# Whole Plan Viability Assessment

May 2019

Planning & Development

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# 1. Introduction

## Scope

1.1 Halton Borough Council (HBC / the Council) is in the process of reviewing its Local Plan. This Viability Assessment has been commissioned to inform the further development of the emerging Plan in the context of the wider plan-making process. HDH Planning & Development Ltd has been appointed to advise HBC in connection with several matters:

a. To assess the viability impacts of emerging planning policies, and to make recommendations to the Council to ensure that the Local Plan, when taken as a whole, is viable and deliverable.

b. Specifically, to advise regarding affordable housing, in terms of the percentage that can and should be sought from qualifying sites. This is to include tenure mixes and commuted sums in the event of affordable housing not being provided on-site.

c. To review if there is any additional capacity for Community Infrastructure Levy (CIL); and identify potential ways to make capacity for CIL.

1.2 This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of affordable housing policies, which could be included in the emerging Plan and relative to the potential development sites to be allocated. This will allow HBC to further engage with stakeholders, to ensure that the new Plan is effective.

1.3 A consultation event was held on 8th April 2019. Representatives of the main developers, development site landowners, their agents and housing providers were invited.

1.4 In the two or so years before this report, various Government announcements were made about changes to the planning processes. 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 the NPPF was further updated (2019 NPPF), although these changes did not impact on viability. In May 2019 the viability sections of the PPG were further updated. The methodology used in this report is consistent with the 2019 NPPF and the updated PPG.

1.5 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 HBC'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

1.6 This report follows the following format:

**Chapter 2** The reasons for, and approach to viability testing, including a review of the requirements of the CIL Regulations, 2019 NPPF and updated (May 2019) PPG.

**Chapter 3** The methodology used.

**Chapter 4** An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing in different areas.

**Chapter 5** An assessment of the non-residential market.

**Chapter 6** An assessment of the costs of land to be used when assessing viability.

**Chapter 7** The cost and general development assumptions to be used in the development appraisals.

**Chapter 8** A summary of the various policy requirements and constraints that influence the type of development that come forward.

**Chapter 9** A summary of the range of modelled sites used for the financial development appraisals.

**Chapter 10** The results of the appraisals and consideration of residential development.

**Chapter 11** The results of the appraisals and consideration of non-residential development.

**Chapter 12** Conclusions in relation to the deliverability of development, including the capacity for CIL. This chapter is written as a standalone non-technical summary that brings the evidence together.

**HDH Planning & Development Ltd (HDH)**

1.7 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 testing.

c. Housing Market Assessments.

1.8 The findings contained in this report are based upon information from various sources including that provided by HBC 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.

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

**Metric or imperial**

1.10 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 | = | 0.0929$m^2$ |
| 1ha | = | 2.471acres | 1acre | = | 0.405ha |

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

**Compliance**

1.12 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors. As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. For the purpose of this study there are two principle pieces of relevant guidance, being the *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* and *Financial Viability in planning (1st edition), RICS guidance note 2012*.

1.13 *Financial Viability in planning (1st edition), RICS guidance note 2012* is currently subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (May 2019) so relatively little weight is given to this. *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* is in draft, however, in line with best practice, this opportunity is taken to confirm as follows:

*Objectivity, impartiality, and reasonableness statement*

1.14 HDH confirms that in preparing this report the firm has acted with objectivity, impartially and without interference.

1.15 HDH is appointed by HBC and followed a collaborative approach involving the LPA, developers, landowners and other interested parties. There has not been agreement on all points by all parties, it has therefore been necessary to make a judgment when making assumptions in this report.

*Instructions, absence of conflicts of interest, basis of fees*

1.16 The specification under which this project is undertaken is included as **Appendix 1** of this report. HDH confirms it has no conflicts of interest in undertaking this project. HDH confirms that in preparing a report, no performance-related or contingent fees have been agreed.

*Transparency of information & Non-technical summaries*

1.17 The presumption is that a viability assessment should be published in full. HDH has prepared this report on the assumption that it will be published.

1.18 HDH confirms that a non-technical summary has been provided. Viability in the plan-making process is a technical exercise that is undertaken specifically to demonstrate compliance (or otherwise) with the 2019 NPPF and PPG. It is firmly recommended that this report only be published and read in full.

*Value engineering*

1.19 The draft Professional Statement includes the following text:

> *Members must also consider if the advice they are giving represents the most effective and efficient way to deliver optimum development performance of the scheme being tested. This is sometimes referred to as 'value engineering' and will involve quantity surveyors, agents and other professionals. LPAs and their advisers need to be confident that the FVA fully reflects the way the development would actually be carried out. If this is not the case, then it should be stated and explained.*
>
> *It follows that members **must** include a statement that these matters have been given full consideration in the FVA. Corresponding statements **must**, where appropriate, be included in other professional and specialist inputs to the FVA.*

1.20 It is unclear what is meant by '*the most effective and efficient way to deliver optimum development performance*' and this does not sit comfortably with paragraph 10-010-20180724 of the updated PPG that seeks securing the maximum public benefits:

> *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)*

1.21 This is a high-level viability study considering the potential delivery of a long list of development sites from which sites to be included in the new Local Plan may be drawn. HDH's instructions specifically do NOT include a review of the proposals, rather the instructions are to provide viability advice to others to consider.

# 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 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, although the further changes do not directly impact on viability testing.

**National Planning Policy Framework**

2.3 As in the 2012 NPPF (and 2018 NPPF), viability remains a core area of the plan-making process. The 2019 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.*
>
> *(2019 NPPF Paragraph 57)*

2.4 Through the April 2019 consultation a site promoter highlighted that it would be necessary to continue the consideration of viability into the development management process saying '*that given the nature and complexity of bringing forward development at ..... these sites will need to be further modelled as part of future planning applications in order to properly understand the specific circumstances affecting their viability and to determine appropriate infrastructure and affordable housing requirements. This is in accordance with Paragraph 57 of the National Planning Policy Framework and Paragraph 010 of Planning Practice Guidance (Planning Obligations)*'. A housebuilder also commented '*... it is imperative that 'site specific' viability testing remains as an integral mechanism within the local plan*'.

2.5 As set out below these comments misunderstand of the 'new' requirements of the 2019 NPPF and updated PPG. It is necessary to consider viability at the plan-making stage, rather than

at the development management stage[1]. It is not for this assessment to debate the merits of the 2019 NPPF and updated PPG, rather it is to advise the Council on the delivery of the emerging Plan within the context of the 2019 NPPF and updated PPG.

2.6 Careful consideration has been made to the updated PPG in this study (see below).

2.7 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF. The following, updated, definition is provided:

> ***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.*
>
> *(2019 NPPF Glossary)*

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

> *Strategic policy-making authorities should have a clear understanding of the land available in their area through the preparation of a strategic housing land availability assessment. From this, planning policies should identify a sufficient supply and mix of sites, taking into account their availability, suitability and likely economic viability. Planning policies should identify a supply of:*
>
> *a) specific, deliverable sites for years one to five of the plan 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.*
>
> *(2019 NPPF Paragraph 67)*

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

> *Local planning authorities, and other plan-making bodies, should take a proactive role in identifying and helping to bring forward land that may be suitable for meeting development*

[1] Paragraph 10-007-20180724 of the PPG sets out four very limited circumstances for the reconsideration of viability at the development stage:

> *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.*

> *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.*
>
> *(2019 NPPF Paragraph 119)*

2.10 The 2019 NPPF does not include technical guidance on undertaking viability work. This is included within the PPG that was updated in July 2018.

**Planning Practice Guidance**

2.11 The viability sections of the PPG (Chapter 10) have been completely rewritten. The changes provide clarity and confirm best practice, rather than prescribe a new approach or methodology. The updated PPG includes 4 main sections:

*Section 1 - Viability and plan making*

2.12 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)*

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

> *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)*

2.14 Consultation has formed an important part of this study.

> *Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.*
>
> *(PPG 10-002-20190509)*

2.15 A range of levels of affordable housing have been tested against a range of levels of developer contributions.

> *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)*

2.16 The site selection process is well progressed. The potential Strategic Sites are tested individually. In due course, HBC will specifically engage with the promoters of the key sites in the 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)*

2.17 This study is based on typologies[2] that have been developed by having regard to the potential sites. In addition, several larger sites are modelled separately.

> *Average costs and values can be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Comparing data from existing case study sites will help ensure assumptions of costs and values are realistic and broadly accurate. In using market evidence it is important to disregard outliers.*
>
> *(PPG 10-004-20180724)*

2.18 This study draws on a wide range of data sources, including those collected through the development management process. Outliers have been disregarded.

> *It is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan. This could include, for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas. Information from other evidence informing the plan (such as Strategic Housing Land Availability Assessments) can help inform viability assessment for strategic sites.*
>
> *(PPG 10-005-20180724)*

2.19 The Strategic Sites have been modelled and considered separately.

> *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*

[2] 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.*

> *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)*

2.20 Consultation has formed part of the preparation of this study. This study specifically considers the total cumulative cost of all relevant policies.

2.21 In May 2019 a new section was added relating to education costs.

> *When considering viability it is recommended that plan makers and local authorities for education work collaboratively to identify which schools are likely to expand, and where new schools will be needed as a result of planned growth.*
>
> *It is important that costs and land requirements for education provision are known to inform site typologies and site-specific viability assessments, with an initial assumption that development will provide both funding for construction and land for new schools required onsite, commensurate with the level of education need generated by the development.*
>
> *The total cumulative cost of all relevant policies should not be of a scale that will make development unviable. Local planning authorities should set out future spending priorities for developer contributions in an Infrastructure Funding Statement.*
>
> *(PPG 10-029-20190509)*

2.22 This again stresses the importance of considering cumulative cost of all relevant policies. This is the core purpose of this report.

*Section 2 - Viability and decision taking*

2.23 It is beyond the scope of this study to consider viability in decision making. It is however important to note that this study will form the starting point for future development management consideration of viability, and that the 2019 NPPG and updated PPG restrict the consideration of viability at the development management stage.

*Section 3 - Standardised inputs to viability assessment*

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

> *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.*
>
> *This National Planning Guidance sets out the government's recommended approach to viability assessment for planning. The approach supports accountability for communities by enabling them to understand the key inputs to and outcomes of viability assessment.*
>
> *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)*

2.25 This study sets out the approach, methodology and assumptions used. These have been subject to consultation and have drawn on a range of data sources. Ultimately, HBC will use this report to strike the balance in terms of what it asks for in developer contributions and affordable housing.

> *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)*

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

2.27 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*

2.28 All these costs are taken into account.

2.29 Land values are at the core of a viability assessment. The PPG sets out how these 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)*

2.30 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)*

2.31 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)*

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

2.33 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)*

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

*Section 4 - Accountability*

2.35 This is a new section in the PPG. It sets out new requirements on reporting. These are covered outside this report.

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

**Community Infrastructure Levy Regulations and Guidance**

2.37 HBC has not adopted CIL, however this study is to consider the scope for the levy. 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 a plan-wide viability assessment and considering the deliverability of development, regardless of whether or not CIL is in place. In November 2015, the Government launched the CIL Review. This was a complete review of the Levy, the results of which[3] were published with the Housing White Paper in February 2017.

2.38 The CIL Regulations came into effect in April 2010 and have been subject to several subsequent amendments[4]. CIL Regulation 14 (as amended) sets out the core principle for

[3] *A Report by the CIL Review Team – A New Approach to Developer Contributions* (October 2016) and The value, impact and delivery of the Community Infrastructure Levy, DCLG (February 2017).

[4] **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*

setting CIL. At the time of this report the Government is consulting on further changes to the CIL Regulations. If implemented, these changes would not have a material impact on this assessment. It will be necessary for HBC to keep this under review.

> *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 …*

2.39 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.

2.40 On preparing the evidence base on economic viability, the Guidance says:

> *… A charging authority must use 'appropriate available evidence' (as defined in the section 211(7A) of the Planning Act 2008) to inform their draft charging schedule. The government recognises that the available data is unlikely to be fully comprehensive. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole.*
>
> *A charging authority should draw on existing data wherever it is available. 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. They may also want to build on work undertaken to inform their assessments of land availability.*
>
> *In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in line with planning practice guidance on viability. This will require support from local developers. …*
>
> *… A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.*
>
> *(PPG 25-019-20190315)*

*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*.

2.41 This study has drawn on the existing available evidence. In due course, this study may form one part of the evidence that HBC will use if a decision is made to pursue CIL. HBC would also need to consider other 'existing available evidence', the comments of stakeholders and wider priorities.

2.42 Since April 2015, councils have been restricted in relation to pooling S106 contributions from more than five developments[5] (where the obligation in the s106 agreement / undertaking is a reason for granting consent). Additional s106 funds for infrastructure can still be sought, provided this infrastructure can be directly linked to the site-specific needs associated with the scheme in question, and that it is not for infrastructure specifically identified to be funded by CIL, through the Regulation 123 List[6]. Payments requested under the s106 regime must be (as set out in CIL Regulation 122):

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

b. directly related to the development; and

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

2.43 It is important to note that the counting of the 'five or more sites' relates to the '*provision of that project, or type of infrastructure*' and is from the date of the CIL Regulations, being April 2010. HBC will need to consider whether the threshold has already been exceeded for some items of infrastructure.

2.44 The Government is now considering lifting the pooling restrictions and abolishing 123 lists.

2.45 A local authority which wishes to introduce CIL must to set out in a Charging Schedule the types of development to be charged (and any exceptions) and the rates of charge to be applied. CIL, once introduced, is then mandatory on all developments within the categories and areas where the levy applies, unlike other policy requirements to provide affordable housing or to build to a particular environmental standard over which there can be negotiations. This means that CIL must not prejudice the viability of most sites. This is unlike Section 106 Agreements (including affordable housing) which are negotiated with developers on a site by site basis.

**Wider Changes Impacting on Viability**

2.46 There have been a number of changes at a national level since HBC's existing viability work.

2.47 In November 2014, the Government introduced a national threshold for affordable housing and developer contributions of 10 units or fewer, and which have a maximum combined gross floor space of 1,000m$^2$. In designated rural areas under section 157 of the Housing Act 1985,

[5] CIL Regulations 123(3)

[6] This is the list of the items on which the Council will spend CIL.

(which includes National Parks and Areas of Outstanding Natural Beauty), authorities may choose to implement a lower threshold of 5 units or less, beneath which affordable housing and tariff style contributions should not be sought.

2.48 In August 2015, the changes were reversed (because of a legal challenge) and the PPG was amended and a new paragraph (paragraph 30) was added as follows[7]:

> *Please note that paragraphs 012-023 of the guidance on planning obligations will be removed following the judgment in R (on the application of West Berkshire District Council and Reading Borough Council) v Secretary of State for Communities and Local Government [2015] EWHC 2222 (Admin).*

2.49 The Government appealed[8] and the national thresholds (of 6 units in the designated rural areas and 11 elsewhere) were reintroduced in May 2016. Paragraph 63 of the 2019 NPPF provides further clarity saying:

> *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 2019 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 In this assessment, the national threshold of 10 units is assumed to apply.

**Summer 2015 Budget**

2.52 Whilst this was some time ago, it is necessary to refer back to this budget as a number of changes were announced that relate to planning. These impact directly on the viability of development.

*Affordable Housing*

2.53 Prior to the Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual CPI plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and have formed the basis of many housing associations'

[7] http://planningguidance.planningportal.gov.uk/revisions/23b/030/

[8] Secretary of State for Communities and Local Government v (1) West Berkshire District Council & (2) Reading Borough Council. Court of Appeal 11th May 2016 [2016] EWCA Civ 441. Case No: C1/2015/2559.

and other providers' business plans. Housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little larger relative to inflation.

2.54 In the Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduced the value of affordable housing. In October 2017 the Government announced that Rents will rise by CPI +1% for five years from 2020. The values of affordable housing have been considered in Chapter 4 below.

*Environmental Standards*

2.55 The Government confirmed within the *Fixing the foundations productivity report*[9] its intention not to proceed with the zero carbon buildings policy, which was initially announced in 2007.

> *… repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established*

2.56 There was no uplift to Part L of the Building Regulations during 2016 and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings were to be dropped, including the Allowable Solutions programme. This is considered in Chapter 6 below.

**CIL Review**

2.57 The Government published the Housing White Paper[10] (February 2017) setting out the Government's plans, for consultation, to deal with some aspects of the housing market and planning system. At the same time as the publication of the Housing White Paper, *A New Approach to Developer Contributions - a report by the CIL Review Team* (Submitted October 2016)[11] was released suggesting some changes to the existing CIL process. It is likely that these two documents will lead to further changes in the planning system (beyond the 2018 NPPF), however what those changes may be is not yet certain.

[9] https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation

[10] https://www.gov.uk/government/collections/housing-white-paper

[11] https://www.gov.uk/government/publications/community-infrastructure-levy-review-report-to-government

**Reforming Developer Contributions**

2.58 In December 2018 the Government launched a further consultation *Reforming Developer Contributions – Technical consultation on draft regulations (MHCLG, December 2018)*. This provides further clarity. The changes that are relevant to this study are:

*Indexation of CIL*

2.59 Following the consultation, the Government has amended the proposal on indexing the Levy. For residential development, the Government proposes indexing to a three-year smoothed average of the annual local House Price Index. For non-residential indexation the Government proposes indexing to the Consumer Price Index.

*Regulation 123 Restrictions and s106 Pooling*

2.60 As mentioned above, it is proposed to remove the restrictions on s106 planning obligations in Regulation 123 lists. The restriction which prevents local authorities using more than five section 106 obligations to fund a single infrastructure project ('the pooling restriction') is likely to be removed.

*Starter Homes*

2.61 The amended CIL Regulations include provisions which exempt Starter Homes from CIL where the dwelling is sold to individuals whose total household annual income is no more than £80,000 (£90,000 in Greater London).

2.62 The 2019 NPPF (paragraph 64) sets out a policy for a minimum of 10% affordable home ownership units on larger sites.

*Intermediate Housing*

2.63 In this context it is important to note that the 2019 NPPF sets out a requirement for low-cost home ownership as part of the affordable housing mix:

> *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[12], 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);*

[12] 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 64, 2019 NPPF*

2.64 This is assumed to apply.

**Viability Guidance**

2.65 There is no specific technical guidance on how to test the viability in the 2019 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[13] that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012[14] (known as the **Harman Guidance**). This contains the following definition:

> *An individual development can be said to be viable if, after taking account of all costs, including central and local government policy and regulatory costs and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place and generates a land value sufficient to persuade the land owner to sell the land for the development proposed. If these conditions are not met, a scheme will not be delivered.*

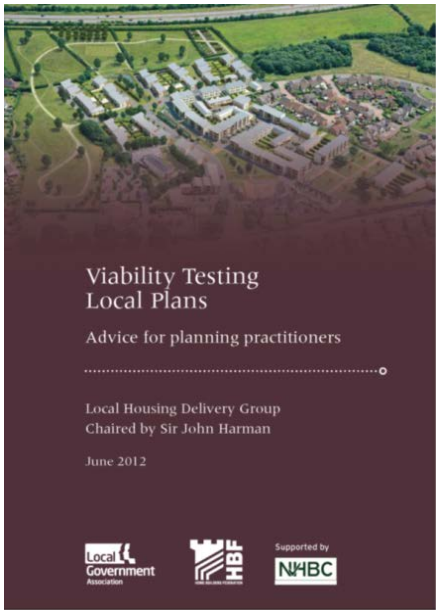
2.66 The planning appeal decisions, and the HCA good practice publication[15] suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the Existing Use Value (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. The Harman Guidance and *Financial viability in planning*, *RICS guidance note, 1st edition* (GN 94/2012) which was published during August 2012 (known as the **RICS Guidance**) set out the principles of viability testing. Additionally, the Planning Advisory Service (PAS)[16] provides viability guidance and manuals for local authorities.

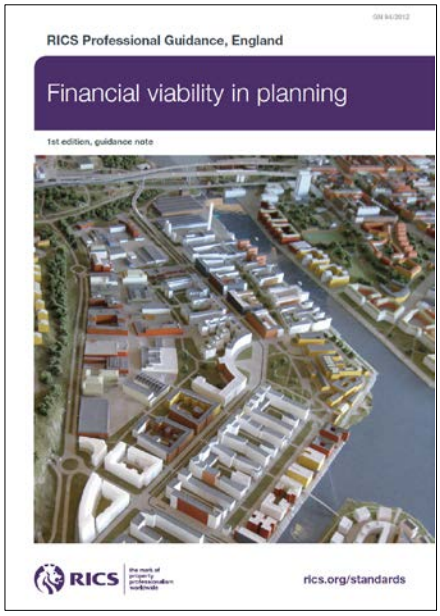
[13] Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve; APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme 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

[14] 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).

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

[16] PAS is funded directly by DCLG to provide consultancy and peer support, learning events and online resources to help local authorities understand and respond to planning reform. (Note: Much of the most recent advice has been co-authored by HDH).




2.67 There is considerable common ground between the 2012 RICS Guidance and the Harman Guidance, but they are not consistent. The RICS Guidance recommends against the 'EUV plus a margin' – which is the methodology recommended in the Harman Guidance.

> *One approach has been to exclusively adopt current use value (CUV) plus a margin or a variant of this, i.e. existing use value (EUV) plus a premium. The problem with this singular approach is that it does not reflect the workings of the market as land is not released at CUV or CUV plus a margin (EUV plus).….*
>
> *Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012)*

2.68 The Harman Guidance advocates an approach based on Threshold Land Value (Threshold Land Value is equivalent to Benchmark Land Value as referred to in the updated PPG):

> *Consideration of an appropriate **Threshold Land Value** needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful 'sense check' on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.*
>
> *We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values (noting the exceptions below).*
>
> *Viability Testing in Local Plans – Advice for planning practitioners. (June 2012)*

2.69 The RICS Guidance dismisses a Threshold Land Value approach as follows:

> *Threshold land value. A term developed by the Homes and Communities Agency (HCA) being essentially a land value at or above that which it is assumed a landowner would be prepared to sell. It is not a recognised valuation definition or approach.*

2.70 There are two principle pieces of relevant guidance; *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* and *Financial Viability in planning (1st edition), RICS guidance note 2012*. As set out at paragraph 1.1 of

the *Draft Financial viability in planning: conduct and reporting, RICS professional statement, England,* the RICS recognises that the RICS Guidance does not fit with 2019 NPPF and updated PPG so is currently subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (May 2019). Relatively little weight is given to the RICS Guidance.

2.71 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 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 value of the land both with and without the benefit of planning.

2.72 This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, PAS) – and also broadly in line with the main thrust of the RICS Guidance of having reference to market value.

# 3. Methodology

**Viability Testing – Outline Methodology**

3.1 The methodology used in this report follows the Harman Guidance and was put to the consultation event on 8th April 2019. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

**Gross Development Value**
(The combined value of the complete development)

LESS

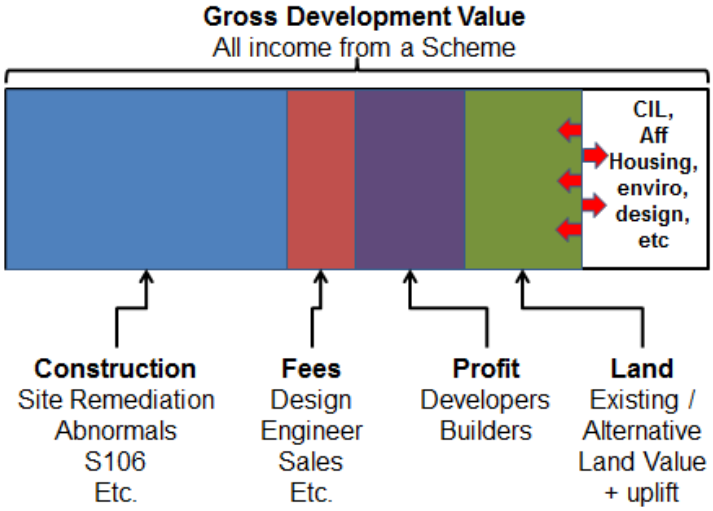
**Cost of creating the asset, including a profit margin**
(Construction + fees + finance charges)

=

**RESIDUAL VALUE**

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

3.3 In the following graphic, the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority). Beyond the economies of scale that larger developers can often enjoy, the developer has relatively little control over the costs of development, and whilst there is scope to build to different standards the costs are largely out of the developer's direct control – they are what they are.




3.4 The essential balance in viability testing is around the land value and whether or not land will come forward for development. The more policy requirements and developer contributions a planning authority asks for, the less the developer can afford to pay for the land. The purpose

of this assessment is to quantify the costs of HBC's policies and to assess the effect of these, and then make a judgement as to whether or not land prices are squeezed 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 2019 NPPF.

