000	991,011	741,431	663,168	669,782	552,388	598,134	441,630
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	375,000	781,202	599,238	541,799	547,569	461,410	495,905	381,038
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	375,000	930,945	719,819	654,307	659,896	560,784	599,979	466,834
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	375,000	1,131,350	882,684	805,149	809,831	693,001	736,635	580,877
Site 14	Aylesham South	Aylesham - Adishar	25,000	375,000	1,327,350	1,026,769	934,016	940,956	801,827	855,151	669,665
Site 15	Off The Hill, Littlebourn	Littlebourne	25,000	375,000	1,019,572	791,613	721,130	726,308	620,583	661,010	520,057

Appendix 15 – Appraisal Results – First Home Discount

			EUV	BLV	Residual Value					
					Lower			Higher		
	Overall Affordable				**30.0%**			**30.0%**		
		Affordable Rent			66.7%			66.7%		
		Social Rent								
	Affordable Home Ownership				8.3%			8.3%		
		First Homes			25.0%			25.0%		
	First Homes Discount				**30%**	**40%**	**50%**	**30%**	**40%**	**50%**
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,045,027	1,018,214	991,400	813,505	786,691	759,878
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	572,631	546,175	519,719	300,619	274,163	247,707
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	582,388	553,064	523,740	301,525	272,201	242,877
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	597,379	571,866	546,354	305,748	280,235	254,723
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	624,963	596,607	568,251	333,213	304,857	276,501
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	523,458	500,842	478,227	266,373	243,757	221,141
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	630,094	601,686	573,278	344,223	315,815	287,408
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	514,498	491,877	469,256	259,857	237,236	214,615
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	966,874	938,015	909,157	678,633	649,774	620,915
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	762,251	739,457	716,662	526,683	503,888	481,094
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,294,856	2,294,856	2,294,856	1,744,503	1,744,503	1,744,503
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,639,183	1,639,183	1,639,183	1,246,074	1,246,074	1,246,074
Site 13	Small Green 9 LD - D	Cant. Whit, Rural	50,000	400,000	1,194,981	1,158,893	1,122,806	843,560	807,472	771,385
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,314,026	2,314,026	2,314,026	1,763,674	1,763,674	1,763,674
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,784,185	1,784,185	1,784,185	1,301,522	1,301,522	1,301,522
Site 16	Small Green 6 LD - D	Cant. Whit, Rural	50,000	400,000	3,105,702	3,004,657	2,903,234	1,927,687	1,823,713	1,719,143
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,423,513	2,423,513	2,423,513	1,658,592	1,658,592	1,658,592
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	349,724	305,813	261,902	-127,421	-173,495	-219,569
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	396,261	347,366	298,470	-103,382	-154,686	-205,991
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	400,860	351,453	301,732	-118,579	-169,280	-219,981
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	394,117	350,319	306,522	-152,435	-196,233	-240,031
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	992,592	992,592	992,592	273,459	273,459	273,459
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	284,363	201,630	117,242	-655,955	-745,386	-834,818
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	257,485	171,405	84,413	-692,769	-782,390	-872,011
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	211,576	110,684	9,791	-749,790	-853,732	-957,674
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	230,332	139,155	47,979	-764,011	-857,943	-951,875
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-694,567	-718,294	-742,022	-1,022,450	-1,046,177	-1,069,905
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-2,742,588	-2,805,025	-2,867,463	-3,573,129	-3,635,567	-3,698,004

			EUV	BLV	Residual Value					
					Lower			Higher		
	Overall Affordable				30.0%			30.0%		
		Affordable Rent			66.7%			66.7%		
		Social Rent								
	Affordable Home Ownership				8.3%			8.3%		
		First Homes			25.0%			25.0%		
	First Homes Discount				30%	40%	50%	30%	40%	50%
Site 1	V Large Green 300	Sturry	25,000	375,000	355,596	333,470	311,343	200,468	178,342	156,215
Site 2	Large 200	Sturry	25,000	375,000	-139,234	-161,789	-184,546	-325,585	-348,478	-371,370
Site 3	Large Green 100	Sturry	25,000	375,000	-149,302	-174,387	-199,762	-341,945	-367,320	-392,694
Site 4	Medium Green 50	Sturry	25,000	375,000	-164,982	-186,952	-209,028	-365,124	-387,200	-409,277
Site 5	Medium Green 30	Sturry	25,000	375,000	-132,667	-156,842	-181,172	-332,631	-357,168	-381,705
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-146,235	-165,764	-185,334	-322,428	-341,997	-361,567
Site 7	Medium Green 20	Sturry	25,000	375,000	-136,847	-161,065	-185,533	-332,793	-357,375	-381,956
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-169,209	-188,783	-208,357	-343,638	-363,212	-382,786
Site 9	Medium Green 12	Sturry	50,000	400,000	966,874	938,015	909,157	780,796	751,938	723,079
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	762,251	739,457	716,662	610,378	587,584	564,789
Site 11	Small Green 9	Sturry	50,000	400,000	2,294,856	2,294,856	2,294,856	1,940,073	1,940,073	1,940,073
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,639,183	1,639,183	1,639,183	1,385,767	1,385,767	1,385,767
Site 13	Small Green 9 LD - D	Sturry	50,000	400,000	1,194,981	1,158,893	1,122,806	967,988	931,901	895,813
Site 14	Small Green 6	Sturry	50,000	400,000	2,314,026	2,314,026	2,314,026	1,959,244	1,959,244	1,959,244
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,784,185	1,784,185	1,784,185	1,474,594	1,474,594	1,474,594
Site 16	Small Green 6 LD - D	Sturry	50,000	400,000	3,105,702	3,004,657	2,903,234	2,352,394	2,248,420	2,144,446
Site 17	Small Green 3	Sturry	50,000	400,000	2,423,513	2,423,513	2,423,513	1,936,001	1,936,001	1,936,001

			EUV	BLV	Residual Value					
					Lower			Higher		
	Overall Affordable				30.0%			30.0%		
		Affordable Rent			66.7%			66.7%		
		Social Rent								
	Affordable Home Ownership				8.3%			8.3%		
		First Homes			25.0%			25.0%		
	First Homes Discount				30%	40%	50%	30%	40%	50%
Site 1	V Large Green 300	Herne Bay	25,000	375,000	770,400	745,597	745,597	618,460	593,658	568,513
Site 2	Large 200	Herne Bay	25,000	375,000	290,905	266,433	266,433	115,371	90,900	66,428
Site 3	Large Green 100	Herne Bay	25,000	375,000	293,305	266,181	266,181	112,038	84,913	57,789
Site 4	Medium Green 50	Herne Bay	25,000	375,000	297,118	273,519	273,519	108,981	84,945	60,661
Site 5	Medium Green 30	Herne Bay	25,000	375,000	327,049	300,820	300,820	137,801	110,811	83,489
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	260,438	239,518	239,518	93,736	72,051	50,100
Site 7	Medium Green 20	Herne Bay	25,000	375,000	329,888	303,611	303,611	142,011	114,440	86,868
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	247,491	226,567	226,567	79,375	57,420	35,465
Site 9	Medium Green 12	Herne Bay	50,000	400,000	966,874	938,015	938,015	780,796	751,938	723,079
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	762,251	739,457	739,457	610,378	587,584	564,789
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,294,856	2,294,856	2,294,856	1,940,073	1,940,073	1,940,073
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,639,183	1,639,183	1,639,183	1,385,767	1,385,767	1,385,767
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,314,026	2,314,026	2,314,026	1,959,244	1,959,244	1,959,244
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,784,185	1,784,185	1,784,185	1,474,594	1,474,594	1,474,594
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,423,513	2,423,513	2,423,513	1,936,001	1,936,001	1,936,001
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	121,273	80,829	80,829	-192,963	-235,399	-277,836
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	152,825	106,484	106,484	-177,085	-224,339	-271,593
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	151,219	104,520	104,520	-186,500	-233,198	-279,896
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	130,918	90,578	90,578	-221,570	-261,910	-302,249
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	585,813	585,813	585,813	122,330	122,330	122,330
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	284,363	201,630	201,630	-311,960	-398,768	-485,576
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	257,485	171,405	171,405	-346,808	-433,800	-520,791
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	211,576	110,684	110,684	-399,090	-499,982	-602,930
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	-107,175	-198,351	-198,351	-741,621	-834,165	-927,432
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-694,567	-718,294	-718,294	-906,139	-929,867	-953,594
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-2,742,588	-2,805,025	-2,805,025	-3,273,450	-3,335,888	-3,398,325

			EUV	BLV	Residual Value					
					Lower			Higher		
		Overall Affordable			**30.0%**			**30.0%**		
		Affordable Rent			66.7%			66.7%		
		Social Rent								
		Affordable Home Ownership			8.3%			8.3%		
		First Homes			25.0%			25.0%		
		First Homes Discount			**30%**	**40%**	**50%**	**30%**	**40%**	**50%**
Site 1	Merton Park	South Canterbury	25,000	375,000	617,132	595,296	573,460	494,219	472,383	450,548
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	728,570	703,972	679,375	590,336	565,359	540,383
Site 3	Milton Manor House	South Canterbury	25,000	375,000	805,311	772,733	740,155	624,393	591,815	559,237
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	655,402	632,387	609,372	524,561	501,546	478,532
Site 5	N of Railway, S of Bek	East Canterbury	25,000	375,000	767,457	742,029	716,601	624,740	599,312	573,884
Site 6	At Bekesbourne Ln at	East Canterbury	25,000	375,000	1,061,083	1,018,958	976,833	828,425	786,300	744,174
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	701,448	677,591	653,734	565,849	541,992	518,135
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	700,597	676,739	652,882	565,049	541,192	517,334
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	898,066	868,792	839,517	736,447	706,719	676,991
Site 10	At Golden Hill	South Whitstable	25,000	375,000	771,239	740,679	710,118	598,134	567,573	537,012
Site 11	At Cooting Fm	Aylesham - Adisha	25,000	375,000	618,196	596,607	575,017	495,905	474,315	452,726
Site 12	W & E Cooting Ln	Aylesham - Adisha	25,000	375,000	738,009	713,438	688,867	599,979	575,408	550,647
Site 13	SE of Cooting Ln	Aylesham - Adisha	25,000	375,000	898,666	869,821	840,977	736,635	707,353	678,070
Site 14	Aylesham South	Aylesham - Adisha	25,000	375,000	1,049,552	1,015,224	980,897	855,151	820,331	785,511
Site 15	Off The Hill, Littlebour	Littlebourne	25,000	375,000	809,177	782,690	756,204	661,010	634,524	608,037

Appendix 16 – Appraisal Results – Affordable Housing v Developer Contributions

Higher Policy Requirements

Canterbury Whitstable and Rural Areas

	Affordable Housing	0%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,426,054	1,384,179	1,342,304	1,300,429	1,258,555	1,174,805	1,091,055	1,007,305	923,556	839,004	753,497	667,989	582,482	496,975	411,468
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	889,866	845,227	800,588	755,950	711,311	622,034	532,757	443,480	354,202	264,925	175,648	86,371	-4,113	-97,788	-191,463
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	911,973	866,082	820,191	774,301	728,410	636,629	544,848	453,066	361,285	269,504	177,723	85,941	-8,200	-104,502	-200,805
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	944,420	896,595	848,771	800,946	753,122	657,473	561,824	466,175	370,527	274,878	179,229	83,091	-16,820	-117,181	-217,541
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	965,334	917,068	868,803	820,538	772,272	675,742	579,211	482,681	386,150	289,619	193,089	94,371	-6,914	-108,200	-209,486
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	791,536	753,041	714,547	676,052	637,558	560,569	483,580	406,591	329,602	252,613	175,624	97,615	17,175	-63,607	-144,389
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	981,606	933,305	885,003	836,701	788,399	691,796	595,192	498,588	401,985	305,381	207,478	107,206	5,843	-95,519	-196,881
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	787,505	749,042	710,580	672,117	633,654	556,729	479,804	402,878	325,953	249,028	171,238	91,510	10,795	-69,920	-150,635
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	1,366,905	1,318,982	1,271,059	1,223,137	1,175,214	1,079,368	983,523	887,677	791,832	695,986	600,141	504,295	408,216	309,592	210,201
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	1,077,716	1,039,863	1,002,011	964,158	926,306	850,601	774,896	699,191	623,486	547,781	472,076	396,371	320,425	242,525	163,980
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,247,887	2,163,990	2,080,092	1,996,195	1,912,298	1,744,503	1,576,709	1,408,914	1,241,119	1,073,325	903,597	730,939	557,787	381,727	205,666
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,605,634	1,545,707	1,485,780	1,425,854	1,365,927	1,246,074	1,126,220	1,006,367	886,514	766,661	645,427	522,099	398,419	272,662	146,905
Site 13	Small Green 9 LD - DRA/	Cant. Whit, Rural	50,000	400,000	1,691,786	1,631,859	1,571,932	1,512,006	1,452,079	1,332,226	1,212,372	1,092,519	972,666	852,813	732,959	610,748	487,421	363,058	237,301
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,267,058	2,183,160	2,099,263	2,015,366	1,931,468	1,763,674	1,595,879	1,427,208	1,254,550	1,081,891	909,233	733,847	557,787	381,727	205,666
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,661,082	1,601,155	1,541,228	1,481,302	1,421,375	1,301,522	1,181,669	1,061,815	939,072	815,745	692,417	567,988	442,231	316,474	190,716
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	4,428,548	4,260,753	4,092,959	3,925,164	3,757,370	3,421,781	3,086,191	2,745,789	2,400,472	2,055,156	1,709,048	1,356,927	1,004,807	652,686	300,565
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,178,333	2,092,004	2,005,675	1,919,345	1,833,016	1,658,592	1,482,531	1,306,471	1,130,411	954,350	778,290	602,230	426,169	250,109	74,049
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	721,598	649,317	577,037	504,756	432,475	287,913	143,352	-4,497	-156,180	-307,862	-461,172	-615,037	-768,903	-922,769	-1,078,598
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	763,772	689,512	615,251	540,990	466,730	318,209	169,687	15,754	-140,084	-295,922	-453,174	-611,257	-769,340	-927,423	-1,087,436
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	757,902	683,621	609,340	535,059	460,778	309,962	155,578	-302	-156,183	-312,063	-469,668	-627,794	-785,921	-944,150	-1,104,556
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	746,799	669,843	592,887	515,932	438,404	281,460	124,516	-32,428	-189,372	-346,317	-505,219	-664,426	-823,632	-982,838	-1,144,236
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	877,094	776,489	675,883	575,277	474,671	273,459	72,247	-128,965	-330,176	-532,477	-736,589	-940,700	-1,144,812	-1,350,675	-1,557,730
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	1,417,329	1,249,721	1,082,112	914,504	746,895	411,679	72,945	-278,785	-631,498	-993,440	-1,355,382	-1,717,324	-2,079,266	-2,441,207	-2,804,436
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	1,390,363	1,222,074	1,053,786	885,497	717,209	380,631	31,659	-321,498	-676,587	-1,039,999	-1,403,411	-1,766,823	-2,130,236	-2,494,927	-2,863,028
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	1,387,227	1,217,317	1,047,407	877,425	702,590	349,471	-7,088	-363,648	-723,643	-1,090,560	-1,457,477	-1,824,394	-2,191,311	-2,558,228	-2,925,145
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	1,448,991	1,274,156	1,099,321	921,895	743,615	387,056	30,496	-326,063	-684,548	-1,051,465	-1,418,382	-1,785,299	-2,152,216	-2,519,133	-2,886,051
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-662,504	-714,033	-765,562	-817,091	-868,620	-971,678	-1,074,736	-1,177,794	-1,280,852	-1,384,876	-1,489,205	-1,593,534	-1,697,863	-1,802,192	-1,906,522
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-2,059,211	-2,242,670	-2,426,128	-2,609,587	-2,795,116	-3,166,253	-3,537,391	-3,908,529	-4,279,667	-4,650,804	-5,021,942	-5,393,080	-5,764,218	-6,135,355	-6,506,493

	Affordable Housing	10%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,328,243	1,286,368	1,244,493	1,202,618	1,160,743	1,076,993	993,244	909,494	825,744	740,615	655,108	569,601	484,094	398,586	313,079
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	803,628	758,989	714,350	669,712	625,073	535,796	446,519	357,241	267,964	178,687	89,410	-924	-94,599	-188,274	-282,709
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	825,687	779,796	733,906	688,015	642,125	550,343	458,562	366,781	275,000	183,218	91,437	-2,433	-98,736	-195,038	-292,314
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	854,066	806,242	758,418	710,593	662,769	567,120	471,471	375,822	280,173	184,525	88,540	-11,264	-111,624	-211,985	-313,554
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	877,803	829,538	781,273	733,007	684,742	588,211	491,681	395,150	298,619	202,089	103,754	2,529	-98,757	-200,043	-302,436
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	715,119	676,624	638,130	599,635	561,141	484,152	407,163	330,174	253,185	176,196	98,203	17,774	-63,007	-143,789	-224,958
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	893,423	845,121	796,819	748,517	700,215	603,612	507,008	410,405	313,801	216,142	116,041	14,678	-86,684	-188,047	-290,298
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	710,374	671,911	633,449	594,986	556,523	479,598	402,673	325,748	248,822	171,026	91,294	10,579	-70,135	-150,850	-231,992
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	1,259,782	1,211,860	1,163,937	1,116,014	1,068,091	972,246	876,400	780,555	684,709	588,864	493,018	396,612	297,988	198,369	97,802
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	990,640	952,787	914,935	877,082	839,230	763,525	687,820	612,115	536,410	460,705	385,000	308,724	230,825	152,049	72,615
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,247,887	2,163,990	2,080,092	1,996,195	1,912,298	1,744,503	1,576,709	1,408,914	1,241,119	1,073,325	903,597	730,939	557,787	381,727	205,666
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,605,634	1,545,707	1,485,780	1,425,854	1,365,927	1,246,074	1,126,220	1,006,367	886,514	766,661	645,427	522,099	398,419	272,662	146,905
Site 13	Small Green 9 LD - DRA/	Cant. Whit, Rural	50,000	400,000	1,561,980	1,502,053	1,442,126	1,382,200	1,322,273	1,202,420	1,082,567	962,713	842,860	723,007	600,507	477,180	352,615	226,858	101,100
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,267,058	2,183,160	2,099,263	2,015,366	1,931,468	1,763,674	1,595,879	1,427,208	1,254,550	1,081,891	909,233	733,847	557,787	381,727	205,666
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,661,082	1,601,155	1,541,228	1,481,302	1,421,375	1,301,522	1,181,669	1,061,815	939,072	815,745	692,417	567,988	442,231	316,474	190,716
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	4,032,435	3,864,640	3,696,846	3,529,051	3,361,256	3,025,667	2,683,510	2,338,194	1,992,877	1,645,543	1,293,422	941,301	589,180	237,060	-115,061
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,178,333	2,092,004	2,005,675	1,919,345	1,833,016	1,658,592	1,482,531	1,306,471	1,130,411	954,350	778,290	602,230	426,169	250,109	74,049
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	612,273	539,992	467,711	395,430	323,149	178,588	32,475	-119,208	-270,891	-423,882	-577,748	-731,614	-885,759	-1,041,841	-1,197,922
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	652,070	577,809	503,549	429,288	355,027	206,506	54,386	-101,451	-257,289	-414,197	-572,280	-730,363	-888,609	-1,048,971	-1,209,333
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	646,176	571,895	497,614	423,333	347,865	194,229	38,348	-117,532	-273,412	-430,632	-588,758	-746,885	-905,571	-1,065,977	-1,226,383
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	633,268	556,313	479,357	401,109	322,636	165,692	8,748	-148,196	-305,140	-463,693	-622,899	-782,105	-941,749	-1,103,251	-1,264,753
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	877,094	776,489	675,883	575,277	474,671	273,459	72,247	-128,965	-330,176	-532,477	-736,589	-940,700	-1,144,812	-1,350,675	-1,557,730
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	1,131,821	964,212	796,604	628,996	461,387	124,726	-226,627	-578,357	-940,249	-1,302,191	-1,664,132	-2,026,074	-2,388,016	-2,751,545	-3,118,067
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	1,113,891	945,602	777,314	609,025	440,737	94,725	-258,432	-612,263	-975,675	-1,339,087	-1,702,500	-2,065,912	-2,430,819	-2,798,919	-3,167,020
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	1,093,393	923,483	749,909	575,074	397,722	41,162	-315,397	-674,419	-1,041,336	-1,408,253	-1,775,170	-2,142,087	-2,509,004	-2,875,922	-3,242,839
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	1,158,028	981,758	803,479	625,199	446,919	90,360	-266,200	-623,534	-990,451	-1,357,368	-1,724,285	-2,091,202	-2,458,119	-2,825,037	-3,191,954
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-720,100	-771,629	-823,158	-874,687	-926,216	-1,029,274	-1,132,332	-1,235,533	-1,339,862	-1,444,191	-1,548,520	-1,652,849	-1,757,178	-1,861,507	-1,965,837
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-2,298,148	-2,481,606	-2,666,628	-2,852,197	-3,037,766	-3,408,904	-3,780,042	-4,151,179	-4,522,317	-4,893,455	-5,264,593	-5,635,730	-6,006,868	-6,378,006	-6,749,144

	Affordable Housing	20%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,196,495	1,154,620	1,112,745	1,070,870	1,028,995	945,246	861,496	777,746	693,092	607,585	522,078	436,571	351,064	265,556	180,049
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	686,098	641,459	596,820	552,182	507,543	418,266	328,989	239,711	150,434	61,157	-30,568	-124,244	-217,927	-312,947	-407,966
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	701,274	655,383	609,493	563,602	517,712	425,930	334,149	242,368	150,587	58,805	-36,672	-132,975	-229,515	-327,203	-424,891
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	723,376	675,552	627,728	579,903	532,079	436,430	340,781	245,132	149,484	52,330	-48,031	-148,392	-249,215	-351,022	-452,829
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	750,300	702,035	653,770	605,504	557,239	460,708	364,178	267,647	171,116	71,317	-29,969	-131,255	-232,804	-335,550	-438,295
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	606,226	567,732	529,237	490,743	452,248	375,259	298,270	221,281	144,292	65,081	-15,701	-96,482	-177,264	-259,063	-341,009
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	763,724	715,422	667,120	618,819	570,517	473,913	377,310	280,706	182,088	81,315	-20,047	-121,410	-222,884	-325,707	-428,530
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	600,500	562,038	523,575	485,112	446,650	369,724	292,799	215,874	137,123	56,722	-23,992	-104,707	-185,422	-267,241	-349,119
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	1,112,972	1,065,049	1,017,127	969,204	921,281	825,435	729,590	633,744	537,899	442,053	344,170	245,461	144,894	44,327	-56,240
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	872,216	834,363	796,511	758,658	720,806	645,101	569,396	493,691	417,986	342,281	264,767	186,660	107,226	27,791	-51,643
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,247,887	2,163,990	2,080,092	1,996,195	1,912,298	1,744,503	1,576,709	1,408,914	1,241,119	1,073,325	903,597	730,939	557,787	381,727	205,666
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,605,634	1,545,707	1,485,780	1,425,854	1,365,927	1,246,074	1,126,220	1,006,367	886,514	766,661	645,427	522,099	398,419	272,662	146,905
Site 13	Small Green 9 LD - DRA/	Cant. Whit, Rural	50,000	400,000	1,382,545	1,322,618	1,262,691	1,202,765	1,142,838	1,022,985	903,132	783,278	662,526	539,199	415,856	290,098	164,341	38,584	-87,174
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,267,058	2,183,160	2,099,263	2,015,366	1,931,468	1,763,674	1,595,879	1,427,208	1,254,550	1,081,891	909,233	733,847	557,787	381,727	205,666
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,661,082	1,601,155	1,541,228	1,481,302	1,421,375	1,301,522	1,181,669	1,061,815	939,072	815,745	692,417	567,988	442,231	316,474	190,716
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	3,497,360	3,329,566	3,161,771	2,993,976	2,823,559	2,478,243	2,132,926	1,787,610	1,436,230	1,084,110	731,989	379,868	27,748	-324,373	-676,494
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,178,333	2,092,004	2,005,675	1,919,345	1,833,016	1,658,592	1,482,531	1,306,471	1,130,411	954,350	778,290	602,230	426,169	250,109	74,049
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	463,793	391,512	319,232	246,951	174,670	28,364	-123,319	-275,002	-428,271	-582,137	-736,003	-891,285	-1,047,367	-1,203,449	-1,359,530
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	502,625	428,364	354,104	279,843	205,582	53,417	-102,421	-258,258	-415,378	-573,461	-731,544	-890,868	-1,051,230	-1,211,592	-1,371,954
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	497,112	422,831	347,348	270,914	193,701	37,821	-118,060	-273,940	-431,316	-589,443	-747,569	-907,264	-1,067,670	-1,228,076	-1,388,482
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	477,274	398,984	320,512	242,040	163,568	6,624	-150,320	-307,264	-466,022	-625,228	-784,434	-945,185	-1,106,687	-1,268,189	-1,429,691
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	877,094	776,489	675,883	575,277	474,671	273,459	72,247	-128,965	-330,176	-532,477	-736,589	-940,700	-1,144,812	-1,350,675	-1,557,730
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	761,317	593,709	426,101	258,492	88,078	-263,652	-617,140	-979,082	-1,341,024	-1,702,965	-2,064,907	-2,426,849	-2,792,357	-3,158,879	-3,525,400
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	740,676	572,388	404,099	232,443	56,282	-296,875	-652,526	-1,015,939	-1,379,351	-1,742,763	-2,106,175	-2,472,885	-2,840,986	-3,209,086	-3,577,186
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	714,663	539,829	361,782	183,502	5,223	-351,337	-712,113	-1,079,030	-1,445,948	-1,812,865	-2,179,782	-2,546,699	-2,913,616	-3,280,533	-3,647,451
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	735,795	557,516	379,236	200,956	22,676	-333,883	-693,785	-1,060,702	-1,427,620	-1,794,537	-2,161,454	-2,528,371	-2,895,288	-3,262,205	-3,629,123
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-716,682	-768,211	-819,740	-871,269	-922,798	-1,025,856	-1,128,914	-1,232,919	-1,337,248	-1,441,577	-1,545,906	-1,650,235	-1,754,564	-1,858,893	-1,963,223
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-2,378,903	-2,563,156	-2,748,725	-2,934,294	-3,119,863	-3,491,000	-3,862,138	-4,233,276	-4,604,414	-4,975,551	-5,346,689	-5,717,827	-6,088,965	-6,460,103	-6,831,240