**Limitations of viability testing in the context of the NPPF**

3.7 The high level and broad-brush 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 actually 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 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's Premium**

3.9 The phrase 'landowner's premium' is new in the updated PPG (May 2019). Under the 2012 NPPF, and the superseded PPG, the phrase 'competitive return' was used and whilst the phraseology has changed the principles have not. This is at the core of a viability assessment. The 2012 RICS Guidance includes 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 There has been much discussion as to what may and may not be a landowner's premium. The term has not yet been given a firm definition through the appeal, planning examination or legal processes. 'Competitive return' was considered at the Shinfield Appeal (January 2013)[17] and the case is sometimes held up as a firm precedent, however as confirmed in the Oxenholme Road Appeal (October 2013)[18] the methodology set out in Shinfield is site specific and should only be given limited weight. More recently further clarification has been provided in the Territorial Army Centre, Parkhurst Road, Islington Appeal (June 2017)[19], which has subsequently been confirmed by the High Court[20]. This notes the importance of comparable data, but stresses the importance of the quality of the comparable. 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 study is about the economics of development, however, viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the

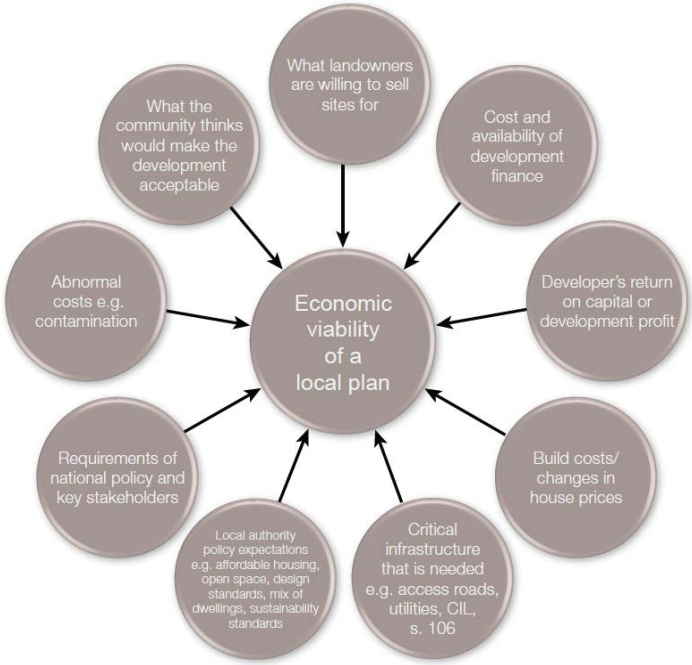
[17] APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

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

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

[20] 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)

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




**Existing Available Evidence**

3.13 The 2019 NPPF, updated the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of viability should, wherever possible, be based on existing available evidence. The evidence that is available from HBC has been reviewed. This falls into three broad types.

3.14 Firstly, is that which has been prepared for HBC to inform the emerging Plan and CIL. The principal document is *Review of CIL Potential Final Draft Report* (DTZ, November 2014).

3.15 Secondly, is that which HBC 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. The approach taken is to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for setting the affordable housing target and the levels of CIL[21].

3.16 Thirdly, HBC also holds evidence of what is being collected from developers under the s106 regime. This is being collected outside this study[22].

[21] These are not referred to specifically in this report as some were submitted to the Council on a confidential basis.

[22] Paragraphs 10-020-20180724 to 10-028-20180724 of the PPG introduce reporting requirements in this regard.

**Stakeholder Engagement**

3.17 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 event was held on the 8th April 2019. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited. **Appendix 2** includes the details of those invited and the attendees, and **Appendix 3** includes the presentation given. **Appendix 4** includes a summary of notes taken.

3.18 The event was divided into three parts:

a) A recap of viability testing in the context of the 2019 NPPF and updated PPG.

b) The main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.

c) The consultants and consultees talked through the main points.

3.19 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. The main points from the consultation event and subsequent comments received were:

a) Generally the methodology is appropriate and in line with the NPPF and PPG.

b) Several consultees expressed concern over the Benchmark Land Value assumptions, although no alternative evidence was provided.

c) There were comments made that the residential sales assumptions were too high.

d) Several comments were made about the suitability of specific sites (on grounds not related to viability) and the wider planning process. These are not matters for this report.

3.20 Following the event, copies of the presentation and an early iteration of this study were circulated to all those invited, and the attendees were asked to make any further representations by email. In addition, all those registered on the HBC public access consultation database, who have expressed a wish to be informed about such consultations were contacted and the documents were also made available on the Council webpages.

3.21 16 written responses were received in addition to the comments made at the event. It is acknowledged that several consultees did not feel there was time to respond fully in the relatively limited time available. Having said this a range of views were submitted. The consultation process has been carried out fully in accordance with the requirements of the updated PPG and the Harman Guidance.

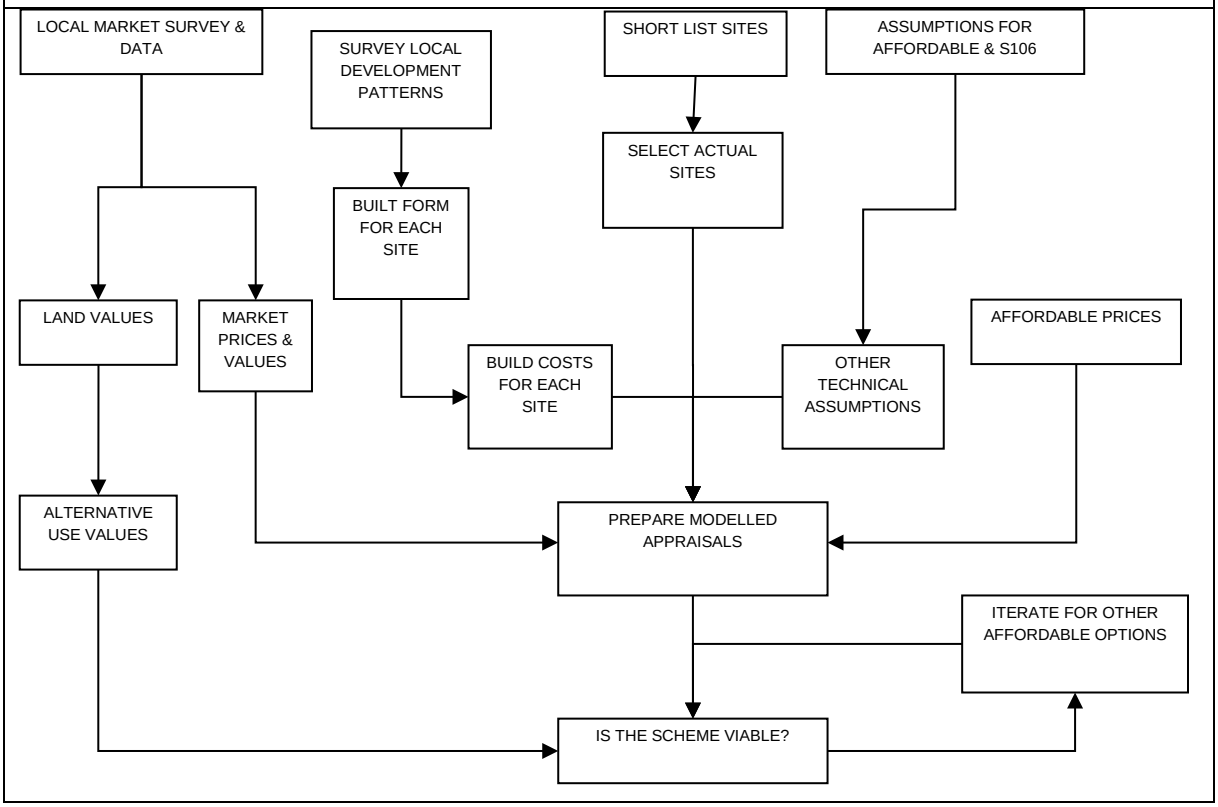
**Viability Process**

3.22 The assessment of viability as required under the 2019 NPPF and the CIL Regulations is a quantitative and qualitative process. The updated PPG requires that (at PPG 10-001-

20180724) '*...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106*'.

3.23 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of 'typologies', and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied by HBC, and on HDH's experience of development. Details of the site modelling are set out in Chapter 9. This process ensures that the appraisals are representative of typical development in the HBC area over the plan-period. In addition to modelling a range of representative sites, seven larger sites have been modelled.

**Figure 3.1 Viability Methodology**




Source: HDH 2019

3.24 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. Alongside this, local development patterns were considered, to arrive at appropriate built form assumptions. These in turn informed the appropriate build cost figures. Several other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still make an appropriate return. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, and by a satisfactory margin, could the scheme

be judged to be viable. The amount of margin and the approach taken in this study are set out in the later parts of Chapter 6 below.

3.25 The appraisals are based on existing and emerging policies as summarised in Chapter 8 below, as they stood in April 2019. As the Local Plan is still developing, the policies used in this assessment may be subject to further changes. For appropriate sensitivity testing a range of options including different levels of affordable housing provision and different levels of developer contributions are tested. It is important to note that should HBC allocate different types of site or develop significantly different policies to those tested in this study, it may be necessary to revisit viability and consider the impact of those further requirements.

3.26 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the 2019 NPPF and CIL Regulations[23] is used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist in assessing the deliverability of the Local Plan.

**Development Types**

3.27 The modelling in this study was based on the types of development most likely to come forward on the sites within the Plan. The modelling is set out in Chapter 9.

[23] This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England (and, to a lesser extent, Wales).

# 4. Residential Market

4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. The study is concerned not just with the prices but the differences across different areas. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately site-specific factors, that generate different values.

**Halton's Residential Market**

4.2 Halton is a unitary authority that straddles the Mersey with the two quite different settlements of Widnes to the north of the river and Runcorn to the south. Prior to the 1960s the towns were connected by a rail bridge and transporter bridge. In 1961 a road bridge was opened (subsequently to be widened and renamed the Silver Jubilee Bridge in 1977). In 2017 a second road crossing, the Mersey Gateway Bridge, was opened. Although now well connected, Runcorn and Widnes have very different histories and characteristics.

4.3 Widnes developed with the growth of the chemical industry in the second half of the 19th century. The building of the St Helens (Sankey) Canal, the railways and the development of Widnes Docks led to further growth. Chemical plants developed along the waterfront from Ditton to Moss Bank, and northwards alongside the railways. In part this development left a legacy that still affects development through the impact of various toxic waste by-products that were tipped or buried on land adjacent to the factories that produced them.

4.4 Widnes Town Centre originally developed to the north of the waterfront around Victoria Road / Victoria Square before migrating northwards to its current focus on Albert Road (on reclaimed chemical works). The town expanded north of the Town Centre, enveloping the previous hamlets of Appleton and Farnworth. In the 1970s, social housing estates in Ditton and Hough Green preceded the more recent developments around Upton, to the north and north-west of Widnes, rounding out the urban form.

4.5 Since the 1970s many of the polluting industries have closed and an effort has been made to decontaminate the land. Industrial and former industrial land continues to dominate the waterfront areas, with new employment opportunities within the logistics and distribution sector being created at 3MG (Mersey Multimodal Gateway) and on Widnes Waterfront which is seeking to establish a modern office market and address the town's lack of modern business accommodation.

4.6 Runcorn is the older of the two settlements. The town's growth is linked to the opening of the Bridgewater Canal in 1761. This was furthered by the development of the mainline railway and the Manchester Ship Canal in the 1800s. Although to a lesser extent than compared with Widnes, throughout the 19th century, Runcorn became increasingly industrialised with the growth of the chemical and associated industries, along the banks of the Mersey.

4.7 In 1964 Runcorn was designated as a New Town, whose purpose was primarily to cater for population overspill from Liverpool and to re-house residents from Liverpool and north Merseyside's unfit dwellings. The New Town comprises a number of distinct neighbourhoods, each with an individual identity emphasised in individual architectural forms linked by the Expressway which was intended to form a unique 'figure of eight' around the town. At the intersection of this 'eight' is located the town centre called 'Shopping City' with supporting office development and a General Hospital.

4.8 The employment areas were located around the outskirts of the New Town. With its unique urban form and uncompromising architectural styles, the New Town has left a mixed legacy. This includes residential neighbourhoods where there has been the need for comprehensive redevelopment, for example Southgate, or focused regeneration, as seen at Castlefields. Similarly, the early employment estates of Astmoor and to a lesser extent Whitehouse also suffer from a design legacy that is not suited to modern standards.

4.9 The full extent of the New Town Master Plan was never fully realised and as a result a number of unimplemented New Town planning consents remain. This is particularly apparent in East Runcorn, where extant planning permissions were granted under the New Towns Act 1981 for the development of a residential neighbourhood at Sandymoor. Whilst a number of sites within Sandymoor have been developed, there are a number of sites within the south zone of Sandymoor which remain undeveloped.

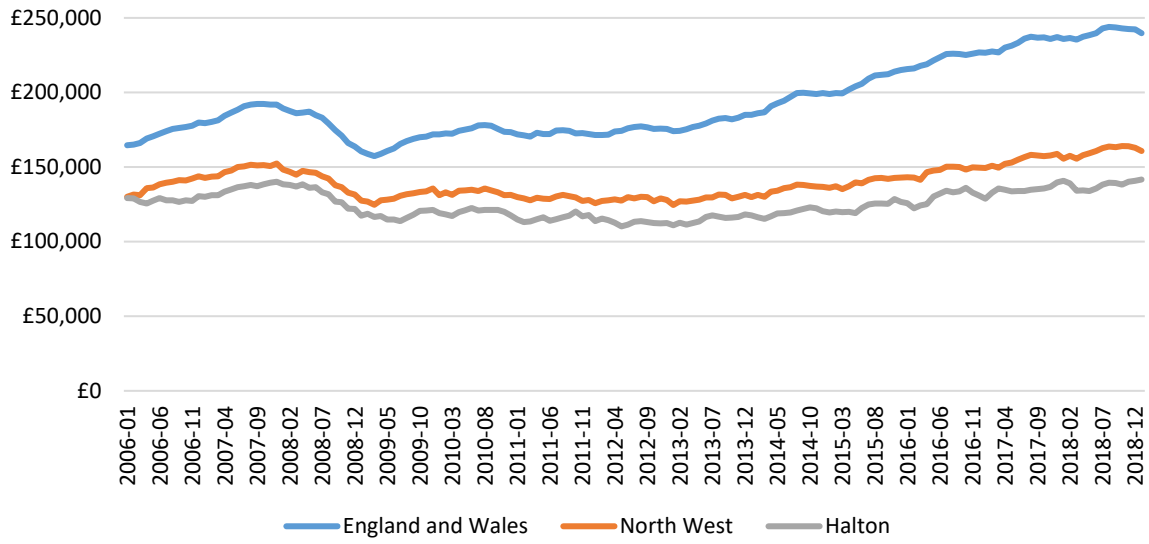
4.10 Overall the market is perceived to be mixed, including failing housing market areas. Having said that, part of the 'problem' is around the current housing offer that is stigmatised and not seen as aspirational. Through conversations with local agents, there is no reason why new high-quality housing should not secure a premium value (relative to the wider market). The area is well placed with good quality access to the M6 and M56 and the mainline rail system.

*National Trends and Halton's relationship with the wider area*

4.11 The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'.

4.12 Average house prices across England and Wales have recovered to their pre-recession peak; however, this is strongly influenced by London. Prices in London are now well in excess (nearly 40%) of the 2007/2008 peak whereas, as can be seen in the figure below, prices in the HBC are only 3% above the December 2007 peak. Across England and Wales average prices are 25% above their September 2007 peak.

**Figure 4.1 Average House Prices (£)**




Source: Land Registry (March 2019)

4.13 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 and engineering through which, amongst other things, they borrowed money in the international money markets, to then lend on at a margin or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage backed securities and derivatives etc.).

4.14 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world – but most particularly in North America and Europe. In the UK, the high-profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.

4.15 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.

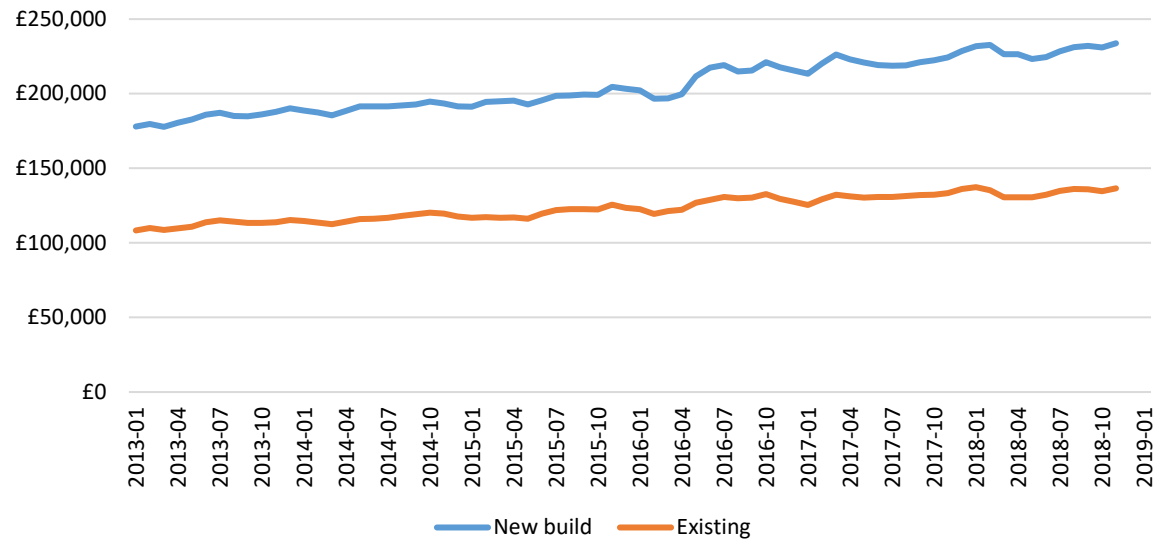
4.16 There is a degree of uncertainty in the housing market as reported by the RICS. The February 2019 RICS UK Residential Market Survey said:

*The February 2019 RICS UK Residential Survey results continue to signal the market is struggling for momentum, with key indicators on enquiries, sales and new instructions all remaining subdued. In an extra question included this month, aimed at drawing out the most significant force holding back activity at this point in time, 77% of respondents across the UK cited Brexit uncertainty as the biggest challenge facing the housing market at present. Furthermore, 71% felt it was impacting both buyers and sellers, while only 8% were of the view that Brexit was not having an affect on either.*

4.17 When ranked across England and Wales, the average house price for Halton is 306th (out of 348) at £161,392[24]. To set this in context, the Council at the middle of the rank (174 – Mid Devon), has an average price of £264,526. It is relevant to note that HBC's median price is a little lower than the mean at £140,000[25].

4.18 The figure above shows that prices in the HBC area have seen a significant (28%) recovery since the bottom of the market (January 2013). A notable characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes (£233,797) is about £97,000 or 71% higher than the average price paid for existing homes (£139,634).

**Figure 4.2 Change in House Prices. Existing v Newbuild – Halton**



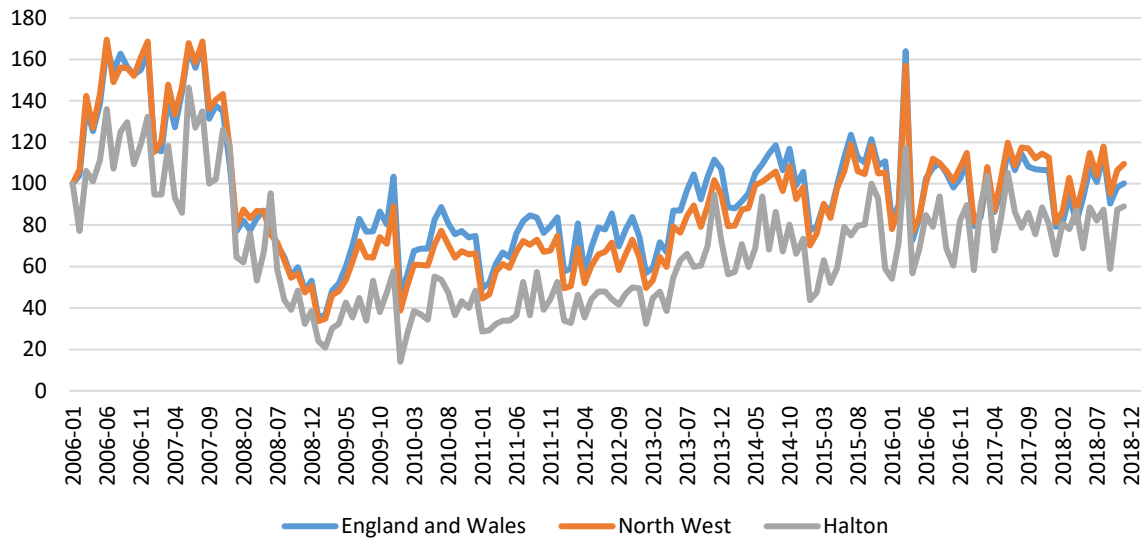

Source: Land Registry (March 2019)

4.19 The rate of sales (i.e. sales per month) in the HBC area is slower than the wider country, underlining the difficult nature of some parts of the local housing market.

[24] Mean house prices for administrative geographies: HPSSA dataset 12 (Release 28th March 2019).

[25] Median house prices for administrative geographies: HPSSA dataset 9 (Release 28th March 2019)

**Figure 4.3 Sales per Quarter – Indexed to January 2006**




Source: Land Registry (March 2019)

4.20 This report is being completed after the United Kingdom voted to leave 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. Negotiations around the details of the exit are underway, so the future of trade with the EU and wider world are not yet known.

4.21 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices. Property agents Savills are predicting a 3% increase in the current year, 6% increase next year and a 21.6% increase over the next 5 years in the mainstream North West markets, with a 2% increase this year, 2% increasenext year and 15.3% increase over the next 5 years in the prime Midlands/North residential markets[26]. These predictions are somewhat less than were being predicted before the Brexit referendum.

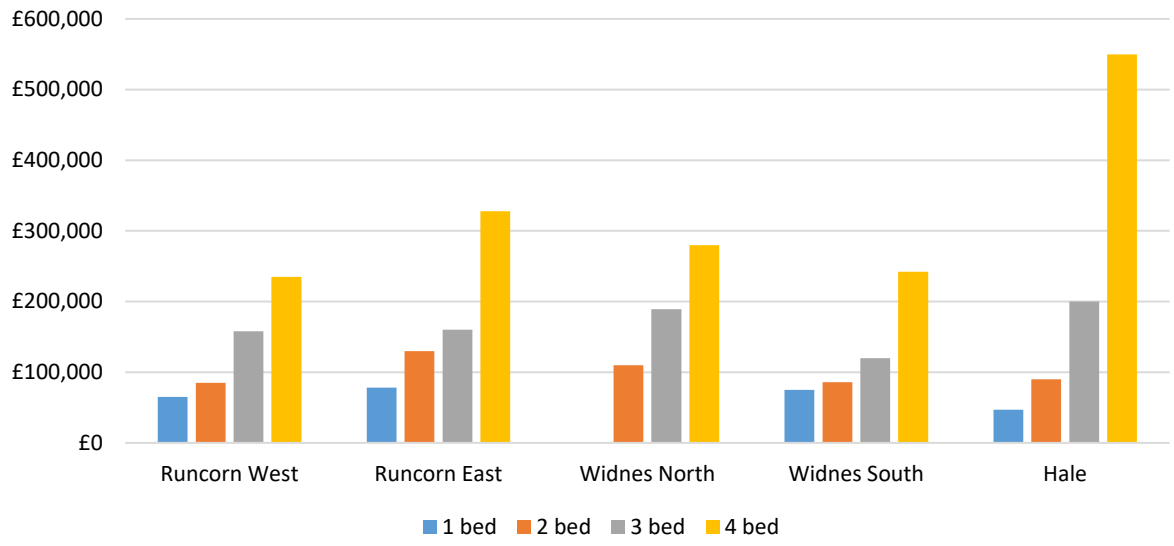
4.22 Through the April 2019 consultation a developer highlighted the fact that the Plan is to run to 2037 and that market conditions will vary over this period. This is accepted. Sensitivity testing is undertaken in Chapter 10 below.

[26] https://pdf.euro.savills.co.uk/uk/residential---other/report---residential-property-forecasts---autumn-2018.pdf

### The Local Market

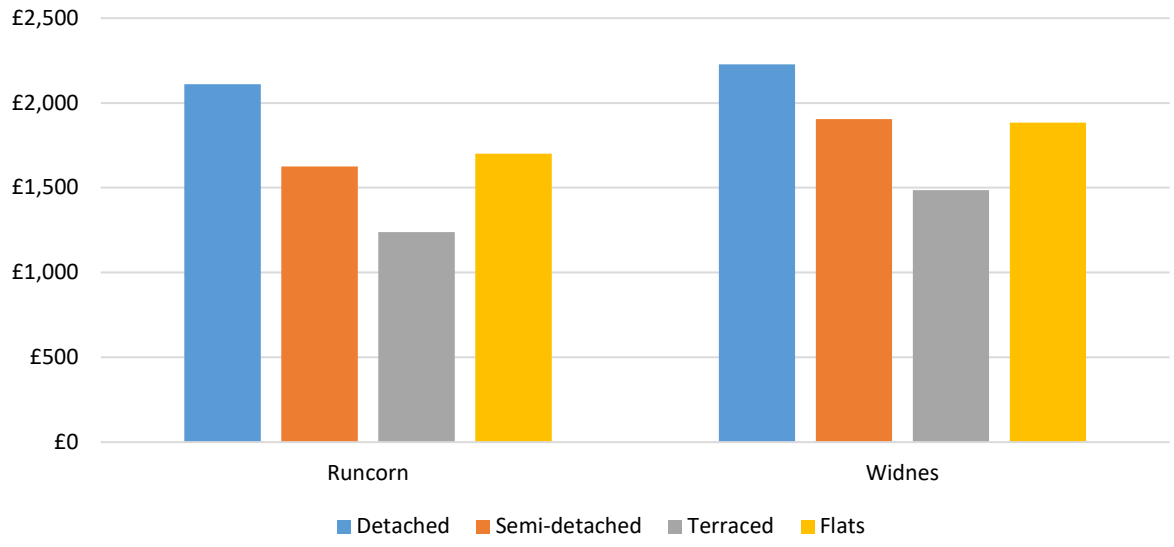
4.23 A survey of asking prices across the area was carried out in March 2019. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. This analysis is based on the two main settlements.

**Figure 4.4 Median Asking Prices (£)**




Source: Rightmove.co.uk (March 2019)

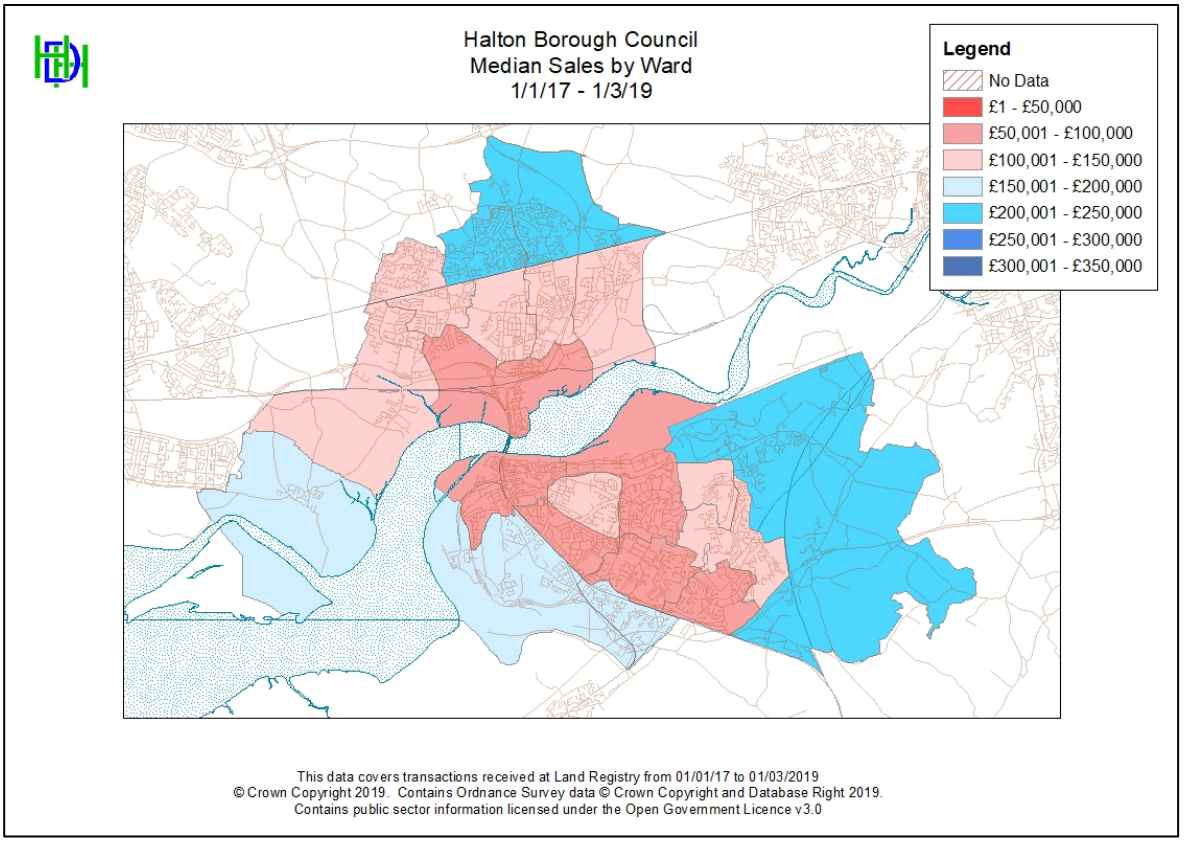
**Figure 4.5 Values (£/m²)**

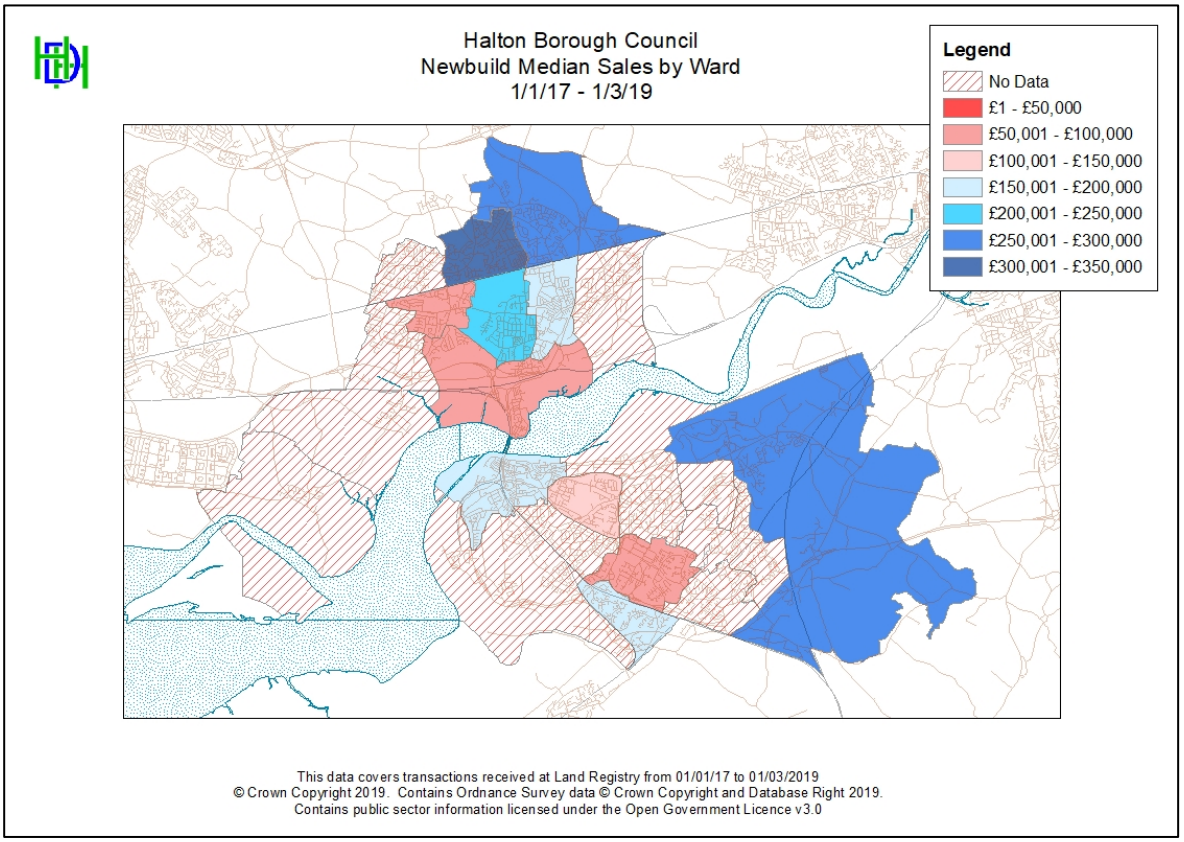



Source: Zoopla.co.uk (March 2019)

4.24 The geographical differences in prices are illustrated in the following maps showing the median price by ward, the first being for all properties and the second just for newbuild.

**Figure 4.6 Median Prices – All Properties**




Source: HDH based on Land Registry Price Paid Data

4.25 The pattern of prices is influenced by the size of the units, but also by the location, with the post-war development having generally lower values. Further maps are included within **Appendix 5,** that show the median prices by ward by house type (detached, semi-detached, terraced, flats).

*Newbuild Sales Prices*

4.26 This study is concerned with the development of residential property so the key input for the appraisals is the price of new units. Earlier in this Chapter the Land Registry Data shows that average new build prices are about 70% more than the average price paid for existing homes. Recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during March 2019 was carried out.

4.27 The Land Registry publishes data of all homes sold. Across the HBC area 576 newbuild home sales were recorded since the start of 2017 (2017 – 326, 2018 – 249, 2019 – 1)[27]. These transactions (as recorded by the Land Registry) are summarised, by the main towns, in the following table and detailed in **Appendix 6**. Each dwelling sold requires an Energy Performance Certificate (EPC)[28]. The EPC contains the floor area (the Gross Internal Area – GIA[29]). This information is also included in **Appendix 6**. The price paid data from the Land Registry has been married with the floor area from the EPC Register.

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

[28] https://www.epcregister.com/

[29] The GIA shown on the EPC includes internal walls and stairwells, but excludes garages, porches and areas less than 1.5 m high. At the time of this study there were about 30 new homes being advertised for sale. Of these, 8 include an internal garage.

| Table 4.1 Count of Newbuild Sales and EPC Data | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Years | 2017 | | 2018 | | 2019 | | (All) | |
| | Land Reg. | EPC | Land Reg. | EPC | Land Reg. | EPC | Land Reg. | EPC |
| **Runcorn** | **181** | **123** | **153** | **112** | **0** | **0** | **334** | **235** |
| Detached | 65 | 65 | 49 | 48 | 0 | 0 | 114 | 113 |
| Flat | 66 | 8 | 67 | 27 | 0 | 0 | 133 | 35 |
| Semi-detached | 33 | 33 | 23 | 23 | 0 | 0 | 56 | 56 |
| Terraced | 17 | 17 | 14 | 14 | 0 | 0 | 31 | 31 |
| **Widnes** | **145** | **144** | **96** | **95** | **1** | **1** | **242** | **240** |
| Detached | 54 | 54 | 60 | 60 | 0 | 0 | 114 | 114 |
| Flat | 37 | 37 | 0 | 0 | 0 | 0 | 37 | 37 |
| Semi-detached | 47 | 46 | 36 | 35 | 1 | 1 | 84 | 82 |
| Terraced | 7 | 7 | 0 | 0 | 0 | 0 | 7 | 7 |
| **All** | **326** | **267** | **249** | **207** | **1** | **1** | **576** | **475** |

Source: Land Registry and EPC Register (March 2019)

4.28 The Land Registry data can be broken down by house type and settlement (it is important to note that the Land Registry sorts data by postcode and post town, rather than wards, parishes or other administrative boundaries). The data can be summarised as follows:

| Table 4.2 Average Price Paid by Year | | | | |
|---|---|---|---|---|
| | 2017 | 2018 | 2019 | All |
| **Runcorn** | **£177,700.43** | **£173,933.07** | | **£175,974.66** |
| Detached | £290,754.09 | £302,457.65 | | £295,784.57 |
| Flat | £69,909.09 | £68,283.58 | | £69,090.23 |
| Semi-detached | £164,180.00 | £197,521.30 | | £177,873.75 |
| Terraced | £190,165.94 | £190,953.21 | | £190,521.48 |
| **Widnes** | **£223,184.80** | **£256,273.39** | **£179,995.00** | **£236,132.38** |
| Detached | £324,801.30 | £289,032.75 | | £305,975.75 |
| Flat | £110,256.76 | | | £110,256.76 |
| Semi-detached | £204,363.00 | £201,674.44 | £179,995.00 | £202,920.67 |
| Terraced | £162,566.43 | | | £162,566.43 |
| **All** | **£197,931.21** | **£205,678.73** | **£179,995.00** | **£201,249.26** |

Source: Land Registry (March 2019)

| Table 4.3 Average Price Paid by Year - £/m² | | | | |
|---|---|---|---|---|
| | 2017 | 2018 | 2019 | (All) |
| **Runcorn** | **£2,184** | **£2,288** | | **£2,234** |
| Detached | £2,363 | £2,446 | | £2,398 |
| Flat | £2,347 | £2,117 | | £2,170 |
| Semi-detached | £1,819 | £2,262 | | £2,001 |
| Terraced | £2,133 | £2,117 | | £2,126 |
| **Widnes** | **£2,243** | **£2,423** | **£2,278** | **£2,314** |
| Detached | £2,478 | £2,486 | | £2,482 |
| Flat | £2,009 | | | £2,009 |
| Semi-detached | £2,159 | £2,316 | £2,278 | £2,227 |
| Terraced | £2,215 | | | £2,215 |
| **All** | **£2,216** | **£2,350** | **£2,278** | **£2,274** |

Source: Land Registry and EPC Register (March 2019)

4.29 The average price paid is higher in Widnes than in Runcorn, however on a £/m$^2$ basis the average price paid is similar. The average price paid is £2,274/m$^2$. Across the Borough, flats are approximately 15% less expensive than houses. Values (of newbuild property) are very slightly (less than 2%) higher to the south of the Mersey, although this varies on very local site specific matters.

4.30 This data does not support the use of different values in different areas, although it is important to note that almost all of this newbuild housing is on the urban fringe rather than being within Runcorn or Widnes towns. The principle driver of the differences is the situation rather than the location of a site. Based on the existing data, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located.

4.31 At the time of this research (March 2019) there were about 30 new houses (no flats) being advertised for sale in the Borough (although, on some of these, construction had yet to start). The analysis of these shows that asking prices for newbuild homes vary, very considerably, starting at £135,995 and going up to £450,000. The average is just over £262,000. These are summarised in the following table and set out in detail in **Appendix 7**.

| Table 4.4 Newbuild Asking Prices £/m² | | | | |
|---|---|---|---|---|
| | Development | | Postcode | £/m² |
| **Widnes** | | | | |
| Bellway | Chadwick Park | Derby Road | WA8 9NE | £2,454 |
| Miller | Fairfield Gardens | Peel House Lane | WA8 6TG | £2,297 |
| Adams | | Rose View Avenue | WA8 6QA | £3,000 |
| **Runcorn** | | | | |
| Countryside | Hollystone Bank | Percival Lane | WA7 4UY | £2,379 |
| Keepmoat | Bridgewater Gardens Ph 3 | Castlefields Ave | WA7 1NP | £2,059 |
| Laurus Homes | Hatters Park | Manor Farm Road | WA7 1TE | £2,645 |
| Meller Braggins | Hatters Close | Chester Road | WA4 4AS | |
| Purple Bricks | | Walsingham Drive | WA7 1XB | £2,528 |
| Morris Homes | Shepherds Fold | Chester Road | WA7 3AX | £2,552 |

Source: Market Survey (March 2019)

4.32 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 the units were 'realistically priced' or that as there is strong demand , significant discounts are not available. When pressed, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 2.5% less than the above asking prices.

4.33 Through the April 2019 consultation it was suggested that this 2.5% assumption was insufficient and 5% to 10% assumption would be more appropriate. We have revisited the research and contacted some of sales offices. The level of discount is variable, with very limited discounts being available for buyers under Help to Buy, and larger discounts being available for those buyers who are either cash buyers or who have organised their own finance. It is accepted that prices achieved are around 5% less than asking prices.

**Price Assumptions for Financial Appraisals**

4.34 In the *Review of CIL Potential Final Draft Report* (DTZ, November 2014) the following values were used:

| Table 4.5 Residential Values - 2014 | | | |
|---|---|---|---|
| Value Area | | £/sq ft | £ per sq m |
| High | High A | £220 | £2,368 |
| | High B | £200 | £2,153 |
| Mid | Mid A | £190 | £2,045 |
| | Mid B | £160 | £1,722 |
| Low | Low A | £135 | £1,453 |
| | Low B | £130 | £1,399 |

Source: Table 3.6, Review of CIL Potential Final Draft Report (DTZ, November 2014)

4.35 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the 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 to value was put to the April 2019 consultation.

a. Larger Brownfield Sites. In terms of value, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. That is to say the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located. Development is likely to be of a higher density than the greenfield sites and be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.

   A slightly higher value has been attributed to the larger brownfield sites than the smaller brownfield sites due to the ability of the developer to create a sense of place.

b. Smaller Brownfield Sites. As with the larger sites, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. Development is likely to be of a higher density and be based around schemes of flats, semi-detached housing and terraces with a lower proportion of detached units.

c. Urban Flatted Schemes. This is considered to be a separate development type that is only likely to take place in the urban centres. In this regard it is notable that both the Castle View House scheme in Runcorn and the St Bedes View scheme in Widnes have achieved strong vales (relative to the prices in the wider area).

d. Large Greenfield Sites. These are the potential Strategic Sites, and largest greenfield sites (over 100 units or so). These are modelled in two scenarios, the first using typical values, and secondly using an assumption nearer the top of the range so as to represent higher quality schemes.

e. Medium Greenfield Sites. These are the greenfield sites in the range of 20 to 100 units that are likely to be brought forward by a single developer.

f. Small Greenfield Sites. These areas are in the smaller settlements and villages in the countryside. A premium value is applied to these.

4.36 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, the prices put to the consultation are as in the table below.

4.37 It is important to note that this is a broad brush, high level study to test HBC's policy as required by the NPPF. The values between new developments and within new developments will vary.

| **Table 4.6 Pre-consultation Residential Price Assumptions (£/m²)** | |
|---|---|
| Larger Brownfield | £2,200 |
| Smaller Brownfield Sites | £2,000 |
| Urban Flats | £2,150 |
| Large Greenfield | £2,400 |
| Large Greenfield - Premium | £2,600 |
| Medium Greenfield | £2,400 |
| Small Greenfield | £2,600 |

Source: HDH (April 2019)

4.38 Following the April 2019 consultation, the following points were made:

a. That the sales prices were optimistic and above the average prices paid. It is not possible to simply extract averages from one data source, rather it is necessary to draw on a range of data sources and make professional judgement.

b. That the limited information from sites currently being marketed is not appropriate evidence as it is limited. This is not accepted, it is necessary to consider a wide range of data, none of which are perfect. No further evidence was provided.

c. It was implied that further sites should be analysed in relation to newbuild asking prices. It is accepted that it would be preferable to have access to further sites, but there are no further sites to be analysed.

d. Buyer's incentives were mentioned and the importance of reflecting these. The advantage of using the Price Paid data from the Land Registry is that this is the actual price paid.

e. That it was not appropriate to undertake the analysis on Premium Values. It is accepted that these values should not be used for the main analysis, but this does provide useful contextual information for policy development. It is accepted that such housing would need to be built to a different specification than mainstream housing.

f. One consultee suggested that the evidence presented in the pre-consultation iteration of this report 'clearly illustrates that residential values vary significantly across the borough'. For newbuild housing the data does show the values are very slightly (less than 2%) higher to the south of the Mersey than to the north, although this is based on

very local sites specific matters. It is accepted that prices vary, however, the available evidence is insufficient to reflect this in the modelling. The variances in values are due to site specific factors, rather than geographical factors that can be reflected in a study of this type and robustly defended if challenged. No change is made in this regard.

g. An approach that is closer to the approach taken by DTZ, with different price areas in 2014 should be used. The price areas used by DTZ in 2014 were based on the values of existing (i.e. second hand homes rather than new homes). As set out above, the Land Registry shows that the average price paid for newbuild homes (£233,797) is now about £97,000 or 71% higher than the average price paid for existing homes (£139,634) so we do not accept that basing the analysis on the values of existing homes to be sound – they are not related.

h. As the GIA taken from the EPC certificate does not include garages then the values may be overstated.

4.39 Rather frustratingly, in spite of the above comments being made, no specific evidence was provided to support a different approach being taken. Having considered the above, the following modest adjustments have been made to the assumptions:

| **Table 4.7 Revised Residential Price Assumptions (£/m²)** | |
|---|---|
| Larger Brownfield | £2,200 |
| Smaller Brownfield Sites | £2,000 |
| Urban Flats | £2,150 |
| Large Greenfield | £2,350 |
| Large Greenfield - Premium | £2,600 |
| Medium Greenfield | £2,300 |
| Small Greenfield | £2,600 |

Source: HDH (April 2019)

4.40 In addition, sensitivity testing has been carried out using lower (and higher) figures.

*Ground Rents*

4.41 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[30].

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

**Affordable Housing**

4.42 Emerging Policy CS(R)13: Affordable Housing, requires, 'a*ll residential schemes including ten or more dwellings (net gain), or 0.33ha or more in size, to provide 25% of the total number of units as affordable housing units, in perpetuity, including not less than 10% (of the 25%)*[31] *being for affordable home ownership*[32] *(Shared Ownership or Starter Homes)*'. This level of affordable housing provision has not always been achieved in the past so, as set out later in this report, a range of tenure mixes have been tested.

4.43 In this assessment the base mix of affordable housing tenure is informed by the *Mid Mersey Strategic Housing Market Assessment, Halton, Warrington & St.Helens Councils* (GL Hearn, January 2016). As set out at Table 64 (Estimated level of Affordable Housing Need (per annum) by type of affordable housing) the need for affordable housing is 26% Intermediate Housing, 74% Social Rent / Affordable Rent.

4.44 In this study it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the scheme's overall developer.

4.45 There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing Products for Sale (which, for the purpose of this study, includes Starter Homes).

*Affordable Housing Values*

4.46 Prior to the 2015 Summer Budget, rents of affordable housing (both Affordable Rents and Social Rents) were generally increased by inflation (CPI) plus up to 1% each year. These provisions were to prevail until 2023. The result was that Housing Associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them a particularly attractive and secure form of investment or security for a loan.

4.47 In the 2015 Budget it was announced that Social and Affordable Rents would be reduced by 1% per year for 4 years. The effect of this was to reduce the value of affordable housing to rent. Having said this, in October 2017 the Government announced that rents will rise by CPI +1% for five years from 2020, reversing this alteration. It is necessary to assess the value of affordable housing in this context, so the value of affordable housing has been considered from first principles.

[31] As part of the overall affordable housing contribution from the site.

[32] NPPF 2019 Para 64.

*Social Rent*

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

**Table 4.8 Halton Borough Council Social Rent (£/week)**

| Unit Size | Net Rent | Social Rent Rate | Service Charge | Gross Rent | Unit Count |
|---|---|---|---|---|---|
| Non-self-contained | £52.14 | £52.14 | £0.00 | £52.14 | 2 |
| Bedsit | £0.00 | £0.00 | £0.00 | £0.00 | 0 |
| 1 Bedroom | £72.81 | £72.31 | £4.94 | £77.67 | 2,630 |
| 2 Bedroom | £81.78 | £81.10 | £4.60 | £86.06 | 3,000 |
| 3 Bedroom | £88.88 | £88.65 | £3.07 | £91.81 | 5,154 |
| 4 Bedroom | £95.82 | £96.14 | £3.13 | £98.92 | 609 |
| 5 Bedroom | £98.54 | £100.59 | £3.08 | £101.49 | 24 |
| 6+ Bedroom | £0.00 | £0.00 | £0.00 | £0.00 | 0 |
| All Self-Contained | £83.70 | £83.30 | £3.91 | £87.44 | 11,417 |
| **All Stock Sizes** | **£83.70** | **£83.30** | **£3.91** | **£87.44** | **11,419** |

Source: Table 9, RSH SDR 2018 – Data Tool[33]

4.49 This study concerns only the value of newly built homes. There seems to be relatively little difference in the amounts paid by RPs for such units across the study. 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] https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/750462/SDR_2018_-_Data_Tool_-_LA_View_v_1.0.xlsx

| Table 4.9 Capitalisation of Social Rents | | | | |
|---|---|---|---|---|
| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | 4 Bedrooms |
| Gross Rent (£/week) | £72 | £81 | £89 | £96 |
| Gross Rent (£/annum) | £3,760 | £4,217 | £4,610 | £4,999 |
| Net Rent | £3,008 | £3,374 | £3,688 | £3,999 |
| Value | £75,202 | £84,344 | £92,196 | £99,986 |
| $m^2$ | 50 | 70 | 84 | 97 |
| £/$m^2$ | £1,504 | £1,205 | £1,098 | £1,031 |

Source: HDH (April 2019)

4.50 On this basis, a value of £1,210/$m^2$ across the study area is assumed.

4.51 Through the April 2019 consultation it was suggested that Social Rent had a value of between 35% to 40% of open market value. The rationale behind this appears to be that £1,210/$m^2$ produces a high figure as a proportion of market value when compared across the region. It is important to note that the value of Social Rent is largely a factor of the rent and the value of the rent as an investment or income stream.

4.52 Alternatively, another developer suggested 40%-45% of market value be applied, based on the wider geographical area. Again, the value of Social Rent is largely a factor of the rent and the value of the rent as an investment or income stream. In areas with lower market values, this does not necessarily lead to lower values for Social Rent housing.