	Affordable Housing	25%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,130,621	1,088,746	1,046,871	1,004,996	963,121	879,372	795,622	711,872	626,577	541,070	455,563	370,056	284,549	199,041	113,534
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	627,324	582,694	538,055	493,417	448,778	359,501	270,224	180,946	91,669	1,447	-92,228	-185,903	-280,556	-375,576	-470,595
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	639,068	593,177	547,286	501,396	455,505	363,724	271,943	180,161	88,380	-5,641	-101,943	-198,246	-295,803	-393,491	-491,179
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	658,031	610,207	562,383	514,558	466,734	371,085	275,436	179,787	83,665	-16,234	-116,595	-217,046	-318,853	-420,659	-522,797
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	686,549	638,283	590,018	541,753	493,487	396,957	300,426	203,895	105,613	4,425	-96,861	-198,147	-300,734	-403,479	-506,427
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	551,780	513,285	474,791	436,296	397,802	320,813	243,824	166,835	88,571	7,952	-72,829	-153,611	-235,143	-317,089	-399,034
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	698,875	650,573	602,271	553,969	505,668	409,064	312,460	214,763	114,634	13,271	-88,091	-189,453	-292,000	-394,823	-497,674
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	545,563	507,101	468,638	430,176	391,713	314,788	237,862	159,748	79,794	-921	-81,635	-162,350	-243,926	-325,804	-407,682
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	1,039,567	991,644	943,721	895,799	847,876	752,030	656,185	560,339	464,494	367,261	268,637	168,439	67,872	-32,695	-133,262
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	813,004	775,151	737,299	699,446	661,594	585,889	510,184	434,479	358,774	281,738	203,838	124,531	45,097	-34,338	-113,772
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,247,887	2,163,990	2,080,092	1,996,195	1,912,298	1,744,503	1,576,709	1,408,914	1,241,119	1,073,325	903,597	730,939	557,787	381,727	205,666
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,605,634	1,545,707	1,485,780	1,425,854	1,365,927	1,246,074	1,126,220	1,006,367	886,514	766,661	645,427	522,099	398,419	272,662	146,905
Site 13	Small Green 9 LD - DRA/	Cant. Whit, Rural	50,000	400,000	1,292,827	1,232,901	1,172,974	1,113,047	1,053,121	933,267	813,414	693,535	570,208	446,881	321,719	195,961	70,204	-55,554	-181,311
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,267,058	2,183,160	2,099,263	2,015,366	1,931,468	1,763,674	1,595,879	1,427,208	1,254,550	1,081,891	909,233	733,847	557,787	381,727	205,666
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,661,082	1,601,155	1,541,228	1,481,302	1,421,375	1,301,522	1,181,669	1,061,815	939,072	815,745	692,417	567,988	442,231	316,474	190,716
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	3,229,823	3,062,028	2,893,583	2,720,925	2,548,267	2,202,951	1,857,634	1,507,634	1,155,514	803,393	451,272	99,152	-252,969	-605,090	-958,638
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,178,333	2,092,004	2,005,675	1,919,345	1,833,016	1,658,592	1,482,531	1,306,471	1,130,411	954,350	778,290	602,230	426,169	250,109	74,049
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	389,554	317,273	244,992	172,711	100,430	-49,533	-201,216	-353,533	-507,398	-661,264	-816,008	-972,090	-1,128,171	-1,284,253	-1,440,334
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	427,902	353,642	279,381	205,120	130,131	-24,987	-180,824	-336,928	-495,011	-653,093	-811,817	-972,179	-1,132,541	-1,292,903	-1,453,264
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	422,579	347,089	270,655	193,437	115,497	-40,383	-196,263	-352,596	-510,722	-668,848	-827,907	-988,313	-1,148,719	-1,309,125	-1,469,531
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	397,922	319,450	240,978	162,506	84,034	-72,910	-229,854	-387,584	-546,790	-705,996	-866,152	-1,027,654	-1,189,156	-1,350,658	-1,512,160
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	877,094	776,489	675,883	575,277	474,671	273,459	72,247	-128,965	-330,176	-532,477	-736,589	-940,700	-1,144,812	-1,350,675	-1,557,730
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	576,066	408,457	240,849	69,566	-106,299	-458,029	-817,527	-1,179,469	-1,541,411	-1,903,353	-2,265,295	-2,629,503	-2,996,024	-3,362,545	-3,729,066
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	554,069	385,780	213,593	37,061	-139,517	-492,675	-854,364	-1,217,776	-1,581,188	-1,944,601	-2,309,868	-2,677,968	-3,046,069	-3,414,169	-3,782,270
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	522,092	343,812	165,533	-12,747	-191,027	-547,586	-914,419	-1,281,336	-1,648,253	-2,015,171	-2,382,088	-2,749,005	-3,115,922	-3,482,839	-3,849,756
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	523,674	345,394	167,115	-11,165	-189,445	-546,004	-912,370	-1,279,287	-1,646,204	-2,013,121	-2,380,038	-2,746,956	-3,113,873	-3,480,790	-3,847,707
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-714,973	-766,502	-818,031	-869,560	-921,089	-1,024,147	-1,127,283	-1,231,612	-1,335,941	-1,440,270	-1,544,599	-1,648,928	-1,753,257	-1,857,587	-1,961,916
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-2,419,281	-2,604,204	-2,789,773	-2,975,342	-3,160,911	-3,532,049	-3,903,187	-4,274,324	-4,645,462	-5,016,600	-5,387,738	-5,758,875	-6,130,013	-6,501,151	-6,872,289

	Affordable Housing	30%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	1,064,754	1,022,879	981,004	939,129	897,254	813,505	729,755	645,577	560,069	474,562	389,055	303,548	218,041	132,533	47,026
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	568,391	523,763	479,134	434,505	389,876	300,619	211,361	122,104	32,846	-60,253	-153,907	-248,164	-343,178	-438,198	-533,983
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	576,869	530,978	485,088	439,197	393,306	301,525	209,744	117,963	25,399	-70,904	-167,206	-264,396	-362,083	-459,771	-558,735
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	592,695	544,870	497,046	449,221	401,397	305,748	210,099	114,451	15,571	-84,790	-185,150	-286,675	-388,482	-490,518	-593,792
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	622,805	574,540	526,274	478,009	429,744	333,213	236,683	139,351	38,827	-62,459	-163,745	-265,909	-368,655	-471,446	-575,674
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	497,340	458,845	420,351	381,856	343,362	266,373	189,384	111,774	31,612	-49,169	-129,951	-211,216	-293,161	-375,107	-457,701
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	634,034	585,732	537,430	489,128	440,827	344,223	247,446	147,961	46,599	-54,764	-156,126	-258,284	-361,107	-463,930	-568,144
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	490,633	452,170	413,708	375,245	336,783	259,857	182,381	102,872	22,158	-58,557	-139,272	-220,605	-302,482	-384,360	-466,944
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	966,170	918,247	870,324	822,401	774,479	678,633	582,788	486,942	390,360	291,736	191,994	91,427	-9,140	-109,707	-210,274
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	753,798	715,945	678,093	640,240	602,388	526,683	450,978	375,273	298,715	220,816	141,843	62,409	-17,026	-96,460	-175,896
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	2,247,887	2,163,990	2,080,092	1,996,195	1,912,298	1,744,503	1,576,709	1,408,914	1,241,119	1,073,325	903,597	730,939	557,787	381,727	205,666
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	1,605,634	1,545,707	1,485,780	1,425,854	1,365,927	1,246,074	1,126,220	1,006,367	886,514	766,661	645,427	522,099	398,419	272,662	146,905
Site 13	Small Green 9 LD - DRA/	Cant. Whit, Rural	50,000	400,000	1,203,120	1,143,193	1,083,266	1,023,340	963,413	843,560	723,707	601,227	477,900	353,349	227,592	101,835	-23,923	-149,680	-275,587
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	2,267,058	2,183,160	2,099,263	2,015,366	1,931,468	1,763,674	1,595,879	1,427,208	1,254,550	1,081,891	909,233	733,847	557,787	381,727	205,666
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	1,661,082	1,601,155	1,541,228	1,481,302	1,421,375	1,301,522	1,181,669	1,061,815	939,072	815,745	692,417	567,988	442,231	316,474	190,716
Site 16	Small Green 6 LD - DRA	Cant. Whit, Rural	50,000	400,000	2,962,313	2,790,978	2,618,320	2,445,662	2,273,004	1,927,687	1,579,068	1,226,947	874,826	522,706	170,585	-181,536	-533,656	-886,591	-1,243,787
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	2,178,333	2,092,004	2,005,675	1,919,345	1,833,016	1,658,592	1,482,531	1,306,471	1,130,411	954,350	778,290	602,230	426,169	250,109	74,049
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	315,322	243,041	170,760	98,479	24,261	-127,421	-279,104	-432,652	-586,517	-740,722	-896,803	-1,052,885	-1,208,967	-1,365,048	-1,522,749
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	353,187	278,927	204,666	129,664	52,455	-103,382	-259,220	-416,552	-574,635	-732,757	-893,119	-1,053,481	-1,213,843	-1,374,205	-1,534,567
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	346,838	270,404	193,182	115,241	37,301	-118,579	-274,460	-431,993	-590,119	-748,542	-908,948	-1,069,354	-1,229,760	-1,390,166	-1,550,572
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	318,397	239,925	161,453	82,981	4,509	-152,435	-309,380	-468,343	-627,549	-787,110	-948,612	-1,110,114	-1,271,616	-1,433,118	-1,594,620
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	877,094	776,489	675,883	575,277	474,671	273,459	72,247	-128,965	-330,176	-532,477	-736,589	-940,700	-1,144,812	-1,350,675	-1,557,730
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	390,831	223,223	51,071	-124,794	-300,659	-655,955	-1,017,896	-1,379,838	-1,741,780	-2,103,722	-2,466,629	-2,833,150	-3,199,672	-3,566,193	-3,932,714
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	367,481	194,439	17,860	-158,718	-335,297	-692,769	-1,056,181	-1,419,593	-1,783,005	-2,146,830	-2,514,930	-2,883,031	-3,251,131	-3,619,231	-3,987,332
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	325,859	147,579	-30,700	-208,980	-387,260	-749,790	-1,116,708	-1,483,625	-1,850,542	-2,217,459	-2,584,376	-2,951,293	-3,318,211	-3,685,128	-4,053,232
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	311,578	133,298	-44,981	-223,261	-401,541	-764,011	-1,130,928	-1,497,845	-1,864,762	-2,231,679	-2,598,596	-2,965,514	-3,332,431	-3,699,348	-4,066,265
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-713,276	-764,805	-816,334	-867,863	-919,392	-1,022,450	-1,125,988	-1,230,317	-1,334,646	-1,438,975	-1,543,305	-1,647,634	-1,751,963	-1,856,292	-1,960,621
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-2,459,716	-2,645,285	-2,830,854	-3,016,423	-3,201,991	-3,573,129	-3,944,267	-4,315,405	-4,686,543	-5,057,680	-5,428,818	-5,799,956	-6,171,094	-6,542,231	-6,913,369

Sturry

	Affordable Housing	0%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Sturry	25,000	375,000	600,171	557,417	514,664	471,910	429,156	343,649	258,142	172,635	87,128	1,009	-90,908	-183,364	-275,820	-368,276	-465,824
Site 2	Large 200	Sturry	25,000	375,000	57,992	12,949	-33,889	-80,726	-127,564	-221,624	-316,643	-411,663	-506,682	-601,923	-698,307	-794,691	-891,268	-988,959	-1,087,638
Site 3	Large Green 100	Sturry	25,000	375,000	61,138	13,926	-34,225	-82,377	-130,528	-227,349	-325,037	-422,725	-520,413	-618,762	-717,856	-816,950	-916,045	-1,016,472	-1,116,899
Site 4	Medium Green 50	Sturry	25,000	375,000	51,649	1,469	-48,712	-98,892	-149,072	-250,203	-352,010	-453,816	-555,623	-658,530	-761,804	-865,078	-968,353	-1,071,627	-1,174,901
Site 5	Medium Green 30	Sturry	25,000	375,000	82,907	32,264	-18,379	-69,022	-119,665	-221,366	-324,111	-426,857	-529,603	-633,254	-737,481	-841,708	-945,936	-1,050,163	-1,154,390
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	6,511	-33,879	-74,270	-114,661	-155,052	-236,782	-318,728	-400,674	-482,619	-565,416	-648,543	-731,671	-814,798	-897,926	-981,053
Site 7	Medium Green 20	Sturry	25,000	375,000	89,112	38,431	-12,251	-62,932	-113,613	-215,265	-318,087	-420,910	-523,733	-627,261	-731,566	-835,871	-940,176	-1,044,482	-1,148,787
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-13,242	-53,599	-93,956	-134,314	-174,684	-256,562	-338,439	-420,317	-502,195	-585,042	-668,100	-751,158	-834,216	-917,274	-1,000,332
Site 9	Medium Green 12	Sturry	50,000	400,000	1,480,480	1,432,557	1,384,634	1,336,711	1,288,788	1,192,943	1,097,097	1,001,252	905,406	809,561	713,715	617,870	522,024	426,179	327,835
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	1,171,434	1,133,581	1,095,729	1,057,876	1,020,024	944,319	868,614	792,909	717,204	641,499	565,794	490,089	414,384	338,679	261,060
Site 11	Small Green 9	Sturry	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 13	Small Green 9 LD - DRA/	Sturry	50,000	400,000	1,829,244	1,769,317	1,709,390	1,649,464	1,589,537	1,469,684	1,349,830	1,229,977	1,110,124	990,271	870,417	750,564	628,863	505,536	381,530
Site 14	Small Green 6	Sturry	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 16	Small Green 6 LD - DRA	Sturry	50,000	400,000	4,898,256	4,730,461	4,562,667	4,394,872	4,227,078	3,891,488	3,555,899	3,220,310	2,883,795	2,538,478	2,193,162	1,847,846	1,497,653	1,145,532	793,412
Site 17	Small Green 3	Sturry	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123

	Affordable Housing	10%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Sturry	25,000	375,000	538,030	495,276	452,523	409,769	367,015	281,508	196,001	110,494	24,987	-65,581	-158,037	-250,493	-342,949	-440,076	-541,559
Site 2	Large 200	Sturry	25,000	375,000	8,243	-38,595	-85,433	-132,270	-179,108	-274,021	-369,040	-464,060	-559,365	-655,749	-752,133	-848,950	-946,650	-1,045,632	-1,144,613
Site 3	Large Green 100	Sturry	25,000	375,000	13,118	-35,033	-83,184	-131,336	-179,487	-277,130	-374,818	-472,505	-570,831	-669,925	-769,019	-868,308	-968,736	-1,069,163	-1,170,299
Site 4	Medium Green 50	Sturry	25,000	375,000	2,624	-47,557	-97,737	-147,917	-198,254	-300,061	-401,867	-503,674	-606,513	-709,787	-813,062	-916,336	-1,019,610	-1,122,884	-1,226,730
Site 5	Medium Green 30	Sturry	25,000	375,000	34,042	-16,601	-67,244	-117,887	-168,530	-271,052	-373,798	-476,543	-580,091	-684,318	-788,545	-892,773	-997,000	-1,101,227	-1,205,455
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-31,017	-71,408	-111,798	-152,189	-193,023	-274,968	-356,914	-438,860	-521,627	-604,754	-687,882	-771,009	-854,137	-937,264	-1,020,392
Site 7	Medium Green 20	Sturry	25,000	375,000	40,269	-10,412	-61,093	-111,774	-162,456	-264,931	-367,753	-470,576	-574,009	-678,314	-782,619	-886,925	-991,230	-1,095,535	-1,199,892
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-50,183	-90,540	-130,898	-171,341	-212,280	-294,157	-376,035	-457,913	-540,738	-623,796	-706,854	-789,912	-872,970	-956,028	-1,039,086
Site 9	Medium Green 12	Sturry	50,000	400,000	1,369,553	1,321,631	1,273,708	1,225,785	1,177,862	1,082,017	986,171	890,326	794,480	698,635	602,789	506,943	410,941	312,318	212,980
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	1,081,017	1,043,164	1,005,312	967,459	929,607	853,902	778,197	702,492	626,787	551,082	475,377	399,672	323,821	245,922	167,444
Site 11	Small Green 9	Sturry	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 13	Small Green 9 LD - DRA/	Sturry	50,000	400,000	1,695,094	1,635,168	1,575,241	1,515,315	1,455,388	1,335,535	1,215,681	1,095,828	975,975	856,122	736,268	614,153	490,826	366,530	240,772
Site 14	Small Green 6	Sturry	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 16	Small Green 6 LD - DRA	Sturry	50,000	400,000	4,483,154	4,315,360	4,147,565	3,979,771	3,811,976	3,476,387	3,140,798	2,801,978	2,456,661	2,111,345	1,766,029	1,414,224	1,062,103	709,982	357,862
Site 17	Small Green 3	Sturry	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123

	Affordable Housing	**20%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	V Large Green 300	Sturry	25,000	375,000	497,512	454,758	412,005	369,251	326,497	240,990	155,483	69,976	-16,987	-109,310	-201,766	-294,222	-388,522	-490,005	-591,487
Site 2	Large 200	Sturry	25,000	375,000	-17,000	-63,837	-110,675	-157,512	-204,709	-299,728	-394,748	-489,767	-586,107	-682,491	-779,156	-876,847	-975,757	-1,074,739	-1,174,255
Site 3	Large Green 100	Sturry	25,000	375,000	-18,735	-66,886	-115,037	-163,189	-211,848	-309,536	-407,224	-505,254	-604,348	-703,441	-802,630	-903,057	-1,003,485	-1,104,650	-1,206,362
Site 4	Medium Green 50	Sturry	25,000	375,000	-29,339	-79,519	-129,699	-179,881	-230,784	-332,591	-434,397	-536,900	-640,174	-743,448	-846,723	-949,997	-1,053,271	-1,157,173	-1,261,759
Site 5	Medium Green 30	Sturry	25,000	375,000	3,775	-46,867	-97,510	-148,153	-199,094	-301,840	-404,586	-507,725	-611,952	-716,179	-820,407	-924,634	-1,028,861	-1,133,089	-1,237,316
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-54,317	-94,708	-135,098	-175,778	-216,751	-298,697	-380,642	-463,145	-546,273	-629,401	-712,528	-795,656	-878,783	-961,911	-1,045,038
Site 7	Medium Green 20	Sturry	25,000	375,000	6,940	-43,742	-94,423	-145,104	-196,038	-298,860	-401,683	-504,795	-609,100	-713,405	-817,710	-922,016	-1,026,321	-1,130,800	-1,236,425
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-74,450	-114,807	-155,165	-196,080	-237,019	-318,896	-400,774	-483,392	-566,451	-649,509	-732,567	-815,625	-898,683	-981,741	-1,065,739
Site 9	Medium Green 12	Sturry	50,000	400,000	1,218,939	1,171,016	1,123,094	1,075,171	1,027,248	931,403	835,557	739,711	643,866	548,020	452,175	354,585	255,961	155,514	54,947
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	959,252	921,399	883,547	845,694	807,842	732,137	656,432	580,727	505,022	429,317	353,612	276,426	198,527	119,115	39,681
Site 11	Small Green 9	Sturry	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 13	Small Green 9 LD - DRA/	Sturry	50,000	400,000	1,511,316	1,451,390	1,391,463	1,331,536	1,271,610	1,151,757	1,031,903	912,050	792,197	671,703	548,376	425,048	299,456	173,699	47,941
Site 14	Small Green 6	Sturry	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 16	Small Green 6 LD - DRA	Sturry	50,000	400,000	3,929,092	3,761,297	3,593,502	3,425,708	3,257,913	2,922,324	2,577,172	2,231,855	1,886,539	1,537,109	1,184,988	832,867	480,747	128,626	-223,495
Site 17	Small Green 3	Sturry	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123

	Affordable Housing	**25%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	V Large Green 300	Sturry	25,000	375,000	477,253	434,499	391,746	348,992	306,238	220,731	135,224	49,717	-38,719	-131,175	-223,630	-316,086	-413,486	-514,969	-618,612
Site 2	Large 200	Sturry	25,000	375,000	-29,631	-76,458	-123,296	-170,133	-217,562	-312,582	-407,601	-503,094	-599,478	-695,862	-793,105	-891,330	-990,311	-1,089,292	-1,189,458
Site 3	Large Green 100	Sturry	25,000	375,000	-34,662	-82,813	-130,964	-179,207	-228,051	-325,739	-423,427	-522,012	-621,106	-720,200	-820,005	-920,432	-1,020,969	-1,122,681	-1,224,393
Site 4	Medium Green 50	Sturry	25,000	375,000	-45,320	-95,500	-145,680	-196,146	-247,049	-348,856	-450,662	-553,730	-657,005	-760,279	-863,553	-966,827	-1,070,102	-1,174,688	-1,279,274
Site 5	Medium Green 30	Sturry	25,000	375,000	-11,358	-62,001	-112,643	-163,286	-214,488	-317,234	-419,979	-523,655	-627,883	-732,110	-836,337	-940,565	-1,044,792	-1,149,019	-1,253,431
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-65,967	-106,358	-146,749	-187,642	-228,615	-310,561	-392,506	-475,469	-558,596	-641,724	-724,851	-807,979	-891,106	-974,234	-1,057,362
Site 7	Medium Green 20	Sturry	25,000	375,000	-9,725	-60,406	-111,088	-161,769	-213,002	-315,825	-418,648	-522,340	-626,645	-730,951	-835,256	-939,561	-1,043,866	-1,149,067	-1,254,692
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-86,584	-126,941	-167,511	-208,449	-249,388	-331,266	-413,191	-496,249	-579,307	-662,365	-745,423	-828,481	-911,539	-995,126	-1,079,235
Site 9	Medium Green 12	Sturry	50,000	400,000	1,143,632	1,095,709	1,047,787	999,864	951,941	856,096	760,250	664,404	568,559	472,713	375,719	277,095	177,064	76,497	-24,070
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	898,369	860,517	822,664	784,812	746,959	671,254	595,549	519,844	444,139	368,434	291,678	213,779	134,668	55,233	-24,201
Site 11	Small Green 9	Sturry	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 13	Small Green 9 LD - DRA/	Sturry	50,000	400,000	1,419,427	1,359,501	1,299,574	1,239,647	1,179,721	1,059,868	940,014	820,161	700,308	577,150	453,823	328,798	203,040	77,283	-48,474
Site 14	Small Green 6	Sturry	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 16	Small Green 6 LD - DRA	Sturry	50,000	400,000	3,652,060	3,484,266	3,316,471	3,148,676	2,980,882	2,637,427	2,292,110	1,946,794	1,598,551	1,246,430	894,310	542,189	190,068	-162,052	-514,173
Site 17	Small Green 3	Sturry	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123

	Affordable Housing	**30%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	V Large Green 300	Sturry	25,000	375,000	456,990	414,236	371,482	328,729	285,975	200,468	114,961	29,454	-60,588	-153,044	-245,500	-338,089	-438,456	-539,938	-646,019
Site 2	Large 200	Sturry	25,000	375,000	-42,451	-89,279	-136,106	-183,087	-230,586	-325,585	-420,583	-516,574	-612,937	-709,431	-807,100	-905,908	-1,004,870	-1,104,440	-1,204,665
Site 3	Large Green 100	Sturry	25,000	375,000	-50,592	-98,743	-146,894	-195,414	-244,258	-341,945	-439,679	-538,773	-637,867	-736,961	-837,383	-937,810	-1,039,004	-1,140,716	-1,242,428
Site 4	Medium Green 50	Sturry	25,000	375,000	-61,304	-111,485	-161,665	-212,414	-263,317	-365,124	-467,290	-570,564	-673,839	-777,113	-880,387	-983,662	-1,087,620	-1,192,206	-1,296,792
Site 5	Medium Green 30	Sturry	25,000	375,000	-26,494	-77,137	-127,780	-178,513	-229,886	-332,631	-435,377	-539,590	-643,817	-748,044	-852,272	-956,499	-1,060,726	-1,164,954	-1,270,008
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-77,620	-118,011	-158,536	-199,509	-240,482	-322,428	-404,667	-487,795	-570,922	-654,050	-737,178	-820,305	-903,433	-986,560	-1,069,932
Site 7	Medium Green 20	Sturry	25,000	375,000	-26,393	-77,074	-127,755	-178,559	-229,971	-332,793	-435,616	-539,889	-644,194	-748,499	-852,805	-957,110	-1,061,712	-1,167,337	-1,272,962
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-98,720	-139,077	-179,883	-220,822	-261,760	-343,638	-426,050	-509,108	-592,166	-675,224	-758,282	-841,340	-924,516	-1,008,625	-1,092,734
Site 9	Medium Green 12	Sturry	50,000	400,000	1,068,333	1,020,410	972,487	924,565	876,642	780,796	684,951	589,105	493,260	396,861	298,237	198,623	98,056	-2,511	-103,078
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	837,493	799,641	761,788	723,936	686,083	610,378	534,673	458,968	383,263	306,937	229,038	150,227	70,793	-8,642	-88,076
Site 11	Small Green 9	Sturry	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Sturry	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 13	Small Green 9 LD - DRA/	Sturry	50,000	400,000	1,327,548	1,267,622	1,207,695	1,147,768	1,087,842	967,988	848,135	728,282	605,935	482,608	358,150	232,393	106,635	-19,122	-144,880
Site 14	Small Green 6	Sturry	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Sturry	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 16	Small Green 6 LD - DRA	Sturry	50,000	400,000	3,375,057	3,207,262	3,039,467	2,870,369	2,697,710	2,352,394	2,007,078	1,660,022	1,307,902	955,781	603,660	251,540	-100,581	-452,702	-804,822
Site 17	Small Green 3	Sturry	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123