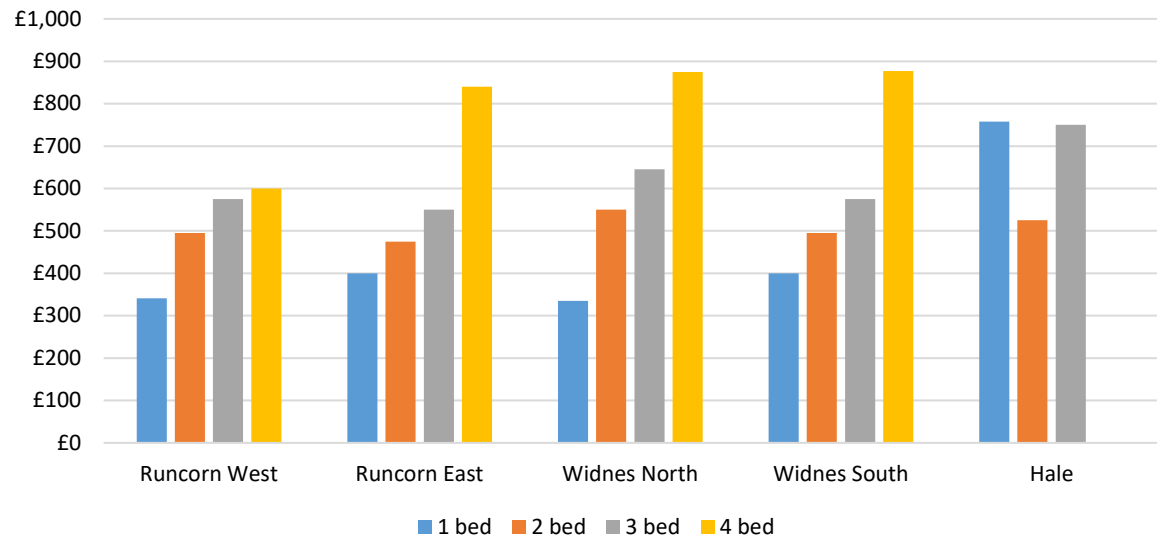
4.53 At the consultation event, a Housing Association confirmed that the above values were in line with their expectations. No change is made in this regard.

*Affordable Rent*

4.54 The Government introduced Affordable Rent in 2010 as a 'new' type of affordable housing. Under Affordable Rent a rent of no more than 80% of the market rent for that unit can be charged. In the development of affordable housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit.

4.55 In estimating the likely level of Affordable Rent, a survey of market rents across the HBC area has been undertaken. There is relatively little variation in rents, except for the larger units.

**Figure 4.7 Market Rents – £/Month**




Source: Market Survey (March 2019)

4.56 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), however these BRMAs do not follow local authority boundaries. 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[34].

**Table 4.10 LHA Caps**

| | Greater Liverpool BRMA | North Cheshire BRMA |
|---|---|---|
| Shared Accommodation | £57.77 | £51.85 |
| One Bedroom | £90.90 | £92.05 |
| Two Bedrooms | £104.89 | £109.32 |
| Three Bedrooms | £120.82 | £126.58 |
| Four Bedrooms | £155.34 | £174.81 |

Source: VOA (April 2019)

4.57 These caps are broadly similar to the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

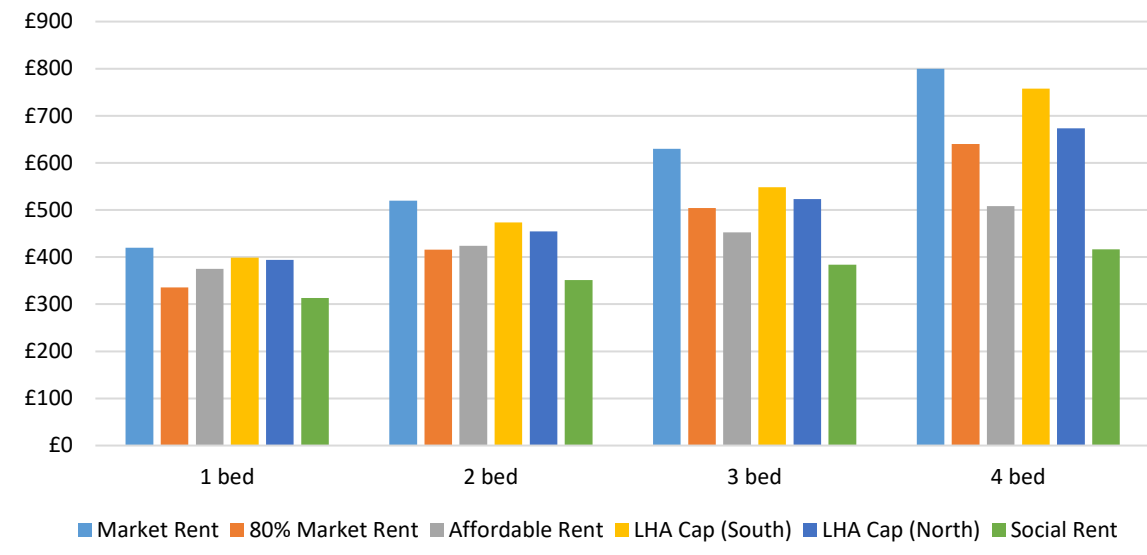
[34] This approach was confirmed through the February 2019 consultation.

| Table 4.11 Halton Borough Council Affordable Rent (£/week) | | |
|---|---|---|
| **Unit Size** | **Gross Rent** | **Unit Count** |
| Non-self-contained | £0.00 | 0 |
| Bedsit | £0.00 | 0 |
| 1 Bedroom | £86.62 | 282 |
| 2 Bedroom | £97.79 | 874 |
| 3 Bedroom | £104.41 | 745 |
| 4 Bedroom | £117.24 | 59 |
| 5 Bedroom | £128.81 | 1 |
| 6+ Bedroom | £0.00 | 0 |
| All Self-Contained | £99.30 | 1,961 |
| **All Stock Sizes** | **£99.30** | **1,961** |

Source: Table11, RSH SDR 2018 – Data Tool[35]

4.58 The rents can be summarised as follows.

**Figure 4.8 Rents by Tenure – £/Month**




Source: Market Survey, HCA Statistical Return and VOA (April 2019)

35 https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/750462/SDR_2018_-_Data_Tool_-_LA_View_v_1.0.xlsx

4.59 In all cases 80% of market rent is well below the LHA Cap. Affordable Rent is taken to be 80% of market rent. In calculating the value of Affordable Rents allowed is made for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 4.5%. On this basis affordable rented property has the following worth.

**Table 4.12 Capitalisation of Affordable Rents**

| | 1 bedroom | 2 bedroom | 3 bedroom | 4 bedroom |
|---|---|---|---|---|
| Gross Rent (£/week) | £97 | £120 | £145 | £185 |
| Gross Rent (£/annum) | £5,040 | £6,240 | £7,560 | £9,600 |
| Net Rent | £4,032 | £4,992 | £6,048 | £7,680 |
| Value | £89,600 | £110,933 | £134,400 | £170,667 |
| $m^2$ | 50 | 70 | 84 | 97 |
| £/$m^2$ | £1,792 | £1,585 | £1,600 | £1,759 |

Source: HDH (April 2019)

4.60 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £1,685/$m^2$ across all areas is derived.

4.61 Through the April 2019 consultation it was suggested that Affordable Rent had a value of between 40% to 45% of open market value. The rationale behind this is that £1,685/$m^2$ produces a high figure as a proportion of market value when compared across the region. It is important to note that the value of Affordable Rent is largely a factor of the rent and the value of the rent as an investment or income stream.

4.62 Another developer suggested 50% to 55% of market value be applied, based on the wider geographical area. Again, the value of Affordable Rent is largely a factor of the rent and the value of the rent as an investment or income stream. In areas with lower market values, this does not necessarily lead to lower values for Affordable Rent housing.

4.63 At the consultation event, a Housing Association confirmed that the above values were in line with their expectations. No change is made in this regard.

*Intermediate Products for Sale*

4.64 Intermediate products for sale include shared ownership and shared equity products[36]. The market for these is difficult at present and we have found little evidence of the availability of such products in the study area. In the initial iteration of this report, we assumed a value of 70% of open market value for these units. These values were based on purchasers buying

[36] For the purpose of this assessment it is assumed that the 'affordable home ownership' products, as referred to in paragraph 64 of the 2019 NPPF fall into this definition,

an initial 50% share of a property and a 2.75%[37] per annum rent payable on the equity retained. The rental income is capitalised at 4% having made a 10% management allowance.

4.65 The following table shows 'typical' values for shared ownership housing at a range of proportions sold:

**Table 4.13 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold**

| Market Value | | | % Sold | | Rent | | | Value | | |
|---|---|---|---|---|---|---|---|---|---|---|
| m2 | £/m2 | £ | % | £ | % | £/year | £ | £ | £/m2 | % OMV |
| 95 | 2,500 | 237,500 | 30% | 71,250 | 2.75% | 4,572 | 91,438 | 162,688 | 1,713 | **68.50%** |
| 95 | 2,500 | 237,500 | 40% | 95,000 | 2.75% | 3,919 | 78,375 | 173,375 | 1,825 | **73.00%** |
| 95 | 2,500 | 237,500 | 50% | 118,750 | 2.75% | 3,266 | 65,313 | 184,063 | 1,938 | **77.50%** |
| 95 | 2,500 | 237,500 | 60% | 142,500 | 2.75% | 2,613 | 52,250 | 194,750 | 2,050 | **82.00%** |
| 95 | 2,500 | 237,500 | 70% | 166,250 | 2.75% | 1,959 | 39,188 | 205,438 | 2,163 | **86.50%** |
| 95 | 2,500 | 237,500 | 80% | 190,000 | 2.75% | 1,306 | 26,125 | 216,125 | 2,275 | **91.00%** |

Source: HDH 2019 (OMV = Open Market Value)

4.66 It can be seen that the 70% assumption is a cautious assumption that takes into account that the portions sold may be less than 50%.

4.67 Conflicting comments were made through the April 2019 Consultation. One developer suggested an figure in the range of 60% to 65% and another 70% to 80%. No change is made.

*Grant Funding*

4.68 It is assumed that grant is not available.

**Older People's Housing**

4.69 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.

4.70 Sheltered or retirement housing is self-contained housing, normally developed as flats and other relatively small units. Where these schemes are brought forward by the private sector there are normally warden services and occasionally non-care support services (laundry, cleaning etc.) but not care services.

4.71 Extracare housing is sometimes referred to as very sheltered housing or housing with care. It is self-contained housing that has been specifically designed to suit people with long-term conditions or disabilities that make living in their own home difficult, but who do not want to move into a care home. Schemes can be brought forward in the open market or in the social sector (normally with the help of subsidy). Most residents are older people, but this type of

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

housing is becoming popular with people with disabilities regardless of their age as it is seen as a long-term housing solution. Extracare housing residents still have access to means-tested local authority services.

4.72 HDH has received representations from the Retirement Housing Group (RHG) a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that Sheltered housing and Extracare housing should be tested separately.

4.73 The RHG representations assume the price of a 1 bed sheltered unit is about 75% of the price of existing 3 bed semi-detached houses and a 2 bed sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it assumes Extracare housing is 25% more expensive than Sheltered housing.

4.74 A typical price of a 3 bed semi-detached home of £175,000 has been assumed in Runcorn and £165,000 in Widnes. On this basis it is assumed Sheltered and Extracare housing has the following worth:

**Table 4.14 Worth of Sheltered and Extracare**

| | | | |
|---|---|---|---|
| **Runcorn** | | | |
| | Area ($m^2$) | £ | £/$m^2$ |
| 3 bed semi-detached | | **175,000** | |
| 1 bed Sheltered | 50 | 131,250 | 2,625 |
| 2 bed Sheltered | 75 | 175,000 | 2,333 |
| 1 bed Extracare | 65 | 164,063 | 2,524 |
| 2 bed Extracare | 80 | 218,750 | 2,734 |
| **Widnes** | | | |
| 3 bed semi-detached | | **165,000** | |
| 1 bed Sheltered | 50 | 123,750 | 2,475 |
| 2 bed Sheltered | 75 | 165,000 | 2,200 |
| 1 bed Extracare | 65 | 154,688 | 2,380 |
| 2 bed Extracare | 80 | 206,250 | 2,578 |

Source: HDH (April 2019)

4.75 There is little market activity in this sector at the time of this assessment.

4.76 The value of units as affordable housing has also been considered. It has not been possible to find any directly comparable schemes where housing associations have purchased social units in a market led extracare development. Private sector developers have been consulted. They have indicated that whilst they have never disposed of any units in this way, in this area, they would expect the value to be in line with other affordable housing – however they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.

# 5. Non-Residential Market

5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study. The starting point is HBC's existing available evidence. In the *Review of CIL Potential Final Draft Report* (DTZ, November 2014) the following values were used:

**Table 5.1 Commercial Values £/m² - 2014**

| | Rent £psm | Incentives | Yield | Value £psm |
|---|---|---|---|---|
| Large B8 | £51 | 12 months | 7% | £681 |
| Medium B2/B8 | £54 | 12 months | 7% | £721 |
| Small Workshop B1c | £57 | 12 months | 7% | £761 |

Source: Table 5.2, Review of CIL Potential Final Draft Report (DTZ, November 2014)

5.2 There is no need to consider all types of development in all situations – and certainly no point in testing the types of scheme that are unlikely to come forward as planned development. In this study we have considered the larger format office and industrial use and retail uses.

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

**National Overview**

5.4 The non-residential markets in the HBC area reflect national trends. An improved sentiment has been reported in the press:

> *The Q4 2018 RICS UK Commercial Property Market Survey results continue to display mixed fortunes across the three traditional sectors. Indeed, the strong performance of the industrial sector remains in stark contrast to that of retail, driven by the structural shift in consumer spending habits. Meanwhile, survey participants continue to highlight political uncertainty to be holding back activity, with the lack of clarity causing decisions to be delayed.*
>
> *RICS – Q4 2018: UK Commercial Property Market Survey*

**Non-Residential Market**

5.5 The Halton market is described in full in the *Local Economic Assessment* (HBC, March 2013). The area is summarised as follows.

**Table 5.2 Extract from Local Economic Assessment**

## 6: Land and Property markets

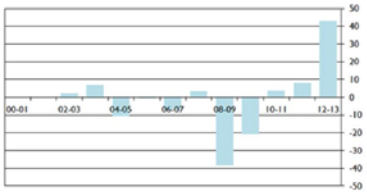
This section seeks to quantify the demand for, and the supply of, commercial property (development land and industrial, office and retail space) in Halton from 2000 to 2011.

The analysis is based upon information held by (and collected by) Halton Borough Council's Business Improvement and Growth (BIG) Team, it is, therefore, based upon an incomplete picture of both the total number of investment projects completed in the Borough each year and the supply of commercial property and should be read accordingly.

**The Demand for Commercial Property 2000-2011**

The number of enquiries for commercial property received by the BIG Team fell between 2008-09 and 2009-10 mirroring the global economic slowdown. The largest fall in Investment enquiries was 38%, occurring between 2007-08 and 2008-09. However, in 2010-11, investment enquires increased for the first time since 2007-08.

Total enquiries - % change




Following the global recession, enquiries for industrial and office units have started to increase in 2010-11, while retail and site enquiries appeared to recover in 2009-10 but then fell again in 2011-12. Preliminary figures for 2012-13 show industrial enquiries still increasing, an increase in retail, but a slowing of enquiries for offices and sites.

Over the period of the review there has been no change with respect to the split of overall enquiries between Runcorn and Widnes.

Since 2007-08 there has been a decrease in enquiries for freehold properties together with an increase in 'no preference' of lease type.

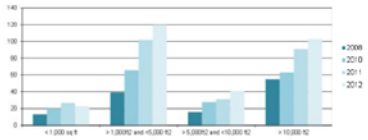
Significantly, since 2008-09, there has been a decrease in inward investment enquiries but a marked increase in local businesses requiring commercial property to satisfy their expansion plans together with new start-up companies seeking commercial property.

**The Supply of Commercial Property 2000-2011**

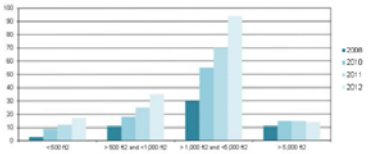
The supply of commercial property in Halton has increased dramatically since 2008. For example, there is now three times the amount of 1000-5000 sq ft industrial space recorded on the BIG Team database compared with 2008.

However, there have been a number of notable exceptions to the general trend of increasing property supply. For example the supply of small industrial premises, large sites (20 acres +) have decreased over the last year, while large retail units and offices have remained largely the same.

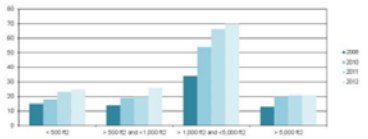
Industrial availability (units)



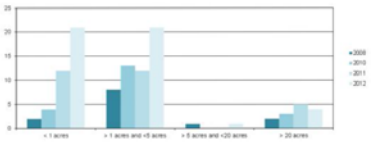
Retail availability (units)



Office availability (units)



Site availability (units)



Source: Local Economic Assessment (HBC, March 2013)

5.6 The local markets are driven by local factors – however the influence of the wider north west underpins the market. Neither Runcorn nor Widnes are large regional centres, but both are significant local centres. In recent years the majority of new development is user led (rather than speculative).

5.7 Halton's economy has been subject to fundamental restructuring following the decline of the traditional chemical and manufacturing industries that dominated both Runcorn and Widnes. Having said this, Halton still has a significant proportion of workers employed in manufacturing. Distribution, information and communication sectors are now significant employment sectors.

5.8 Widnes has an excess of poor quality, despoiled former industrial land and a limited modern office market. Runcorn has early New Town industrial estates, most notably Astmoor, where layouts and unit specifications do not meet modern business requirements and high vacancy rates are prevalent. The Widnes Waterfront development and regeneration area, the multimodal logistics and distribution development at 3MG and the Business Improvement Districts at Astmoor and Halebank Industrial Estates are among the measures being used to address these deficiencies (much of which has benefitted from public sector funding).

5.9 Despite the contraction of the chemical industry, high value-added, specialist chemical manufacturing, and scientific and research based employers remain part of the local economy with firms such as Ineos Chlor amongst the largest individual private sector employers in the Borough. Redevelopment of ICI's former headquarters at the Heath Business Park and the public sector investment at Sci-Tech Daresbury (formerly known as the Science and Innovation Campus or SIC) are promoting the science, technology and research sectors.

5.10 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.

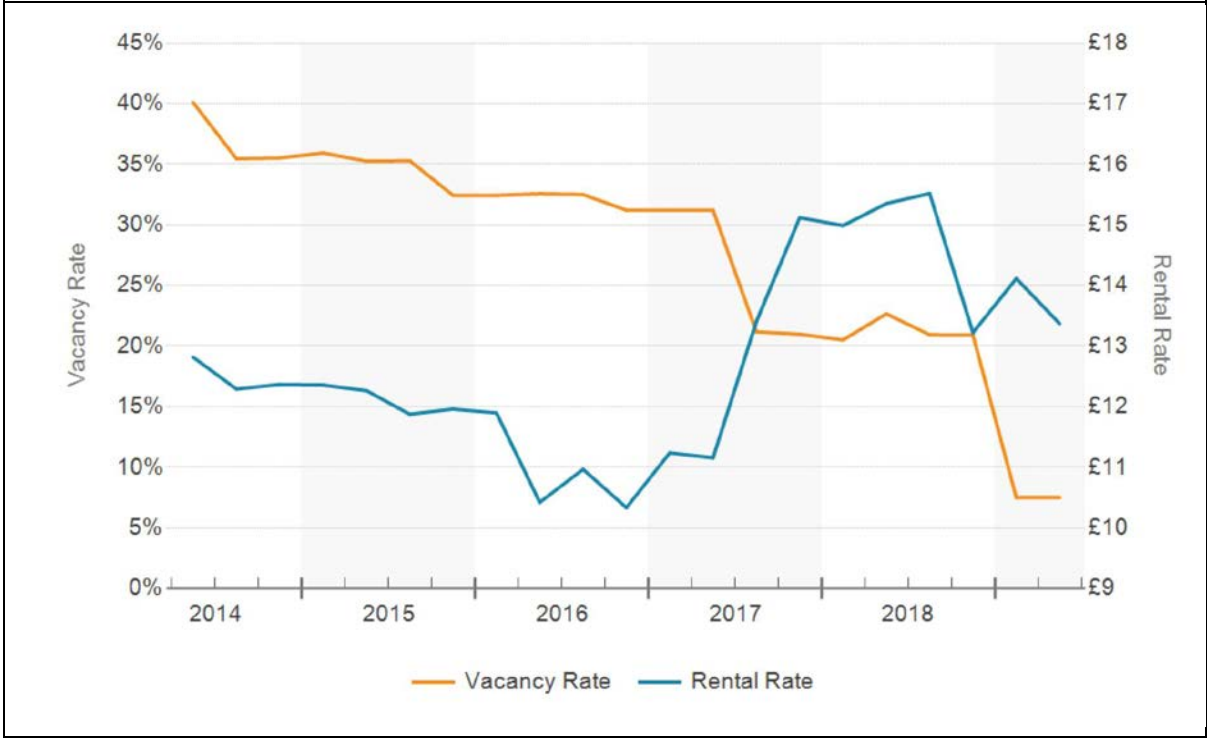
5.11 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.co.uk). In addition, information from CoStar (a property industry intelligence subscription service) has been used. Clearly much of this commercial space is 'second-hand' and not of the configuration, type and condition of new space that may come forward in the future, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.

5.12 **Appendix 8** includes market data from CoStar.

**Offices**

5.13 CoStar data shows a general trend of an increase in rents and a decline in vacancies in the office sector over the last few years.

**Figure 5.1 Halton Offices. Vacancy Rates v Rent (£/sqft).**




Source: CoStar (April 2019) - This copyrighted report contains research licensed to CoStar UK Ltd - 701359

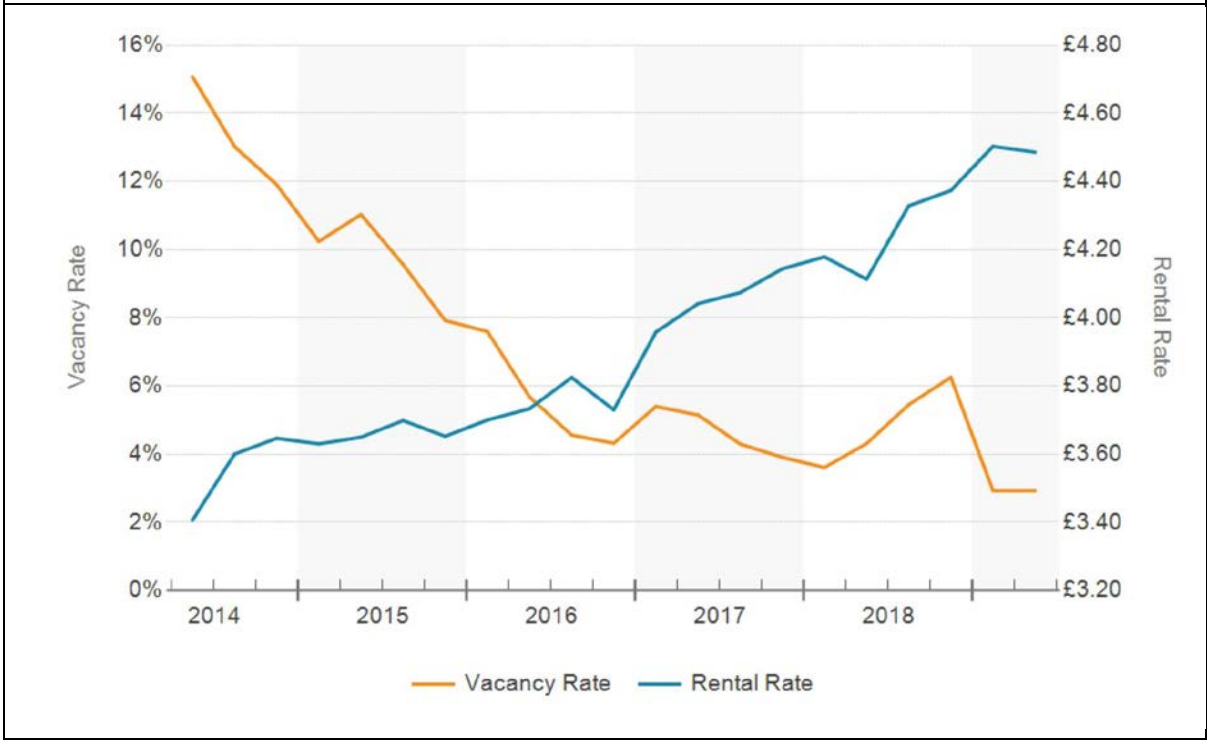
5.14 There is a relatively little office space currently available in the Borough at the time of this assessment, and much of this is very different to the type that is likely to come forward in the future. Of the newer space, the highest rents are around £260/m$^2$/year (£24/sqft/year), although good quality new offices would generally be in the region of £215/m$^2$/year (£20/sqft/year). CoStar reports Net Effective Rents of a little over half of this, although this is based on older units. On average, yields are around 9%, but for newer better property, yields of less than 5% can be achieved. A figure of 6% is more representative.

5.15 On this basis new office development would have a value of £3,830/m$^2$ (having allowed for a rent free / void period of 2 years). CoStar reports a high value of over £2,850/m$^2$ (£265/sqft) and averages for all offices (including older units) of £1,250/m$^2$ (£116/sqft). Bearing in mind the nature of the new development that this study is concerned with, office development is assumed to have a value of £3,500/m$^2$.