Herne Bay

	Affordable Housing	**0%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	V Large Green 300	Herne Bay	25,000	375,000	1,147,567	1,105,692	1,063,817	1,021,943	980,068	896,318	812,568	727,636	642,128	556,621	471,114	385,607	300,100	214,592	129,085
Site 2	Large 200	Herne Bay	25,000	375,000	619,791	575,152	530,513	485,875	441,236	351,959	262,682	173,405	84,127	-6,466	-100,142	-193,817	-288,445	-383,465	-478,484
Site 3	Large Green 100	Herne Bay	25,000	375,000	636,052	590,162	544,271	498,380	452,490	360,708	268,927	177,146	85,365	-8,805	-105,107	-201,410	-298,880	-396,568	-494,256
Site 4	Medium Green 50	Herne Bay	25,000	375,000	655,851	608,027	560,202	512,378	464,553	368,904	273,256	177,607	81,422	-18,522	-118,883	-219,243	-321,011	-422,818	-524,625
Site 5	Medium Green 30	Herne Bay	25,000	375,000	679,955	631,690	583,424	535,159	486,894	390,363	293,832	197,302	98,792	-2,494	-103,780	-205,066	-307,631	-410,377	-513,122
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	539,954	501,460	462,965	424,471	385,976	308,987	231,998	155,009	76,326	-4,456	-85,237	-166,019	-247,581	-329,527	-411,473
Site 7	Medium Green 20	Herne Bay	25,000	375,000	694,097	645,796	597,494	549,192	500,890	404,287	307,683	209,847	109,621	8,259	-93,104	-194,466	-296,911	-399,734	-502,556
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	532,360	493,897	455,434	416,972	378,509	301,584	224,659	146,162	65,940	-14,775	-95,490	-176,204	-257,784	-339,661	-421,539
Site 9	Medium Green 12	Herne Bay	50,000	400,000	1,480,480	1,432,557	1,384,634	1,336,711	1,288,788	1,192,943	1,097,097	1,001,252	905,406	809,561	713,715	617,870	522,024	426,179	327,835
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	1,171,434	1,133,581	1,095,729	1,057,876	1,020,024	944,319	868,614	792,909	717,204	641,499	565,794	490,089	414,384	338,679	261,060
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	620,976	548,696	476,415	404,134	331,853	187,292	41,607	-110,076	-261,758	-414,774	-568,640	-724,541	-880,623	-1,036,704	-1,192,786
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	651,762	577,501	503,240	428,980	354,719	206,198	54,063	-101,775	-257,612	-414,691	-572,774	-732,893	-893,255	-1,053,617	-1,213,979
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	647,633	573,352	499,071	424,790	349,365	195,757	39,877	-116,003	-271,884	-429,282	-587,506	-747,912	-908,318	-1,068,724	-1,229,130
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	626,122	549,167	472,211	393,822	315,350	158,406	1,461	-155,483	-312,427	-471,236	-630,693	-792,195	-953,697	-1,115,199	-1,276,701
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	725,966	625,360	524,754	424,148	323,542	122,330	-78,882	-280,094	-482,161	-686,273	-892,260	-1,099,316	-1,306,371	-1,513,426	-1,720,481
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	1,756,856	1,589,248	1,421,639	1,254,031	1,086,422	751,205	415,989	77,468	-274,262	-626,845	-988,787	-1,350,728	-1,712,670	-2,074,612	-2,436,554
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	1,732,157	1,563,868	1,395,580	1,227,291	1,059,003	722,425	385,848	37,133	-316,025	-670,954	-1,034,366	-1,397,778	-1,761,191	-2,124,603	-2,489,222
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	1,728,791	1,558,881	1,388,971	1,219,062	1,049,152	704,385	351,302	-5,258	-361,817	-721,759	-1,088,676	-1,455,593	-1,822,510	-2,189,428	-2,556,345
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	1,336,504	1,161,669	985,472	807,192	628,912	272,353	-84,207	-440,766	-799,944	-1,162,722	-1,529,639	-1,896,556	-2,263,474	-2,630,391	-2,997,308
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-538,087	-589,373	-640,902	-692,431	-743,960	-847,018	-950,076	-1,053,134	-1,156,192	-1,259,250	-1,363,007	-1,467,336	-1,571,665	-1,675,994	-1,780,323
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-1,759,770	-1,943,229	-2,126,687	-2,310,146	-2,493,605	-2,863,368	-3,234,506	-3,605,644	-3,976,781	-4,347,919	-4,719,057	-5,090,195	-5,461,332	-5,832,470	-6,203,608

	Affordable Housing	**10%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	V Large Green 300	Herne Bay	25,000	375,000	1,062,959	1,021,084	979,209	937,334	895,459	811,710	727,960	642,560	557,053	471,546	386,039	300,532	215,024	129,517	44,010
Site 2	Large 200	Herne Bay	25,000	375,000	546,918	502,280	457,641	413,002	368,364	279,087	189,809	100,532	10,746	-82,929	-176,604	-271,115	-366,134	-461,154	-556,173
Site 3	Large Green 100	Herne Bay	25,000	375,000	563,850	517,959	472,069	426,178	380,288	288,506	196,725	104,944	11,739	-84,564	-180,866	-278,175	-375,862	-473,550	-571,537
Site 4	Medium Green 50	Herne Bay	25,000	375,000	580,844	533,019	485,195	437,371	389,546	293,897	198,249	102,600	3,136	-97,224	-197,585	-299,184	-400,991	-502,797	-605,267
Site 5	Medium Green 30	Herne Bay	25,000	375,000	606,917	558,652	510,387	462,121	413,856	317,325	220,795	123,002	22,157	-79,129	-180,415	-282,759	-385,504	-488,250	-591,616
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	477,633	439,139	400,644	362,150	323,655	246,666	169,677	91,496	10,935	-69,847	-150,628	-232,103	-314,048	-395,994	-477,940
Site 7	Medium Green 20	Herne Bay	25,000	375,000	620,628	572,326	524,024	475,722	427,420	330,817	233,651	133,894	32,532	-68,830	-170,193	-272,424	-375,247	-478,070	-581,255
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	469,726	431,264	392,801	354,338	315,876	238,950	160,868	80,936	221	-80,494	-161,208	-242,711	-324,589	-406,466	-488,344
Site 9	Medium Green 12	Herne Bay	50,000	400,000	1,369,553	1,321,631	1,273,708	1,225,785	1,177,862	1,082,017	986,171	890,326	794,480	698,635	602,789	506,943	410,941	312,318	212,980
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	1,081,017	1,043,164	1,005,312	967,459	929,607	853,902	778,197	702,492	626,787	551,082	475,377	399,672	323,821	245,922	167,444
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	501,115	428,834	356,553	284,272	211,991	67,124	-84,159	-235,842	-388,683	-542,566	-698,648	-854,729	-1,010,811	-1,166,893	-1,324,233
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	529,573	455,312	381,052	306,791	232,530	81,692	-74,145	-229,983	-386,859	-544,942	-705,235	-865,597	-1,025,959	-1,186,321	-1,346,682
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	522,605	448,324	373,581	297,146	220,451	64,570	-91,310	-247,190	-404,391	-562,789	-723,195	-883,601	-1,044,007	-1,204,413	-1,364,819
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	503,143	425,364	346,891	268,419	189,947	33,003	-123,941	-280,885	-439,464	-599,082	-760,584	-922,086	-1,083,588	-1,245,090	-1,406,591
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	725,966	625,360	524,754	424,148	323,542	122,330	-78,882	-280,094	-482,161	-686,273	-892,260	-1,099,316	-1,306,371	-1,513,426	-1,720,481
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	1,468,546	1,300,938	1,133,330	965,721	798,113	462,896	126,278	-225,044	-576,774	-938,620	-1,300,562	-1,662,503	-2,024,445	-2,386,387	-2,749,896
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	1,450,449	1,282,160	1,113,872	945,583	777,294	440,717	94,705	-258,453	-612,284	-975,696	-1,339,108	-1,702,521	-2,065,933	-2,430,840	-2,798,940
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	1,433,437	1,263,527	1,093,618	923,708	750,140	397,958	41,398	-315,161	-674,176	-1,041,093	-1,408,010	-1,774,927	-2,141,845	-2,508,762	-2,875,679
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	1,087,139	909,472	731,193	552,913	374,633	18,074	-338,486	-696,480	-1,058,737	-1,425,654	-1,792,571	-2,159,488	-2,526,405	-2,893,322	-3,260,240
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-598,223	-649,752	-701,281	-752,810	-804,339	-907,397	-1,010,454	-1,113,512	-1,216,570	-1,320,810	-1,425,139	-1,529,468	-1,633,798	-1,738,127	-1,842,456
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-1,999,763	-2,183,222	-2,366,681	-2,550,381	-2,735,949	-3,107,087	-3,478,225	-3,849,363	-4,220,501	-4,591,638	-4,962,776	-5,333,914	-5,705,052	-6,076,189	-6,447,327

	Affordable Housing	**20%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	V Large Green 300	Herne Bay	25,000	375,000	966,333	924,458	882,583	899,695	798,833	715,084	630,726	545,218	459,711	374,204	288,697	203,190	117,683	32,175	-58,965
Site 2	Large 200	Herne Bay	25,000	375,000	465,130	420,492	375,853	393,928	286,576	197,299	108,021	18,543	-75,071	-168,746	-263,286	-358,306	-453,325	-548,814	-645,198
Site 3	Large Green 100	Herne Bay	25,000	375,000	475,614	429,724	383,833	402,464	292,052	200,271	108,489	15,459	-80,843	-177,146	-274,533	-372,221	-469,909	-568,523	-667,617
Site 4	Medium Green 50	Herne Bay	25,000	375,000	488,384	440,560	392,735	412,103	297,086	201,438	105,789	6,482	-93,878	-194,239	-295,935	-397,742	-499,548	-602,672	-705,946
Site 5	Medium Green 30	Herne Bay	25,000	375,000	517,576	469,311	421,045	439,838	324,515	227,984	130,400	29,700	-71,586	-172,872	-275,229	-377,975	-480,720	-584,645	-688,872
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	401,731	363,237	324,742	344,895	247,753	170,764	92,614	12,076	-68,706	-149,488	-231,071	-313,017	-394,962	-477,396	-560,523
Site 7	Medium Green 20	Herne Bay	25,000	375,000	527,890	479,588	431,286	449,538	334,683	237,629	137,951	36,588	-64,774	-166,136	-268,467	-371,290	-474,113	-577,951	-682,256
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	392,056	353,593	315,131	335,338	238,205	160,101	80,154	-561	-81,276	-161,990	-243,660	-325,538	-407,416	-489,847	-572,905
Site 9	Medium Green 12	Herne Bay	50,000	400,000	1,218,939	1,171,016	1,123,094	1,142,341	1,027,248	931,403	835,557	739,711	643,866	548,020	452,175	354,585	255,961	155,514	54,947
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	959,252	921,399	883,547	900,274	807,842	732,137	656,432	580,727	505,022	429,317	353,612	276,426	198,527	119,115	39,681
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,443,457	2,359,560	2,275,663	2,314,308	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,745,327	1,685,400	1,625,473	1,653,077	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,462,628	2,378,730	2,294,833	2,333,479	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,834,154	1,774,227	1,714,301	1,758,441	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,453,976	2,367,647	2,281,318	2,355,174	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	376,985	304,705	232,424	267,674	87,862	-62,720	-214,403	-367,117	-521,247	-677,328	-833,410	-989,492	-1,145,573	-1,303,538	-1,461,685
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	406,259	331,998	257,737	295,510	107,860	-47,696	-203,534	-360,190	-518,358	-678,720	-839,082	-999,444	-1,159,806	-1,320,168	-1,480,529
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	402,964	326,906	250,472	290,090	94,916	-60,964	-216,845	-373,720	-532,158	-692,564	-852,970	-1,013,376	-1,173,782	-1,334,188	-1,494,594
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	376,549	298,077	219,605	264,549	62,661	-94,283	-251,228	-409,514	-569,228	-730,730	-892,232	-1,053,734	-1,215,236	-1,376,738	-1,538,240
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	725,966	625,360	524,754	584,046	323,542	122,330	-78,882	-280,094	-482,161	-686,273	-892,260	-1,099,316	-1,306,371	-1,513,426	-1,720,481
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	1,091,903	924,295	756,686	782,119	421,469	83,219	-268,511	-622,141	-984,082	-1,346,024	-1,707,966	-2,069,908	-2,431,849	-2,797,421	-3,163,942
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	1,071,758	903,470	735,181	760,223	398,604	50,517	-302,640	-658,459	-1,021,872	-1,385,284	-1,748,696	-2,112,108	-2,478,895	-2,846,995	-3,215,096
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	1,053,615	883,705	708,978	735,008	355,984	-575	-357,134	-718,079	-1,084,996	-1,451,914	-1,818,831	-2,185,748	-2,552,665	-2,919,582	-3,286,499
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	709,224	530,944	352,665	384,106	-3,895	-360,454	-719,063	-1,082,623	-1,449,540	-1,816,458	-2,183,375	-2,550,292	-2,917,209	-3,284,126	-3,651,043
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-597,588	-649,117	-700,646	-676,964	-803,704	-906,762	-1,009,820	-1,112,878	-1,216,685	-1,321,014	-1,425,343	-1,529,672	-1,634,001	-1,738,330	-1,842,660
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-2,081,575	-2,265,034	-2,448,493	-2,458,331	-2,819,115	-3,190,253	-3,561,390	-3,932,528	-4,303,666	-4,674,804	-5,045,941	-5,417,079	-5,788,217	-6,159,355	-6,530,492

	Affordable Housing	**25%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	V Large Green 300	Herne Bay	25,000	375,000	918,020	876,145	834,270	792,395	750,520	666,771	582,055	496,548	411,040	325,533	240,026	213,951	69,012	-19,034	-111,490
Site 2	Large 200	Herne Bay	25,000	375,000	424,215	379,586	334,957	290,320	245,682	156,405	67,127	-24,304	-117,979	-211,862	-306,881	-336,077	-497,004	-593,388	-689,772
Site 3	Large Green 100	Herne Bay	25,000	375,000	431,497	385,606	339,715	293,825	247,934	156,153	64,372	-30,832	-127,135	-223,868	-321,556	-351,381	-517,470	-616,564	-715,658
Site 4	Medium Green 50	Herne Bay	25,000	375,000	442,154	394,330	346,505	298,681	250,857	155,208	58,336	-42,025	-142,385	-243,408	-345,214	-376,544	-549,737	-653,012	-756,286
Site 5	Medium Green 30	Herne Bay	25,000	375,000	472,905	424,640	376,374	328,109	279,844	183,313	84,114	-17,172	-118,457	-220,092	-322,837	-354,941	-529,045	-633,273	-737,500
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	363,780	325,286	286,791	248,297	209,802	132,784	53,037	-27,745	-108,526	-189,582	-271,528	-291,979	-435,613	-518,741	-601,868
Site 7	Medium Green 20	Herne Bay	25,000	375,000	481,521	433,219	384,917	336,615	288,314	189,916	89,298	-12,065	-113,427	-215,077	-317,900	-351,129	-524,146	-628,451	-732,757
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	353,221	314,758	276,295	237,833	199,296	120,120	39,406	-41,309	-122,024	-203,196	-285,074	-305,872	-449,125	-532,183	-615,241
Site 9	Medium Green 12	Herne Bay	50,000	400,000	1,143,632	1,095,709	1,047,787	999,864	951,941	856,096	760,250	664,404	568,559	472,713	375,719	344,972	177,064	76,497	-24,070
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	898,369	860,517	822,664	784,812	746,959	671,254	595,549	519,844	444,139	368,434	291,678	268,863	134,668	55,233	-24,201
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	1,055,849	759,520	586,861	410,871
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	754,178	542,514	419,187	293,479
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	1,063,909	762,991	586,931	410,871
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	854,263	623,829	498,072	372,314
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	1,046,646	707,244	531,183	355,123
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	314,921	242,640	170,359	98,078	23,841	-127,842	-279,525	-433,268	-588,628	-744,709	-900,791	-942,143	-1,214,118	-1,372,264	-1,530,410
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	344,601	270,341	196,080	120,829	43,447	-112,391	-268,228	-425,897	-585,281	-745,643	-906,005	-946,515	-1,226,729	-1,387,091	-1,547,992
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	341,786	265,352	188,029	110,089	32,149	-123,731	-279,612	-437,447	-597,046	-757,452	-917,858	-956,849	-1,238,670	-1,399,076	-1,559,645
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	312,906	234,434	155,962	77,490	-983	-157,927	-314,935	-474,142	-635,052	-796,554	-958,056	-993,268	-1,281,060	-1,442,562	-1,604,064
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	725,966	625,360	524,754	424,148	323,542	122,330	-78,882	-280,094	-482,161	-686,273	-892,260	-934,774	-1,306,371	-1,513,426	-1,720,481
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	903,581	735,973	568,364	400,756	233,148	-114,380	-466,110	-825,843	-1,187,784	-1,549,726	-1,911,668	-2,067,114	-2,637,923	-3,004,444	-3,370,966
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	882,413	714,125	545,836	377,547	205,002	-148,156	-501,313	-863,253	-1,226,665	-1,590,078	-1,953,490	-2,109,883	-2,686,972	-3,055,073	-3,423,173
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	863,231	688,397	513,278	334,998	156,718	-199,841	-556,572	-923,490	-1,290,407	-1,657,324	-2,024,241	-2,182,199	-2,758,075	-3,124,993	-3,491,910
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	519,960	341,681	163,401	-14,879	-193,159	-549,718	-911,205	-1,278,025	-1,644,942	-2,011,859	-2,378,777	-2,530,632	-3,112,611	-3,479,528	-3,846,445
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-597,270	-648,799	-700,328	-751,857	-803,386	-906,444	-1,009,502	-1,112,560	-1,216,787	-1,321,116	-1,425,445	-1,454,525	-1,634,103	-1,738,432	-1,842,761
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-2,122,481	-2,305,940	-2,489,560	-2,675,129	-2,860,698	-3,231,835	-3,602,973	-3,974,111	-4,345,249	-4,716,386	-5,087,524	-5,283,356	-5,829,800	-6,200,937	-6,572,075

	Affordable Housing	30%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	V Large Green 300	Herne Bay	25,000	375,000	869,709	827,834	785,959	744,084	702,210	618,460	533,386	447,879	362,372	276,865	191,357	105,850	20,343	-71,556	-164,012
Site 2	Large 200	Herne Bay	25,000	375,000	383,144	338,515	293,886	249,258	204,629	115,371	26,114	-67,317	-160,971	-255,521	-350,520	-445,518	-541,579	-637,960	-734,344
Site 3	Large Green 100	Herne Bay	25,000	375,000	387,382	341,491	295,601	249,710	203,819	112,038	19,183	-77,120	-173,422	-270,888	-368,576	-466,413	-565,507	-664,601	-763,695
Site 4	Medium Green 50	Herne Bay	25,000	375,000	395,928	348,103	300,279	252,455	204,630	108,981	9,832	-90,528	-190,889	-292,683	-394,489	-496,799	-600,073	-703,348	-806,622
Site 5	Medium Green 30	Herne Bay	25,000	375,000	428,238	379,972	331,707	283,442	235,176	137,801	37,246	-64,039	-165,325	-267,696	-370,442	-473,443	-577,670	-681,897	-786,125
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	325,832	287,338	248,843	210,349	171,854	93,736	13,219	-67,562	-148,344	-230,036	-311,982	-393,928	-476,955	-560,083	-643,210
Site 7	Medium Green 20	Herne Bay	25,000	375,000	435,156	386,854	338,552	290,250	241,611	142,011	40,649	-60,714	-162,076	-264,506	-367,329	-470,337	-574,643	-678,948	-783,253
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	314,388	275,926	237,463	198,915	159,338	79,375	-1,339	-82,054	-162,769	-244,606	-326,484	-408,400	-491,458	-574,516	-657,574
Site 9	Medium Green 12	Herne Bay	50,000	400,000	1,068,333	1,020,410	972,487	924,565	876,642	780,796	684,951	589,105	493,260	396,861	298,237	198,623	98,056	-2,511	-103,078
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	837,493	799,641	761,788	723,936	686,083	610,378	534,673	458,968	383,263	306,937	229,038	150,227	70,793	-8,642	-88,076
Site 11	Small Green 9	Herne Bay	50,000	400,000	2,443,457	2,359,560	2,275,663	2,191,765	2,107,868	1,940,073	1,772,279	1,604,484	1,436,690	1,268,895	1,101,100	932,178	759,520	586,861	410,871
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	1,745,327	1,685,400	1,625,473	1,565,547	1,505,620	1,385,767	1,265,913	1,146,060	1,026,207	906,354	786,500	665,841	542,514	419,187	293,479
Site 14	Small Green 6	Herne Bay	50,000	400,000	2,462,628	2,378,730	2,294,833	2,210,936	2,127,039	1,959,244	1,791,449	1,623,655	1,455,789	1,283,130	1,110,472	937,814	762,991	586,931	410,871
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	1,834,154	1,774,227	1,714,301	1,654,374	1,594,447	1,474,594	1,354,741	1,234,887	1,115,034	993,833	870,506	747,179	623,829	498,072	372,314
Site 17	Small Green 3	Herne Bay	50,000	400,000	2,453,976	2,367,647	2,281,318	2,194,988	2,108,659	1,936,001	1,763,343	1,587,546	1,411,485	1,235,425	1,059,365	883,304	707,244	531,183	355,123
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	252,857	180,576	108,295	34,561	-41,280	-192,963	-345,551	-499,926	-656,008	-812,090	-968,171	-1,124,696	-1,282,843	-1,440,989	-1,599,135
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	282,945	208,684	133,798	56,671	-21,248	-177,085	-333,521	-491,843	-652,205	-812,567	-972,929	-1,133,290	-1,293,652	-1,454,014	-1,616,261
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	280,230	203,201	125,261	47,321	-30,619	-186,500	-343,049	-501,529	-661,935	-822,341	-982,747	-1,143,153	-1,303,559	-1,463,965	-1,625,754
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	249,263	170,791	92,319	13,847	-64,625	-221,570	-379,563	-539,374	-700,876	-862,378	-1,023,880	-1,185,382	-1,346,884	-1,508,385	-1,669,887
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	725,966	625,360	524,754	424,148	323,542	122,330	-78,882	-280,094	-482,161	-686,273	-892,260	-1,099,316	-1,306,371	-1,513,426	-1,720,481
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	715,277	547,669	380,060	212,452	39,770	-311,960	-667,584	-1,029,526	-1,391,467	-1,753,409	-2,115,351	-2,478,406	-2,844,927	-3,211,448	-3,577,969
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	693,087	524,799	356,510	182,928	6,349	-346,808	-704,614	-1,068,026	-1,431,438	-1,794,851	-2,158,828	-2,526,928	-2,895,029	-3,263,129	-3,631,229
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	667,833	492,309	314,029	135,749	-42,531	-399,090	-761,964	-1,128,882	-1,495,799	-1,862,716	-2,229,633	-2,596,550	-2,963,467	-3,330,385	-3,697,302
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	330,721	152,441	-25,838	-204,118	-382,398	-741,621	-1,106,484	-1,473,401	-1,840,319	-2,207,236	-2,574,153	-2,941,070	-3,307,987	-3,674,904	-4,041,822
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-596,965	-648,494	-700,023	-751,552	-803,081	-906,139	-1,009,197	-1,112,572	-1,216,901	-1,321,230	-1,425,559	-1,529,888	-1,634,217	-1,738,547	-1,842,876
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-2,163,419	-2,346,878	-2,531,175	-2,716,743	-2,902,312	-3,273,450	-3,644,588	-4,015,726	-4,386,863	-4,758,001	-5,129,139	-5,500,277	-5,871,414	-6,242,552	-6,613,690

Strategic Sites

	Affordable Housing	0%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	Merton Park	South Canterbury	25,000	375,000	1,173,911	1,140,058	1,106,205	1,072,353	1,038,500	970,795	903,090	835,385	767,680	699,975	632,270	563,922	494,837	425,752	356,667
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	1,363,800	1,325,703	1,287,607	1,249,510	1,211,413	1,135,220	1,059,027	982,834	906,641	830,448	753,738	675,976	598,215	520,453	442,691
Site 3	Milton Manor House	South Canterbury	25,000	375,000	1,593,289	1,544,000	1,494,711	1,445,421	1,396,132	1,297,554	1,198,975	1,100,397	1,001,818	903,240	804,661	706,083	607,504	508,926	410,347
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	1,242,583	1,207,132	1,171,682	1,136,231	1,100,781	1,029,880	958,979	887,737	815,554	743,370	671,187	599,003	526,819	454,636	382,452
Site 5	N of Railway, S of Bekes	East Canterbury	25,000	375,000	1,422,629	1,383,306	1,343,983	1,304,661	1,265,338	1,186,693	1,108,047	1,029,402	950,757	872,111	793,466	714,820	636,175	556,852	476,389
Site 6	At Bekesbourne Ln at Ho	East Canterbury	25,000	375,000	2,072,886	2,009,163	1,945,439	1,881,716	1,817,993	1,690,546	1,563,099	1,435,653	1,308,206	1,180,759	1,053,313	925,866	798,419	670,973	543,526
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	1,313,320	1,276,572	1,239,824	1,203,075	1,166,327	1,092,831	1,019,290	944,468	869,646	794,825	720,003	645,181	570,359	495,537	420,715
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	1,312,861	1,276,112	1,239,362	1,202,613	1,165,863	1,092,364	1,018,750	943,927	869,104	794,281	719,459	644,636	569,813	494,990	420,168
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	1,643,709	1,599,302	1,554,896	1,510,490	1,466,083	1,377,271	1,288,458	1,199,645	1,110,833	1,022,020	931,963	841,282	750,601	659,920	569,239
Site 10	At Golden Hill	South Whitstable	25,000	375,000	1,548,760	1,500,636	1,452,513	1,404,389	1,356,265	1,260,017	1,163,770	1,067,522	971,274	875,027	778,779	682,531	586,284	490,036	393,788
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	375,000	1,169,371	1,136,202	1,103,032	1,069,863	1,036,694	969,658	902,230	834,803	767,375	699,948	632,520	565,092	497,665	429,100	360,224
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	375,000	1,372,069	1,334,008	1,295,947	1,257,886	1,219,824	1,143,702	1,067,580	991,457	915,335	839,212	763,090	685,558	607,853	530,149	452,444
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	375,000	1,646,336	1,601,902	1,557,468	1,513,034	1,468,599	1,379,731	1,290,863	1,201,994	1,113,126	1,024,162	933,446	842,730	752,015	661,299	570,583
Site 14	Aylesham South	Aylesham - Adishar	25,000	375,000	1,944,854	1,891,574	1,838,295	1,785,015	1,731,736	1,625,177	1,518,617	1,412,058	1,305,499	1,198,379	1,089,715	981,051	872,387	763,723	655,060
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	1,492,932	1,452,090	1,411,247	1,370,405	1,329,562	1,247,877	1,166,192	1,084,507	1,002,822	921,137	839,452	757,766	676,081	594,396	512,711