**Industrial and Distribution**

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

**Figure 5.2 Halton Industrial. Vacancy Rates v Rent (£/sqft).**




Source: CoStar (April 2019) - This copyrighted report contains research licensed to CoStar UK Ltd - 701359

5.17 There is a wide variance in rents. The highest rents are around £108/m$^2$/year (£10.30/sqft/year), although figures around £85/m$^2$ (£8/sqft) are more typical. Those units closer to the highways network have the best rents.

5.18 Of the newer space, rents would generally be in the region of £91/m$^2$/year (£8.5/sqft/year). CoStar reports Net Effective Rents as being a little under £54/m$^2$/year (£5/sqft/year). On average yields are around 7%.

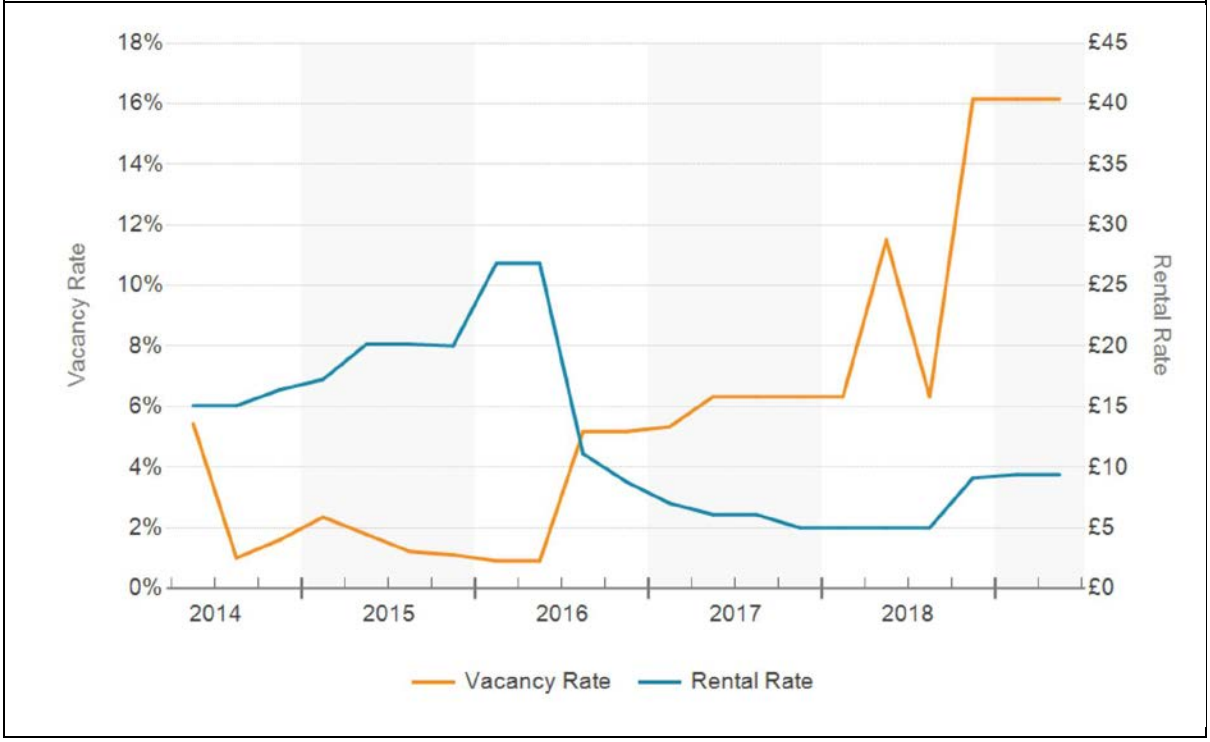
5.19 On this basis new development would have a value of £850/m$^2$ (having allowed for a rent free / void period of 1 year). CoStar reports a high value of over £820/m$^2$ (£76/sqft) and averages for all industrial (including older units) of £595/m$^2$ (£55/sqft). Bearing in mind the nature of the new development that this study is concerned with, industrial development is assumed to have a value of £1,220/m$^2$.

5.20 The rents for distribution uses are less – however yields tend to be a little lower, reflecting the strength in this sector.

**Retail**

5.21 The CoStar data shows a decline in rents and an increase in vacancies in the retail sector.

**Figure 5.3 Halton Retail. Vacancy Rates v Rent (£/sqft).**




Source: CoStar (April 2019) - This copyrighted report contains research licensed to CoStar UK Ltd - 701359

5.22 The market is segmented with the traditional retail areas (including the core areas) of Widnes and Runcorn struggling, whilst there is more activity in the out-of-town / large scale (retail warehouse) retail activity in the Borough.

5.23 Rents for small units in the best central locations are occasionally over £325/m$^2$/year (£30/sqft/year)[38] although generally they are well below this level at around £215/m$^2$/year (£20/sqft/year). A value (based on a 8% yield) of £2,300/m$^2$ is used for town centre shop based retail. This is broadly in line with the values reported by CoStar.

5.24 The rents for town centre shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents are normally in the range of £108/m$^2$/year (£10/sqft/year) to £160/m$^2$/annum (£15/sqft/year), although yields are rather higher at around 8% to give a value of £1,070/m$^2$ or so.

5.25 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the HBC area – although they do form an important part of the market, however drawing on our wider experience we have assumed supermarket rents of £250/m$^2$ with a yield of 5.5% to give a value of £4,500/m$^2$. This yield is

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

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.

5.26 As well as mainstream supermarkets, we have considered the smaller units developed by operators such as Lidl and Aldi, in this case we have assumed a rent of £200/$m^2$ and a 5.5% yield to give a value of £3,650/$m^2$.

5.27 In the case of retail warehouses, we have assumed a rent of £180/$m^2$ and a yield of 5.5% giving a value of £2,940/$m^2$ (allowing for a 2 year rent free / void period).

**Appraisal Assumptions**

5.28 The following assumptions have been used:

**Table 5.3 Commercial Values £/$m^2$ 2019**

| | Rent £/$m^2$ | Yield | Rent free period | Value | Assumption |
|---|---|---|---|---|---|
| Offices | £258 | 6.00% | 2 | £3,832 | £2,750 |
| Industrial | £91 | 7.00% | 1 | £1,222 | £1,220 |
| Distribution | £75 | 7.00% | 1 | £1,185 | £1,185 |
| Retail - Town Centre | £215 | 8.00% | 2 | £2,307 | £2,300 |
| Retail - Secondary | £129 | 10.00% | 2 | £1,067 | £1,067 |
| Retail Warehouse | £180 | 5.50% | 2 | £2,940 | £2,940 |
| Supermarket - Large | £250 | 5.50% | | £4,545 | £4,545 |
| Supermarket - Small | £200 | 5.50% | | £3,636 | £3,636 |

Source: HDH (April 2019)

# 6. Land Values

6.1 Chapters 2 and 3 set out the methodology used in this study to assess viability. An important element of the assessment is the value of the land. Under the method set out in the updated PPG and recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Use Value (EUV). This is used as the starting point for the assessment.

6.2 In this chapter, the values of different types of land are considered. The value of land relates closely to the use to which it can be put and will range considerably from site to site. As this is a high-level study, the three main uses, being agricultural, residential and industrial, have been researched. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.

6.3 In this context it 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.

**Existing Use Values**

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

6.5 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: 10-013-20180724*
>
> *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 together with the right to implement any development for which there are policy compliant extant planning consents, including realistic deemed*

> *consents, but without regard to alternative uses. 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. 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: 10-015-20180724*

6.6 It is important to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites, the value will need to be adjusted to reflect this requirement.

6.7 The value of the land for a particular scheme needs to be compared with the EUV, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the EUV, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit having paid for the land, then there is scope to make developer contributions.

6.8 For this 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.

6.9 The 'model' approach is outlined below:

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

ii. For paddock and garden land on the edge of or in a smaller settlement we have adopted a paddock value. We have assumed the greenfield sites of less than 0.5ha fall into this category.

iii. Where the development is on brownfield land we have assumed an industrial value.

**Residential Land**

6.10 In May 2018, DCLG published *Land value estimates for policy appraisal*[39]. This sets out land values as at May 2017 and was prepared by the Valuation Office Agency (VOA). The Halton figure is £2,005,000/ha. It is important to note this figure assumes nil affordable housing. As

[39] https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/710539/Land_Values_2017.pdf

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*'.

6.11 The VOA assumed that 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. For those local authorities outside London, the hypothetical scheme is for a development of 35 two storeys, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.

6.12 There are no larger development sites being marketed in the area however there are a number of small development sites being marketed:

**Table 6.1 Building Sites for Sale – April 2019**

| Site | Notes | Ha | Units | Asking Price |
|---|---|---|---|---|
| Ollier Street, Widnes | 12 x 2 bed apartments | 0.085 | 12 | £250,000 |
| Norlands Lane, Widnes | 1 x 3 bed | | 1 | £200,000 |
| Runcorn Road, Moore | 1 detached house | 0.034 | 1 | £125,000 |

Source: Market Survey (April 2019)

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 9** and summarised in the following table.

| Table 6.2 Sales of Development Land | | | | | | |
|---|---|---|---|---|---|---|
| **ADDRESS** | Area (ha) | Market Units | Aff Units | % Aff | £/ha | £/unit |
| The New Inn, 294 Hale Road, Widnes | 0.090 | 16 | | 0% | £335,196 | £1,875 |
| Former Warehouse, Halton Court, Runcorn | 1.670 | 71 | 71 | 100% | £419,162 | £9,859 |
| Former Depot Situated Off Stonehills Lane, Runcorn | 1.250 | 39 | 39 | 100% | £268,000 | £8,590 |
| Former Albert Hotel, 160 Albert Road, Widnes | 0.054 | 13 | 13 | 100% | £3,308,824 | £13,846 |
| Former Riverside College, Percival Lane, Runcorn | 0.720 | 24 | 0 | 0% | | |
| Land to The West Of Delph Lane, Daresbury | 19.410 | 122 | 0 | 0% | £9,789 | £1,557 |
| Sporting Ford, 164 Hough Green Road, Widnes | 0.158 | 28 | 0 | 0% | £1,899,937 | £10,714 |
| Land To The Rear Of Appleton Village Pharmacy, Appleton Village, Widnes | 0.219 | 36 | 0 | 0% | £1,598,174 | £9,722 |
| Former Playing Fields And Car Park, Picow Farm Road, Runcorn | 1.960 | 72 | 57 | 79% | £600,365 | £16,343 |
| Land East Of Castlefields Area, Runcorn | 1.250 | 43 | 0 | 0% | | |
| Ramsbrook Farm, Ramsbrook Lane, Hale | 1.499 | 19 | 0 | 0% | £1,434,768 | £113,158 |
| Land To The North East Of Abbots Park, Preston Brook, Runcorn | 1.230 | 34 | 0 | 0% | £1,219,512 | £44,118 |
| The Former Marley Eternit Site, Derby Road, Widnes | 5.240 | 116 | | 0% | £1,145,038 | £51,724 |
| Former Fairfield High School Site, Peel House Lane, Widnes | 4.542 | 162 | 0 | 0% | £1,563,085 | £43,827 |
| Land Bounded By Grangeway, Pine Road And Thorn Road, Runcorn | 0.890 | 42 | 42 | 100% | | |
| Site Of Former Grange School, Latham Avenue, Runcorn | 2.500 | 95 | 83 | 87% | | |
| The Old Bridgewater Centre, Castlefields Avenue North, Runcorn | 0.330 | 20 | 20 | 100% | £636,364 | £10,500 |
| St Johns Presbyterian Church, Victoria Road, Higher Runcorn | 0.250 | 14 | 0 | 0% | £800,000 | £14,286 |

Source: Land Registry and HBC (March 2019)

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

| Table 6.3 Recent Sales of Development Land - Summary | | | | |
|---|---|---|---|---|
| | All | | Excluding Outliers | |
| | £/ha | £/unit | £/ha | £/unit |
| Minimum | £9,789 | £1,557 | £268,000 | £1,875 |
| Average | £1,088,444 | £25,009 | £993,300 | £27,893 |
| Median | £972,519 | £12,280 | £972,519 | £12,500 |
| Maximum | £3,308,824 | £113,158 | £1,899,937 | £113,158 |

Source: Land Registry and HBC (March 2019)

6.15 It is important to note that none of the above sites were subject to a policy compliant planning consent.

6.16 An interesting aspect of the local housing market is that four of the listed transactions were for 100% affordable housing and these have an average price of over £1,150,000/ha. This is above the value for all land including those sites with no affordable housing.

6.17 It is necessary to make an assumption about the value of residential land. A value of £900,000/ha is taken as a value for smaller residential sites and £250,000/ha for larger sites that are likely to be developed as conventional estate housing.

**Industrial Land**

6.18 *Land value estimates for policy appraisal* provides a value figure for industrial land in the North West as follows:

| Table 6.4 Industrial Land Values | |
|---|---|
| | £/ha |
| Warrington | £900,000 |
| Chester | £375,000 |
| Liverpool | £440,000 |
| Birkenhead | £250,000 |

Source: Land value estimates for policy appraisal (DCLG, May 2018)

6.19 We have sought further evidence as to industrial values in the Borough and there is very little available.

6.20 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 9**. The average is about £877,795/ha (£355,239/acre) and the median is less at £291,000/ha (£117,924,000/acre).

6.21 Initially, a value of £300,000/ha was assumed. Through the April 2019 consultation it was suggested that this assumption was too low and not in line with the evidence. It is accepted

that the average is very much greater than the median, however generally the median is more in line with the whole market as it is not unduly influenced by outliers. Having reviewed the evidence a value of £350,000/ha is assumed.

**Agricultural and Paddocks**

6.22 *Land value estimates for policy appraisal* provides a value figure for agricultural land in the area of £22,500/ha. The *RICS/RAU Rural Land Market Survey* reports agricultural land values. The most recent report[40] suggests England and Wales values of £20,837/ha (£8,433/acre) for arable land and £15,903/ha (£6,436/acre) for pasture. North West values are a little less than these. For agricultural land, a benchmark of £22,500/ha is assumed.

6.23 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha for village and town edge paddocks is assumed.

**Existing Use Values**

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

| **Table 6.5 Existing Use Value Land Prices £/ha** | |
|---|---|
| Industrial | £350,000 |
| Agricultural | £22,500 |
| Paddock | £50,000 |

Source: HDH (April 2019)

**Benchmark Land Values**

6.25 The setting of the Benchmark Land Values (BLV) is one of the most challenging parts of a plan-wide viability assessment. The updated PPG makes specific reference to the 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*

[40] https://www.rics.org/Global/RICS%20RAU%20Rural%20Land%20Market%20Survey%20H2%202017%20-%20FULL.pdf

> *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*

6.26 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 fully comply with policy requirements.*
>
> *Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. 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*

6.27 This is a different approach to that taken in the *Review of CIL Potential Final Draft Report* (DTZ, November 2014) where the following values were used:

- High value benchmark – £1,480,000 per gross hectare (£600,000 per acre)
- Mid value benchmark – £1,000,000 per gross hectare (£405,000 per acre)
- Low value benchmark – £620,000 per gross hectare (£250,000 per acre)

6.28 It is useful to consider the assumptions used in other studies in other parts of England. We have reviewed Benchmark Land Values used by other councils in England in development plans (albeit from before the PPG was updated in July 2018). These are set out in the table below.

| Table 6.6 Benchmark Land Values Used Elsewhere | |
|---|---|
| **Local Authority** | **Threshold Land Value** |
| Babergh | £370,000/ha |
| Cannock Chase | £100,000-£400,000/ha |
| Christchurch & East Dorset | £308,000/ha (un-serviced)<br>£1,235,000/ha (serviced) |
| East Hampshire | £450,000/ha |
| Erewash | £300,000/ha |
| Fenland | £1-2m/ha (serviced) |
| Greater Norwich DP | £370,000-£430,000/ha |
| Reigate & Banstead | £500,000/ha |
| Stafford | £250,000/ha |
| Staffordshire Moorlands | £1.26-£1.41m/ha (serviced) |
| Warrington | £100,000-£300,000/ha |

Source: Planning Advisory Service (collated by URS)

6.29 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies.

6.30 At the April 2019 consultation, a BLV of EUV plus 20% was suggested for brownfield sites, for greenfield sites (being those in agricultural and paddock uses) a BLV of EUV plus £250,000/ha was suggested.

6.31 Through the April 2019 consultation, several site promoters commented that the assumption for greenfield sites was not sufficient, saying that reference needs to be made to market values (as set out in paragraph 10-014-20180724 of the PPG).

> *Benchmark land value should: ⋯ be informed by market evidence including current uses, costs and values wherever possible. Where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*

6.32 It is agreed that reference needs to be made to market values, hence the review of market values earlier in this chapter. The PPG also acknowledges that in some cases that evidence is quite simply not available. No further evidence was submitted through the consultation.

6.33 Alternatively, a developer commented that the suggested BLV was below the prices paid for land. This is correct, however none of the transactional evidence was for policy compliant land so should be given limited weight. Reference was made to the Cheshire East CIL Examination. It is important to note that the evidence presented to the CIL examiner was from before the publication of the 2019 NPPF and updated PPG and does not explicitly follow the EUV plus methodology the updated PPG now specifies. Alternative BLVs of £400,000/ha in

the lower value areas and £600,000/ha in the higher value areas were suggested although no evidence was provided to support these assumptions.

6.34 A developer commented in some detail on this point. Firstly the 20% uplift on brownfield sites was agreed. With regard to greenfield sites a range of appeals and CIL Examinations were quoted. All of these predate the 2019 NPPF and updated PPG, having said this a number of alternative approaches were suggested.

6.35 Firstly, that BLV, on a net developable area of £988,000/ha (£400,000/acre) would be appropriate. Based on the normal net/gross assumptions (see Chapter 9 below) this results in BLV of a little under £800,000/ha where there is a net developable area of 80% and a little under £700,000/ha where the net developable area is 70%.

6.36 Secondly it was suggested that the BLV could be assessed as a multiple of EUV. This is a valid approach. Whilst the consultee does not specifically settle on a preferred approach, they do suggest 20 to 30 times the EUV may be acceptable. 20 times agricultural value is £450,000/ha and 30 times agricultural value is £675,000/ha.

6.37 A land promoter suggested yet another option of using an assumption of £617,750 per net developable ha.

6.38 In this regard there is no market evidence (of policy compliant transactions) to draw on. The market evidence that there is is mixed. This is an area around which the consultation did not find a consensus. In considering the best way forward we have reverted to paragraph 10-016-20180724 of PPG as referred to above

6.39 The core question is what is reasonable while allowing a sufficient contribution to comply with policy requirements. It was notable that no additional evidence of transactions in Halton has been forthcoming from the industry through the consultation.

6.40 The PPG specifically makes reference other viability studies. Cheshire East lies immediately to the south and has recently had its CIL Examination, although it is important to note that this is a notably higher value area with a 30% affordable housing target. In the *Cheshire East Council PDCS Viability Assessment* (Keppie Massie / WYG, February 2017) the following values were used:

**Table 6.7 Benchmark Land Value Assumptions - 2017**

| Value Location | Previously Developed | | Greenfield | |
|---|---|---|---|---|
| | £ per net developable ha | £ per net developable acre | £ per net developable ha | £ per net developable acre |
| Very Low/Low Value | £495,000 | £200,000 | £370,000 | £200,000 |
| Medium Value | £865,000 | £250,000 | £618,000 | £225,000 |
| Higher Value | £1,235,000 | £500,000 | £741,000 | £250,000 |
| Prime | £1,605,000 | £650,000 | £990,000 | £400,000 |

Source: Table 5.1 *Cheshire East Council PDCS Viability Assessment* (Keppie Massie / WYG, February 2017)

6.41 These were applied to the following geographical areas:

**Table 6.8 BLV Areas - 2017**

| Zone | Ward |
|---|---|
| **Very Low** | Inner Crewe. |
| **Low** | Outer Crewe. Middlewich and Elworth |
| **Medium** | Urban Areas of Congleton. Haslington and Shavington |
| **High** | Macclesfield. Alsager, Outer Congleton, Handforth, Holmes Chapel, Nantwich and Sandbach (excluding Elworth). Audlem, Bollington, Bunbury, Chelford, Disley, Goostrey, Holmes Chapel and Wrenbury. |
| **Prime** | Knutsford, Poynton and Wilmslow. Alderley Edge, Mobberley and Prestbury. |

Source: Table 6.1 *Cheshire East Council PDCS Viability Assessment* (Keppie Massie / WYG, February 2017)

6.42 Also, in the *Cheshire East Council CIL Draft Charging Schedule Report* (Keppie Massie / WYG, August 2017) values of '*£370,000 per net developable hectare/£150,000 per net developable acre*' were used for the site specific testing of the Strategic Sites.

6.43 In this iteration, in the base appraisals set out at the start of Chapter 10, a BLV of EUV plus 20% is used for brownfield sites and for greenfield sites (being those in agricultural and paddock uses) a BLV of EUV plus 20 times agricultural value is used (£22,500 plus 20x£22,500=£472,000). A range of alternative thresholds are then tested to determine the most appropriate assumption to be used.

# 7. Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals. These assumptions were presented to stakeholders at the consultation event in April 2019.

**Development Costs**

*Construction costs: baseline costs*

7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS)[41] data – using the figures re-based for Halton. The cost figure for 'Estate Housing – Generally' is £1,170/$m^2$ at the time of this study[42]: This is over 25% higher than those used in the *Review of CIL Potential Final Draft Report* (DTZ, November 2014).

7.3 In August 2015, a report was published that considered the construction costs on smaller sites. *Housing development: the economics of small sites – the effect of project size on the cost of housing construction* (August 2015) was carried out by BCIS, having been commissioned by the Federation of Small Businesses. This study concluded that the construction price for schemes of 1 to 5 units was about 13% higher than for schemes of over 10 units and that the construction price for schemes of 1 to 10 units was about 6% higher than for schemes of over 10 units[43]. These adjustments have been made to the small schemes modelled in this report.

[41] BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

[42] BCIS Rebased to Halton – 30th March 2019

[43] Through the April 2019 consultation it was suggested that the BCIS 'One Off' housing cost (which applies for sites of 1 to 3 units) be used on sites of 1 to 10 units. It is important to use appropriate evidence for the purpose for which it is prepared. No change is made in this regard.

| **Table 7.1 BCIS Costs- £/m² gross internal floor area** | | | | | | |
|---|---|---|---|---|---|---|
| Rebased to Halton (96; sample 18) | | | | | | |
| Description: Rate per m² gross internal floor area for the building cost including prelims. | | | | | | |
| Last updated: 30th March 2019 | | | | | | |
| | Mean | Lowest | Lower quartiles | Median | Upper quartiles | Highest |
| 810.1 Estate housing | | | | | | |
| Generally | 1,208 | 580 | 1,034 | 1,170 | 1,328 | 4,184 |
| Single storey | 1,357 | 762 | 1,160 | 1,300 | 1,525 | 4,184 |
| 2-storey | 1,172 | 580 | 1,021 | 1,144 | 1,280 | 2,356 |
| 3-storey | 1,199 | 764 | 965 | 1,158 | 1,347 | 2,477 |
| 4-storey or above | 2,357 | 1,261 | - | 2,167 | - | 3,833 |
| 810.11 Estate housing detached | 1,538 | 916 | 1,167 | 1,351 | 1,585 | 4,184 |
| 810.12 Estate housing semi detached | | | | | | |
| Generally | 1,201 | 700 | 1,037 | 1,169 | 1,319 | 2,227 |
| Single storey | 1,368 | 846 | 1,170 | 1,326 | 1,519 | 2,227 |
| 2-storey | 1,168 | 700 | 1,032 | 1,144 | 1,273 | 2,047 |
| 3-storey | 1,093 | 821 | 917 | 1,034 | 1,191 | 1,759 |
| 810.13 Estate housing terraced | | | | | | |
| Generally | 1,232 | 760 | 1,030 | 1,178 | 1,357 | 3,833 |
| Single storey | 1,364 | 924 | 1,137 | 1,284 | 1,574 | 1,994 |
| 2-storey | 1,202 | 760 | 1,023 | 1,161 | 1,334 | 2,356 |
| 3-storey | 1,222 | 764 | 956 | 1,160 | 1,343 | 2,477 |
| 816. Flats (apartments) | | | | | | |
| Generally | 1,425 | 695 | 1,190 | 1,360 | 1,609 | 4,806 |
| 1-2 storey | 1,358 | 844 | 1,156 | 1,298 | 1,494 | 2,511 |
| 3-5 storey | 1,404 | 695 | 1,186 | 1,345 | 1,597 | 2,822 |
| 6+ storey | 1,768 | 1,033 | 1,435 | 1,665 | 1,878 | 4,806 |

Source: BCIS (April 2019)

7.4 The base assumption in this report is that homes are built to the basic Building Regulation Part L 2010 Standards but not to higher environmental standards. This is in line with the Government announcement, made at the time of the Summer 2015 Budget (see Chapter 2 above) in the *Fixing the foundations productivity report*[44], of its intention not to proceed with

[44] https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation

the zero carbon buildings policy. As a result, there was no uplift to Part L of the Building Regulations during 2016, and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings were dropped, including the Allowable Solutions programme.