	Affordable Housing	10%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	Merton Park	South Canterbury	25,000	375,000	1,095,323	1,061,471	1,027,618	993,766	959,913	892,208	824,503	756,798	689,093	621,388	553,683	484,731	415,646	346,561	277,476
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	1,271,052	1,232,955	1,194,859	1,156,762	1,118,666	1,042,473	966,280	890,086	813,893	737,700	660,370	582,609	504,847	427,085	349,324
Site 3	Milton Manor House	South Canterbury	25,000	375,000	1,490,476	1,441,186	1,391,897	1,342,608	1,293,319	1,194,740	1,096,162	997,583	899,005	800,426	701,848	603,269	504,691	406,112	307,534
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	1,159,298	1,123,847	1,088,397	1,052,946	1,017,496	946,595	875,694	804,249	732,066	659,882	587,699	515,515	443,332	371,148	298,338
Site 5	N of Railway, S of Bekes	East Canterbury	25,000	375,000	1,330,372	1,291,050	1,251,727	1,212,404	1,173,082	1,094,436	1,015,791	937,146	858,500	779,855	701,210	622,564	543,919	463,584	383,122
Site 6	At Bekesbourne Ln at Ho	East Canterbury	25,000	375,000	1,953,928	1,890,204	1,826,481	1,762,758	1,699,034	1,571,588	1,444,141	1,316,694	1,189,248	1,061,801	934,354	806,908	679,461	552,014	424,568
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	1,226,621	1,189,873	1,153,125	1,116,377	1,079,629	1,006,133	932,480	857,658	782,837	708,015	633,193	558,371	483,549	408,727	333,905
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	1,224,878	1,188,128	1,151,379	1,114,629	1,077,880	1,004,381	930,637	855,814	780,991	706,168	631,346	556,523	481,700	406,877	332,055
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	1,542,282	1,497,875	1,453,469	1,409,063	1,364,656	1,275,844	1,187,031	1,098,218	1,009,406	920,593	830,043	739,362	648,681	558,000	467,319
Site 10	At Golden Hill	South Whitstable	25,000	375,000	1,442,479	1,394,355	1,346,231	1,298,107	1,249,983	1,153,736	1,057,488	961,240	864,993	768,745	672,497	576,250	480,002	383,754	287,507
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	375,000	1,090,727	1,057,558	1,024,389	991,220	958,050	891,032	823,604	756,177	688,749	621,321	553,894	486,466	418,535	349,658	280,781
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	375,000	1,280,789	1,242,728	1,204,666	1,166,605	1,128,544	1,052,421	976,299	900,177	824,054	747,932	671,348	593,644	515,939	438,235	360,530
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	375,000	1,542,768	1,498,333	1,453,899	1,409,465	1,365,031	1,276,163	1,187,294	1,098,426	1,009,558	920,126	829,411	738,695	647,979	557,263	466,547
Site 14	Aylesham South	Aylesham - Adishar	25,000	375,000	1,814,564	1,761,285	1,708,005	1,654,726	1,601,446	1,494,887	1,388,328	1,281,769	1,175,209	1,067,447	958,783	850,120	741,456	632,792	524,128
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	1,395,369	1,354,740	1,313,898	1,273,055	1,232,213	1,150,528	1,068,842	987,157	905,472	823,787	742,102	660,417	578,732	497,047	415,362

	Affordable Housing	20%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	Merton Park	South Canterbury	25,000	375,000	990,942	957,089	923,237	889,384	855,532	787,827	720,122	652,417	584,712	517,007	448,300	379,215	310,130	241,045	171,960
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	1,151,467	1,113,370	1,075,273	1,037,177	999,080	922,887	846,694	770,501	694,308	617,377	539,615	461,854	384,092	306,330	228,569
Site 3	Milton Manor House	South Canterbury	25,000	375,000	1,343,058	1,293,769	1,244,479	1,195,190	1,145,901	1,047,322	948,744	850,165	751,587	653,008	554,430	455,851	357,273	258,694	160,116
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	1,048,827	1,013,377	977,927	942,476	907,026	836,125	765,224	693,093	620,909	548,726	476,542	404,359	332,175	259,171	185,264
Site 5	N of Railway, S of Bekes	East Canterbury	25,000	375,000	1,205,425	1,166,102	1,126,780	1,087,457	1,048,134	969,489	890,844	812,198	733,553	654,908	576,262	497,617	417,325	336,863	256,401
Site 6	At Bekesbourne Ln at Ho	East Canterbury	25,000	375,000	1,760,441	1,696,718	1,632,995	1,569,271	1,505,548	1,378,101	1,250,655	1,123,208	995,761	868,315	740,868	613,421	485,975	358,528	231,081
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	1,111,072	1,074,323	1,037,575	1,000,827	964,079	890,583	816,312	741,490	666,668	591,846	517,024	442,202	367,381	292,559	216,432
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	1,109,837	1,073,087	1,036,338	999,588	962,839	889,340	814,991	740,168	665,346	590,523	515,700	440,877	366,055	291,232	215,035
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	1,396,897	1,352,491	1,308,085	1,263,678	1,219,272	1,130,459	1,041,647	952,834	864,021	773,943	683,262	592,581	501,900	411,219	320,538
Site 10	At Golden Hill	South Whitstable	25,000	375,000	1,299,180	1,251,056	1,202,933	1,154,809	1,106,685	1,010,437	914,190	817,942	721,694	625,447	529,199	432,951	336,704	240,456	144,208
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	375,000	987,761	954,592	921,422	888,253	855,084	787,694	720,266	652,839	585,411	517,983	450,556	382,718	313,841	244,965	176,088
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	375,000	1,160,944	1,122,882	1,084,821	1,046,760	1,008,699	932,576	856,454	780,331	704,209	627,982	550,278	472,573	394,869	317,164	239,460
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	375,000	1,397,670	1,353,236	1,308,802	1,264,368	1,219,934	1,131,065	1,042,197	953,329	864,433	773,717	683,002	592,286	501,570	410,854	320,139
Site 14	Aylesham South	Aylesham - Adishar	25,000	375,000	1,644,360	1,591,080	1,537,801	1,484,521	1,431,241	1,324,682	1,218,123	1,111,564	1,004,486	895,822	787,158	678,494	569,830	461,167	352,503
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	1,264,973	1,224,131	1,183,288	1,142,446	1,101,603	1,019,918	938,233	856,548	774,863	693,177	611,492	529,807	448,122	366,437	283,655

	Affordable Housing	25%																	
			EUV	BLV	Residual Value														
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	£20,000	£25,000	£30,000	£35,000	£40,000	£45,000	£50,000	£55,000	£60,000
Site 1	Merton Park	South Canterbury	25,000	375,000	938,751	904,898	871,046	837,193	803,341	735,636	667,931	600,226	532,521	464,627	395,542	326,457	257,372	188,287	118,535
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	1,091,674	1,053,577	1,015,481	977,384	939,288	863,095	786,902	710,709	634,516	557,000	479,238	401,476	323,715	245,953	168,191
Site 3	Milton Manor House	South Canterbury	25,000	375,000	1,269,349	1,220,060	1,170,770	1,121,481	1,072,192	973,613	875,035	776,456	677,878	579,299	480,721	382,142	283,564	184,985	86,407
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	993,592	958,142	922,692	887,241	851,791	780,890	709,698	637,515	565,331	493,148	420,964	348,781	276,541	202,634	128,728
Site 5	N of Railway, S of Bekes	East Canterbury	25,000	375,000	1,142,951	1,103,629	1,064,306	1,024,983	985,661	907,015	828,370	749,725	671,079	592,434	513,789	434,427	353,964	273,502	193,040
Site 6	At Bekesbourne Ln at Ho	East Canterbury	25,000	375,000	1,663,698	1,599,975	1,536,252	1,472,528	1,408,805	1,281,358	1,153,912	1,026,465	899,018	771,572	644,125	516,678	389,232	261,785	134,338
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	1,053,297	1,016,549	979,801	943,052	906,304	832,808	758,228	683,406	608,584	533,762	458,940	384,118	309,296	233,948	157,251
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	1,052,316	1,015,567	978,817	942,068	905,318	831,819	757,168	682,346	607,523	532,700	457,877	383,055	308,232	232,821	156,125
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	1,324,205	1,279,799	1,235,393	1,190,986	1,146,580	1,057,767	968,955	880,142	791,233	700,552	609,871	519,191	428,510	337,829	247,148
Site 10	At Golden Hill	South Whitstable	25,000	375,000	1,227,531	1,179,407	1,131,283	1,083,160	1,035,036	938,788	842,540	746,293	650,045	553,797	457,550	361,302	265,054	168,807	72,559
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	375,000	936,277	903,108	869,939	836,770	803,453	736,025	668,598	601,170	533,742	466,315	398,887	330,372	261,495	192,618	123,741
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	375,000	1,101,021	1,062,960	1,024,898	986,837	948,776	872,654	796,531	720,409	644,286	567,447	489,743	412,038	334,334	256,629	178,925
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	375,000	1,325,122	1,280,688	1,236,253	1,191,819	1,147,385	1,058,517	969,648	880,780	791,229	700,513	609,797	519,081	428,366	337,650	246,934
Site 14	Aylesham South	Aylesham - Adishar	25,000	375,000	1,559,258	1,505,978	1,452,698	1,399,419	1,346,139	1,239,580	1,133,021	1,026,462	918,673	810,009	701,345	592,682	484,018	375,354	265,949
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	1,199,668	1,158,826	1,117,983	1,077,141	1,036,298	954,613	872,928	791,243	709,558	627,873	546,188	464,502	382,817	300,897	217,091

	Affordable Housing	**30%**																	
			EUV	**BLV**	**Residual Value**														
					£0	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**	**£55,000**	**£60,000**
Site 1	Merton Park	South Canterbury	25,000	375,000	886,565	852,713	818,860	785,008	751,155	683,450	615,745	548,040	480,335	411,875	342,790	273,705	204,620	135,524	64,653
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	1,031,887	993,790	955,694	917,597	879,501	803,307	727,114	650,921	574,390	496,628	418,866	341,104	263,343	185,581	107,533
Site 3	Milton Manor House	South Canterbury	25,000	375,000	1,195,649	1,146,360	1,097,070	1,047,781	998,492	899,913	801,335	702,756	604,178	505,599	407,021	308,442	209,864	111,285	10,610
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	938,363	902,912	867,462	832,012	796,561	725,660	654,126	581,942	509,759	437,575	365,392	293,208	220,010	146,103	72,197
Site 5	N of Railway, S of Bekes	East Canterbury	25,000	375,000	1,080,484	1,041,162	1,001,839	962,516	923,194	844,548	765,903	687,258	608,612	529,967	451,322	371,073	290,611	210,148	129,686
Site 6	At Bekesbourne Ln at Ho	East Canterbury	25,000	375,000	1,566,970	1,503,247	1,439,523	1,375,800	1,312,077	1,184,630	1,057,183	929,737	802,290	674,843	547,397	419,950	292,503	165,057	36,179
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	995,528	958,780	922,032	885,283	848,535	774,971	700,149	625,327	550,506	475,684	400,862	326,040	251,218	174,773	98,077
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	994,801	958,051	921,302	884,552	847,803	774,174	699,351	624,528	549,706	474,883	400,060	325,237	250,415	173,917	97,221
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	1,251,522	1,207,116	1,162,709	1,118,303	1,073,897	985,084	896,271	807,459	717,852	627,171	536,490	445,809	355,128	264,447	173,766
Site 10	At Golden Hill	South Whitstable	25,000	375,000	1,155,883	1,107,759	1,059,636	1,011,512	963,388	867,140	770,893	674,645	578,397	482,150	385,902	289,654	193,407	97,159	-854
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	375,000	884,799	851,630	818,461	785,292	751,789	684,361	616,934	549,506	482,078	414,651	346,907	278,030	209,153	140,276	71,054
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	375,000	1,041,104	1,003,043	964,981	926,920	888,859	812,737	736,614	660,492	584,369	506,918	429,214	351,509	273,805	196,100	118,396
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	375,000	1,252,581	1,208,147	1,163,713	1,119,279	1,074,845	985,976	897,108	808,240	718,033	627,317	536,601	445,885	355,170	264,454	173,738
Site 14	Aylesham South	Aylesham - Adishar	25,000	375,000	1,474,163	1,420,884	1,367,604	1,314,325	1,261,045	1,154,486	1,047,927	941,367	832,868	724,205	615,541	506,877	398,213	289,549	178,319
Site 15	Off The Hill, Littlebourne	Littlebourne	25,000	375,000	1,134,370	1,093,528	1,052,685	1,011,842	971,000	889,315	807,630	725,945	644,260	562,574	480,889	399,204	317,519	234,340	150,534

Appendix 17 – Appraisals Results – CIL, Residential Development

Canterbury, Whitstable and Rural Areas

			EUV	BLV	Residual Value																		
			Plus	30%	£0	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250	£275	£300	£325	£350	£375	£400	£425	£450
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	487,500	1,063,343	1,029,942	996,541	963,140	929,739	896,339	862,938	829,537	796,136	762,735	729,334	695,934	662,533	629,132	595,731	562,330	528,930	495,529	462,128
Site 2	Large 200	Cant. Whit, Rural	25,000	487,500	566,945	531,340	495,735	460,130	424,524	388,919	353,314	317,709	282,104	246,499	210,894	175,289	139,684	104,079	68,474	32,869	-3,934	-41,293	-78,652
Site 3	Large Green 100	Cant. Whit, Rural	25,000	487,500	561,329	526,596	491,863	457,130	422,396	387,663	352,930	318,197	283,464	248,731	213,997	179,264	144,531	109,798	75,065	40,049	3,802	-32,642	-69,086
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	487,500	568,531	533,400	498,268	463,137	428,005	392,874	357,743	322,611	287,480	252,348	217,217	182,086	146,954	111,823	76,002	39,450	2,588	-34,274	-71,136
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	487,500	590,779	556,345	521,911	487,477	453,043	418,609	384,175	349,741	315,308	280,874	246,440	212,006	177,572	142,423	106,991	70,986	34,856	-1,275	-37,405
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	487,500	495,400	464,781	434,163	403,544	372,926	342,307	311,688	281,070	250,451	219,833	189,214	158,596	127,808	96,302	64,490	32,363	236	-31,891	-64,017
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	487,500	605,387	570,472	535,557	500,642	465,727	430,812	395,897	360,982	326,067	291,152	256,237	220,387	184,460	148,462	111,827	75,192	38,557	1,922	-34,713
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	487,500	493,930	462,637	431,344	400,051	368,757	337,464	306,171	274,878	243,585	212,292	180,391	148,191	115,889	83,054	50,220	17,385	-15,450	-48,284	-81,119
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	520,000	953,825	917,034	880,244	843,454	806,663	769,873	733,083	696,292	659,502	622,712	585,921	549,131	512,341	475,550	438,760	401,548	363,692	325,835	287,978
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	487,500	751,333	721,299	691,266	661,233	631,199	601,166	571,132	541,099	511,065	481,032	450,999	420,965	390,932	360,898	330,865	300,016	269,112	238,208	207,304
Site 11	Small Green 9	Cant. Whit, Rural	50,000	520,000	2,413,676	2,324,215	2,234,753	2,145,291	2,055,830	1,966,368	1,876,906	1,787,445	1,697,983	1,608,522	1,519,060	1,429,598	1,340,137	1,250,675	1,161,213	1,071,752	982,290	890,527	798,472
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	520,000	1,724,054	1,660,153	1,596,252	1,532,351	1,468,450	1,404,549	1,340,647	1,276,746	1,212,845	1,148,944	1,085,043	1,021,142	957,240	893,339	829,438	765,537	701,636	636,091	570,337
Site 13	Small Green 9 LD - DF	Cant. Whit, Rural	50,000	520,000	1,178,146	1,133,416	1,088,685	1,043,954	999,223	954,492	909,761	865,031	820,300	775,569	730,838	685,866	639,838	593,811	547,784	501,756	455,729	409,564	362,630
Site 14	Small Green 6	Cant. Whit, Rural	50,000	520,000	2,432,847	2,343,385	2,253,924	2,164,462	2,075,000	1,985,539	1,896,077	1,806,615	1,717,154	1,627,692	1,538,230	1,448,492	1,356,437	1,264,382	1,172,327	1,080,273	988,218	896,163	802,712
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	520,000	1,869,805	1,793,831	1,717,858	1,641,884	1,565,910	1,489,937	1,413,963	1,337,989	1,262,015	1,186,042	1,110,068	1,033,875	955,699	877,523	799,347	721,172	642,996	563,634	483,918
Site 16	Small Green 6 LD - D	Cant. Whit, Rural	50,000	520,000	3,031,236	2,886,580	2,738,602	2,590,625	2,442,648	2,294,671	2,146,693	1,998,716	1,850,739	1,701,831	1,550,938	1,400,045	1,249,152	1,098,259	947,366	796,473	645,580	494,687	343,794
Site 17	Small Green 3	Cant. Whit, Rural	50,000	520,000	2,535,088	2,418,145	2,301,203	2,184,261	2,067,318	1,950,376	1,833,433	1,715,830	1,596,583	1,477,337	1,358,090	1,238,843	1,119,596	1,000,350	881,103	761,856	642,609	523,363	404,116
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,560,000	286,299	232,200	178,101	124,001	69,667	13,354	-43,410	-100,175	-156,939	-213,703	-270,467	-327,614	-385,198	-442,782	-500,365	-557,949	-615,533	-673,116	-730,700
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,560,000	315,667	261,115	206,564	151,897	95,765	38,569	-18,669	-75,908	-133,146	-190,385	-247,623	-304,861	-362,839	-420,904	-478,968	-537,033	-595,098	-653,163	-711,227
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,560,000	301,506	246,256	190,158	133,820	77,481	21,142	-35,197	-91,536	-147,875	-204,214	-260,553	-316,916	-374,069	-431,221	-488,373	-545,526	-602,678	-659,830	-716,983
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,560,000	293,446	233,836	174,226	114,616	55,007	-4,603	-64,213	-123,823	-183,433	-243,042	-302,652	-362,786	-423,256	-483,727	-544,197	-604,667	-665,137	-725,608	-786,078
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,560,000	1,061,618	957,301	851,770	746,239	640,708	535,176	429,645	324,114	218,583	113,052	7,520	-98,011	-203,542	-309,073	-414,604	-521,081	-628,136	-735,190	-842,245
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,560,000	-655,955	-758,603	-861,252	-963,901	-1,066,550	-1,169,199	-1,271,847	-1,374,496	-1,477,145	-1,579,794	-1,682,443	-1,785,092	-1,887,740	-1,990,389	-2,093,038	-2,195,687	-2,298,336	-2,400,984	-2,503,633
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,560,000	-692,769	-795,685	-898,602	-1,001,519	-1,104,435	-1,207,352	-1,310,268	-1,413,185	-1,516,102	-1,619,018	-1,721,935	-1,824,851	-1,927,768	-2,030,685	-2,133,601	-2,236,518	-2,339,435	-2,442,351	-2,545,268
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,560,000	-749,790	-851,656	-953,522	-1,055,388	-1,157,255	-1,259,121	-1,360,987	-1,462,853	-1,564,719	-1,666,585	-1,768,451	-1,870,317	-1,972,183	-2,074,049	-2,175,915	-2,277,781	-2,379,647	-2,481,513	-2,583,379
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,560,000	-764,011	-868,452	-972,893	-1,077,334	-1,181,775	-1,286,216	-1,390,657	-1,495,098	-1,599,539	-1,703,980	-1,808,421	-1,912,862	-2,017,303	-2,121,744	-2,226,185	-2,330,626	-2,435,067	-2,539,508	-2,643,949
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	487,500	-745,072	-782,154	-819,237	-856,320	-893,402	-930,485	-967,568	-1,004,650	-1,041,733	-1,078,816	-1,115,898	-1,152,981	-1,190,064	-1,227,146	-1,264,229	-1,301,312	-1,338,394	-1,375,477	-1,412,560
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,560,000	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129	-3,573,129

Sturry

			EUV	BLV	Residual Value																		
			Plus	30%	£0	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250	£275	£300	£325	£350	£375	£400	£425	£450
Site 1	V Large Green 300	Sturry	25,000	487,500	450,306	416,905	383,505	350,104	316,703	283,302	249,901	216,500	183,100	149,699	116,298	82,897	49,496	16,078	-18,849	-53,895	-88,941	-123,987	-159,033
Site 2	Large 200	Sturry	25,000	487,500	-43,969	-81,328	-118,687	-156,046	-193,699	-231,597	-269,495	-307,394	-345,292	-383,190	-421,089	-458,987	-496,885	-534,784	-572,682	-610,580	-648,479	-686,377	-724,275
Site 3	Large Green 100	Sturry	25,000	487,500	-66,897	-103,341	-139,785	-176,319	-213,289	-250,259	-287,229	-324,200	-361,170	-398,140	-435,110	-472,081	-509,051	-546,021	-582,991	-619,962	-656,932	-693,902	-730,872
Site 4	Medium Green 50	Sturry	25,000	487,500	-86,658	-123,520	-160,382	-197,598	-234,992	-272,386	-309,781	-347,175	-384,569	-421,963	-459,357	-496,751	-534,145	-571,540	-608,934	-646,328	-683,722	-721,116	-758,510
Site 5	Medium Green 30	Sturry	25,000	487,500	-60,098	-96,229	-132,359	-168,489	-205,083	-241,735	-278,387	-315,039	-351,690	-388,342	-424,994	-461,646	-498,297	-534,949	-571,601	-608,252	-644,904	-681,556	-718,208
Site 6	Medium Green 30 LD	Sturry	25,000	487,500	-79,656	-111,783	-143,909	-176,421	-209,012	-241,603	-274,193	-306,784	-339,375	-371,965	-404,556	-437,147	-469,737	-502,328	-534,919	-567,509	-600,100	-632,691	-665,281
Site 7	Medium Green 20	Sturry	25,000	487,500	-56,451	-93,086	-129,721	-166,356	-203,464	-240,627	-277,791	-314,955	-352,119	-389,282	-426,446	-463,610	-500,773	-537,937	-575,101	-612,265	-649,428	-686,592	-723,756
Site 8	Medium Green 20 LD	Sturry	25,000	487,500	-95,260	-128,095	-161,106	-194,415	-227,724	-261,032	-294,341	-327,650	-360,959	-394,267	-427,576	-460,885	-494,193	-527,502	-560,811	-594,119	-627,428	-660,737	-694,046
Site 9	Medium Green 12	Sturry	50,000	520,000	1,055,988	1,019,198	982,407	945,617	908,827	872,036	835,246	798,456	761,665	724,875	688,085	651,294	614,504	577,714	540,923	504,133	467,343	430,552	393,103
Site 10	Medium Green 12 LD	Sturry	25,000	487,500	835,028	804,995	774,961	744,928	714,894	684,861	654,828	624,794	594,761	564,727	534,694	504,661	474,627	444,594	414,560	384,527	354,493	324,329	293,425
Site 11	Small Green 9	Sturry	50,000	520,000	2,609,246	2,519,785	2,430,323	2,340,862	2,251,400	2,161,938	2,072,477	1,983,015	1,893,553	1,804,092	1,714,630	1,625,168	1,535,707	1,446,245	1,356,784	1,267,322	1,177,860	1,088,399	998,937
Site 12	Small Green 9 LD	Sturry	50,000	520,000	1,863,747	1,799,846	1,735,945	1,672,044	1,608,143	1,544,242	1,480,340	1,416,439	1,352,538	1,288,637	1,224,736	1,160,835	1,096,933	1,033,032	969,131	905,230	841,329	777,428	713,526
Site 14	Small Green 6	Sturry	50,000	520,000	2,628,417	2,538,955	2,449,494	2,360,032	2,270,570	2,181,109	2,091,647	2,002,186	1,912,724	1,823,262	1,733,801	1,644,339	1,554,877	1,465,416	1,373,566	1,281,512	1,189,457	1,097,402	1,005,347
Site 15	Small Green 6 LD	Sturry	50,000	520,000	2,042,877	1,966,904	1,890,930	1,814,956	1,738,983	1,663,009	1,587,035	1,511,061	1,435,088	1,359,114	1,283,140	1,207,167	1,131,193	1,055,219	977,436	899,260	821,084	742,909	664,733
Site 17	Small Green 3	Sturry	50,000	520,000	2,810,731	2,693,788	2,576,846	2,459,903	2,342,961	2,226,019	2,109,076	1,992,134	1,875,191	1,758,249	1,639,164	1,519,918	1,400,671	1,281,424	1,162,177	1,042,930	923,684	804,437	685,190