7.5 The Department for Communities and Local Government (DCLG) used to publish occasional reviews of the costs of building to the Code for Sustainable Homes (CfSH)[45]. Whilst the CfSH has been superseded, these provide useful guidance as to the costs of the implementation of the various environmental standards. In 2014 DCLG published *Housing Standards Review – Cost Impacts (EC Harris, September 2014)* that considered the more recent changes in building regulations and the optional additional standards. Based on the best currently available information, the costs of building to the now clarified, enhanced building standards is in line with the BCIS costs. In this viability assessment, the median BCIS costs are used.

7.6 In this regard paragraph 10-012-20180724 of the updated PPG specifically references the use of the BCIS data saying:

> *Costs include: build costs based on appropriate data, for example that of the Building Cost Information Service.*

7.7 In the initial (pre-consultation) iteration of this report the analysis was based on the lower quartile BCIS costs. This gave rise to a number of comments, including that the median costs should be used.

7.8 Having said this a national housebuilder commented as follows[46]:

> *Whilst we consider the BCIS database to represent an appropriate source to assess the base build costs given that it is an independent, nationally recognised database maintained by the RICS and is based on actual construction costs for completed schemes, we disagree with the methodology adopted by HDH to determine the standard build costs as their approach results in an inflated build cost position.*
>
> *Firstly, it is important to note that the BCIS figures are generally not reflective of established housebuilder base build costs. This is because the BCIS datasets are predominantly based on Register Provider Fixed Price contracts (from smaller contractors for smaller schemes). The BCIS figures therefore include an embedded contractor's profit which should be removed when assessing build costs for all but the smaller sites as we understand that established housebuilders typically perform the main contractor's function internally. In addition, the BCIS figures do not reflect the economies of scale which can be achieved by established developers on mid-large sized sites.*
>
> *Accordingly, when assessing base build costs for residential development sites, it is standard practice to adjust the BCIS Median / Mean figure downwards for all but the smaller sites and to then add back allowances for external works, standard estate roads and sewers, and plot service connection costs to determine the 'all-in' standard build costs. This position is often equal to or slightly below the starting BCIS Lower Quartile figures.*

[45] *Cost of building to the Code for Sustainable Homes, Updated cost review. (DCLG, Aug 2011)*

[46] Further detailed information was also provided.

> *Whilst HDH's approach of adopting the Lower Quartile figures rather than the Median / Mean figures somewhat overcomes the above issues, the current Lower Quartile figures are still too high particularly for detached houses and require adjustment to reflect a market-facing base build cost position.*

7.9 There is clearly a lack of consensus on this point. The base modelling has been based on lower quartile costs, but the impact of using median costs has also been tested. The assumptions for smaller sites are carried forward unchanged.

7.10 One consultee questioned whether the cost of garages had been included. At the time of this study there were about 30 new homes being advertised for sale. Of these, 8 include an internal garage and 3 an external garage. For those with an internal garage the base BCIS cost is applied to the whole cost of the home.

*Construction costs: affordable dwellings*

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

*Other normal development costs*

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

7.13 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. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.

7.14 A scale of allowances has been developed for the residential sites, ranging from 10% of build costs for the smaller sites and flatted schemes, to 15% for the larger greenfield schemes. This assumption was confirmed through the April 2019 consultation.

*Abnormal development costs and brownfield sites*

7.15 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*

7.16 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 ...*

7.17 The consequence of this, when considering viability in the planning system, 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 sides of the appraisal.

7.18 This approach is consistent with the treatment of abnormals that was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling[47], that 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.*

7.19 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.

7.20 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. It is not the purpose of an assessment of this type to standardise land prices across an area.

7.21 This approach was commented on through the April 2019 consultation. It was suggested that an assumption for abnormal costs should be made for greenfield sites (although no suggestion

[47] REPORT TO GEDLING BOROUGH COUNCIL, THE PLANNING INSPECTORATE REF PINS/N3020/429/4, MAY 2015

was made as to what these should be). The treatment of abnormal costs is set out clearly in the updated PPG and has been followed. It is clear that where a site is subject to abnormal costs these should be reflected in a lower price received by the landowner.

7.22 Another developer commented that abnormal costs of between £10,000/unit and £50,000 were normal, particularly having taken into account strategic infrastructure costs. Strategic infrastructure costs are dealt with under the *S106 Contributions and the costs of infrastructure* heading below.

7.23 Another housebuilder did not accept the approach and suggested that an allowance should be made for abnormal costs, although no indication was made as to what the quantum of the allowance should be.

7.24 It was suggested that the 5% allowance for brownfield sites was too low. Bearing in mind the nature of some of the brownfield sites in Halton this may well be the case. Some of the sites are very challenging with long legacies of the chemical industry. Such sites are not forthcoming in the Borough without public intervention. Whilst this assumption has not been altered in this study it is accepted that remediation costs on some sites will be very much greater than this allowance.

*Fees*

7.25 For residential development we have assumed professional fees amount to 8% of build costs, for non-residential development we have also assumed professional fees amount to 8% of build costs.

7.26 This is likely to vary from site to site but includes the various assessments and appraisals that HBC requires under its various Local Plan policies.

7.27 One developer suggested an allowance of 10% to 12% should be used – in part to cover site promotion costs. It is accepted that 4 or 5 years ago such an assumption would have been appropriate, however since then there has been considerable inflation in the construction sector that has not been reflected in professional fees. It is therefore appropriate to use a slightly lower (as a percentage) assumption now. No change has been made.

*Contingencies*

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

7.29 Through the April 2019 consultation several developers suggested that a 5% contingency should be applied to all sites. It was also commented that 2.5% was appropriate for small and mid-size sites – but larger sites needed a higher assumption in relation to the infrastructure costs (although it is important to note that we would expect the contingency sum that relates to infrastructure costs to be within the infrastructure costs assumptions). The purpose of the



contingency is to anticipate the unknown elements of a development. Greenfield sites are, by their nature, less risky than brownfield sites so it appropriate to use a lower assumption and not treat all sites in the same way.

7.30 Having said this, in line with the consensus, a 5% contingency has been used on both types of site.

*S106 Contributions and the costs of infrastructure*

7.31 For many years, HBC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The majority of these are for site specific infrastructure of the type that can now be sought under the restrictions as set out in CIL Regulation 122.

7.32 In this study it is important that the costs of mitigation are reflected in the analysis. In *Review of CIL Potential Final Draft Report* (DTZ, November 2014) it was assumed all the modelled sites will contribute £3,365/unit towards infrastructure. Having reviewed this with the Council this is more than is sought. In this study a lower assumption of £2,500/unit is used. A range of higher costs have also been tested.

7.33 Through the April 2019 consultation it was suggested that a wide range of costs can be included under this heading. This is accepted. The Harman Guidance was quoted saying that these can be in the range of £17,000/unit to £23,000/unit. Another developer suggested a £20,000/unit cost be tested.

7.34 It is agreed (as stated at the April 2019 consultation) that these can vary and, whilst the above assumption is in line with the Council's expectation for future payments, a range of costs has been tested (against a range of affordable housing requirements).

**Financial and Other Appraisal Assumptions**

*VAT*

7.35 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full[48].

*Interest rates*

7.36 The appraisals assume 6%p.a. for debit balances. No allowance is made for any equity provided by the developer. This does not reflect the current working of the market nor the

[48] 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.

actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.

7.37 The 6% assumption may seem high given the low base rate figure (0.75% April 2019). 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.

7.38 The relatively high assumption of the 6% interest rate, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study a cautious approach is being taken.

7.39 An arrangement fee of 1% of the peak borrowing requirement is also allowed for.

7.40 Through the April 2019 consultation it was suggested that 6% was too low and that 10% should be used for smaller sites and 7% should be used for larger sites. This is not accepted. Whilst not all companies set out their current costs of borrowing in their accounts, in their 2018 accounts Barratt reported a 1.6% weighted average interest rate for floating rate borrowings in 2018 (down from 3.7% in 2017). Over the same period Morris Homes reported a weighted average of 7% in their 2018 accounts. Further, in the modelling the interest is calculated on the assumption that the developer does not provide any equity.

*Developers' return*

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

7.42 The RICS Financial Viability in Planning (August 2012) says:

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

7.43 The Harman Guidance says:

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

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

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

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

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

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

*Open Market Housing*

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

*Affordable Housing*

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

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

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

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

7.46 The above are not consistent, but it is clear that 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 developer's 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.

7.47 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.

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

7.49 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.

7.50 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 recommends an approach.

7.51 At the April 2019 consultation a return of 17.5% of the value of market housing and 6% of the value of affordable housing GDV was suggested. In this regard it is important to note that the modelling is not trying to replicate a particular developer's business model and replicate an accounting profit. As set out in paragraph 10-012-20180724 of the PPG, the overall level of developer's return should be considered with the contingency assumptions.

7.52 Through the consultation it was suggested that it was not appropriate to use the 6% assumption for affordable housing. The reason given was:

> *In practice affordable units are often not sold pre-planning application stage, and therefore at the point finance is sought they are subject to a higher risk profile than allowed for within the draft assessment. Furthermore there is an expectation that at least 10% of the units will be for affordable home ownership, which again is subject to a different risk profile to more traditional affordable housing products. These factors should be allowed for within the assessment, and the developer return on affordable housing should be reconsidered.*

7.53 It would be most unusual for affordable units to be pre-sold before planning.

7.54 Another developer suggested that a 20% return should be assumed as this was sometimes a requirement of the finance industry. As set out above, 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. This in itself is not seen as a reason for deviating from the guidance set out in the updated PPG.

7.55 Alternatively, another developer set out a number of appeal decisions and CIL Examination reports supporting a higher figure to be used (although all of these predate the clear range specified in the updated PPG). In addition, various returns were quoted from developer's annual reports.

7.56 A housebuilder set out:

> *.... accept that the NPPF supports an appropriate range of 15 – 20% of GDV, and to this appreciate that a rate of 17.5% represents the mid-point of this range on a broad brush basis. Notwithstanding this however, .... maintain that the product provided by us (being low cost housing provided to those on the lowest incomes, in secondary areas) represents a high risk business model and as such believe that a 20% margin, reflecting this level of risk, is appropriate. ... also do not support the blanket use of 6% of GDV in respect of "affordable housing". This assumes a guaranteed transfer to an RSL, whereas the new NPPF allows for a spectrum of different tenures, including multiple 'for sale' options. Such units would likely still be sold directly by a developer to the customer and as such the 'risk avoidance' factored into the profit reduction is not present, and an 'open market' margin would be more appropriate.*

7.57 A land promoter suggested that due to the challenging nature of the Halton Market that an assumption at the top end of the range should be used. Whilst it is accepted that the core areas of Widnes and Runcorn are challenging, the main development areas, being to the northwest of Widnes and to the west of Runcorn, are established housing markets.

7.58 Having considered the comments made at the April 2019 consultation and subsequently, the Developers' Return is assessed at 17.5% (market and affordable) as this is the middle of the range suggested in the updated PPG. In recognition of the range of comments made a further scenario has been tested with Developers' Return assessed as 20% of GDV,

*Voids*

7.59 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.

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

*Phasing and timetable*

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

7.62 Prior to the April 2019 consultation, a maximum, per outlet, delivery rate of 50 units per year was assumed. On a site with 25% affordable housing this equates to 38 market units per year. On the smaller sites, we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and the Harman Guidance.

7.63 Through the April 2019 consultation it was stated that this was too high and build out rates were typically about half of this. This has been reviewed with the Council. In this iteration of this assessment the build out rates used in SHLAA have been used. In the SHLAA, the Council noted that the average delivery of units per outlet has risen each year from 28.6 in 2011 up to 43.68 in 2016, and it was expected to continue to improve in 2017 onwards. The monitoring information 2002/3 to 2016/17 show that the average build rate for sites with between 20 and 49 homes is 21.09 each year, whilst the average build rate for sites of between 50 and 150 is 29.73 homes each year and for sites of more than 150 it is 44.11 homes each year.

**Table 7.2 Build Out Rates used in 2017 SHLAA**

**Table 7.1: Standard Build Rates (based on market at 31st March 2017)**

| Site Status | | Site Size | | | Notes |
|---|---|---|---|---|---|
| | | Less than 50 | 50 to 150 | More than 150 | |
| Under Construction | Lead in time | None | None | None | Build Rate applied to residual capacity. |
| | Build Rate (each year) | 20 | 30 | 50 | |
| Full Permission / Reserved Matters | Lead in time | 1yr | 1.5yr | 2yr | |
| | Build Rate (each year) | 20 | 30 | 50 | |
| Outline Permission | Lead in time | 1.5yrs | 2yrs | 2.5yrs | |
| | Build Rate (each year) | 20 | 30 | 50 | |
| Deliverable Sites without Permission | Lead in time | 2yrs | 2.5yrs | 3yrs | |
| | Build Rate (each year) | 20 | 30 | 50 | |
| Developable Sites without Permission | Lead in time | 7yrs | 7.5yrs | 8yrs | |
| | Build Rate (each year) | 20 | 30 | 50 | |

Source: HBC (SHLAA 2017)

**Site Acquisition and Disposal Costs**

*Site holding costs and receipts*

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

*Acquisition costs*

7.65 A simplistic approach is taken, it is assumed an allowance 1.5% for acquisition agents' and legal fees. Through the April 2019 consultation it was suggested that this was too low and

that an allowance of 0.5% should be made for legal fees and 1% to 2.5% should be made for agents. It is agreed that there are many ways that developers acquire land. These range from acquisition on the open market, to through to companies' own land department and introductions from commission-based land buyers. This assumption has been increased to 2%.

7.66 Stamp duty is calculated at the prevailing rates.

*Disposal costs*

7.67 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. Local Plan Policy Requirements

8.1 The specific purpose of this study is to consider the cumulative impact of the policies in Halton Borough Council's emerging Local Plan. These policies are still being developed, so this report is based on the March 2019 working draft of the *Halton Local Plan 2014-2037, Delivery and Allocations Local Plan (incorporating Partial Review of the Core Strategy) - Regulation 19 - Proposed Submission Draft*. This is a working draft so does not include the final policy wordings and is subject to further changes (including any that may follow from this assessment). In due course, HBC will consider the advice set out in this report and the wider evidence to settle on a set of planning policies. The Council is carrying forward a number of policies from the *Halton Core Strategy Local Plan 2013* so these are also considered.

8.2 In this chapter, a range of policy options have been considered and these will further inform the development of Council policy.

8.3 It is also necessary to consider the various Supplementary Planning Documents and other relevant guidance.

***Halton Local Plan 2014-2037, Delivery and Allocations Local Plan (incorporating Partial Review of the Core Strategy)* (Regulation 19) Proposed Submission Draft – March 2019 working draft**

8.4 The emerging policies are reviewed below. Only those that impact directly on the viability of residential development are listed.

*Policy CS(R)3: Housing Supply and Locational Priorities*

8.5 This is a general policy however it includes specific requirements. Section 2 sets out that on '*... sites of 10 or more dwellings, the mix of new property types delivered should contribute to addressing identified needs as quantified in the most up to date Strategic Housing Market Assessment ...*'.

8.6 In this assessment the base mix of affordable housing tenure is informed by the *Mid Mersey Strategic Housing Market Assessment, Halton, Warrington & St.Helens Councils* (GL Hearn, January 2016). As set out at Table 64 (Estimated level of Affordable Housing Need (per annum) by type of affordable housing) the need for affordable housing is 26% Intermediate Housing, 74% Social Rent / Affordable Rent.

8.7 The SHMA also provides a breakdown by bedroom size:

| **Table 8.1 Estimated Size of Additional Dwellings Needed 2014 to 2037** | | |
|---|---|---|
| Size | Market | Affordable |
| 1 bedroom | 6.5% | 44.8% |
| 2 bedrooms | 30.4% | 28.4% |
| 3 bedrooms | 52.7% | 23.8% |
| 4+ bedrooms | 10.5% | 3% |

Source: Tables 73 and 75, Mid Mersey SHMA (GL Hearn, January 2016)

8.8 This forms the basis of the modelling.

8.9 Section 6 of the policy seeks '*... a minimum density on individual sites of 30 dwellings per hectare (dph) will be sought. In more accessible locations such as those close to town, district or local centres or transport interchanges the presumption will be for developments achieving densities of 40 dph or greater*'.

8.10 These minimum densities are used.

*[Strategic] CS7: Infrastructure Provision*

8.11 This is a broad policy that requires new development to provide appropriate infrastructure and mitigation measures. The base assumption of £2,500/unit of s106 costs is used. It is recognised that strategic infrastructure and mitigation measures can vary considerably, so a range of costs have been tested.

*[Strategic] CS12: Housing Mix*

8.12 This policy requires housing mix requirements as in Policy CS(R)3: Housing Supply and Locational Priorities, see above.

8.13 The policy also seeks specialist older people's housing. Several delivery models are tested.

8.14 The policy also seeks (but does not require) 'Lifetime Homes' standard. Lifetime Homes has been superseded, however many of the principles are carried forward into optional, additional Building Regulations.

8.15 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.*

8.16 The following unit sizes are set out[49]:

**Table 8.2 National Space Standards. Minimum gross internal floor areas and storage (m²)**

| number of bedrooms | number of bed spaces | 1 storey dwellings | 2 storey dwellings | 3 storey dwellings | built-in storage |
|---|---|---|---|---|---|
| 1b | 1p | 39 (37)* | | | 1 |
| | 2p | 50 | 58 | | 1.5 |
| 2b | 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)

8.17 Whilst these are not a requirement of the Plan they can be seen as a step towards Lifetime Home standards so in this study the units are assumed to be in excess of these National Space Standards. This approach was questioned by a housebuilder who noted that much of the development that they bring forward is below these standards. This is accepted, however the purpose of this assessment is to test policy requirements and to advise the Council as to their impact.

8.18 Lifetime Homes standards have in large part been superseded by Accessible and Adaptable (Part M of Building Regulations) through which councils can require new homes (or a proportion of them) to be built to higher standards (in terms of accessibility).

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

8.19 The additional costs of the Accessible and Adaptable space standards (as set out in the draft Approved Document M amendments included at Appendix B4[50]) are set out in the *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015). The key features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015)[51], reflect accessibility as follows:

- Category 1 – Dwellings which provide reasonable accessibility
- Category 2 – Dwellings which provide enhanced accessibility and adaptability
- Category 3 – Dwellings which are accessible and adaptable for occupants who use a wheelchair.

8.20 The cost a wheelchair adaptable dwelling based on the Wheelchair Housing Design Guide for the 3 bed house, is taken to be is £10,111 per dwelling[52]. The cost of Category 2 is taken to be £521[53] (this compares with the £1,097 cost for the Lifetime Homes Standard).

8.21 Having discussed this with HBC, the modelling is based on a scenario where 20% of new housing on sites of over 10 units is to Accessible and Adaptable Category 2 standards, with 10% on sites of over 10 units to Category 3 (wheelchair standards).

*[Strategic] CS(R)13: Affordable Housing*

8.22 The core requirement of this policy is:

> *The Council will expect all residential schemes including ten or more dwellings (net gain), or 0.33ha or more in size, to provide 25% of the total number of units as affordable housing units, in perpetuity, including not less than 10% (of the 25%)[54] being for affordable home ownership[55] (Shared Ownership or Starter Homes).*

8.23 In this assessment the base mix of affordable housing tenure is informed by the *Mid Mersey Strategic Housing Market Assessment, Halton, Warrington & St.Helens Councils* (GL Hearn, January 2016). As set out at Table 64 (Estimated level of Affordable Housing Need (per annum) by type of affordable housing) the need for affordable housing is 26% Intermediate Housing, 74% Social Rent / Affordable Rent.

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

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

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

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

[54] As part of the overall affordable housing contribution from the site.

[55] NPPF 2019 Para 64.

*Policy CS(R)15: Sustainable Transport*

8.24 This policy is read with *[Strategic] CS7: Infrastructure Provision*. The base assumption of £2,500/unit of s106 costs is used. It is recognised that strategic infrastructure and mitigation measures can vary considerably, so a range of costs have been tested.

*[Strategic] CS18: High Quality Design*

8.25 This is one of several of the policies that relate to design. These are long standing policies from which the main principles will be carried forward into the new Local Plan. These policies are quite normal and do not add to the costs of development over and above those reflected in the BCIS figures adjusted for Halton.

*Policy CS19: Sustainable Development and Climate Change*

8.26 HBC is not seeking standards that are over and above those set out in National Building Regulations, however does wish to encourage more sustainable development. This may be achieved through relatively modest changes, including additional insulation, the installation of solar panels or the use of district heating schemes.

8.27 This is a modest requirement. Before considering the costs of these policies it is timely to note that building to higher standards that result in lower running costs does result in higher values[56]. The Government produced regular updates on the costs of building to these increased standards up to when they were cancelled at the time of the Summer 2015 Budget (see Chapter 2 above).

8.28 It is assumed that all new non-residential development is built to the BREEAM Very Good standard. The additional cost of this is negligible as outlined in research[57] by BRE.

8.29 HBC is not seeking to require all new non-residential development to be built to the BREEAM Excellent standard. The additional costs of this ranges from just under 1% to 5.5%, depending on the nature of the scheme with offices being a little under 2%. If it was assumed that new non-residential development will be to BREEAM Excellent then this increases the construction costs by 2% or so.

[56] 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)

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

*[Strategic] CS21: Green Infrastructure*

8.30 This policy is read with *[Strategic] CS7: Infrastructure Provision*. The base assumption of £2,500/unit of s106 costs is used. It is recognised that strategic infrastructure and mitigation measures can vary considerably, so a range of costs have been tested.

8.31 The supporting text sets out the various space requirements, although the actual policy requirements are set out in *Policy RD4: Greenspace Provision for Residential Development*.

*[Strategic] CS23: Managing Pollution and Risk*

8.32 This is a general policy that restricts development. In part this is due to the risks from some of the chemical works in the Borough. These have informed the distributions of potential allocations so are not applied here.

8.33 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 major development (10 units or more) 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.

*Policy ED2: Employment Development*

8.34 This is a broad policy that includes aspects of design. This is one of several of the policies relate to design. These are long standing policies from which the main principles will be carried forward into the new Local Plan. These policies are quite normal and do not add to the costs of development over and above those reflected in the BCIS figures adjusted for Halton.

*Policy RD1: Residential Development Allocations*

8.35 This policy sets out the allocations to be included in the Plan (although it is important to note that this list is subject to change). These sites are used to inform the modelling of the typologies as set out in Chapter 9 below. In addition, seven strategic sites have been modelled separately.

*[Strategic] RD4: Greenspace Provision for Residential Development*

8.36 This policy builds on *[Strategic] CS21: Green Infrastructure* setting out the following space requirements:

| Table 8.3: Greenspace for Residential Developments Standards | | |
|---|---|---|
| **Typology** | **Description** | **Local Standard (m²/person)** |
| **Amenity Greenspace** | Opportunities for informal activities close to home or work or the enhancement of residential areas | **10** |
| **Provision for Children and Young People** | Areas designed for play and social interaction involving children and young people e.g. equipped play areas, skateboard areas / teenage shelters | **2** |
| **Parks & Gardens** | Accessible, high quality opportunities for informal recreation and community events | **12.5** |
| **Natural & Semi Natural** | Wildlife conservation, biodiversity & environmental education & awareness | **27.5** |
| **Allotments & Community Gardens** | Opportunities for people to grow their own produce as part of sustainable, healthy and socially inclusive living | **0.9** |

Source: Table RD4.1 Emerging Halton Local Plan 2014-2037

8.37 These requirements are incorporated into the base modelling using the following occupancy rates (as taken from the supporting text):

a. 1 Bedroom Dwelling – 2 people
b. 2 Bedroom Dwelling – 3 people
c. 3 Bedroom Dwelling – 4 people
d. 4+ Bedroom Dwelling – 5 people

8.38 It is important to note that when implemented at the development management stage, open space is only required where there would be a deficit in the locality as a result of the scheme.

*[Strategic] RD7: Custom and Self Build Housing*

8.39 This policy requires the inclusion of Self and Custom Build units within sites. A 5% requirement on sites of 20 and larger has been tested.

*[Part strategic] C1: Transport Network and Accessibility*

8.40 This is a broad policy that requires new development to provide appropriate infrastructure and mitigation measures. The base assumption of £2,500/unit of s106 costs is used. It is recognised that strategic infrastructure and mitigation measures can vary considerably, so a range of costs have been tested.

*Policy C2: Parking Standards*

8.41 Parking standards are set out in Appendix D of the emerging Plan. In terms of residential development the requirements are as follows:

| **Table 8.4 Residential Car Parking Standards.** | | |
|---|---|---|
| | Town Centre | Non- Town Centre |
| 1 bedroom | 1 | 1 |
| 2 to 3 bedrooms | 2 | 2 |
| 4+ bedrooms | 3 | 3 |
| 1 bed Apartment | 0.5 - 1 * | 1 |
| 2 bed Apartment | 1 - 1.5 * | 1.5 |

Source: Appendix D Emerging Halton Local Plan 2014-2037

8.42 It is assumed that these standards can be accommodated within the proposed allocations.

8.43 Appendix D also includes requirements for non-residential development. it is assumed that these standards can be accommodated within the proposed allocations.