Herne Bay

			EUV	BLV	Residual Value																		
			Plus	30%	£0	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250	£275	£300	£325	£350	£375	£400	£425	£450
Site 1	V Large Green 300	Herne Bay	25,000	487,500	868,298	834,897	801,496	768,096	734,695	701,294	667,893	634,492	601,091	567,691	534,290	500,889	467,488	434,087	400,687	367,286	333,885	300,484	267,083
Site 2	Large 200	Herne Bay	25,000	487,500	381,697	346,092	310,487	274,882	239,277	203,672	168,067	132,462	96,857	61,252	25,646	-11,512	-48,871	-86,230	-123,589	-160,948	-198,421	-236,319	-274,218
Site 3	Large Green 100	Herne Bay	25,000	487,500	371,842	337,109	302,376	267,643	232,910	198,176	163,443	128,710	93,977	59,244	23,646	-12,798	-49,242	-85,687	-122,131	-158,575	-195,123	-232,093	-269,064
Site 4	Medium Green 50	Herne Bay	25,000	487,500	371,764	336,633	301,501	266,370	231,239	196,107	160,976	125,844	90,430	54,162	17,300	-19,562	-56,424	-93,286	-130,148	-167,010	-204,054	-241,449	-278,843
Site 5	Medium Green 30	Herne Bay	25,000	487,500	396,211	361,777	327,343	292,910	258,476	224,042	189,608	154,808	119,376	83,615	47,484	11,354	-24,776	-60,906	-97,036	-133,166	-169,297	-205,638	-242,290
Site 6	Medium Green 30 LD	Herne Bay	25,000	487,500	323,892	293,273	262,655	232,036	201,418	170,799	140,181	108,859	77,295	45,168	13,041	-19,086	-51,213	-83,340	-115,466	-147,593	-179,925	-212,516	-245,106
Site 7	Medium Green 20	Herne Bay	25,000	487,500	406,509	371,594	336,679	301,764	266,849	231,306	195,379	159,452	122,961	86,326	49,691	13,056	-23,579	-60,213	-96,848	-133,483	-170,118	-207,013	-244,177
Site 8	Medium Green 20 LD	Herne Bay	25,000	487,500	317,685	286,392	255,099	223,806	192,240	160,039	127,839	95,136	62,301	29,467	-3,368	-36,203	-69,038	-101,872	-134,707	-167,577	-200,886	-234,194	-267,503
Site 9	Medium Green 12	Herne Bay	50,000	520,000	1,055,988	1,019,198	982,407	945,617	908,827	872,036	835,246	798,456	761,665	724,875	688,085	651,294	614,504	577,714	540,923	504,133	467,343	430,552	393,103
Site 10	Medium Green 12 LD	Herne Bay	25,000	487,500	835,028	804,995	774,961	744,928	714,894	684,861	654,828	624,794	594,761	564,727	534,694	504,661	474,627	444,594	414,560	384,527	354,493	324,329	293,425
Site 11	Small Green 9	Herne Bay	50,000	520,000	2,609,246	2,519,785	2,430,323	2,340,862	2,251,400	2,161,938	2,072,477	1,983,015	1,893,553	1,804,092	1,714,630	1,625,168	1,535,707	1,446,245	1,356,784	1,267,322	1,177,860	1,088,399	998,937
Site 12	Small Green 9 LD	Herne Bay	50,000	520,000	1,863,747	1,799,846	1,735,945	1,672,044	1,608,143	1,544,242	1,480,340	1,416,439	1,352,538	1,288,637	1,224,736	1,160,835	1,096,933	1,033,032	969,131	905,230	841,329	777,428	713,526
Site 13	Small Green 9 LD - DF	Herne Bay	50,000	520,000	1,302,575	1,257,844	1,213,113	1,168,382	1,123,652	1,078,921	1,034,190	989,459	944,728	899,998	855,267	810,536	765,805	721,074	675,819	629,791	583,764	537,737	491,709
Site 14	Small Green 6	Herne Bay	50,000	520,000	2,628,417	2,538,955	2,449,494	2,360,032	2,270,570	2,181,109	2,091,647	2,002,186	1,912,724	1,823,262	1,733,801	1,644,339	1,554,877	1,465,416	1,373,566	1,281,512	1,189,457	1,097,402	1,005,347
Site 15	Small Green 6 LD	Herne Bay	50,000	520,000	2,042,877	1,966,904	1,890,930	1,814,956	1,738,983	1,663,009	1,587,035	1,511,061	1,435,088	1,359,114	1,283,140	1,207,167	1,131,193	1,055,219	977,436	899,260	821,084	742,909	664,733
Site 16	Small Green 6 LD - D	Herne Bay	50,000	520,000	3,443,979	3,300,170	3,156,362	3,012,553	2,867,355	2,719,377	2,571,400	2,423,423	2,275,446	2,127,469	1,979,491	1,831,514	1,682,227	1,531,334	1,380,441	1,229,548	1,078,655	927,762	776,869
Site 17	Small Green 3	Herne Bay	50,000	520,000	2,810,731	2,693,788	2,576,846	2,459,903	2,342,961	2,226,019	2,109,076	1,992,134	1,875,191	1,758,249	1,639,164	1,519,918	1,400,671	1,281,424	1,162,177	1,042,930	923,684	804,437	685,190
Site 18	Large Brown 100	Herne Bay	1,000,000	1,560,000	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963	-192,963
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,560,000	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085	-177,085
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,560,000	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500	-186,500
Site 21	Small Brown 10	Herne Bay	1,000,000	1,560,000	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570	-221,570
Site 22	Small Brown 6	Herne Bay	1,000,000	1,560,000	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330	122,330
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,560,000	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960	-311,960
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,560,000	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808	-346,808
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,560,000	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090	-399,090
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,560,000	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621	-741,621
Site 27	BTR Green 50	Herne Bay	25,000	487,500	-628,761	-665,843	-702,926	-740,009	-777,091	-814,174	-851,257	-888,339	-925,422	-962,505	-999,587	-1,036,670	-1,073,753	-1,110,835	-1,147,918	-1,185,001	-1,222,083	-1,259,166	-1,296,249
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,560,000	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450	-3,273,450

Strategic Sites

			EUV	BLV	Residual Value																				
			Plus	30%	£0	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250	£275	£300	£325	£350	£375	£400	£425	£450	£475	£500
Site 1	Merton Park	South Canterbury	25,000	487,500	721,065	690,738	660,411	630,084	599,757	569,430	539,103	508,776	478,449	448,122	417,795	387,468	357,141	326,814	296,487	266,159	235,832	205,505	175,178	144,851	114,524
Site 2	W of Hollow Lane	South Canterbury	25,000	487,500	825,991	794,486	762,981	731,477	699,972	668,467	636,963	605,458	573,953	542,448	510,944	479,439	447,934	416,430	384,925	353,420	321,915	290,411	258,906	227,401	195,897
Site 3	Milton Manor House	South Canterbury	25,000	487,500	898,840	862,150	825,459	788,768	752,077	715,386	678,695	642,004	605,313	568,623	531,932	495,241	458,550	421,859	385,168	348,477	311,787	275,096	238,405	201,714	165,023
Site 4	S of Littlebourne Rd	East Canterbury	25,000	487,500	760,097	728,608	697,119	665,631	634,142	602,653	571,164	539,676	508,187	476,698	445,209	413,721	382,232	350,743	319,254	287,765	256,277	224,788	193,299	161,810	130,322
Site 5	N of Railway, S of Bek	East Canterbury	25,000	487,500	860,322	828,827	797,332	765,837	734,342	702,847	671,352	639,857	608,362	576,867	545,372	513,877	482,382	450,887	419,392	387,897	356,402	324,907	293,412	261,917	230,422
Site 6	At Bekesbourne Ln at	East Canterbury	25,000	487,500	1,182,322	1,135,010	1,087,697	1,040,385	993,072	945,760	898,447	851,135	803,822	756,510	709,197	661,885	614,572	567,260	519,947	472,635	425,322	378,010	330,697	283,385	236,072
Site 7	Uni of Kent B	North Canterbury	25,000	487,500	801,289	769,813	738,337	706,861	675,385	643,909	612,433	580,957	549,481	518,005	486,529	455,053	423,577	392,101	360,625	329,149	297,673	266,197	234,721	203,245	171,769
Site 8	Brooklands Fm	South Whitstable	25,000	487,500	800,363	768,904	737,445	705,986	674,526	643,067	611,608	580,149	548,690	517,231	485,772	454,313	422,854	391,395	359,936	328,477	297,018	265,559	234,100	202,641	171,182
Site 9	S of Thanet Way	South Whitstable	25,000	487,500	989,561	955,722	921,883	888,045	854,206	820,367	786,528	752,690	718,851	685,012	651,174	617,335	583,496	549,657	515,819	481,980	448,141	414,303	380,464	346,625	312,786
Site 10	At Golden Hill	South Whitstable	25,000	487,500	867,939	831,869	795,799	759,729	723,658	687,588	651,518	615,448	579,378	543,307	507,237	471,167	435,097	399,026	362,956	326,886	290,816	254,745	218,675	182,605	146,535
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	487,500	722,797	692,464	662,131	631,798	601,464	571,131	540,798	510,465	480,132	449,799	419,466	389,133	358,800	328,467	298,134	267,800	237,467	207,134	176,801	146,468	116,135
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	487,500	835,404	803,930	772,456	740,983	709,509	678,035	646,561	615,087	583,613	552,139	520,665	489,191	457,717	426,243	394,769	363,295	331,821	300,347	268,873	237,399	205,925
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	487,500	989,969	956,101	922,233	888,364	854,496	820,628	786,760	752,892	719,024	685,156	651,287	617,419	583,551	549,683	515,815	481,947	448,078	414,210	380,342	346,474	312,606
Site 14	Aylesham South	Aylesham - Adishar	25,000	487,500	1,181,448	1,137,825	1,094,203	1,050,580	1,006,958	963,335	919,713	876,090	832,468	788,845	745,223	701,600	657,978	614,355	570,733	527,110	483,488	439,865	396,243	352,620	308,998
Site 15	Off The Hill, Littlebourr	Littlebourne	25,000	487,500	896,194	864,752	833,310	801,869	770,427	738,985	707,544	676,102	644,660	613,219	581,777	550,336	518,894	487,452	456,011	424,569	393,127	361,686	330,244	298,802	267,361

Appendix 18 – Appraisals Results – Impact of change in costs and values

Canterbury, Whitstable and Rural Areas

			EUV	BLV	Residual Value											
		BCIS			+20%	+15%	+10%	+5%	+0%							
		Value									-10%	-5%	0%	+5%	+10%	+15%
Site 1	V Large Green 300	Cant. Whit, Rural	25,000	375,000	257,979	397,632	537,285	676,722	813,505		444,657	630,420	813,505	996,589	1,179,674	1,362,759
Site 2	Large 200	Cant. Whit, Rural	25,000	375,000	-384,152	-207,639	-33,618	134,796	300,619		-79,774	112,801	300,619	488,436	676,254	864,071
Site 3	Large Green 100	Cant. Whit, Rural	25,000	375,000	-407,052	-224,856	-44,918	130,345	301,525		-90,124	108,804	301,525	494,247	686,968	879,690
Site 4	Medium Green 50	Cant. Whit, Rural	25,000	375,000	-433,168	-243,835	-56,635	127,867	305,748		-103,418	105,574	305,748	505,922	706,097	906,271
Site 5	Medium Green 30	Cant. Whit, Rural	25,000	375,000	-405,688	-216,625	-30,069	155,233	333,213		-74,102	133,642	333,213	531,822	730,432	929,041
Site 6	Medium Green 30 LD	Cant. Whit, Rural	25,000	375,000	-389,195	-221,781	-56,113	108,369	266,373		-94,012	89,786	266,373	441,720	617,067	792,413
Site 7	Medium Green 20	Cant. Whit, Rural	25,000	375,000	-382,824	-197,523	-14,787	167,645	344,223		-69,306	140,690	344,223	544,360	744,497	944,635
Site 8	Medium Green 20 LD	Cant. Whit, Rural	25,000	375,000	-393,497	-227,457	-63,061	100,621	259,857		-109,244	77,529	259,857	437,861	615,866	793,870
Site 9	Medium Green 12	Cant. Whit, Rural	50,000	400,000	-42,144	142,099	324,865	503,040	678,633		240,615	462,188	678,633	895,078	1,111,522	1,327,967
Site 10	Medium Green 12 LD	Cant. Whit, Rural	25,000	375,000	-64,735	86,202	236,372	382,832	526,683		168,997	350,360	526,683	703,006	879,329	1,055,652
Site 11	Small Green 9	Cant. Whit, Rural	50,000	400,000	379,430	729,250	1,072,231	1,408,367	1,744,503		753,556	1,252,109	1,744,503	2,236,897	2,729,291	3,221,685
Site 12	Small Green 9 LD	Cant. Whit, Rural	50,000	400,000	271,022	520,893	765,879	1,005,976	1,246,074		538,254	894,364	1,246,074	1,597,784	1,949,494	2,301,204
Site 13	Small Green 9 LD - DF	Cant. Whit, Rural	50,000	400,000	-41,208	183,189	407,586	627,822	843,560		303,117	576,597	843,560	1,107,203	1,370,847	1,634,490
Site 14	Small Green 6	Cant. Whit, Rural	50,000	400,000	379,430	732,125	1,080,765	1,426,645	1,763,674		756,910	1,265,858	1,763,674	2,256,068	2,748,462	3,240,856
Site 15	Small Green 6 LD	Cant. Whit, Rural	50,000	400,000	74,047	386,168	696,874	1,002,964	1,301,522		445,021	878,777	1,301,522	1,719,679	2,137,835	2,555,992
Site 16	Small Green 6 LD - D	Cant. Whit, Rural	50,000	400,000	-1,049,332	-301,857	442,492	1,186,840	1,927,687		167,655	1,049,421	1,927,687	2,792,415	3,636,285	4,476,654
Site 17	Small Green 3	Cant. Whit, Rural	50,000	400,000	-273,794	209,302	692,399	1,175,495	1,658,592		345,931	1,002,261	1,658,592	2,304,006	2,946,781	3,572,297
Site 18	Large Brown 100	Cant. Whit, Rural	1,000,000	1,200,000	-1,348,488	-1,040,464	-732,441	-428,570	-127,421		-740,311	-432,267	-127,421	170,226	458,816	747,405
Site 19	Medium Brown 50	Cant. Whit, Rural	1,000,000	1,200,000	-1,376,279	-1,055,037	-733,794	-417,063	-103,382		-738,221	-419,062	-103,382	206,850	506,075	805,301
Site 20	Medium Brown 20	Cant. Whit, Rural	1,000,000	1,200,000	-1,418,050	-1,090,267	-762,484	-438,865	-118,579		-746,180	-430,647	-118,579	191,674	493,743	789,431
Site 21	Small Brown 10	Cant. Whit, Rural	1,000,000	1,200,000	-1,514,046	-1,170,810	-827,574	-488,287	-152,435		-811,274	-480,064	-152,435	172,819	497,493	815,436
Site 22	Small Brown 6	Cant. Whit, Rural	1,000,000	1,200,000	-1,502,871	-1,053,225	-607,493	-165,940	273,459		-808,860	-264,881	273,459	811,799	1,343,373	1,865,545
Site 23	Large Brown HD 100	Cant. Whit, Rural	1,000,000	1,200,000	-3,072,894	-2,463,176	-1,860,154	-1,258,054	-655,955		-1,757,329	-1,206,642	-655,955	-117,858	404,052	913,488
Site 24	Medium Brown HD 50	Cant. Whit, Rural	1,000,000	1,200,000	-3,122,632	-2,510,581	-1,901,280	-1,297,024	-692,769		-1,796,513	-1,244,641	-692,769	-152,773	378,813	889,345
Site 25	Medium Brown HD 20	Cant. Whit, Rural	1,000,000	1,200,000	-3,188,650	-2,578,935	-1,969,220	-1,359,505	-749,790		-1,865,614	-1,307,702	-749,790	-202,276	339,268	873,994
Site 26	Small Brown 10 HD	Cant. Whit, Rural	1,000,000	1,200,000	-3,287,205	-2,656,406	-2,025,608	-1,394,809	-764,011		-1,895,818	-1,329,914	-764,011	-208,799	340,502	889,803
Site 27	BTR Green 50	Cant. Whit, Rural	25,000	375,000	-1,831,159	-1,628,784	-1,426,409	-1,224,034	-1,022,450		-1,340,163	-1,180,911	-1,022,450	-865,552	-708,653	-551,755
Site 28	BTR 60 - Flats	Cant. Whit, Rural	1,000,000	1,200,000	-5,633,423	-5,118,350	-4,603,276	-4,088,203	-3,573,129		-4,235,480	-3,904,305	-3,573,129	-3,241,954	-2,910,778	-2,581,598

Sturry

			EUV	BLV	Residual Value											
		BCIS			+20%	+15%	+10%	+5%	+0%							
		Value									-10%	-5%	0%	+5%	+10%	+15%
Site 1	V Large Green 300	Sturry	25,000	375,000	-371,769	-223,048	-76,439	64,878	200,468		-109,168	49,370	200,468	351,566	502,664	652,788
Site 2	Large 200	Sturry	25,000	375,000	-1,026,154	-847,648	-671,479	-497,664	-325,585		-653,766	-488,807	-325,585	-163,296	-3,177	150,587
Site 3	Large Green 100	Sturry	25,000	375,000	-1,063,751	-880,815	-699,469	-520,027	-341,945		-679,117	-509,851	-341,945	-175,199	-10,899	148,173
Site 4	Medium Green 50	Sturry	25,000	375,000	-1,110,894	-923,442	-736,967	-550,491	-365,124		-715,639	-539,827	-365,124	-191,911	-21,079	146,514
Site 5	Medium Green 30	Sturry	25,000	375,000	-1,075,976	-889,766	-703,555	-517,345	-332,631		-680,009	-505,572	-332,631	-161,033	8,287	175,885
Site 6	Medium Green 30 LD	Sturry	25,000	375,000	-981,089	-816,202	-651,315	-486,427	-322,428		-629,551	-475,546	-322,428	-170,698	-20,990	127,566
Site 7	Medium Green 20	Sturry	25,000	375,000	-1,061,862	-878,992	-696,421	-513,850	-332,793		-682,836	-507,057	-332,793	-159,858	10,763	180,821
Site 8	Medium Green 20 LD	Sturry	25,000	375,000	-998,164	-833,592	-670,059	-506,525	-343,638		-655,671	-499,331	-343,638	-189,609	-37,358	114,395
Site 9	Medium Green 12	Sturry	50,000	400,000	86,491	265,076	439,826	610,311	780,796		345,919	564,352	780,796	997,241	1,213,686	1,430,130
Site 10	Medium Green 12 LD	Sturry	25,000	375,000	40,646	187,193	331,045	470,712	610,378		255,667	434,055	610,378	786,701	963,024	1,139,347
Site 11	Small Green 9	Sturry	50,000	400,000	624,857	960,675	1,287,358	1,613,716	1,940,073		954,795	1,447,679	1,940,073	2,432,467	2,924,861	3,417,255
Site 12	Small Green 9 LD	Sturry	50,000	400,000	446,327	686,196	919,541	1,152,654	1,385,767		681,996	1,034,057	1,385,767	1,737,477	2,089,187	2,440,897
Site 14	Small Green 6	Sturry	50,000	400,000	625,675	966,311	1,302,128	1,632,886	1,959,244		960,431	1,466,850	1,959,244	2,451,638	2,944,032	3,436,426
Site 15	Small Green 6 LD	Sturry	50,000	400,000	291,964	595,006	892,771	1,185,780	1,474,594		626,588	1,056,437	1,474,594	1,892,751	2,310,908	2,729,064
Site 17	Small Green 3	Sturry	50,000	400,000	63,495	532,538	1,001,580	1,470,623	1,936,001		627,005	1,283,336	1,936,001	2,579,649	3,214,659	3,840,176

Herne Bay

			EUV	BLV	Residual Value											
		BCIS			+20%	+15%	+10%	+5%	+0%							
		Value									-10%	-5%	0%	+5%	+10%	+15%
Site 1	V Large Green 300	Herne Bay	25,000	375,000	76,532	425,890	347,712	483,303	618,460		274,855	446,874	618,460	787,813	957,167	1,126,521
Site 2	Large 200	Herne Bay	25,000	375,000	-562,302	-152,662	-218,236	-48,938	115,371		-245,575	-62,297	115,371	289,103	462,834	636,565
Site 3	Large Green 100	Herne Bay	25,000	375,000	-589,617	-166,920	-233,928	-58,902	112,038		-259,846	-71,564	112,038	290,306	468,573	646,840
Site 4	Medium Green 50	Herne Bay	25,000	375,000	-623,055	-182,549	-253,107	-71,022	108,981		-279,850	-84,090	108,981	294,143	479,304	664,465
Site 5	Medium Green 30	Herne Bay	25,000	375,000	-592,919	-151,118	-223,840	-42,423	137,801		-248,024	-54,231	137,801	322,359	506,073	689,787
Site 6	Medium Green 30 LD	Herne Bay	25,000	375,000	-554,612	-185,018	-227,339	-66,233	93,736		-247,730	-76,185	93,736	257,061	419,257	581,453
Site 7	Medium Green 20	Herne Bay	25,000	375,000	-574,791	-136,844	-213,168	-35,409	142,011		-247,535	-52,235	142,011	330,472	515,599	700,726
Site 8	Medium Green 20 LD	Herne Bay	25,000	375,000	-564,185	-196,029	-239,514	-79,544	79,375		-267,808	-93,390	79,375	248,266	412,920	577,574
Site 9	Medium Green 12	Herne Bay	50,000	400,000	86,491	508,955	439,826	610,311	780,796		345,919	564,352	780,796	997,241	1,213,686	1,430,130
Site 10	Medium Green 12 LD	Herne Bay	25,000	375,000	40,646	380,641	331,045	470,712	610,378		255,667	434,055	610,378	786,701	963,024	1,139,347
Site 11	Small Green 9	Herne Bay	50,000	400,000	624,857	1,380,486	1,287,358	1,613,716	1,940,073		954,795	1,447,679	1,940,073	2,432,467	2,924,861	3,417,255
Site 12	Small Green 9 LD	Herne Bay	50,000	400,000	446,327	986,062	919,541	1,152,654	1,385,767		681,996	1,034,057	1,385,767	1,737,477	2,089,187	2,440,897
Site 13	Small Green 9 LD - DF	Herne Bay	50,000	400,000	115,462	643,259	548,600	760,348	967,988		433,347	704,345	967,988	1,231,632	1,495,275	1,758,919
Site 14	Small Green 6	Herne Bay	50,000	400,000	625,675	1,397,956	1,302,128	1,632,886	1,959,244		960,431	1,466,850	1,959,244	2,451,638	2,944,032	3,436,426
Site 15	Small Green 6 LD	Herne Bay	50,000	400,000	291,964	903,904	892,771	1,185,780	1,474,594		626,588	1,056,437	1,474,594	1,892,751	2,310,908	2,729,064
Site 16	Small Green 6 LD - D	Herne Bay	50,000	400,000	-526,515	1,076,482	918,875	1,641,569	2,352,394		600,730	1,482,497	2,352,394	3,208,658	4,049,028	4,889,397
Site 17	Small Green 3	Herne Bay	50,000	400,000	63,495	972,688	1,001,580	1,470,623	1,936,001		627,005	1,283,336	1,936,001	2,579,649	3,214,659	3,840,176
Site 18	Large Brown 100	Herne Bay	1,000,000	1,200,000	-1,387,892	-694,746	-785,888	-486,825	-192,963		-762,422	-475,093	-192,963	84,978	350,784	616,590
Site 19	Medium Brown 50	Herne Bay	1,000,000	1,200,000	-1,418,707	-705,905	-794,913	-483,016	-177,085		-766,958	-469,039	-177,085	111,737	388,586	664,189
Site 20	Medium Brown 20	Herne Bay	1,000,000	1,200,000	-1,453,707	-734,444	-817,212	-498,965	-186,500		-769,511	-475,114	-186,500	99,260	382,101	654,668
Site 21	Small Brown 10	Herne Bay	1,000,000	1,200,000	-1,549,374	-812,368	-882,872	-549,621	-221,570		-833,633	-525,001	-221,570	78,007	377,584	673,119
Site 22	Small Brown 6	Herne Bay	1,000,000	1,200,000	-1,613,007	-657,841	-735,356	-304,286	122,330		-878,637	-373,509	122,330	618,169	1,111,806	1,598,064
Site 23	Large Brown HD 100	Herne Bay	1,000,000	1,200,000	-2,647,200	-1,154,540	-1,474,810	-890,226	-311,960		-1,407,017	-856,329	-311,960	219,062	728,498	1,237,934
Site 24	Medium Brown HD 50	Herne Bay	1,000,000	1,200,000	-2,695,309	-1,192,703	-1,514,556	-927,879	-346,808		-1,444,946	-893,074	-346,808	188,873	704,420	1,214,951
Site 25	Medium Brown HD 20	Herne Bay	1,000,000	1,200,000	-2,762,958	-1,253,687	-1,579,003	-987,025	-399,090		-1,510,871	-952,959	-399,090	142,454	680,983	1,202,708
Site 26	Small Brown 10 HD	Herne Bay	1,000,000	1,200,000	-3,189,359	-1,659,618	-1,964,463	-1,352,015	-741,621		-1,871,374	-1,305,471	-741,621	-189,656	359,645	908,946
Site 27	BTR Green 50	Herne Bay	25,000	375,000	-1,689,865	-1,232,554	-1,296,889	-1,100,401	-906,139		-1,222,417	-1,063,165	-906,139	-749,241	-592,342	-435,522
Site 28	BTR 60 - Flats	Herne Bay	1,000,000	1,200,000	-5,273,808	-3,845,874	-4,273,629	-3,773,540	-3,273,450		-3,935,801	-3,604,626	-3,273,450	-2,942,275	-2,611,608	-2,285,327

Strategic Sites

			EUV	BLV	Residual Value											
		BCIS			+20%	+15%	+10%	+5%	+0%							
		Value									-10%	-5%	0%	+5%	+10%	+15%
Site 1	Merton Park	South Canterbury	25,000	375,000	54,593	166,265	275,885	385,506	494,219		195,432	345,279	494,219	641,753	789,288	936,822
Site 2	W of Hollow Lane	South Canterbury	25,000	375,000	96,612	220,480	343,765	467,051	590,336		252,286	421,311	590,336	756,802	923,251	1,089,701
Site 3	Milton Manor House	South Canterbury	25,000	375,000	-10,675	150,413	308,407	466,400	624,393		206,771	415,582	624,393	833,204	1,042,015	1,250,826
Site 4	S of Littlebourne Rd	East Canterbury	25,000	375,000	62,437	179,526	295,843	410,202	524,561		211,069	367,829	524,561	681,293	837,028	991,794
Site 5	N of Railway, S of Bek	East Canterbury	25,000	375,000	118,525	246,134	373,742	500,013	624,740		279,261	453,066	624,740	796,413	968,086	1,139,759
Site 6	At Bekesbourne Ln at	East Canterbury	25,000	375,000	13,661	219,218	422,287	625,356	828,425		289,235	558,830	828,425	1,098,019	1,367,614	1,637,209
Site 7	Uni of Kent B	North Canterbury	25,000	375,000	88,052	209,535	328,822	447,335	565,849		240,918	403,383	565,849	728,314	890,579	1,051,058
Site 8	Brooklands Fm	South Whitstable	25,000	375,000	87,385	208,819	328,111	446,580	565,049		240,318	402,684	565,049	727,415	889,650	1,050,036
Site 9	S of Thanet Way	South Whitstable	25,000	375,000	161,143	304,969	448,795	592,621	736,447		340,621	538,534	736,447	931,729	1,126,600	1,321,471
Site 10	At Golden Hill	South Whitstable	25,000	375,000	-8,962	144,421	295,659	446,897	598,134		196,006	397,070	598,134	799,161	1,000,183	1,201,204
Site 11	At Cooting Fm	Aylesham - Adishar	25,000	375,000	61,429	171,216	280,405	389,013	495,905		200,514	349,279	495,905	642,531	789,157	935,546
Site 12	W & E Cooting Ln	Aylesham - Adishar	25,000	375,000	107,970	231,144	354,281	477,419	599,979		262,898	431,728	599,979	766,194	932,409	1,098,624
Site 13	SE of Cooting Ln	Aylesham - Adishar	25,000	375,000	161,921	305,599	449,278	592,956	736,635		341,064	538,849	736,635	932,403	1,127,211	1,322,020
Site 14	Aylesham South	Aylesham - Adishar	25,000	375,000	164,521	339,372	511,299	683,225	855,151		381,739	618,445	855,151	1,089,996	1,323,333	1,556,670
Site 15	Off The Hill, Littlebourr	Littlebourne	25,000	375,000	139,134	271,990	402,024	531,517	661,010		304,350	482,680	661,010	839,340	1,017,670	1,196,000

Appendix 19 – Appraisals, Older Peoples Housing

The pages in this appendix are not numbered.

Older People
Cover

Older People's Housing (December 2021)

12/07/2022
10:32

Sheltered Green									Rounded	Modelling			Area ha			Characteristics	
	1	UNITS	**60**		Aff - rentec	100%	% of Aff	0	0	Density	120	units/ha	Total	0.500		Sub Area	EDC
		Affordable	0%	0	Shared Ow	0%		0.00	0	Net: Gross	100%		Gross	0.500	ha	Green Brov	Green
					First Home	0%	% of Aff	0	0				Net	0.500	ha	Use	Agricultural
								0	0								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	60		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	50	20.0%	50%	30.00	30	1,800	50	20%	50%	0.00	0	0	50%	0.00	0	0	50%	0.00	0	0
Flat to5	2	75	20.0%	50%	30.00	30	2,700	75	20%	50%	0.00	0	0	50%	0.00	0	0	50%	0.00	0	0
Flat to5	3	80	20.0%		0.00	0	0	80	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	50	20.0%		0.00	0	0	50	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	75	20.0%		0.00	0	0	75	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	20.0%		0.00	0	0	80	20%		0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0														
Flat to5	1	65	30.0%		0.00	0	0	65	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	80	30.0%		0.00	0	0	80	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	90	30.0%		0.00	0	0	90	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	65	30.0%		0.00	0	0	65	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	80	30.0%		0.00	0	0	80	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	90	30.0%		0.00	0	0	90	30%		0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**60.00**	**60**	**4,500**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	1,800	2,986,200
Flat to5	2			1,659	1,659	2,700	4,479,300
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0					0	
Flat to5	1			1,770	1,770	0	0
Flat to5	2			1,770	1,770	0	0
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0			0	0	0	0
0	0			0	0	0	0
						4,500	7,465,500

1,659 £/m2

Occupants			Population	
	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**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
	Semi-natural
	Allotments
4.246	**ha**

Open Space Required	11.913
Gross - Net	0.000
Shortfall / Surplus	-11.913

Summary			Construction		Saleable	
		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**	

Extracare Green						
15	UNITS	**60**		Aff - rentec	100%	% of Aff
	Affordable	0%	0	Shared Ow	0%	
				First Home	0%	% of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling			Area ha		
Density	120	units/ha	Total	0.500	
Net: Gross	100%		Gross	0.500	ha
			Net	0.500	ha

Characteristics	
Sub Area	EDC
Green Brov	Green
Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	60		Rounded	m2	m2	Circulation	0		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	50	20.0%		0.00	0	0	50	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	75	20.0%		0.00	0	0	75	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	80	20.0%		0.00	0	0	80	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	50	20.0%		0.00	0	0	50	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	75	20.0%		0.00	0	0	75	20%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	80	20.0%		0.00	0	0	80	20%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	65	30.0%	60%	36.00	36	3,042	65	30%	60%	0.00	0	0	60%	0.00	0	0	60%	0.00	0	0
Flat to5	2	80	30.0%	40%	24.00	24	2,496	80	30%	40%	0.00	0	0	40%	0.00	0	0	40%	0.00	0	0
Flat to5	3	90	30.0%		0.00	0	0	90	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	65	30.0%		0.00	0	0	65	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	80	30.0%		0.00	0	0	80	30%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	90	30.0%		0.00	0	0	90	30%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**60.00**	**60**	**5,538**			**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0				0	0	0
Flat to5	1			1,770	1,770	3,042	5,384,340
Flat to5	2			1,770	1,770	2,496	4,417,920
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0		0	0	0	0	0
0	0		0	0	0	0	0
						5,538	9,802,260

1,770 £/m2

Occupants			Population	
	Beds	Count	per unit	
Flat to5	1	0	1.247	0
Flat to5	2	0	1.707	0
Flat to5	3	0	2.324	0
Flat 6+	1	0	1.247	0
Flat 6+	2	0	1.707	0
Flat 6+	3	0	2.324	0
0	0	0	0	0
Flat to5	1	2,340	1.247	2,918
Flat to5	2	1,920	1.707	3,277
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	0	0	0
0	0	0	0	0
			Residents	**6,195**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
0.000	Semi-natural
0.000	Allotments
0.000	0
4.246	**ha**

Open Space Required	26.306
Gross - Net	0.000
Shortfall / Surplus	-26.306

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	60	5,538	92.30	4,260	71.00
Aff - rented	0	0	92.30	0	71.00
Shared Ownership	0	0	92.30	0	71.00
First Homes	0	0	92.30	0	71.00
	60	**5,538**		**4,260**	

FOR APPRAISALS

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25	Site 26	Site 27	Site 28
SITE			Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare
			Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Sub Area		EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC
	Green Brown		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL
AREA																														
	Total	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
	Gross	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
	Net	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
UNITS																														
	Units		60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
UNIT SIZE																														
	Market Housing	m2	75.00	75.26	75.00	75.29	75.00	75.33	75.00	75.00	76.11	75.00	75.29	75.00	75.33	75.00	92.30	92.37	92.44	92.15	92.22	92.30	92.39	92.30	92.37	92.44	92.15	92.22	92.30	92.39
	Aff to rent	m2	75.00	80.00	75.00	76.67	75.00	76.00	75.00	75.00	70.00	75.00	76.67	75.00	76.00	75.00	92.30	91.00	91.00	93.17	92.63	92.30	92.08	92.30	91.00	91.00	93.17	92.63	92.30	92.08
	Shared Ownership	m2	75.00	80.00	75.00	76.67	75.00	76.00	75.00	75.00	70.00	75.00	76.67	75.00	76.00	75.00	92.30	91.00	91.00	93.17	92.63	92.30	92.08	92.30	91.00	91.00	93.17	92.63	92.30	92.08
	First Homes	m2	75.00	80.00	75.00	76.67	75.00	76.00	75.00	75.00	70.00	75.00	76.67	75.00	76.00	75.00	92.30	91.00	91.00	93.17	92.63	92.30	92.08	92.30	91.00	91.00	93.17	92.63	92.30	92.08
BASE CONSTRUCTION																														
	BCIS	£/m2	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,770	1,770	1,770	1,770	1,770	1,770	1,770	1,770	1,770	1,770	1,770	1,770	1,770	1,770
	Site Costs	%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
	Abnormals	%								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%
		£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Contingency	%	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%
	Small Sites	%																												
FEES																														
	Professional		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%
	Planning <50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
	Planning >50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
SALES																														
	Agents	%	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%
	Legal	%	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%
		£/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
	Misc.	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION																														
	Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
	Legal	%	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%
DEVELOPER'S RETURN																														
	Market Housing	% 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%
	Affordable Housing	% Value	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%
	First 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%
FINANCE																														
	Fees	0.0%	0	0	0	0	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%
	Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND																														
	EUV		50,000	50,000	50,000	50,000	50,000	50,000	50,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
	Premium	% EUV								20%	20%	20%	20%	20%	20%	20%								20%	20%	20%	20%	20%	20%	20%
	Premium	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000								350,000	350,000	350,000	350,000	350,000	350,000	350,000							
	Easements etc	£																												
VALUES																														
	Market Housing	£/m2	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200
	Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790
	Shared Ownership	£/m2	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640
	First Homes	£/m2	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640
GRANT																														
	Intermediate to Buy	£/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
	Affordable 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
	Social 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 REQUIREMENTS																														
	Biodiversity NG	%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.15%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%
		£/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CO2 Plus	%	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%
		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Acc & 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%
		£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21
	Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
	Over Extra 1	%		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%
		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Over Extra 2	%		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%
		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL	£/m2	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187	187
	Pre CIL s106	£/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
	Post CIL s106	£/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
	Inf Tariff	% 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%
	Affordable Housing																													
	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%
	Aff Rent	100.0%	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%	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%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25	Site 26	Site 27	Site 28
			Sheltered Green	Sheltered Green	Sheltered Green	Sheltered Green	Sheltered Green	Sheltered Green	Sheltered Green	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown
			EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC	EDC
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL
Site Area	Gross	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
	Net	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
Units			60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
Mix	Market Housing		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%
	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	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
		£ site	25,000	25,000	25,000	25,000	25,000	25,000	25,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
		£ site	175,000	175,000	175,000	175,000	175,000	175,000	175,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	175,000	175,000	175,000	175,000	175,000	175,000	175,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Benchmark Land Value		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		£ site	200,000	200,000	200,000	200,000	200,000	200,000	200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Residual	Gross	£/ha	5,677,986	5,187,097	4,686,149	4,195,259	3,694,311	3,202,671	2,700,316	4,236,215	3,819,240	3,244,377	2,743,876	2,252,539	1,751,288	1,258,544	3,063,331	2,515,749	1,968,167	1,381,472	833,889	278,891	-297,382	1,170,876	623,294	58,752	-556,844	-1,131,401	-1,714,434	-2,299,411
	Net	£/ha	5,677,986	5,187,097	4,686,149	4,195,259	3,694,311	3,202,671	2,700,316	4,236,215	3,819,240	3,244,377	2,743,876	2,252,539	1,751,288	1,258,544	3,063,331	2,515,749	1,968,167	1,381,472	833,889	278,891	-297,382	1,170,876	623,294	58,752	-556,844	-1,131,401	-1,714,434	-2,299,411
		£ site	2,838,993	2,593,549	2,343,074	2,097,630	1,847,155	1,601,336	1,350,158	2,118,107	1,909,620	1,622,189	1,371,938	1,126,270	875,644	629,272	1,531,666	1,257,874	984,083	690,736	416,945	139,445	-148,691	585,438	311,647	29,376	-278,422	-565,700	-857,217	-1,149,706
Additional Profit		£ site	-2,120,629	-2,120,629	-1,278,260	-469,091	-330,306	-135,580	-76,332	40,784	77,276	-1,578,359	-647,235	-154,165	-197,484	-159,772	-107,323	-59,989	53,598	-45,112	35,732	-994,133	-1,409,300	-3,391,158	-3,391,158	-3,391,158	-3,391,158	-3,391,158	-3,391,158	-3,391,158
		£/m2	-471	-494	-316	-122	-92	-40	-24	9	18	-390	-169	-43	-58	-51	-19	-11	11	-10	8	-239	-363	-612	-644	-679	-722	-766	-816	-874

Older People
Site 1

Site 1	Sheltered Green

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	75.0	62.50	100.00%	60	5,200	19,500,000	4,500
Affordable Overall			0%	0			
Affordable Rent	75.0	62.50	0.00%	0	2,500	0	0
Social Rent	75.0	62.50	0.00%	0	1,790	0	0
Shared Ownership	75.0	62.50	0.00%	0	3,640	0	0
First Homes	75.0	62.50	0.00%	0	3,640	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		**19,500,000**	**4,500**
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**2,838,993**	**5,677,986**	**5,677,986**
Existing Use Value		25,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	175,000		350,000
Benchmark Land Value		**200,000**		**400,000**
			£/m2	
Additional Profit		**-2,120,629**	**-471**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 6,384,921

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				2,838,993	
	Stamp Duty			131,450		
	Easements etc.			0		
	Legals /Acquisition		1.50%	42,585	174,035	
Fees						
	Planning			24,480		
	Professional		8.00%	847,082	871,562	
CONSTRUCTION						
	Build Cost		2,112	9,504,418		
	s106 / CIL / IT			841,500		
	Contingency		2.50%	237,610		
	Abnormals	%	0.00%	0		
		£		5,000	10,588,528	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	585,000		
	Legals	%	0.5%	97,500		
		£/unit	0	60		
	Misc.	%	0.0%	0	682,560	**15,155,678**

Developers Profit				
	Market Housing	% Value	17.50%	**3,412,500**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		2,838,993
	Total	131,450

Stamp duty calc - Residual		
Land payment		200,000
	Total	1,000

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	187	£/m2	841,500
		Total	**841,500**

Inf Tariff	% GDV	
	0.00%	**0**

spell

Build Cost			/m2
			1,659.00
CO2 Plus	%	10.00%	165.90
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,834.21
Site Costs	Base	15.00%	275.13
	BNG	0.15%	2.75
			2,112.09

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10				
Market Housing					0	0	0	3,250,000	3,250,000	3,250,000	3,250,000	3,250,000	3,250,000
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**3,250,000**	**3,250,000**	**3,250,000**	**3,250,000**	**3,250,000**	**3,250,000**
EXPENDITURE													
Stamp Duty		131,450											
Easements etc.		0											
Legals Acquisition		42,585											
Planning Fee		24,480											
Professional		423,541		423,541									
Build Cost - BCIS Base			0	528,023	1,056,046	1,584,070	1,584,070	1,584,070	1,584,070	1,056,046	528,023	0	0
s106/CIL/Tariff			841,500	0	0	0	0	0	0	0	0	0	0
Contingency			0	13,201	26,401	39,602	39,602	39,602	39,602	26,401	13,201	0	0
Abnormals			0	278	556	833	833	833	833	556	278	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	97,500	97,500	97,500	97,500	97,500	97,500
Legals		0	0	0	0	0	0	16,250	16,250	16,250	16,250	16,250	16,250
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**622,056**	**841,500**	**965,043**	**1,083,003**	**1,624,505**	**1,624,505**	**1,738,255**	**1,738,255**	**1,196,753**	**655,252**	**113,750**	**113,750**
For Residual Valuation	Land	**2,838,993**											
	Interest		51,916	65,317	80,772	98,229	124,070	150,299	129,877	109,149	79,987	42,266	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-3,461,049	-893,416	-1,030,360	-1,163,775	-1,722,734	-1,748,575	1,361,447	1,381,868	1,944,098	2,514,761	3,093,984	3,136,250
	Opening Balance	0											
	Closing Balance	-3,461,049	-4,354,465	-5,384,824	-6,548,600	-8,271,333	-10,019,908	-8,658,461	-7,276,593	-5,332,495	-2,817,734	276,250	3,412,500

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													3,412,500
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-3,412,500
	Opening Balance												
	Closing Balance	3,412,500	3,412,500	3,412,500	3,412,500	3,412,500	3,412,500	3,412,500	3,412,500	3,412,500	3,412,500	3,412,500	0

Older People
Site 15

Site 15	**Extracare Green**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				60	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	92.3	71.00	100.00%	60	5,200	22,152,000	5,538
Affordable Overall			0%	0			
Affordable Rent	92.3	71.00	0.00%	0	2,500	0	0
Social Rent	92.3	71.00	0.00%	0	1,790	0	0
Shared Ownership	92.3	71.00	0.00%	0	3,640	0	0
First Homes	92.3	71.00	0.00%	0	3,640	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		**22,152,000**	**5,538**
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**1,531,666**	**3,063,331**	**3,063,331**
Existing Use Value		25,000		50,000
Uplift	0%	0		0
Plus /ha	350,000	175,000		350,000
Benchmark Land Value		**200,000**		**400,000**
			£/m2	
Additional Profit		**-107,323**	**-19**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 2,947,379

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				1,531,666	
	Stamp Duty			66,083		
	Easements etc.			0		
	Legals /Acquisition		1.50%	22,975	89,058	
Fees						
	Planning			24,480		
	Professional		8.00%	1,106,231	1,130,711	
CONSTRUCTION						
	Build Cost		2,253	12,475,403		
	s106 / CIL / IT			1,035,606		
	Contingency		2.50%	311,885		
	Abnormals	%	0.00%	0		
		£		5,000	13,827,894	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	664,560		
	Legals	%	0.5%	110,760		
		£/unit	0	0		
	Misc.	%	0.0%	0	775,320	**17,354,649**

Developers Profit				
	Market Housing	% Value	17.50%	**3,876,600**
	Affordable Housing	% Value	6.00%	**0**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		1,531,666
	Total	66,083

Stamp duty calc - Residual		
Land payment		200,000
	Total	1,000

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	187	£/m2	1,035,606
		Total	**1,035,606**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,770.00
CO2 Plus	%	10.00%	177.00
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,956.31
Site Costs	Base	15.00%	293.45
	BNG	0.15%	2.93
			2,252.69

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10				
Market Housing					0	0	0	3,692,000	3,692,000	3,692,000	3,692,000	3,692,000	3,692,000
Affordable Rent					0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**3,692,000**	**3,692,000**	**3,692,000**	**3,692,000**	**3,692,000**	**3,692,000**
EXPENDITURE													
Stamp Duty		66,083											
Easements etc.		0											
Legals Acquisition		22,975											
Planning Fee		24,480											
Professional		553,116		553,116									
Build Cost - BCIS Base			0	693,078	1,386,156	2,079,234	2,079,234	2,079,234	2,079,234	1,386,156	693,078	0	0
s106/CIL/Tariff			1,035,606	0	0	0	0	0	0	0	0	0	0
Contingency			0	17,327	34,654	51,981	51,981	51,981	51,981	34,654	17,327	0	0
Abnormals			0	278	556	833	833	833	833	556	278	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	110,760	110,760	110,760	110,760	110,760	110,760
Legals		0	0	0	0	0	0	18,460	18,460	18,460	18,460	18,460	18,460
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**666,654**	**1,035,606**	**1,263,798**	**1,421,365**	**2,132,048**	**2,132,048**	**2,261,268**	**2,261,268**	**1,550,585**	**839,903**	**129,220**	**129,220**
For Residual Valuation	Land	**1,531,666**											
	Interest		32,975	49,004	68,696	91,046	124,393	158,239	139,152	119,778	89,454	48,014	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-2,198,320	-1,068,581	-1,312,802	-1,490,061	-2,223,094	-2,256,441	1,272,493	1,291,580	2,021,636	2,762,644	3,514,766	3,562,780
	Opening Balance	0											
	Closing Balance	-2,198,320	-3,266,900	-4,579,702	-6,069,763	-8,292,857	-10,549,298	-9,276,806	-7,985,226	-5,963,589	-3,200,946	313,820	3,876,600

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													3,876,600
Affordable for Rent													0
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-3,876,600
	Opening Balance												
	Closing Balance	3,876,600	3,876,600	3,876,600	3,876,600	3,876,600	3,876,600	3,876,600	3,876,600	3,876,600	3,876,600	3,876,600	0

Appendix 20 – Appraisals, Student Housing and Shared Living

The pages in this appendix are not numbered.

Student Brown
Cover

Student Housing (December 2021)

12/07/2022
10:37

Student Studio 60								Rounded
1	UNITS	**60**		Aff - rentec	100%	% of Aff	18	18
	Affordable	30%	18	Shared Ow	0%		0.00	0
				First Home	0%	% of Aff	0	0
							18	18

Modelling			Area ha		
Density	200	units/ha	Total	0.300	
Net: Gross	100%		Gross	0.300	ha
			Net	0.300	ha

Characteristics	
Sub Area	CCC
Green Brov	Brown
Use	PDL

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	42		Rounded	m2	m2	Circulation	18		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	23	26.0%	100%	42.00	42	1,217	23	26%	100%	18.00	18	522	100%	0.00	0	0	100%	0.00	0	0
Flat to5	2		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0														
Flat to5	1	23	26.0%		0.00	0	0	23	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3		26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**42.00**	**42**	**1,217**			**100%**	**18.00**	**18**	**522**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	1,739	2,884,669
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0					0	
Flat to5	1			1,770	1,770	0	0
Flat to5	2			1,770	1,770	0	0
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0			0	0	0	0
0	0			0	0	0	0
						1,739	2,884,669

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Flat to5	1	0	1.247	0
Flat to5	2	0	1.707	0
Flat to5	3	0	2.324	0
Flat 6+	1	0	1.247	0
Flat 6+	2	0	1.707	0
Flat 6+	3	0	2.324	0
Flat to5	1	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	**0**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
	Semi-natural
	Allotments
4.246	**ha**

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		42	1,217	28.98	966	23.00
Aff - rented		18	522	28.98	414	23.00
Shared Ownership		0	0	28.98	0	23.00
First Homes		0	0	28.98	0	23.00
		60	**1,739**		**1,380**	

Student Studio 175

								Rounded
2	UNITS	**175**		Aff - rentec	100%	% of Aff	52.5	53
	Affordable	30%	52.5	Shared Ow	0%		0.00	0
				First Home	0%	% of Aff	0	0
							52.5	53

Modelling			Area ha			Characteristics	
Density	200	units/ha	Total	0.875		Sub Area	CCC
Net: Gross	100%		Gross	0.875	ha	Green Brov	Green
			Net	0.875	ha	Use	Agricultural

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	122.5		Rounded	m2	m2	Circulation	53		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	23	26.0%	100%	122.50	122	3,536	23	26%	100%	53.00	53	1,536	100%	0.00	0	0	100%	0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	23	26.0%		0.00	0	0	23	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**122.50**	**122**	**3,536**			**100%**	**53.00**	**53**	**1,536**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	5,072	8,413,619
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0				0	0	0
Flat to5	1			1,770	1,770	0	0
Flat to5	2			1,770	1,770	0	0
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0			0	0	0	0
0	0			0	0	0	0
						5,072	8,413,619

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Flat to5	1	2,806	1.247	3,499
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	0	0	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	0	0	0
0	0	0	0	0
			Residents	**3,499**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
0.000	Semi-natural
0.000	Allotments
0.000	0
4.246	**ha**

Open Space Required	14.857
Gross - Net	0.000
Shortfall / Surplus	-14.857

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		122	3,536	28.98	2,806	23.00
Aff - rented		53	1,536	28.98	1,219	23.00
Shared Ownership		0	0	28.98	0	23.00
First Homes		0	0	28.98	0	23.00
		175	**5,072**		**4,025**	

Student Studio 500								Rounded	Modelling			Area ha			Characteristics	
3	UNITS	**500**		Aff - rentec	100%	% of Aff	150	150	Density	200	units/ha	Total	2.500		Sub Area	CCC
	Affordable	30%	150	Shared Ow	0%		0.00	0	Net: Gross	100%		Gross	2.500	ha	Green Brov	Green
				First Home	0%	% of Aff	0	0				Net	2.500	ha	Use	Agricultural
							150	150								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	350		Rounded	m2	m2	Circulation	150		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	23	26.0%	100%	350.00	350	10,143	23	26%	100%	150.00	150	4,347	100%	0.00	0	0	100%	0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	23	26.0%		0.00	0	0	23	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**350.00**	**350**	**10,143**			**100%**	**150.00**	**150**	**4,347**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	14,490	24,038,910
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0				0	0	0
Flat to5	1			1,770	1,770	0	0
Flat to5	2			1,770	1,770	0	0
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0		0	0	0	0	0
0	0		0	0	0	0	0
						14,490	24,038,910

1,659 £/m2

Occupants			Population	
	Beds	Count	per unit	
Flat to5	1	8,050	1.247	10,038
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	0	0	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	0	0	0
0	0	0	0	0
			Residents	**10,038**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
0.000	Semi-natural
0.000	Allotments
0.000	0
4.246	**ha**

Open Space Required	42.623
Gross - Net	0.000
Shortfall / Surplus	-42.623

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	350	10,143	28.98	8,050	23.00
Aff - rented	150	4,347	28.98	3,450	23.00
Shared Ownership	0	0	28.98	0	23.00
First Homes	0	0	28.98	0	23.00
	500	**14,490**		**11,500**	

Shared Studio 60								Rounded	Modelling			Area ha			Characteristics	
4	UNITS	60		Aff - rentec	100%	% of Aff	9	9	Density	200	units/ha	Total	0.300		Sub Area	CCC
	Affordable	15%	9	Shared Ow	0%		0.00	0	Net: Gross	100%		Gross	0.300	ha	Green Brov	Green
				First Home	0%	% of Aff	0	0				Net	0.300	ha	Use	Agricultural
							9	9								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	51		Rounded	m2	m2	Circulation	9		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	23	26.0%		0.00	0	0	23	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	23	26.0%	100%	51.00	51	1,478	23	26%	100%	9.00	9	261	100%	0.00	0	0	100%	0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**51.00**	**51**	**1,478**			**100%**	**9.00**	**9**	**261**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0				0	0	0
Flat to5	1			1,770	1,770	1,739	3,077,676
Flat to5	2			1,770	1,770	0	0
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0		0	0	0	0	0
0	0		0	0	0	0	0
						1,739	3,077,676

1,770 £/m2

Occupants			Population	
	Beds	Count	per unit	
Flat to5	1	0	1.247	0
Flat to5	2	0	1.707	0
Flat to5	3	0	2.324	0
Flat 6+	1	0	1.247	0
Flat 6+	2	0	1.707	0
Flat 6+	3	0	2.324	0
0	0	0	0	0
Flat to5	1	1,173	1.247	1,463
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	0	0	0
0	0	0	0	0
			Residents	**1,463**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
0.000	Semi-natural
0.000	Allotments
0.000	0
4.246	**ha**

Open Space Required	6.211
Gross - Net	0.000
Shortfall / Surplus	-6.211

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		51	1,478	28.98	1,173	23.00
Aff - rented		9	261	28.98	207	23.00
Shared Ownership		0	0	28.98	0	23.00
First Homes		0	0	28.98	0	23.00
		60	**1,739**		**1,380**	

Shared Studio 175								Rounded	Modelling			Area ha			Characteristics	
5	UNITS	**175**		Aff - rentec	100%	% of Aff	52.5	53	Density	200	units/ha	Total	0.875		Sub Area	CCC
	Affordable	30%	52.5	Shared Ow	0%		0.00	0	Net: Gross	100%		Gross	0.875	ha	Green Brov	Green
				First Home	0%	% of Aff	0	0				Net	0.875	ha	Use	Agricultural
							52.5	53								