8.44 HBC is also seeking to introduce electric vehicle charging facilities. A standard of one charging point per house has been modelled. Several years ago, such points cost in the region of £1,000/unit however, the costs have dropped substantially and are now a little under £300/unit. This cost has been modelled.

*Policy HE9: Water Management and Flood Risk*

8.45 This is a broad policy. In terms of the impact on development, Sustainable Urban Drainage Systems (SUDS), are often a requirement. This is covered under *[Strategic] CS23: Managing Pollution and Risk* as set out above.

*Policy GR1: Design of Development*

8.46 This is one of several of the policies that relate to design (see also *[Strategic] CS18: High Quality Design*). These are long standing policies from which the main principles will be carried forward into the new Local Plan. These policies are quite normal and do not add to the costs of development over and above those reflected in the BCIS figures adjusted for Halton.

*Policy GR5: Renewable and Low Carbon Energy*

8.47 This policy builds on *Policy CS19: Sustainable Development and Climate Change*. HBC is not seeking standards that are over and above those set out in National Building Regulations, however does wish to encourage more sustainable development. See Policy CS19 above.

**Supplementary Planning Documents**

8.48 HBC has a number of SPDs for the purpose of this assessment, only one is relevant.

| Table 8.5 HBC Supplementary Planning Documents | | |
|---|---|---|
| Current Status | SPD | Thoughts on future |
| Adopted | Affordable Housing SPD | Will be deleted by Local Plan |
| Adopted | Design of Residential Development SPD | Retained |
| Adopted | Hot Food Takeaway SPD | Will be deleted by Local Plan |
| Adopted | Planning for Risk SPD | Retained |
| Adopted | 3MG Mersey Multimodal Gateway SPD | Will be deleted by Local Plan |
| Adopted | Sandymoor SPD | Will be deleted by Local Plan |
| Adopted | House Extensions SPD | Retained |
| Adopted | Telecommunications SPD | Retained |
| Adopted | Design of New Industrial and Commercial Development SPD | Retained |
| Adopted | Shop Fronts, Signage and Advertising SPD | Retained |
| Adopted | Castlefields and Norton Priory SPD | Can be deleted in advance of LP |
| Adopted | Designing for Community Safety SPD | Retained |
| Adopted | Widnes Waterfront SPD | Can be deleted in advance of LP |
| Draft | Draft West Bank SPD | Can be deleted in advance of LP |
| Draft | Draft Halebank Regeneration Area SPD | Can be deleted in advance of LP |
| Draft | Draft Runcorn Old Town SPD | Can be deleted in advance of LP |
| Draft | Draft Halton Lea Town Centre Strategy SPD | Can be deleted in advance of LP |
| Draft | Draft Open Space SPD | Will be deleted by Local Plan |

Source: HBC (March 219)

8.49 In terms of development viability none of these (that are being retained) add to the cost of development over and above the costs already modelled in this study.

# 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 HBC's policies on development viability.

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

**Residential Development**

9.3 The HBC SHLAA includes just under 1,000 potential sites. Of these 145 have been assessed as being developable, and 159 as deliverable. From these the Council has selected 90 or so sites for inclusion as allocations within the Plan (some SHLAA sites are grouped into single allocations).

9.4 For the purpose of this study the following sites are modelled individually:

**Table 9.1 Strategic Sites**

| | Allocation |
|---|---|
| North Widnes | W49 |
| North East Widnes | W40, W9, W10, W11 |
| North West Widnes | W5, W4 |
| Halebank | W24 |
| Wharford Farm | R29, R67, R38, R39 |
| Land between The Office Village, Daresbury Park and Bridgewater Canal | R84 |
| Preston on the Hill | P1, P2, R28, R44 |

Source: HBC (March 2019)

9.5 In line with the PPG, the remaining sites have been modelled as typologies. The characteristics of these have been considered to inform the modelling. The remaining sites are distributed across the Borough:

| Table 9.2 Distribution of Allocations | | | | | | |
|---|---|---|---|---|---|---|
| | Sites | | Gross Area | | Capacity | |
| | Count | % | ha | % | Units | % |
| **Daresbury** | **1** | **1.33%** | **4.49** | **3.24%** | **57** | **1.61%** |
| Daresbury | 1 | 1.33% | 4.49 | 3.24% | 57 | 1.61% |
| **Runcorn** | **56** | **74.67%** | **113.55** | **81.84%** | **2,821** | **79.58%** |
| Beechwood | 2 | 2.67% | 2.43 | 1.75% | 58 | 1.64% |
| Daresbury | 8 | 10.67% | 40.38 | 29.11% | 749 | 21.13% |
| Grange | 6 | 8.00% | 13.91 | 10.02% | 479 | 13.51% |
| Halton Brook | 2 | 2.67% | 4.37 | 3.15% | 104 | 2.93% |
| Halton Castle | 2 | 2.67% | 0.41 | 0.30% | 19 | 0.54% |
| Halton Lea | 5 | 6.67% | 8.27 | 5.96% | 406 | 11.45% |
| Heath | 6 | 8.00% | 11.13 | 8.02% | 224 | 6.32% |
| Mersey | 15 | 20.00% | 13.56 | 9.77% | 456 | 12.86% |
| Norton North | 1 | 1.33% | 0.38 | 0.27% | 12 | 0.34% |
| Norton South | 7 | 9.33% | 5.06 | 3.65% | 110 | 3.10% |
| Windmill Hill | 2 | 2.67% | 13.65 | 9.84% | 204 | 5.75% |
| **Widnes** | **18** | **24.00%** | **20.7** | **14.92%** | **667** | **18.82%** |
| Appleton | 5 | 6.67% | 1.19 | 0.86% | 51 | 1.44% |
| Birchfield | 2 | 2.67% | 0.98 | 0.71% | 27 | 0.76% |
| Ditton | 3 | 4.00% | 9.04 | 6.52% | 202 | 5.70% |
| Farnworth | 1 | 1.33% | 5.24 | 3.78% | 116 | 3.27% |
| Hale | 1 | 1.33% | 0.43 | 0.31% | 12 | 0.34% |
| Halton View | 3 | 4.00% | 2.79 | 2.01% | 147 | 4.15% |
| Hough Green | 1 | 1.33% | 0.19 | 0.14% | 7 | 0.20% |
| Kingsway | 1 | 1.33% | 0.33 | 0.24% | 13 | 0.37% |
| Riverside | 1 | 1.33% | 0.51 | 0.37% | 92 | 2.60% |
| **All** | **75** | **100.00%** | **138.74** | **100.00%** | **3,545** | **100.00%** |

Source: HDH (April 2019)

| Table 9.3 Potential Allocations by Land Use | | |
|---|---|---|
| | Capacity | Size (ha) |
| **Brownfield** | | |
| Count | 34 | 34 |
| Total | 1,154 | 37.16 |
| Average | 34 | 1.09 |
| **Greenfield** | | |
| Count | 50 | 50 |
| Total | 5,489 | 271.04 |
| Average | 110 | 5.42 |
| **Mixed** | | |
| Count | 8 | 8 |
| Total | 353 | 12.59 |
| Average | 44 | 1.57 |
| **All** | | |
| Count | 92 | 92 |
| Total | 6,996 | 320.79 |
| Average | 76 | 3.49 |

Source: HDH (April 2019)

| Table 9.4 Distribution of Allocations by Size | | | | |
|---|---|---|---|---|
| | Count | | Capacity | |
| 200+ | 3 | 4% | 834 | 25% |
| 100 to 199 | 6 | 8% | 737 | 22% |
| 50 to 99 | 11 | 15% | 756 | 23% |
| 30 to 49 | 10 | 14% | 382 | 11% |
| 20 to 29 | 11 | 15% | 259 | 8% |
| 15 to 19 | 10 | 14% | 168 | 5% |
| 10 to 14 | 11 | 15% | 128 | 4% |
| Less than 10 | 12 | 16% | 74 | 2% |

Source: HDH (April 2019)

9.6 About three quarters of the units are to be delivered on sites of over 50 units, although these only make up about one third of the sites.

9.7 A range of typologies has therefore been modelled.

**Residential Modelling and Typologies**

9.8 To inform the modelling, the characteristics of the sites were considered in terms of location, size and suggested use, representative of sites in the HBC area.

*Development assumptions*

9.9 In arriving at appropriate assumptions for residential development on each site, the built form used in the appraisals is appropriate to current development practices. In addition, the policy requirements, as set out in Chapter 8 above, in terms of density, mix and open space, are reflected in the modelling.

9.10 A set of typologies has been developed that responds to the variety of development situations and densities typical in the area, and this is used to inform development assumptions for sites. This approach enables us to form a view about floorspace density to be accommodated on the site, based on the amount of development, measured in net floorspace per hectare. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).

9.11 A typical current built form would provide development at between 3,000m$^2$/ha to 3,550m$^2$/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be 30/net ha to 35/net ha. This has become a common development format. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.

9.12 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m$^2$/ha and dwelling densities of 100units/ha upwards; and other schemes are of lower density, on the edge of built up areas.

9.13 In this assessment the base mix of affordable housing tenure is informed by the *Mid Mersey Strategic Housing Market Assessment, Halton, Warrington & St.Helens Councils* (GL Hearn, January 2016). As set out at Table 64 (Estimated level of Affordable Housing Need (per annum) by type of affordable housing) the need for affordable housing is 26% Intermediate Housing, 74% Social Rent / Affordable Rent.

9.14 The SHMA also provides a breakdown by bedroom size:

| Table 9.5 Estimated Size of Additional Dwellings Needed 2014 to 2037 | | |
|---|---|---|
| Size | Market | Affordable |
| 1 bedroom | 6.5% | 44.8% |
| 2 bedrooms | 30.4% | 28.4% |
| 3 bedrooms | 52.7% | 23.8% |
| 4+ bedrooms | 10.5% | 3% |

Source: Tables 73 and 75, Mid Mersey SHMA (GL Hearn, January 2016)

9.15 In estimating site capacity, the Council have made some high level assumptions about the net developable area. These are set out in the *Planning & Transport Strategy, Topic Briefing Note #03/2015, HOUSING SITES: Developable Area Estimates* as follows:

| Table 9.6 Net Developable Area Assumptions | |
|---|---|
| Site Size (ha) | Net Developable Area |
| 0-0.4 | 100% |
| 0.4-1.9 | 90% |
| 2.0-4.9 | 80% |
| 5 + | 70% |

Source: Planning & Transport Strategy, Topic Briefing Note #03/2015, HOUSING SITES: Developable Area Estimates

9.16 These are assumed to apply. It is important to note that some of these do not align with the current drafting of policy *[Strategic] RD4: Greenspace Provision for Residential Developmen*t.

9.17 The main characteristics of the modelled sites are set out in the tables below. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.

**Table 9.7 Summary of Modelling – Areas and Densities**

| | | | | Current Use | Units | Area Ha | | Density Units/ha | | Density |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | Gross | Net | Gross | Net | m2/ha |
| 1 | North Widnes | Widnes | Green | Agricultural | 382 | 18.18 | 12.72 | 21.01 | 30.03 | 2,647 |
| 2 | North East Widnes | Widnes | Green | Agricultural | 818 | 38.74 | 27.12 | 21.12 | 30.16 | 2,662 |
| 3 | North West Widnes | Widnes | Green | Agricultural | 440 | 20.98 | 14.69 | 20.97 | 29.95 | 2,646 |
| 4 | Halebank | Widnes | Green | Agricultural | 590 | 28.09 | 20.23 | 21.00 | 29.16 | 2,573 |
| 5 | Wharford Farm | Runcorn | Green | Agricultural | 817 | 42.57 | 29.80 | 19.19 | 27.42 | 2,418 |
| 6 | Land between The Office | Runcorn | Green | Agricultural | 411 | 19.10 | 13.72 | 21.52 | 29.96 | 2,643 |
| 7 | Preston on the Hill | Runcorn | Green | Agricultural | 316 | 14.39 | 10.57 | 21.96 | 29.90 | 2,643 |
| 8 | Large Greenfield 300 | Halton | Green | Agricultural | 300 | 12.24 | 8.57 | 24.50 | 35.00 | 3,085 |
| 9 | Large Greenfield 150 | Halton | Green | Agricultural | 150 | 6.12 | 4.29 | 24.50 | 35.00 | 3,081 |
| 10 | Large Greenfield 75 | Halton | Green | Agricultural | 75 | 2.68 | 2.14 | 28.00 | 35.00 | 3,108 |
| 11 | Medium Greenfield 40 | Halton | Green | Agricultural | 40 | 1.27 | 1.14 | 31.50 | 35.00 | 3,126 |
| 12 | Medium Greenfield 20 | Halton | Green | Agricultural | 20 | 0.63 | 0.57 | 31.50 | 35.00 | 3,068 |
| 13 | Medium Greenfield 12 | Halton | Green | Agricultural | 12 | 0.36 | 0.36 | 33.00 | 33.00 | 2,954 |
| 14 | Small Greenfield 7 | Halton | Green | Paddock | 7 | 0.22 | 0.22 | 32.00 | 32.00 | 3,195 |
| 15 | Small Greenfield 3 | Halton | Green | Agricultural | 3 | 0.10 | 0.10 | 30.00 | 30.00 | 4,050 |
| 16 | Green Plot | Halton | Green | Agricultural | 1 | 0.05 | 0.05 | 20.00 | 20.00 | 3,000 |
| 17 | Large Brownfield 300 | Halton | Brown | Industrial | 300 | 9.52 | 6.67 | 31.50 | 45.00 | 3,967 |
| 18 | Large Brownfield 150 | Halton | Brown | Industrial | 150 | 4.17 | 3.33 | 36.00 | 45.00 | 3,961 |
| 19 | Large Brownfield 75 | Halton | Brown | Industrial | 75 | 2.08 | 1.67 | 36.00 | 45.00 | 3,997 |
| 20 | Medium Brownfield 40 | Halton | Brown | Industrial | 40 | 0.99 | 0.89 | 40.50 | 45.00 | 4,020 |
| 21 | Medium Brownfield 20 | Halton | Brown | Industrial | 20 | 0.49 | 0.44 | 40.50 | 45.00 | 3,944 |
| 22 | Medium Brownfield 12 | Halton | Brown | Industrial | 12 | 0.27 | 0.27 | 45.00 | 45.00 | 4,028 |
| 23 | Small Brownfield 7 | Halton | Brown | Industrial | 7 | 0.17 | 0.17 | 42.00 | 42.00 | 4,194 |
| 24 | Small Brownfield 3 | Halton | Brown | Industrial | 3 | 0.08 | 0.08 | 40.00 | 40.00 | 3,800 |
| 25 | Urban Flats | Halton | Brown | Industrial | 60 | 1.00 | 0.60 | 60.00 | 100.00 | 5,670 |

Source: HDH (April 2019)

9.18 It is important to note that some of the brownfield sites may have significant amounts of existing floor space. This can have an impact on the level of affordable housing (through

Vacant Building Credit) that is actually required (it can also impact on the amount of CIL to be paid (CIL only applies to net new development) – where CIL is adopted). The rules in this regard are complex and depend of the extent of the existing use of the building. It is not possible to be exempt from both CIL and affordable housing.

9.19 Through the April 2019 consultation a developer observed that development may come forward with different housing mixes and at different densities. It is important that the modelling in this assessment is in line with the Council's wider evidence base (for example the SHLAA), and subject to the full requirements of the policies in the emerging Plan The Council may, on occasion flex its policy requirements, however the modelling is based on a full 'policy on' basis.

**Older People's Housing**

9.20 A private sheltered/retirement and an extracare scheme have been modelled, each on a 0.5ha site as follows:

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

b. 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 (GIA) of 4,260m$^2$. We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m$^2$.

**Employment Uses**

9.21 In line with the CIL Regulations, we have only assessed developments of over 100m$^2$. There are other types of development (such as retail development, petrol filling stations and garden centres etc). We have not included these in this high-level study due to the great diversity of projects that may arise.

9.22 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 and will be located on business parks. Typical larger units in the HBC area are around 2,000m$^2$ – we will use this as the basis of our modelling.

   We have made assumptions about the site coverage and density of development on the sites. We have assumed 75% coverage on the office sites in the urban situation and 25% elsewhere. We have assumed two story construction in the business park situation, and four-story construction in the urban situation.

b. **Large Industrial.** Modern industrial units of over 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**. These will normally be on a business park and be of simple steel frame construction, the walls will be of block work and insulated cladding and there will be a small office area. Typical small units in the area are around 4,000m$^2$ – we will use this as the basis of our modelling.

9.23 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**

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

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

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

Second is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. 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 was modelled alternatively on greenfield and on previously developed sites.

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

9.25 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.

# 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 HBC will consider, including the need for infrastructure and the track record in delivering affordable housing and collecting payments under s106.

10.2 The appraisals use the residual valuation approach – they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developer's 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 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 an increase and decrease 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, 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 per hectare. 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 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.

**Base Appraisals – full policy requirements**

10.6 These appraisals are based on the following assumptions. In this study the base appraisals have been based on 25% affordable housing.

a. Affordable Housing 25% (74% Affordable Rent, 26% Intermediate) on sites of 10 and larger.

b. Design — 20% Accessible and Adaptable – Category 2
10% Wheelchair Accessible
Water efficiency / Car Charging Points

c. Developer Contributions — CIL – £0m$^2$
s106 - £2,500/unit.

10.7 The base appraisals are included in **Appendix 11**.

**Table 10.1 Residential Development, – Residual Values**

25% Affordable (74% Social Rent / 26% Intermediate), s106 £2,500/unit

| | | | | | | Area (ha) | | Units | Residual Value (£) | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | Gross | Net | | Gross ha | Net ha | Site |
| Site 1 | North Widnes | Widnes | Green | Agricultural | | 18.18 | 12.72 | 382 | 423,346 | 605,065 | 7,696,430 |
| Site 2 | North East Widnes | Widnes | Green | Agricultural | | 38.74 | 27.12 | 818 | 389,109 | 555,829 | 15,074,084 |
| Site 3 | North West Widnes | Widnes | Green | Agricultural | | 20.98 | 14.69 | 440 | 423,118 | 604,290 | 8,877,022 |
| Site 4 | Halebank | Widnes | Green | Agricultural | | 28.09 | 20.23 | 590 | 407,965 | 566,473 | 11,459,740 |
| Site 5 | Wharford Farm | Runcorn | Green | Agricultural | | 42.57 | 29.80 | 817 | 353,688 | 505,252 | 15,056,504 |
| Site 6 | Land between The Office Village, Dal | Runcorn | Green | Agricultural | | 19.10 | 13.72 | 411 | 435,014 | 605,595 | 8,308,770 |
| Site 7 | Preston on the Hill | Runcorn | Green | Agricultural | | 14.39 | 10.57 | 316 | 448,891 | 611,120 | 6,459,538 |
| Site 8 | Large Greenfield 300 | Halton | Green | Agricultural | | 12.24 | 8.57 | 300 | 504,360 | 720,514 | 6,175,835 |
| Site 9 | Large Greenfield 150 | Halton | Green | Agricultural | | 6.12 | 4.29 | 150 | 420,057 | 600,081 | 2,571,777 |
| Site 10 | Large Greenfield 75 | Halton | Green | Agricultural | | 2.68 | 2.14 | 75 | 485,299 | 606,623 | 1,299,907 |
| Site 11 | Medium Greenfield 40 | Halton | Green | Agricultural | | 1.27 | 1.14 | 40 | 506,117 | 562,353 | 642,689 |
| Site 12 | Medium Greenfield 20 | Halton | Green | Agricultural | | 0.63 | 0.57 | 20 | 461,890 | 513,211 | 293,264 |
| Site 13 | Medium Greenfield 12 | Halton | Green | Agricultural | | 0.36 | 0.36 | 12 | 640,297 | 640,297 | 232,835 |
| Site 14 | Small Greenfield 7 | Halton | Green | Paddock | | 0.22 | 0.22 | 7 | 1,468,089 | 1,468,089 | 321,144 |
| Site 15 | Small Greenfield 3 | Halton | Green | Paddock | | 0.10 | 0.10 | 3 | 1,036,743 | 1,036,743 | 103,674 |
| Site 16 | Green Plot | Halton | Green | Paddock | | 0.05 | 0.05 | 1 | 766,147 | 766,147 | 38,307 |
| Site 17 | Large Brownfield 300 | Halton | Brown | Industrial | | 9.52 | 6.67 | 300 | 283,055 | 404,364 | 2,695,761 |
| Site 18 | Large Brownfield 150 | Halton | Brown | Industrial | | 4.17 | 3.33 | 150 | 189,716 | 237,145 | 790,482 |
| Site 19 | Large Brownfield 75 | Halton | Brown | Industrial | | 2.08 | 1.67 | 75 | 181,420 | 226,774 | 377,957 |
| Site 20 | Medium Brownfield 40 | Halton | Brown | Industrial | | 0.99 | 0.89 | 40 | -174,924 | -194,360 | -172,764 |
| Site 21 | Medium Brownfield 20 | Halton | Brown | Industrial | | 0.49 | 0.44 | 20 | -249,055 | -276,728 | -122,990 |
| Site 22 | Medium Brownfield 12 | Halton | Brown | Industrial | | 0.27 | 0.27 | 12 | -75,755 | -75,755 | -20,201 |
| Site 23 | Small Brownfield 7 | Halton | Brown | Industrial | | 0.17 | 0.17 | 7 | -45,477 | -45,477 | -7,579 |
| Site 24 | Small Brownfield 3 | Halton | Brown | Industrial | | 0.08 | 0.08 | 3 | -181,523 | -181,523 | -13,614 |
| Site 25 | Urban Flats | Halton | Brown | Industrial | | 1.00 | 0.60 | 60 | -1,166,488 | -1,944,147 | -1,166,488 |

Source: HDH (May 2019)

10.8 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The additional costs associated with brownfield sites are coupled with lower values within the urban areas which results in lower values on the brownfield sites.

10.9 The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return.

10.10 In the following table 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 with a premium, and induce them to sell the land for development as set out in Chapter 6 above.

**Table 10.2 Residual Value v Benchmark Land Value**

25% Affordable (74% Social Rent / 26% Intermediate), s106 £2,500/unit

| | | | EUV | BLV | Residual Value |
|---|---|---|---|---|---|
| Site 1 | North Widnes | Widnes | 22,500 | 472,500 | 423,346 |
| Site 2 | North East Widnes | Widnes | 22,500 | 472,500 | 389,109 |
| Site 3 | North West Widnes | Widnes | 22,500 | 472,500 | 423,118 |
| Site 4 | Halebank | Widnes | 22,500 | 472,500 | 407,965 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 472,500 | 353,688 |
| Site 6 | Land between The Office Village, Daresbury Park and Bridgewater Canal | Runcorn | 22,500 | 472,500 | 435,014 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 472,500 | 448,891 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 472,500 | 504,360 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 472,500 | 420,057 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 472,500 | 485,299 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 472,500 | 506,117 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 472,500 | 461,890 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 472,500 | 640,297 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 500,000 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 500,000 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 500,000 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 283,055 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 189,716 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 181,420 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -174,924 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -249,055 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -75,755 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,166,488 |

Source: HDH (May 2019)

10.11 On all of the Strategic Sites the Residual Value is over £335,000/ha, which is well above the EUV, but not above the BLV (where the BLV is EUV plus 20 times agricultural value). 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.*

10.12 In this context we particularly highlight paragraph 10-006-20180724 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. Policy compliant means development which fully complies with up to date plan 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*

10.13 On the smaller greenfield typologies that are over the affordable housing threshold (10 units), the Residual Value is close to the BLV, although where the figure is above it is only by a small margin.

10.14 The Council does not have a good track record in delivering affordable housing from market led housing schemes and these results are consistent with that experience from Development Management.

10.15 In the smaller greenfield sites that are below the affordable housing target the Residual Value is well above the BLV. This is consistent with the experience on the ground where small sites are coming forward, and should not be seen as surprising as the Council's policy requirements are very modest.

10.16 On the brownfield sites the Residual Value is less than the BLV, and less than the EUV, indicating that some brownfield sites may not be deliverable on the basis assessed.

10.17 In the above analysis the BLV is as set out towards then end of Chapter 6 above. There was not a general agreement as to what level the BLV should be set for greenfield sites, this is considered further below.

10.18 To assist the Council, a range of other appraisals have been run.

**Affordable Housing**

10.19 A core purpose of this study is to consider an appropriate affordable housing target, this is the single largest requirement (in terms of cost) sought from developers. In the following sections the total amount of affordable housing has been considered, as has the tenure mix.

*Overall Requirement*

10.20 The currently proposed affordable housing target is 25%. The following analysis shows the scope for a range of requirements. This analysis assumes that development bears site specific, strategic infrastructure and mitigation costs of £2,500/unit and CIL. This initial analysis is based on a tenure mix of 74% Social Rent, 26% Intermediate Housing.