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	122.5		Rounded	m2	m2	Circulation	53		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	23	26.0%		0.00	0	0	23	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	23	26.0%	100%	122.50	122	3,536	23	26%	100%	53.00	53	1,536	100%	0.00	0	0	100%	0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**122.50**	**122**	**3,536**			**100%**	**53.00**	**53**	**1,536**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0				0	0	0
Flat to5	1			1,770	1,770	5,072	8,976,555
Flat to5	2			1,770	1,770	0	0
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0		0	0	0	0	0
0	0		0	0	0	0	0
						5,072	8,976,555

1,770 £/m2

Occupants			Population	
	Beds	Count	per unit	
Flat to5	1	0	1.247	0
Flat to5	2	0	1.707	0
Flat to5	3	0	2.324	0
Flat 6+	1	0	1.247	0
Flat 6+	2	0	1.707	0
Flat 6+	3	0	2.324	0
0	0	0	0	0
Flat to5	1	2,806	1.247	3,499
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	0	0	0
0	0	0	0	0
			Residents	**3,499**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
0.000	Semi-natural
0.000	Allotments
0.000	0
4.246	**ha**

Open Space Required	14.857
Gross - Net	0.000
Shortfall / Surplus	-14.857

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		122	3,536	28.98	2,806	23.00
Aff - rented		53	1,536	28.98	1,219	23.00
Shared Ownership		0	0	28.98	0	23.00
First Homes		0	0	28.98	0	23.00
		175	**5,072**		**4,025**	

Shared Studio 500

							Rounded	Modelling			Area ha			Characteristics	
6	UNITS	500		Aff - rentec	100%	% of Aff	150	150	Density	200	units/ha	Total	2.500	Sub Area	CCC
	Affordable	30%	150	Shared Ow	0%		0.00	0	Net: Gross	100%		Gross	2.500 ha	Green Brov	Green
				First Home	0%	% of Aff	0	0				Net	2.500 ha	Use	Agricultural
							150	150							

				Market						**Affordable for Rent**				**Shared Ownership**				**First Homes**			
	Beds	m2	Circulation	350		Rounded	m2	m2	Circulation	150		Rounded	m2	0		Rounded	m2	0		Rounded	m2
Flat to5	1	23	26.0%		0.00	0	0	23	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	1	23	26.0%	100%	350.00	350	10,143	23	26%	100%	150.00	150	4,347	100%	0.00	0	0	100%	0.00	0	0
Flat to5	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat to5	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	1	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	2	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
Flat 6+	3	0	26.0%		0.00	0	0	0	26%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
0	0	0	0.0%		0.00	0	0	0	0%		0.00	0	0		0.00	0	0		0.00	0	0
				100%	**350.00**	**350**	**10,143**			**100%**	**150.00**	**150**	**4,347**	**100%**	**0.00**	**0**	**0**	**100%**	**0.00**	**0**	**0**

			BCIS				
			Lower Q	Median	Used	m2	
Flat to5	1			1,659	1,659	0	0
Flat to5	2			1,659	1,659	0	0
Flat to5	3			1,659	1,659	0	0
Flat 6+	1			1,659	1,659	0	0
Flat 6+	2			1,659	1,659	0	0
Flat 6+	3			1,659	1,659	0	0
0	0				0	0	0
Flat to5	1			1,770	1,770	14,490	25,647,300
Flat to5	2			1,770	1,770	0	0
Flat to5	3			1,770	1,770	0	0
Flat 6+	1			1,770	1,770	0	0
Flat 6+	2			1,770	1,770	0	0
Flat 6+	3			1,770	1,770	0	0
0	0		0	0	0	0	0
0	0		0	0	0	0	0
						14,490	25,647,300

1,770 £/m2

Occupants			Population	
	Beds	Count	per unit	
Flat to5	1	0	1.247	0
Flat to5	2	0	1.707	0
Flat to5	3	0	2.324	0
Flat 6+	1	0	1.247	0
Flat 6+	2	0	1.707	0
Flat 6+	3	0	2.324	0
0	0	0	0	0
Flat to5	1	8,050	1.247	10,038
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	0	0	0
0	0	0	0	0
			Residents	**10,038**

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
0.000	Semi-natural
0.000	Allotments
0.000	0
4.246	**ha**

Open Space Required	42.623
Gross - Net	0.000
Shortfall / Surplus	-42.623

Summary			Construction		Saleable	
		Units	m2	Average	m2	Average
Market Housing		350	10,143	28.98	8,050	23.00
Aff - rented		150	4,347	28.98	3,450	23.00
Shared Ownership		0	0	28.98	0	23.00
First Homes		0	0	28.98	0	23.00
		500	**14,490**		**11,500**	

FOR APPRAISALS

SITE		Site 1 Student Studio 60	Site 2 Student Studio 175	Site 3 Student Studio 500	Site 4 Shared Studio 60	Site 5 Shared Studio 175	Site 6 Shared Studio 500	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
Sub Area		CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC
Green Brown		Brown	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown
Use		PDL	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL
AREA																													
Total	ha	0.300	0.875	2.500	0.300	0.875	2.500	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
Gross	ha	0.300	0.875	2.500	0.300	0.875	2.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
Net	ha	0.300	0.875	2.500	0.300	0.875	2.500	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																													
Units		60	175	500	60	175	500	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
UNIT SIZE																													
Market Housing	m2	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98
Aff to rent	m2	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98
Shared Ownership	m2	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98
First Homes	m2	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98	28.98
BASE CONSTRUCTION																													
BCIS	£/m2	1,659	1,659	1,659	1,770	1,770	1,770	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659	1,659
Site Costs	%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
Abnormals	%	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%	5.0%
	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Contingency	%	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%	5.0%
Small Sites	%																												
FEES																													
Professional		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%
Planning <50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
Planning >50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
SALES																													
Agents	%	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%
Legal	%	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%
	£/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
Misc.	%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ACQUISITION																													
Agents	%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Legal	%	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%
DEVELOPER'S RETURN																													
Market Housing	% 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%
Affordable Housing	% Value	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%
First 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%
FINANCE																													
Fees	0.0%	0	0	0	0	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%
Legal and Valuation		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
LAND																													
EUV		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Premium	% EUV	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Premium	£/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc	£																												
VALUES																													
Market Housing	£/m2	6,326	6,326	6,326	5,093	5,093	5,093	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200
Aff Rent	£/m2	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Social Rent	£/m2	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790	1,790
Shared Ownership	£/m2	4,428	4,428	4,428	3,565	3,565	3,565	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640
First Homes	£/m2	4,428	4,428	4,428	3,565	3,565	3,565	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640	3,640
GRANT																													
Intermediate to Buy	£/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
Affordable 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
Social 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 REQUIREMENTS																													
Biodiversity NG	%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%
	£/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CO2 Plus	%	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%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Acc & 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%
	£/m2	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21	9.21
Water	£/m2	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
Over Extra 1	%		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%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Over Extra 2	%		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%
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL	£/m2	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103	103
Pre CIL s106	£/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
Post CIL s106	£/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
Inf Tariff	% 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%
Affordable Housing																													
Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Aff Rent	100.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	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%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25	Site 26	Site 27	Site 28
			Student Studio 60	Student Studio 175	Student Studio 500	Shared Studio 60	Shared Studio 175	Shared Studio 500	Sheltered Green	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Sheltered Brown	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Green	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown	Extracare Brown
			CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC	CCC
	Green/brown field		Brown	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use		PDL	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	PDL	PDL	PDL	PDL	PDL	PDL	PDL
Site Area	Gross	ha	0.300	0.875	2.500	0.300	0.875	2.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
	Net	ha	0.300	0.875	2.500	0.300	0.875	2.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
Units			60	175	500	60	175	500	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
Mix	Market Housing		70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
	Affordable Overall		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
	Affordable Rent		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	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	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
		£ site	300,000	875,000	2,500,000	300,000	875,000	2,500,000	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
Uplift		£/ha	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
		£ site	60,000	175,000	500,000	60,000	175,000	500,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Benchmark Land Value		£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		£ site	360,000	1,050,000	3,000,000	360,000	1,050,000	3,000,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Residual	Gross	£/ha	2,823,279	2,847,147	2,825,443	-708,189	-662,853	-621,991	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025
	Net	£/ha	2,823,279	2,847,147	2,825,443	-708,189	-662,853	-621,991	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025	252,025
		£ site	846,984	2,491,253	7,063,608	-212,457	-579,997	-1,554,976	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012	126,012
Additional Profit		£ site	-2,120,629	-2,120,629	-1,278,260	-469,091	-330,306	-135,580	-76,332	40,784	77,276	-1,578,359	-647,235	-154,165	-197,484	-159,772	-107,323	-59,989	53,598	-45,112	35,732	-994,133	-1,409,300	-3,391,158	-3,391,158	-3,391,158	-3,391,158	-3,391,158	-3,391,158	-3,391,158
		£/m2	-1,742	-597	-126	-385	-93	-13	-63	34	63	-1,297	-532	-127	-162	-131	-88	-49	44	-37	29	-817	-1,158	-2,786	-2,786	-2,786	-2,786	-2,786	-2,786	-2,786

Student Brown
Site 1

Site 1	Student Studio 60

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	29.0	23.00	70.00%	42	6,326	6,111,000	1,217
Affordable Overall			30%	18			
Affordable Rent	29.0	23.00	30.00%	18	2,500	1,035,000	522
Social Rent	29.0	23.00	0.00%	0	1,790	0	0
Shared Ownership	29.0	23.00	0.00%	0	4,428	0	0
First Homes	29.0	23.00	0.00%	0	4,428	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.300	ha	200	/ha		**7,146,000**	**1,739**
SITE AREA - Gross	0.300	ha	200	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**846,984**	**2,823,279**	**2,823,279**
Existing Use Value		300,000		1,000,000
Uplift	20%	60,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		**360,000**		**1,200,000**
			£/m2	
Additional Profit		**-2,120,629**	**-1,742**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 2,934,635

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				846,984	
	Stamp Duty			31,849		
	Easements etc.			0		
	Legals /Acquisition		1.50%	12,705	44,554	
Fees						
	Planning			24,480		
	Professional		8.00%	335,294	359,774	
CONSTRUCTION						
	Build Cost		2,123	3,691,643		
	s106 / CIL / IT			125,367		
	Contingency		5.00%	184,582		
	Abnormals	%	5.00%	184,582		
		£		5,000	4,191,175	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	214,380		
	Legals	%	0.5%	35,730		
		£/unit	0	60		
	Misc.	%	0.0%	0	250,170	**5,692,656**

Developers Profit				
	Market Housing	% Value	17.50%	**1,069,425**
	Affordable Housing	% Value	6.00%	**62,100**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		846,984
	Total	31,849

Stamp duty calc - Residual		
Land payment		360,000
	Total	7,500

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	103	£/m2	125,367
		Total	**125,367**

Inf Tariff	% GDV	
	0.00%	**0**

spell

Build Cost			/m2
			1,659.00
CO2 Plus	%	10.00%	165.90
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,834.21
Site Costs	Base	15.00%	275.13
	BNG	0.75%	13.76
			2,123.10

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10				
Market Housing					0	0	0	1,018,500	1,018,500	1,018,500	1,018,500	1,018,500	1,018,500
Affordable Rent					0	0	0	172,500	172,500	172,500	172,500	172,500	172,500
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,191,000**	**1,191,000**	**1,191,000**	**1,191,000**	**1,191,000**	**1,191,000**
EXPENDITURE													
Stamp Duty		31,849											
Easements etc.		0											
Legals Acquisition		12,705											
Planning Fee		24,480											
Professional		167,647		167,647									
Build Cost - BCIS Base			0	205,091	410,183	615,274	615,274	615,274	615,274	410,183	205,091	0	0
s106/CIL/Tariff			125,367	0	0	0	0	0	0	0	0	0	0
Contingency			0	10,255	20,509	30,764	30,764	30,764	30,764	20,509	10,255	0	0
Abnormals			0	10,532	21,065	31,597	31,597	31,597	31,597	21,065	10,532	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	35,730	35,730	35,730	35,730	35,730	35,730
Legals		0	0	0	0	0	0	5,955	5,955	5,955	5,955	5,955	5,955
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**236,681**	**125,367**	**393,525**	**451,756**	**677,635**	**677,635**	**719,320**	**719,320**	**493,441**	**267,563**	**41,685**	**41,685**
For Residual Valuation	Land	**846,984**											
	Interest		16,255	18,379	24,558	31,703	42,343	53,142	46,864	40,492	30,636	17,244	263
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-1,083,665	-141,622	-411,904	-476,314	-709,337	-719,977	418,538	424,816	657,067	892,801	1,132,071	1,149,052
	Opening Balance	0											
	Closing Balance	-1,083,665	-1,225,287	-1,637,191	-2,113,506	-2,822,843	-3,542,820	-3,124,282	-2,699,466	-2,042,399	-1,149,598	-17,527	1,131,525

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													1,069,425
Affordable for Rent													62,100
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-1,131,525
	Opening Balance												
	Closing Balance	1,131,525	1,131,525	1,131,525	1,131,525	1,131,525	1,131,525	1,131,525	1,131,525	1,131,525	1,131,525	1,131,525	0

12/07/202210:37

Student Brown
Site 2

Site 2	Student Studio 175

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				175	£/m2	£	m2
	Gross	Net					
Market Housing	29.0	23.00	70.00%	123	6,326	17,823,750	3,550
Affordable Overall			30%	52.5			
Affordable Rent	29.0	23.00	30.00%	53	2,500	3,018,750	1,521
Social Rent	29.0	23.00	0.00%	0	1,790	0	0
Shared Ownership	29.0	23.00	0.00%	0	4,428	0	0
First Homes	29.0	23.00	0.00%	0	4,428	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.875	ha	200	/ha		**20,842,500**	**5,072**
SITE AREA - Gross	0.875	ha	200	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**2,491,253**	**2,847,147**	**2,847,147**
Existing Use Value		875,000		1,000,000
Uplift	20%	175,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		**1,050,000**		**1,200,000**
			£/m2	
Additional Profit		**-2,120,629**	**-597**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 4,394,479

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				2,491,253	
	Stamp Duty			114,063		
	Easements etc.			0		
	Legals /Acquisition		1.50%	37,369	151,431	
Fees						
	Planning			40,350		
	Professional		8.00%	977,174	1,017,524	
CONSTRUCTION						
	Build Cost		2,123	10,767,292		
	s106 / CIL / IT			365,655		
	Contingency		5.00%	538,365		
	Abnormals	%	5.00%	538,365		
		£		5,000	12,214,676	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	625,275		
	Legals	%	0.5%	104,213		
		£/unit	0	0		
	Misc.	%	0.0%	0	729,488	**16,604,373**

Developers Profit				
	Market Housing	% Value	17.50%	**3,119,156**
	Affordable Housing	% Value	6.00%	**181,125**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	175		
No dwgs under 50	50	462	23,100
No dwgs over 50	125	138	17,250
		Total	40,350

Stamp duty calc - Residual		
Land payment		2,491,253
	Total	114,063

Stamp duty calc - Residual		
Land payment		1,050,000
	Total	42,000

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	103	£/m2	365,655
		Total	**365,655**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	10.00%	165.90
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,834.21
Site Costs	Base	15.00%	275.13
	BNG	0.75%	13.76
			2,123.10

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				30	30	30	30	30	25
Market Housing					0	0	0	3,055,500	3,055,500
Affordable Rent					0	0	0	517,500	517,500
Social Rent					0	0	0	0	0
Shared Ownership					0	0	0	0	0
First Homes					0	0	0	0	0
Grant and Subsidy					0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**3,573,000**	**3,573,000**
EXPENDITURE									
Stamp Duty		114,063							
Easements etc.		0							
Legals Acquisition		37,369							
Planning Fee		40,350							
Professional		488,587		488,587					
Build Cost - BCIS Base			0	615,274	1,230,548	1,845,821	1,845,821	1,845,821	1,743,276
s106/CIL/Tariff			365,655	0	0	0	0	0	0
Contingency			0	30,764	61,527	92,291	92,291	92,291	87,164
Abnormals			0	31,049	62,099	93,148	93,148	93,148	87,973
Finance Fees		0							
Legal and Valuation		0							
Agents		0	0	0	0	0	0	107,190	107,190
Legals		0	0	0	0	0	0	17,865	17,865
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		**680,369**	**365,655**	**1,165,674**	**1,354,174**	**2,031,261**	**2,031,261**	**2,156,316**	**2,043,468**
For Residual Valuation	Land	**2,491,253**							
	Interest		47,574	53,773	72,064	93,458	125,329	157,678	138,793
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	-3,171,622	-413,229	-1,219,447	-1,426,238	-2,124,719	-2,156,590	1,259,007	1,390,739
	Opening Balance	0							
	Closing Balance	-3,171,622	-3,584,851	-4,804,298	-6,230,537	-8,355,255	-10,511,845	-9,252,838	-7,862,099

		Year 3				Year 4			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started									
Market Housing		3,055,500	3,055,500	3,055,500	2,546,250	0	0	0	0
Affordable Rent		517,500	517,500	517,500	431,250	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**3,573,000**	**3,573,000**	**3,573,000**	**2,977,500**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		1,128,002	512,728	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		56,400	25,636	0	0	0	0	0	0
Abnormals		56,924	25,875	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		107,190	107,190	107,190	89,325	0	0	0	0
Legals		17,865	17,865	17,865	14,888	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**1,366,381**	**689,294**	**125,055**	**104,213**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	117,931	86,601	44,645	0	0	0	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	2,088,687	2,797,105	3,403,300	2,873,288	0	0	0	0
	Opening Balance								
	Closing Balance	-5,773,411	-2,976,307	426,994	3,300,281	3,300,281	3,300,281	3,300,281	3,300,281

		Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started									
Market Housing		0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									3,119,156
Affordable for Rent									181,125
First Homes									0
	Cash Flow	0	0	0	0	0	0	0	-3,300,281
	Opening Balance								
	Closing Balance	3,300,281	3,300,281	3,300,281	3,300,281	3,300,281	3,300,281	3,300,281	0

Student Brown
Site 3

Site 3	Student Studio 500

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				500	£/m2	£	m2
	Gross	Net					
Market Housing	29.0	23.00	70.00%	350	6,326	50,925,000	10,143
Affordable Overall			30%	150			
Affordable Rent	29.0	23.00	30.00%	150	2,500	8,625,000	4,347
Social Rent	29.0	23.00	0.00%	0	1,790	0	0
Shared Ownership	29.0	23.00	0.00%	0	4,428	0	0
First Homes	29.0	23.00	0.00%	0	4,428	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.500	ha	200	/ha		**59,550,000**	**14,490**
SITE AREA - Gross	2.500	ha	200	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**7,063,608**	**2,825,443**	**2,825,443**
Existing Use Value		2,500,000		1,000,000
Uplift	20%	500,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		**3,000,000**		**1,200,000**
			£/m2	
Additional Profit		**-1,278,260**	**-126**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 7,789,868

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				7,063,608	
	Stamp Duty			342,680		
	Easements etc.			0		
	Legals /Acquisition		1.50%	105,954	448,635	
Fees						
	Planning			85,200		
	Professional		8.00%	2,791,183	2,876,383	
CONSTRUCTION						
	Build Cost		2,123	30,763,691		
	s106 / CIL / IT			1,044,729		
	Contingency		5.00%	1,538,185		
	Abnormals	%	5.00%	1,538,185		
		£		5,000	34,889,789	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	1,786,500		
	Legals	%	0.5%	297,750		
		£/unit	0	0		
	Misc.	%	0.0%	0	2,084,250	**47,362,665**

Developers Profit				
	Market Housing	% Value	17.50%	**8,911,875**
	Affordable Housing	% Value	6.00%	**517,500**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	500		
No dwgs under 50	50	462	23,100
No dwgs over 50	450	138	62,100
		Total	85,200

Stamp duty calc - Residual		
Land payment		7,063,608
	Total	342,680

Stamp duty calc - Residual		
Land payment		3,000,000
	Total	139,500

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	103	£/m2	1,044,729
		Total	**1,044,729**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,659.00
CO2 Plus	%	10.00%	165.90
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,834.21
Site Costs	Base	15.00%	275.13
	BNG	0.75%	13.76
			2,123.10

RESIDUAL CASH FLOW FOR INTEREST

		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				60	60	60	60	60	60	60	60	20													
Market Housing					0	0	0	6,111,000	6,111,000	6,111,000	6,111,000	6,111,000	6,111,000	6,111,000	6,111,000	2,037,000	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	1,035,000	1,035,000	1,035,000	1,035,000	1,035,000	1,035,000	1,035,000	1,035,000	345,000	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	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
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**	**7,146,000**	**7,146,000**	**7,146,000**	**7,146,000**	**7,146,000**	**7,146,000**	**7,146,000**	**7,146,000**	**2,382,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		342,680																							
Easements etc.		0																							
Legals Acquisition		105,954																							
Planning Fee		85,200																							
Professional		1,395,592		1,395,592																					
Build Cost - BCIS Base			0	1,230,548	2,461,095	3,691,643	3,691,643	3,691,643	3,691,643	3,691,643	3,691,643	2,871,278	1,640,730	410,183	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			1,044,729	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	61,527	123,055	184,582	184,582	184,582	184,582	184,582	184,582	143,564	82,037	20,509	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	61,727	123,455	185,182	185,182	185,182	185,182	185,182	185,182	144,031	82,303	20,576	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	214,380	214,380	214,380	214,380	214,380	214,380	214,380	214,380	71,460	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	35,730	35,730	35,730	35,730	35,730	35,730	35,730	35,730	11,910	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**1,929,426**	**1,044,729**	**2,749,394**	**2,707,605**	**4,061,407**	**4,061,407**	**4,311,517**	**4,311,517**	**4,311,517**	**4,311,517**	**3,408,982**	**2,055,180**	**701,377**	**250,110**	**83,370**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**7,063,608**																							
	Interest		134,896	152,590	196,120	239,676	304,192	369,676	332,704	295,177	257,087	218,426	165,648	91,770	0	0	0	0	0	0	0	0	0	0	0
Developers Return																									
Market Housing																									8,911,875
Affordable for Rent																									517,500
First Homes																									0
	Cash Flow	-8,993,034	-1,179,625	-2,901,984	-2,903,724	-4,301,083	-4,365,599	2,464,807	2,501,779	2,539,306	2,577,395	3,518,591	4,925,173	6,352,853	6,895,890	2,298,630	0	0	0	0	0	0	0	0	-9,429,375
	Opening Balance	0																							
	Closing Balance	-8,993,034	-10,172,659	-13,074,643	-15,978,367	-20,279,450	-24,645,049	-22,180,242	-19,678,463	-17,139,157	-14,561,761	-11,043,170	-6,117,998	234,855	7,130,745	9,429,375	9,429,375	9,429,375	9,429,375	9,429,375	9,429,375	9,429,375	9,429,375	9,429,375	0

12/07/202210:37

Student Brown
Site 4

Site 4	Shared Studio 60

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	29.0	23.00	70.00%	42	5,093	4,919,376	1,217
Affordable Overall			30%	18			
Affordable Rent	29.0	23.00	30.00%	18	2,500	1,035,000	522
Social Rent	29.0	23.00	0.00%	0	1,790	0	0
Shared Ownership	29.0	23.00	0.00%	0	3,565	0	0
First Homes	29.0	23.00	0.00%	0	3,565	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.300	ha	200	/ha		5,954,376	1,739
SITE AREA - Gross	0.300	ha	200	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-212,457	-708,189	-708,189
Existing Use Value		300,000		1,000,000
Uplift	20%	60,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		**360,000**		**1,200,000**
			£/m2	
Additional Profit		**-469,091**	**-385**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -23,037

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-212,457	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-3,187	-3,187	
Fees						
	Planning			24,480		
	Professional		8.00%	356,920	381,400	
CONSTRUCTION						
	Build Cost		2,264	3,937,389		
	s106 / CIL / IT			125,367		
	Contingency		5.00%	196,869		
	Abnormals	%	5.00%	196,869		
		£		5,000	4,461,495	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	178,631		
	Legals	%	0.5%	29,772		
		£/unit	0	0		
	Misc.	%	0.0%	0	208,403	**4,835,654**

Developers Profit				
	Market Housing	% Value	17.50%	**860,891**
	Affordable Housing	% Value	6.00%	**62,100**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-212,457
	Total	0

Stamp duty calc - Residual		
Land payment		360,000
	Total	7,500

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	103	£/m2	125,367
		Total	**125,367**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,770.00
CO2 Plus	%	10.00%	177.00
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,956.31
Site Costs	Base	15.00%	293.45
	BNG	0.75%	14.67
			2,264.43

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				10	10	10	10	10	10				
Market Housing					0	0	0	819,896	819,896	819,896	819,896	819,896	819,896
Affordable Rent					0	0	0	172,500	172,500	172,500	172,500	172,500	172,500
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**992,396**	**992,396**	**992,396**	**992,396**	**992,396**	**992,396**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-3,187											
Planning Fee		24,480											
Professional		178,460		178,460									
Build Cost - BCIS Base			0	218,744	437,488	656,231	656,231	656,231	656,231	437,488	218,744	0	0
s106/CIL/Tariff			125,367	0	0	0	0	0	0	0	0	0	0
Contingency			0	10,937	21,874	32,812	32,812	32,812	32,812	21,874	10,937	0	0
Abnormals			0	11,215	22,430	33,645	33,645	33,645	33,645	22,430	11,215	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	29,772	29,772	29,772	29,772	29,772	29,772
Legals		0	0	0	0	0	0	4,962	4,962	4,962	4,962	4,962	4,962
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**199,753**	**125,367**	**419,356**	**481,792**	**722,688**	**722,688**	**757,422**	**757,422**	**516,526**	**275,630**	**34,734**	**34,734**
For Residual Valuation	Land	**-212,457**											
	Interest		0	1,690	8,006	15,353	26,423	37,660	34,700	31,696	25,033	14,657	512
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	12,704	-125,367	-421,046	-489,798	-738,041	-749,111	197,314	200,274	444,174	691,733	943,005	957,150
	Opening Balance	0											
	Closing Balance	12,704	-112,664	-533,709	-1,023,507	-1,761,548	-2,510,659	-2,313,344	-2,113,070	-1,668,896	-977,164	-34,159	922,991

		Year 4				Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													860,891
Affordable for Rent													62,100
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-922,991
	Opening Balance												
	Closing Balance	922,991	922,991	922,991	922,991	922,991	922,991	922,991	922,991	922,991	922,991	922,991	0

12/07/202210:37

Student Brown
Site 5

Site 5	**Shared Studio 175**

INCOME	**Av Size**	m2	**%**	**Number**	**Price**	**GDV**	**GIA**
				175	**£/m2**	**£**	**m2**
	Gross	Net					
Market Housing	29.0	23.00	70.00%	123	5,093	14,348,180	3,550
Affordable Overall			30%	52.5			
Affordable Rent	29.0	23.00	30.00%	53	2,500	3,018,750	1,521
Social Rent	29.0	23.00	0.00%	0	1,790	0	0
Shared Ownership	29.0	23.00	0.00%	0	3,565	0	0
First Homes	29.0	23.00	0.00%	0	3,565	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.875	ha	200	/ha		**17,366,930**	**5,072**
SITE AREA - Gross	0.875	ha	200	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-579,997	-662,853	-662,853
Existing Use Value		875,000		1,000,000
Uplift	20%	175,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		1,050,000		1,200,000

		£/m2
Additional Profit	-330,306	-93

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -1,196,922

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			**/unit or m2**	**Total**		
	Land				-579,997	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-8,700	-8,700	
Fees						
	Planning			40,350		
	Professional		8.00%	1,040,249	1,080,599	
CONSTRUCTION						
	Build Cost		2,264	11,484,051		
	s106 / CIL / IT			365,655		
	Contingency		5.00%	574,203		
	Abnormals	%	5.00%	574,203		
		£		5,000	13,003,111	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	521,008		
	Legals	%	0.5%	86,835		
		£/unit	0	0		
	Misc.	%	0.0%	0	607,843	**14,102,856**

Developers Profit				
	Market Housing	% Value	17.50%	**2,510,932**
	Affordable Housing	% Value	6.00%	**181,125**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	175		
No dwgs under 50	50	462	23,100
No dwgs over 50	125	138	17,250
		Total	40,350

Stamp duty calc - Residual		
Land payment		-579,997
	Total	0

Stamp duty calc - Residual		
Land payment		1,050,000
	Total	42,000

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	103	£/m2	365,655
		Total	**365,655**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,770.00
CO2 Plus	%	10.00%	177.00
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,956.31
Site Costs	Base	15.00%	293.45
	BNG	0.75%	14.67
			2,264.43

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				**Year 2**				**Year 3**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				30	30	30	30	30	25				
Market Housing					0	0	0	2,459,688	2,459,688	2,459,688	2,459,688	2,459,688	2,049,740
Affordable Rent					0	0	0	517,500	517,500	517,500	517,500	517,500	431,250
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,977,188**	**2,977,188**	**2,977,188**	**2,977,188**	**2,977,188**	**2,480,990**
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		-8,700											
Planning Fee		40,350											
Professional		520,124		520,124									
Build Cost - BCIS Base			0	656,231	1,312,463	1,968,694	1,968,694	1,968,694	1,859,323	1,203,091	546,860	0	0
s106/CIL/Tariff			365,655	0	0	0	0	0	0	0	0	0	0
Contingency			0	32,812	65,623	98,435	98,435	98,435	92,966	60,155	27,343	0	0
Abnormals			0	33,097	66,195	99,292	99,292	99,292	93,776	60,678	27,581	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	89,316	89,316	89,316	89,316	89,316	74,430
Legals		0	0	0	0	0	0	14,886	14,886	14,886	14,886	14,886	12,405
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		**551,774**	**365,655**	**1,242,265**	**1,444,281**	**2,166,421**	**2,166,421**	**2,270,623**	**2,150,266**	**1,428,126**	**705,985**	**104,202**	**86,835**
For Residual Valuation	Land	-579,997											
	Interest		0	5,061	23,771	45,792	78,975	112,656	103,748	92,900	71,058	38,055	0
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	28,222	-365,655	-1,247,326	-1,468,052	-2,212,213	-2,245,396	593,909	723,174	1,456,162	2,200,145	2,834,931	2,394,155
	Opening Balance	0											
	Closing Balance	28,222	-337,433	-1,584,759	-3,052,811	-5,265,025	-7,510,421	-6,916,512	-6,193,337	-4,737,175	-2,537,030	297,901	2,692,057

		Year 4				**Year 5**				**Year 6**			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		**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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													2,510,932
Affordable for Rent													181,125
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-2,692,057
	Opening Balance												
	Closing Balance	2,692,057	2,692,057	2,692,057	2,692,057	2,692,057	2,692,057	2,692,057	2,692,057	2,692,057	2,692,057	2,692,057	0

12/07/202210:37

Student Brown
Site 6

Site 6	Shared Studio 500

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				500	£/m2	£	m2
	Gross	Net					
Market Housing	29.0	23.00	70.00%	350	5,093	40,994,800	10,143
Affordable Overall			30%	150			
Affordable Rent	29.0	23.00	30.00%	150	2,500	8,625,000	4,347
Social Rent	29.0	23.00	0.00%	0	1,790	0	0
Shared Ownership	29.0	23.00	0.00%	0	3,565	0	0
First Homes	29.0	23.00	0.00%	0	3,565	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	2.500	ha	200	/ha		**49,619,800**	**14,490**
SITE AREA - Gross	2.500	ha	200	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**-1,554,976**	**-621,991**	**-621,991**
Existing Use Value		2,500,000		1,000,000
Uplift	20%	500,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		**3,000,000**		**1,200,000**

		£/m2
Additional Profit	**-135,580**	**-13**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -4,374,041

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				-1,554,976	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	-23,325	-23,325	
Fees						
	Planning			85,200		
	Professional		8.00%	2,971,397	3,056,597	
CONSTRUCTION						
	Build Cost		2,264	32,811,574		
	s106 / CIL / IT			1,044,729		
	Contingency		5.00%	1,640,579		
	Abnormals	%	5.00%	1,640,579		
		£		5,000	37,142,460	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	1,488,594		
	Legals	%	0.5%	248,099		
		£/unit	0	0		
	Misc.	%	0.0%	0	1,736,693	**40,357,449**

Developers Profit				
	Market Housing	% Value	17.50%	**7,174,090**
	Affordable Housing	% Value	6.00%	**517,500**
	First Homes	% Value	17.50%	**0**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	500		
No dwgs under 50	50	462	23,100
No dwgs over 50	450	138	62,100
		Total	85,200

Stamp duty calc - Residual		
Land payment		-1,554,976
	Total	0

Stamp duty calc - Residual		
Land payment		3,000,000
	Total	139,500

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	103	£/m2	1,044,729
		Total	**1,044,729**

Inf Tariff	% GDV	
	0.00%	**0**

Build Cost			/m2
			1,770.00
CO2 Plus	%	10.00%	177.00
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,956.31
Site Costs	Base	15.00%	293.45
	BNG	0.75%	14.67
			2,264.43

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started				60	60	60	60	60	60
Market Housing					0	0	0	4,919,376	4,919,376
Affordable Rent					0	0	0	1,035,000	1,035,000
Social Rent					0	0	0	0	0
Shared Ownership					0	0	0	0	0
First Homes					0	0	0	0	0
Grant and Subsidy					0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**5,954,376**	**5,954,376**
EXPENDITURE									
Stamp Duty		0							
Easements etc.		0							
Legals Acquisition		-23,325							
Planning Fee		85,200							
Professional		1,485,698		1,485,698					
Build Cost - BCIS Base			0	1,312,463	2,624,926	3,937,389	3,937,389	3,937,389	3,937,389
s106/CIL/Tariff			1,044,729	0	0	0	0	0	0
Contingency			0	65,623	131,246	196,869	196,869	196,869	196,869
Abnormals			0	65,823	131,646	197,469	197,469	197,469	197,469
Finance Fees		0							
Legal and Valuation		0							
Agents		0	0	0	0	0	0	178,631	178,631
Legals		0	0	0	0	0	0	29,772	29,772
Misc.				0					
COSTS BEFORE LAND INT AND PROFIT		**1,547,574**	**1,044,729**	**2,929,608**	**2,887,818**	**4,331,728**	**4,331,728**	**4,540,131**	**4,540,131**
For Residual Valuation	Land	**-1,554,976**							
	Interest		0	15,560	59,737	103,951	170,486	238,019	220,376
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	7,403	-1,044,729	-2,945,168	-2,947,556	-4,435,678	-4,502,214	1,176,226	1,193,869
	Opening Balance	0							
	Closing Balance	7,403	-1,037,326	-3,982,494	-6,930,050	-11,365,728	-15,867,942	-14,691,716	-13,497,847

		Year 3				Year 4			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started		60	60	20					
Market Housing		4,919,376	4,919,376	4,919,376	4,919,376	4,919,376	4,919,376	1,639,792	0
Affordable Rent		1,035,000	1,035,000	1,035,000	1,035,000	1,035,000	1,035,000	345,000	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**5,954,376**	**5,954,376**	**5,954,376**	**5,954,376**	**5,954,376**	**5,954,376**	**1,984,792**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		3,937,389	3,937,389	3,062,414	1,749,951	437,488	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		196,869	196,869	153,121	87,498	21,874	0	0	0
Abnormals		197,469	197,469	153,587	87,764	21,941	0	0	0
Finance Fees									
Legal and Valuation									
Agents		178,631	178,631	178,631	178,631	178,631	178,631	59,544	0
Legals		29,772	29,772	29,772	29,772	29,772	29,772	9,924	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**4,540,131**	**4,540,131**	**3,577,525**	**2,133,615**	**689,706**	**208,403**	**69,468**	**0**
For Residual Valuation	Land								
	Interest	202,468	184,291	165,842	132,677	77,355	0	0	0
Developers Return									
Market Housing									
Affordable for Rent									
First Homes									
	Cash Flow	1,211,777	1,229,954	2,211,010	3,688,084	5,187,314	5,745,973	1,915,324	0
	Opening Balance								
	Closing Balance	-12,286,069	-11,056,115	-8,845,105	-5,157,022	30,293	5,776,266	7,691,590	7,691,590

		Year 5				Year 6			
INCOME		**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
UNITS Started									
Market Housing		0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0
First Homes		0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE									
Stamp Duty									
Easements etc.									
Legals Acquisition									
Planning Fee									
Professional									
Build Cost - BCIS Base		0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0
Finance Fees									
Legal and Valuation									
Agents		0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0
Misc.									
COSTS BEFORE LAND INT AND PROFIT		**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land								
	Interest	0	0	0	0	0	0	0	0
Developers Return									
Market Housing									7,174,090
Affordable for Rent									517,500
First Homes									0
	Cash Flow	0	0	0	0	0	0	0	-7,691,590
	Opening Balance								
	Closing Balance	7,691,590	7,691,590	7,691,590	7,691,590	7,691,590	7,691,590	7,691,590	0

12/07/202210:37

Student Brown
Site 7

Site 7	Sheltered Green

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				60	£/m2	£	m2
	Gross	Net					
Market Housing	29.0	23.00	70.00%	42	5,200	5,023,200	1,217
Affordable Overall			30%	18			
Affordable Rent	29.0	23.00	30.00%	18	2,500	1,035,000	522
Social Rent	29.0	23.00	0.00%	0	1,790	0	0
Shared Ownership	29.0	23.00	0.00%	0	3,640	0	0
First Homes	29.0	23.00	0.00%	0	3,640	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		6,058,200	1,739
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		126,012	252,025	252,025
Existing Use Value		500,000		1,000,000
Uplift	20%	100,000		200,000
Plus /ha	0	0		0
Benchmark Land Value		600,000		1,200,000

		£/m2
Additional Profit	-76,332	-63

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = -358,196

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS						
LAND			/unit or m2	Total		
	Land				126,012	
	Stamp Duty			0		
	Easements etc.			0		
	Legals /Acquisition		1.50%	1,890	1,890	
Fees						
	Planning			24,480		
	Professional		8.00%	335,294	359,774	
CONSTRUCTION						
	Build Cost		2,123	3,691,643		
	s106 / CIL / IT			125,367		
	Contingency		5.00%	184,582		
	Abnormals	%	5.00%	184,582		
		£		5,000	4,191,175	
FINANCE						
	Fees		0%	0		
	Interest		6.00%			
	Legal and Valuation			0	0	
SALES						
	Agents	%	3.0%	181,746		
	Legals	%	0.5%	30,291		
		£/unit	0	0		
	Misc.	%	0.0%	0	212,037	4,890,888

Developers Profit				
	Market Housing	% Value	17.50%	879,060
	Affordable Housing	% Value	6.00%	62,100
	First Homes	% Value	17.50%	0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		126,012
	Total	0

Stamp duty calc - Residual		
Land payment		600,000
	Total	19,500

Pre CIL s106	0	£/ Unit (all)	
		Total	0

Post CIL s106	0	£/ Unit (all)	0
CIL	103	£/m2	125,367
		Total	125,367

Inf Tariff	% GDV	
	0.00%	0

Build Cost			/m2
			1,659.00
CO2 Plus	%	10.00%	165.90
	£/m2		0.00
Acc & Adpt	%	0.00%	0.00
	£/m2		9.21
Water	£/m2		0.10
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
			1,834.21
Site Costs	Base	15.00%	275.13
	BNG	0.75%	13.76
			2,123.10

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				10	10	10	10	10	10				
Market Housing					0	0	0	837,200	837,200	837,200	837,200	837,200	837,200
Affordable Rent					0	0	0	172,500	172,500	172,500	172,500	172,500	172,500
Social Rent					0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0
First Homes					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	1,009,700	1,009,700	1,009,700	1,009,700	1,009,700	1,009,700
EXPENDITURE													
Stamp Duty		0											
Easements etc.		0											
Legals Acquisition		1,890											
Planning Fee		24,480											
Professional		167,647		167,647									
Build Cost - BCIS Base			0	205,091	410,183	615,274	615,274	615,274	615,274	410,183	205,091	0	0
s106/CIL/Tariff			125,367	0	0	0	0	0	0	0	0	0	0
Contingency			0	10,255	20,509	30,764	30,764	30,764	30,764	20,509	10,255	0	0
Abnormals			0	10,532	21,065	31,597	31,597	31,597	31,597	21,065	10,532	0	0
Finance Fees		0											
Legal and Valuation		0											
Agents		0	0	0	0	0	0	30,291	30,291	30,291	30,291	30,291	30,291
Legals		0	0	0	0	0	0	5,049	5,049	5,049	5,049	5,049	5,049
Misc.				0									
COSTS BEFORE LAND INT AND PROFIT		194,017	125,367	393,525	451,756	677,635	677,635	712,974	712,974	487,096	261,218	35,340	35,340
For Residual Valuation	Land	126,012											
	Interest		4,800	6,753	12,757	19,725	30,185	40,803	36,964	33,067	25,724	14,883	491
Developers Return													
Market Housing													
Affordable for Rent													
First Homes													
	Cash Flow	-320,030	-130,168	-400,278	-464,513	-697,359	-707,820	255,923	259,762	489,537	722,758	959,478	973,870
	Opening Balance	0											
	Closing Balance	-320,030	-450,198	-850,476	-1,314,989	-2,012,349	-2,720,168	-2,464,245	-2,204,483	-1,714,946	-992,188	-32,710	941,160

		Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started													
Market Housing		0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0
First Homes		0	0	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
INCOME		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		0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees													
Legal and Valuation													
Agents		0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0
Misc.													
COSTS BEFORE LAND INT AND PROFIT		0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land												
	Interest	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return													
Market Housing													879,060
Affordable for Rent													62,100
First Homes													0
	Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-941,160
	Opening Balance												
	Closing Balance	941,160	941,160	941,160	941,160	941,160	941,160	941,160	941,160	941,160	941,160	941,160	0

Appendix 21 – Appraisals, Non-Residential Development

Greenfield

Results (2)			Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**	**0**
Income	m2		2,000	500	2,000	4,000	400	4,000
	£/m2		3,400	2,670	3,400	2,070	1,070	2,800
	Capital Value		**6,120,000**	**1,201,500**	**6,120,000**	**7,866,000**	**428,000**	**11,200,000**
	Buyers Costs		275,400	54,068	275,400	353,970	19,260	504,000
	Capital Value		**5,844,600**	**1,147,433**	**5,844,600**	**7,512,030**	**408,740**	**10,696,000**
Costs	Land Used	Coverage	280%	140%	75%	40%	40%	35%
		ha	0.071	0.036	0.267	1.000	0.100	1.143
		£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
		Uplift £/ha	0	0	0	0	0	0
		Site Cost	**85,714**	**42,857**	**320,000**	**1,200,000**	**120,000**	**1,371,429**
	Stamp Duty (on VT)	4.00%	3,429	1,714	12,800	48,000	4,800	54,857
	Acquisition	1.50%	1,286	643	4,800	18,000	1,800	20,571
	Strategic Promotion	0.00%	0	0	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	2,209	2,209	2,209	846	1,212	919
		£	4,418,640	1,104,660	4,418,640	3,382,320	484,704	3,676,080
	Infrastructure	15.00%	662,796	165,699	662,796	507,348	72,706	551,412
	Abnormals	0.00%	0	0	0	0	0	0
	Fees	8.00%	406,515	101,629	406,515	311,173	44,593	338,199
	S106		0	0	0	0	0	0
	CIL		0	0	0	0	0	0
	Contingency	2.50%	127,036	31,759	127,036	97,242	13,935	105,687
	Finance Costs	0.00%	0	0	0	0	0	0
	Sales	2.50%	76,500	15,019	76,500	98,325	5,350	140,000
	Misc. Financial	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal	**0.00%**	**5,716,201**	**1,441,123**	**5,729,087**	**4,482,408**	**647,888**	**4,906,807**
	Interest	6.00%	171,486	43,234	171,873	134,472	19,437	147,204
	Profit % GDV	15.00%	876,690	172,115	876,690	1,126,805	61,311	1,604,400
	COSTS		**6,764,377**	**1,656,471**	**6,777,649**	**5,743,685**	**728,635**	**6,658,411**
Residual Land Worth		**Site**	**-919,777**	**-509,039**	**-933,049**	**1,768,345**	**-319,895**	**4,037,589**
	Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
	Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	Residual Value	£/ha	-12,876,879	-14,253,082	-3,498,935	1,768,345	-3,198,952	3,532,890

			Prime Retail Cant & Whit	Prime Retail Herne Bay	Secondary Retail	Supermarket	Retail Warehouse	Hotel
	CIL	**£/m2**	**0**	**0**	**0**	**37**	**178**	**34**
Income	m2		200	200	200	1,200	4,000	1,482
	£/m2		6,300	4,330	3,500	5,550	3,250	3,375
	Capital Value		**1,260,000**	**866,000**	**700,000**	**6,660,000**	**13,000,000**	**5,001,750**
	Buyers Costs		56,700	38,970	31,500	299,700	585,000	225,079
	Capital Value		**1,203,300**	**827,030**	**668,500**	**6,360,300**	**12,415,000**	**4,776,671**
Costs	Land Used	Coverage	80%	80%	80%	40%	50%	40%
		ha	0.025	0.025	0.025	0.300	0.800	0.440
		£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
		Uplift £/ha	0	0	0	0	0	0
		Site Cost	**30,000**	**30,000**	**30,000**	**360,000**	**960,000**	**528,000**
	Stamp Duty (on VT)	4.00%	1,200	1,200	1,200	14,400	38,400	21,120
	Acquisition	1.50%	450	450	450	5,400	14,400	7,920
	Strategic Promotion	0.00%	0	0	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,476	1,476	1,476	1,672	974	1,972
		£	295,188	295,188	295,188	2,006,136	3,896,400	2,922,000
	Infrastructure	15.00%	44,278	44,278	44,278	300,920	584,460	438,300
	Abnormals	0.00%	0	0	0	0	0	0
	Fees	8.00%	27,157	27,157	27,157	184,565	358,469	268,824
	S106		0	0	0	0	0	0
	CIL		0	0	0	44,400	712,000	50,388
	Contingency	2.50%	8,487	8,487	8,487	57,676	112,022	84,008
	Finance Costs	0.00%	0	0	0	0	0	0
	Sales	2.50%	15,750	10,825	8,750	83,250	162,500	62,522
	Misc. Financial	0.00%	10,000	10,000	25,000	25,000	25,000	15,000
	Subtotal	**0.00%**	**412,510**	**407,585**	**420,510**	**2,731,747**	**5,913,650**	**3,880,082**
	Interest	6.00%	12,375	12,228	12,615	81,952	177,410	116,402
	Profit % GDV	15.00%	180,495	124,055	100,275	954,045	1,862,250	716,501
	COSTS		**605,380**	**543,867**	**533,400**	**3,767,745**	**7,953,310**	**4,712,985**
Residual Land Worth		**Site**	**597,920**	**283,163**	**135,100**	**2,592,555**	**4,461,690**	**63,687**
	Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
	Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	Residual Value	£/ha	23,916,782	11,326,512	5,403,982	8,641,851	5,577,113	144,742

Brownfield

Results (2)			Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**	**0**
Income	m2		2,000	500	2,000	4,000	400	4,000
	£/m2		3,400	2,670	3,400	2,070	1,070	2,800
	Capital Value		**6,120,000**	**1,201,500**	**6,120,000**	**7,866,000**	**428,000**	**11,200,000**
	Buyers Costs		275,400	54,068	275,400	353,970	19,260	504,000
	Capital Value		**5,844,600**	**1,147,433**	**5,844,600**	**7,512,030**	**408,740**	**10,696,000**
Costs	Land Used	Coverage	280%	140%	75%	40%	40%	35%
		ha	0.071	0.036	0.267	1.000	0.100	1.143
		£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
		Uplift £/ha	0	0	0	0	0	0
		Site Cost	**85,714**	**42,857**	**320,000**	**1,200,000**	**120,000**	**1,371,429**
	Stamp Duty (on VT)	4.00%	3,429	1,714	12,800	48,000	4,800	54,857
	Acquisition	1.50%	1,286	643	4,800	18,000	1,800	20,571
	Strategic Promotion	0.00%	0	0	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	2,209	2,209	2,209	846	1,212	919
		£	4,418,640	1,104,660	4,418,640	3,382,320	484,704	3,676,080
	Infrastructure	15.00%	662,796	165,699	662,796	507,348	72,706	551,412
	Abnormals	5.00%	254,072	63,518	254,072	194,483	27,870	0
	Fees	8.00%	426,841	106,710	426,841	326,732	46,822	338,199
	S106		0	0	0	0	0	0
	CIL		0	0	0	0	0	0
	Contingency	5.00%	266,775	66,694	266,775	204,208	29,264	105,687
	Finance Costs	0.00%	0	0	0	0	0	0
	Sales	2.50%	76,500	15,019	76,500	98,325	5,350	140,000
	Misc. Financial	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal	**0.00%**	**6,130,338**	**1,544,657**	**6,143,224**	**4,799,416**	**693,316**	**4,906,807**
	Interest	6.00%	183,910	46,340	184,297	143,982	20,799	147,204
	Profit % GDV	15.00%	876,690	172,115	876,690	1,126,805	61,311	1,604,400
	COSTS		**7,190,938**	**1,763,111**	**7,204,211**	**6,070,203**	**775,427**	**6,658,411**
Residual Land Worth		**Site**	**-1,346,338**	**-615,679**	**-1,359,611**	**1,441,827**	**-366,687**	**4,037,589**
	Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
	Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	Residual Value	£/ha	-18,848,735	-17,239,010	-5,098,539	1,441,827	-3,666,870	3,532,890

			Prime Retail Cant & Whit	Prime Retail Herne Bay	Secondary Retail	Supermarket	Retail Warehouse	Hotel
	CIL	**£/m2**	**0**	**0**	**0**	**37**	**178**	**34**
Income	m2		200	200	200	1,200	4,000	1,482
	£/m2		6,300	4,330	3,500	5,550	3,250	3,375
	Capital Value		**1,260,000**	**866,000**	**700,000**	**6,660,000**	**13,000,000**	**5,001,750**
	Buyers Costs		56,700	38,970	31,500	299,700	585,000	225,079
	Capital Value		**1,203,300**	**827,030**	**668,500**	**6,360,300**	**12,415,000**	**4,776,671**
Costs	Land Used	Coverage	80%	80%	80%	40%	50%	40%
		ha	0.025	0.025	0.025	0.300	0.800	0.440
		£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
		Uplift £/ha	0	0	0	0	0	0
		Site Cost	**30,000**	**30,000**	**30,000**	**360,000**	**960,000**	**528,000**
	Stamp Duty (on VT)	4.00%	1,200	1,200	1,200	14,400	38,400	21,120
	Acquisition	1.50%	450	450	450	5,400	14,400	7,920
	Strategic Promotion	0.00%	0	0	0	0	0	0
	Pre Planning	0.00%	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,476	1,476	1,476	1,672	974	1,972
		£	295,188	295,188	295,188	2,006,136	3,896,400	2,922,000
	Infrastructure	15.00%	44,278	44,278	44,278	300,920	584,460	438,300
	Abnormals	5.00%	16,973	16,973	16,973	115,353	224,043	168,015
	Fees	8.00%	28,515	28,515	28,515	193,793	376,392	282,265
	S106		0	0	0	0	0	0
	CIL		0	0	0	44,400	712,000	50,388
	Contingency	5.00%	17,822	17,822	17,822	121,120	235,245	176,416
	Finance Costs	0.00%	0	0	0	0	0	0
	Sales	2.50%	15,750	10,825	8,750	83,250	162,500	62,522
	Misc. Financial	0.00%	10,000	10,000	25,000	25,000	25,000	15,000
	Subtotal	**0.00%**	**440,177**	**435,252**	**448,177**	**2,919,772**	**6,278,840**	**4,153,946**
	Interest	6.00%	13,205	13,058	13,445	87,593	188,365	124,618
	Profit % GDV	15.00%	180,495	124,055	100,275	954,045	1,862,250	716,501
	COSTS		**633,877**	**572,364**	**561,897**	**3,961,411**	**8,329,456**	**4,995,065**
Residual Land Worth		**Site**	**569,423**	**254,666**	**106,603**	**2,398,889**	**4,085,544**	**-218,394**
	Existing Use Value	£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
	Viability Threshold	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
	Residual Value	£/ha	22,776,922	10,186,652	4,264,122	7,996,298	5,106,930	-496,350

HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, landowners and developers. The firm is regulated by the RICS.
The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

HDH Planning and Development Ltd
Registered in England Company Number 08555548
Clapham Woods Farm, Keasden, Nr Clapham, Lancaster. LA2 8ET
info@hdhplanning.co.uk 015242 51831

Planning &
Development