**Table 10.3 Impact of Varied Affordable Housing**

| | | | EUV | BLV | Residual Value | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | 0% | 5% | 10% | 15% | 20% | 25% | 30% |
| Site 1 | North Widnes | Widnes | 22,500 | 472,500 | 613,196 | 575,246 | 537,246 | 499,296 | 461,295 | 423,346 | 385,397 |
| Site 2 | North East Widnes | Widnes | 22,500 | 472,500 | 568,025 | 532,232 | 496,463 | 460,671 | 424,902 | 389,109 | 353,340 |
| Site 3 | North West Widnes | Widnes | 22,500 | 472,500 | 615,891 | 577,354 | 538,773 | 500,236 | 461,700 | 423,118 | 384,582 |
| Site 4 | Halebank | Widnes | 22,500 | 472,500 | 593,999 | 556,779 | 519,559 | 482,372 | 445,152 | 407,965 | 370,745 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 472,500 | 516,210 | 483,715 | 451,197 | 418,701 | 386,184 | 353,688 | 321,171 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 472,500 | 633,209 | 593,570 | 553,931 | 514,292 | 474,653 | 435,014 | 395,375 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 472,500 | 652,399 | 611,824 | 571,042 | 530,325 | 489,608 | 448,891 | 408,174 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 472,500 | 731,839 | 686,374 | 640,832 | 595,367 | 549,825 | 504,360 | 458,894 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 472,500 | 640,729 | 596,564 | 552,399 | 508,387 | 464,222 | 420,057 | 375,892 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 472,500 | 747,336 | 694,859 | 642,382 | 590,253 | 537,776 | 485,299 | 433,170 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 472,500 | 781,578 | 726,927 | 671,541 | 616,154 | 561,504 | 506,117 | 450,731 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 472,500 | 734,560 | 680,320 | 626,081 | 571,841 | 517,602 | 461,890 | 407,651 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 472,500 | 949,195 | 886,652 | 826,679 | 764,136 | 704,163 | 640,297 | 578,594 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 500,000 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 500,000 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 500,000 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 497,845 | 454,988 | 412,132 | 369,275 | 326,419 | 283,055 | 239,167 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 422,908 | 376,404 | 329,676 | 283,172 | 236,444 | 189,716 | 143,212 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 426,484 | 377,561 | 328,638 | 279,714 | 230,791 | 181,420 | 132,496 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -10,502 | -43,188 | -76,866 | -109,552 | -142,238 | -174,924 | -207,610 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -88,030 | -119,441 | -152,837 | -184,248 | -217,644 | -249,055 | -281,446 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 127,909 | 85,706 | 47,179 | 4,975 | -37,228 | -75,755 | -117,959 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -921,321 | -970,355 | -1,019,388 | -1,068,421 | -1,117,455 | -1,166,488 | -1,215,521 |

Source: HDH (May 2019)

10.21 As the level of affordable housing increases the Residual Value decreases. A 5% reduction in affordable housing results in an increase in the Residual Value of about £35,000/ha on the

larger greenfield sites, and an increase of £50,000/ha on the smaller greenfield sites (as they have less openspace).

10.22 With very low levels of affordable housing the Residual Value on the brownfield sites does rise above the EUV in some cases. Such sites are coming forward as market housing schemes, without affordable housing. With affordable housing requirements of between 10% and 20% most greenfield sites are shown as being viable.

10.23 The above analysis assumes a site size threshold of 10 units, so as to be in line with the 2019 NPPF. The evidence does not support a different (for example higher) threshold.

10.24 The results are not only sensitive to the amounts of affordable housing, but also the type (tenure) of affordable housing provided.

*Affordable Tenure Mix*

10.25 The analysis in the base appraisals (above) assumes that the affordable housing is provided as 76% Social Rent and 24% Intermediate Housing. In the following analysis, the effect of different tenures is tested.

**Table 10.4 Impact of Varied Affordable Tenure Mix - 25%**

| | | | EUV | BLV | Residual Value | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | **Intermediate to Buy** | | | | | **50%** | **100%** |
| | | | **Affordable Rent** | | | **100%** | **50%** | | |
| | | | **Social Rent** | | **100%** | | | | |
| Site 1 | North Widnes | Widnes | 22,500 | 472,500 | 334,820 | 425,187 | 421,403 | 417,568 | |
| Site 2 | North East Widnes | Widnes | 22,500 | 472,500 | 304,718 | 390,868 | 387,276 | 383,612 | |
| Site 3 | North West Widnes | Widnes | 22,500 | 472,500 | 332,568 | 425,005 | 421,163 | 417,231 | |
| Site 4 | Halebank | Widnes | 22,500 | 472,500 | 320,273 | 409,759 | 406,019 | 402,214 | |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 472,500 | 276,955 | 355,265 | 352,000 | 348,670 | |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 472,500 | 342,352 | 436,945 | 432,972 | 428,950 | |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 472,500 | 353,582 | 450,877 | 446,804 | 442,666 | |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 472,500 | 398,546 | 506,565 | 502,048 | 497,455 | |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 472,500 | 313,373 | 422,280 | 417,802 | 413,171 | |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 472,500 | 353,454 | 488,047 | 482,670 | 476,944 | |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 472,500 | 370,702 | 511,509 | 500,277 | 489,044 | |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 472,500 | 320,390 | 467,440 | 455,877 | 444,314 | |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 472,500 | 488,482 | 646,380 | 633,706 | 621,032 | |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 500,000 | 723,712 | 979,900 | 1,016,930 | 1,053,960 | |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 500,000 | 61,101 | 388,050 | 435,905 | 483,759 | |
| Site 16 | Green Plot | Halton | 50,000 | 500,000 | 27,721 | 280,061 | 315,920 | 351,779 | |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 150,826 | 293,519 | 272,005 | 250,001 | |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 40,996 | 201,555 | 177,339 | 152,674 | |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 17,278 | 194,229 | 167,991 | 141,305 | |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -340,241 | -147,291 | -203,867 | -262,155 | |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -421,122 | -220,609 | -278,662 | -339,716 | |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -266,827 | -43,613 | -110,577 | -177,541 | |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -629,210 | -270,852 | -377,727 | -485,505 | |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -719,834 | -394,318 | -491,973 | -589,628 | |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,392,680 | -1,140,329 | -1,187,719 | -1,236,091 | |

Source: HDH (May 2019)

10.26 Where the affordable housing for rent is provided as Affordable Rent rather than Social Rent the Residual Value is notably higher. The Council should be cautious about developing a policy that requires Social Rent rather than Affordable Rent as this would have an adverse impact on a viability and thus the deliverability of sites.

10.27 The value of affordable housing to buy is broadly similar to that of Affordable Rent. This is not because Affordable Rent property is more valuable than expected (as set out in Chapter 4 above), rather it is because the value of intermediate housing is low. In this context it is important to note that there are numerous existing three bedroom homes on the market with asking prices of about £80,000.

**Development Cost Assumptions**

10.28 Through the April 2019 consultation there was not a consensus as to how the developers' return should be treated and what the starting point for construction cost assumptions should be.

*Developers' Return*

10.29 As set out in Chapter 7 above, paragraph 10-018-20180724 of 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. 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.*

10.30 At the April 2019 consultation a return of 17.5% of the value of market housing and 6% of the value of affordable housing GDV was suggested. Having considered the comments made, the Developers' Return is assessed at 17.5% (market and affordable) as this is the middle of the range suggested in the updated PPG.

10.31 In recognition of the range of comments made a further scenario has been tested where a scenario has been tested with Developers' Return assessed as 20% of GDV. The following table is directly comparable to Table 10.3 above.

**Table 10.5 Impact of Varied Affordable Housing**

Developer's Return as 20% of GDV

| | | | EUV | BLV | Residual Value | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | 0% | 5% | 10% | 15% | 20% | 25% | 30% |
| Site 1 | North Widnes | Widnes | 22,500 | 472,500 | 530,140 | 494,457 | 458,774 | 422,564 | 386,335 | 350,055 | 313,775 |
| Site 2 | North East Widnes | Widnes | 22,500 | 472,500 | 489,359 | 455,730 | 422,125 | 388,520 | 354,891 | 320,670 | 286,441 |
| Site 3 | North West Widnes | Widnes | 22,500 | 472,500 | 527,973 | 491,841 | 455,710 | 419,578 | 383,446 | 347,315 | 311,183 |
| Site 4 | Halebank | Widnes | 22,500 | 472,500 | 511,119 | 476,202 | 441,251 | 406,333 | 370,942 | 335,391 | 299,840 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 472,500 | 444,774 | 414,242 | 383,688 | 353,156 | 322,604 | 291,485 | 260,387 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 472,500 | 543,002 | 505,841 | 468,729 | 431,567 | 394,455 | 357,294 | 320,182 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 472,500 | 560,331 | 522,123 | 483,981 | 445,838 | 407,631 | 369,488 | 331,281 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 472,500 | 629,210 | 586,549 | 543,888 | 501,227 | 458,642 | 415,981 | 373,320 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 472,500 | 538,878 | 497,578 | 456,278 | 414,979 | 373,679 | 332,380 | 291,080 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 472,500 | 626,061 | 576,863 | 527,664 | 478,465 | 429,267 | 380,417 | 331,218 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 472,500 | 642,130 | 591,514 | 540,162 | 488,810 | 437,457 | 386,841 | 335,489 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 472,500 | 592,130 | 541,920 | 491,710 | 441,500 | 389,705 | 338,047 | 286,389 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 472,500 | 795,132 | 739,490 | 681,098 | 623,851 | 563,959 | 506,712 | 446,821 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 500,000 | 1,295,771 | 1,295,771 | 1,295,771 | 1,295,771 | 1,295,771 | 1,295,771 | 1,295,771 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 500,000 | 807,636 | 807,636 | 807,636 | 807,636 | 807,636 | 807,636 | 807,636 |
| Site 16 | Green Plot | Halton | 50,000 | 500,000 | 591,308 | 591,308 | 591,308 | 591,308 | 591,308 | 591,308 | 591,308 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 371,464 | 331,098 | 290,733 | 250,269 | 209,904 | 169,538 | 129,173 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 282,901 | 239,951 | 197,226 | 154,276 | 111,326 | 68,376 | 24,437 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 280,626 | 235,022 | 189,866 | 144,710 | 98,964 | 52,123 | 4,283 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -173,789 | -203,143 | -231,505 | -260,239 | -289,622 | -319,005 | -348,388 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -254,815 | -284,184 | -312,303 | -340,421 | -370,525 | -398,644 | -426,763 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -63,729 | -97,353 | -134,652 | -171,952 | -205,576 | -242,876 | -276,674 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -227,980 | -227,980 | -227,980 | -227,980 | -227,980 | -227,980 | -227,980 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -348,805 | -348,805 | -348,805 | -348,805 | -348,805 | -348,805 | -348,805 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,088,422 | -1,134,468 | -1,180,515 | -1,226,561 | -1,272,607 | -1,318,653 | -1,364,699 |

Source: HDH (May 2019)

10.32 By using an assumption of 20% of GDV (on market and affordable housing) rather than an assumption of 17.5% of GDV (on market and affordable housing) the Residual Value is

generally around £120,000/ha lower, although the range is broad (due to the assumptions around density). This is a very significant difference that has the consequence of moving some sites from the viable category to the unviable category.

*Construction Costs*

10.33 The above analysis assumes that the construction costs are based on the BCIS Lower Quartile costs. The housing that is being delivered in the Borough is, on the whole, at a low price point and is built to a correspondingly lower specification.

10.34 Whilst there was not a consensus on this point, several consultees suggested that the construction costs should be based on the median costs. In recognition of the range of comments made a further scenario has been tested where a scenario has been tested with the construction costs based on the BCIS Median costs. The following table is directly comparable to Table 10.3 above.

**Table 10.6 Impact of Varied Affordable Housing**

Construction based on BCIS Median Costs

| | | | EUV | BLV | Residual Value | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | 0% | 5% | 10% | 15% | 20% | 25% | 30% |
| Site 1 | North Widnes | Widnes | 22,500 | 472,500 | 338,938 | 305,478 | 271,966 | 238,506 | 205,047 | 171,587 | 138,127 |
| Site 2 | North East Widnes | Widnes | 22,500 | 472,500 | 306,630 | 275,085 | 243,523 | 211,962 | 180,401 | 148,839 | 117,278 |
| Site 3 | North West Widnes | Widnes | 22,500 | 472,500 | 335,829 | 302,494 | 269,113 | 235,777 | 202,397 | 168,942 | 134,674 |
| Site 4 | Halebank | Widnes | 22,500 | 472,500 | 323,477 | 290,618 | 257,792 | 224,933 | 192,073 | 159,214 | 126,388 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 472,500 | 278,996 | 250,330 | 221,646 | 192,962 | 164,278 | 135,594 | 106,889 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 472,500 | 344,295 | 310,027 | 275,808 | 241,484 | 206,501 | 171,469 | 136,437 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 472,500 | 356,709 | 321,558 | 286,342 | 251,126 | 215,910 | 180,640 | 144,554 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 472,500 | 402,844 | 363,556 | 324,191 | 284,902 | 245,294 | 205,045 | 164,797 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 472,500 | 296,286 | 258,684 | 221,082 | 183,480 | 145,878 | 108,276 | 70,521 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 472,500 | 339,422 | 294,072 | 248,723 | 203,374 | 158,025 | 113,024 | 66,935 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 472,500 | 316,266 | 270,485 | 225,439 | 179,161 | 132,059 | 84,307 | 37,053 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 472,500 | 252,550 | 205,856 | 158,842 | 110,285 | 63,271 | 16,257 | -30,757 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 472,500 | 428,691 | 376,755 | 321,806 | 269,553 | 214,604 | 162,351 | 107,402 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 500,000 | 966,834 | 966,834 | 966,834 | 971,229 | 971,229 | 971,229 | 971,229 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 500,000 | 73,233 | 73,233 | 73,233 | 73,233 | 73,233 | 73,233 | 83,036 |
| Site 16 | Green Plot | Halton | 50,000 | 500,000 | 42,605 | 42,605 | 42,605 | 42,605 | 42,605 | 42,605 | 42,605 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 45,823 | 9,951 | -27,087 | -64,875 | -103,462 | -141,946 | -180,534 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | -114,988 | -153,409 | -191,830 | -230,353 | -270,078 | -309,568 | -349,293 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | -134,100 | -175,349 | -216,599 | -258,487 | -301,595 | -344,232 | -386,870 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -679,660 | -699,533 | -720,399 | -740,272 | -760,608 | -781,022 | -801,436 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -777,429 | -798,260 | -817,107 | -835,953 | -856,785 | -875,631 | -896,463 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -650,355 | -674,627 | -702,575 | -730,524 | -754,796 | -782,744 | -807,016 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -774,266 | -774,266 | -774,266 | -768,383 | -768,383 | -768,383 | -768,383 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -909,391 | -909,391 | -909,391 | -909,391 | -909,391 | -909,391 | -909,391 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,740,163 | -1,782,601 | -1,825,081 | -1,868,540 | -1,911,019 | -1,954,479 | -1,996,958 |

Source: HDH (May 2019)

10.35 By using the BCIS median costs the Residual Value is generally around £200,000/ha lower on the greenfield sites and around £500,000/ha lower on the brownfield sites. If this

assumption were to be taken to be the correct assumption almost no development would be viable in the Borough, even without affordable housing. Development is coming forward, albeit without affordable housing, so these results are not reflective of what is actually happening on the ground.

**Varied Benchmark Land Value**

10.36 As set out at towards the end of Chapter 6, through the April 2019 consultation a wide range of approaches were put forward to develop the BLV.

10.37 As set out in Chapter 2 above, paragraph 10-014-20190509 of the updated PPG says the BLV should:

> *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.*

10.38 Paragraph 10-016-20190509 provides further detail saying:

> *Plan makers can set out in which circumstances alternative uses can be used. This might include if there is evidence that the alternative use would fully comply with up to date development plan policies, if it can be demonstrated that the alternative use could be implemented on the site in question, if it can be demonstrated there is market demand for that use, and if there is an explanation as to why the alternative use has not been pursued. Where AUV is used this should be supported by evidence of the costs and values of the alternative use to justify the land value. Valuation based on AUV includes the premium to the landowner. If evidence of AUV is being considered the premium to the landowner must not be double counted.*

10.39 There was a general agreement that the EUV Plus methodology is the correct way to assesses viability under the PPG, and there was a general agreement on the EUV assumptions. Through a review of recent land transactions, land values have not been identified that relate to policy compliant transactions, and none were provided by consultees. The other sources of data are also considered.

10.40 In recognition of the range of comments made a range of different BLV have been tested.

## Table 10.7a Impact of Varied BLV Assumptions

**Base**

| | | | EUV | BLV | Residual Value | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **0%** | **5%** | **10%** | **15%** | **20%** | **25%** | **30%** |
| Site 1 | North Widnes | Widnes | 22,500 | 472,500 | 613,196 | 575,246 | 537,246 | 499,296 | 461,295 | 423,346 | 385,397 |
| Site 2 | North East Widnes | Widnes | 22,500 | 472,500 | 568,025 | 532,232 | 496,463 | 460,671 | 424,902 | 389,109 | 353,340 |
| Site 3 | North West Widnes | Widnes | 22,500 | 472,500 | 615,891 | 577,354 | 538,773 | 500,236 | 461,700 | 423,118 | 384,582 |
| Site 4 | Halebank | Widnes | 22,500 | 472,500 | 593,999 | 556,779 | 519,559 | 482,372 | 445,152 | 407,965 | 370,745 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 472,500 | 516,210 | 483,715 | 451,197 | 418,701 | 386,184 | 353,688 | 321,171 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 472,500 | 633,209 | 593,570 | 553,931 | 514,292 | 474,653 | 435,014 | 395,375 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 472,500 | 652,399 | 611,824 | 571,042 | 530,325 | 489,608 | 448,891 | 408,174 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 472,500 | 731,839 | 686,374 | 640,832 | 595,367 | 549,825 | 504,360 | 458,894 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 472,500 | 640,729 | 596,564 | 552,399 | 508,387 | 464,222 | 420,057 | 375,892 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 472,500 | 747,336 | 694,859 | 642,382 | 590,253 | 537,776 | 485,299 | 433,170 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 472,500 | 781,578 | 726,927 | 671,541 | 616,154 | 561,504 | 506,117 | 450,731 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 472,500 | 734,560 | 680,320 | 626,081 | 571,841 | 517,602 | 461,890 | 407,651 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 472,500 | 949,195 | 886,652 | 826,679 | 764,136 | 704,163 | 640,297 | 578,594 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 500,000 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 500,000 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 500,000 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 497,845 | 454,988 | 412,132 | 369,275 | 326,419 | 283,055 | 239,167 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 422,908 | 376,404 | 329,676 | 283,172 | 236,444 | 189,716 | 143,212 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 426,484 | 377,561 | 328,638 | 279,714 | 230,791 | 181,420 | 132,496 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -10,502 | -43,188 | -76,866 | -109,552 | -142,238 | -174,924 | -207,610 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -88,030 | -119,441 | -152,837 | -184,248 | -217,644 | -249,055 | -281,446 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 127,909 | 85,706 | 47,179 | 4,975 | -37,228 | -75,755 | -117,959 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -921,321 | -970,355 | -1,019,388 | -1,068,421 | -1,117,455 | -1,166,488 | -1,215,521 |

**As used in intial report**

| | | | EUV | BLV | Residual Value | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **0%** | **5%** | **10%** | **15%** | **20%** | **25%** | **30%** |
| Site 1 | North Widnes | Widnes | 22,500 | 272,500 | 613,196 | 575,246 | 537,246 | 499,296 | 461,295 | 423,346 | 385,397 |
| Site 2 | North East Widnes | Widnes | 22,500 | 272,500 | 568,025 | 532,232 | 496,463 | 460,671 | 424,902 | 389,109 | 353,340 |
| Site 3 | North West Widnes | Widnes | 22,500 | 272,500 | 615,891 | 577,354 | 538,773 | 500,236 | 461,700 | 423,118 | 384,582 |
| Site 4 | Halebank | Widnes | 22,500 | 272,500 | 593,999 | 556,779 | 519,559 | 482,372 | 445,152 | 407,965 | 370,745 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 272,500 | 516,210 | 483,715 | 451,197 | 418,701 | 386,184 | 353,688 | 321,171 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 272,500 | 633,209 | 593,570 | 553,931 | 514,292 | 474,653 | 435,014 | 395,375 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 272,500 | 652,399 | 611,824 | 571,042 | 530,325 | 489,608 | 448,891 | 408,174 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 272,500 | 731,839 | 686,374 | 640,832 | 595,367 | 549,825 | 504,360 | 458,894 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 272,500 | 640,729 | 596,564 | 552,399 | 508,387 | 464,222 | 420,057 | 375,892 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 272,500 | 747,336 | 694,859 | 642,382 | 590,253 | 537,776 | 485,299 | 433,170 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 272,500 | 781,578 | 726,927 | 671,541 | 616,154 | 561,504 | 506,117 | 450,731 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 272,500 | 734,560 | 680,320 | 626,081 | 571,841 | 517,602 | 461,890 | 407,651 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 272,500 | 949,195 | 886,652 | 826,679 | 764,136 | 704,163 | 640,297 | 578,594 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 300,000 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 300,000 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 300,000 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 300,000 | 360,000 | 497,845 | 454,988 | 412,132 | 369,275 | 326,419 | 283,055 | 239,167 |
| Site 18 | Large Brownfield 150 | Halton | 300,000 | 360,000 | 422,908 | 376,404 | 329,676 | 283,172 | 236,444 | 189,716 | 143,212 |
| Site 19 | Large Brownfield 75 | Halton | 300,000 | 360,000 | 426,484 | 377,561 | 328,638 | 279,714 | 230,791 | 181,420 | 132,496 |
| Site 20 | Medium Brownfield 40 | Halton | 300,000 | 360,000 | -10,502 | -43,188 | -76,866 | -109,552 | -142,238 | -174,924 | -207,610 |
| Site 21 | Medium Brownfield 20 | Halton | 300,000 | 360,000 | -88,030 | -119,441 | -152,837 | -184,248 | -217,644 | -249,055 | -281,446 |
| Site 22 | Medium Brownfield 12 | Halton | 300,000 | 360,000 | 127,909 | 85,706 | 47,179 | 4,975 | -37,228 | -75,755 | -117,959 |
| Site 23 | Small Brownfield 7 | Halton | 300,000 | 360,000 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 300,000 | 360,000 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 |
| Site 25 | Urban Flats | Halton | 300,000 | 360,000 | -921,321 | -970,355 | -1,019,388 | -1,068,421 | -1,117,455 | -1,166,488 | -1,215,521 |

Source: HDH (May 2019)

## Table 10.7b Impact of Varied BLV Assumptions

**£700,000/ha on Large Sites and £800,000/ha on Smaller Sites**

| | | | EUV | BLV | Residual Value | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **0%** | **5%** | **10%** | **15%** | **20%** | **25%** | **30%** |
| Site 1 | North Widnes | Widnes | 22,500 | 700,000 | 613,196 | 575,246 | 537,246 | 499,296 | 461,295 | 423,346 | 385,397 |
| Site 2 | North East Widnes | Widnes | 22,500 | 700,000 | 568,025 | 532,232 | 496,463 | 460,671 | 424,902 | 389,109 | 353,340 |
| Site 3 | North West Widnes | Widnes | 22,500 | 700,000 | 615,891 | 577,354 | 538,773 | 500,236 | 461,700 | 423,118 | 384,582 |
| Site 4 | Halebank | Widnes | 22,500 | 700,000 | 593,999 | 556,779 | 519,559 | 482,372 | 445,152 | 407,965 | 370,745 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 700,000 | 516,210 | 483,715 | 451,197 | 418,701 | 386,184 | 353,688 | 321,171 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 700,000 | 633,209 | 593,570 | 553,931 | 514,292 | 474,653 | 435,014 | 395,375 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 700,000 | 652,399 | 611,824 | 571,042 | 530,325 | 489,608 | 448,891 | 408,174 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 700,000 | 731,839 | 686,374 | 640,832 | 595,367 | 549,825 | 504,360 | 458,894 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 800,000 | 640,729 | 596,564 | 552,399 | 508,387 | 464,222 | 420,057 | 375,892 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 800,000 | 747,336 | 694,859 | 642,382 | 590,253 | 537,776 | 485,299 | 433,170 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 800,000 | 781,578 | 726,927 | 671,541 | 616,154 | 561,504 | 506,117 | 450,731 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 800,000 | 734,560 | 680,320 | 626,081 | 571,841 | 517,602 | 461,890 | 407,651 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 800,000 | 949,195 | 886,652 | 826,679 | 764,136 | 704,163 | 640,297 | 578,594 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 800,000 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 800,000 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 800,000 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 800,000 | 497,845 | 454,988 | 412,132 | 369,275 | 326,419 | 283,055 | 239,167 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 800,000 | 422,908 | 376,404 | 329,676 | 283,172 | 236,444 | 189,716 | 143,212 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 800,000 | 426,484 | 377,561 | 328,638 | 279,714 | 230,791 | 181,420 | 132,496 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 800,000 | -10,502 | -43,188 | -76,866 | -109,552 | -142,238 | -174,924 | -207,610 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 800,000 | -88,030 | -119,441 | -152,837 | -184,248 | -217,644 | -249,055 | -281,446 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 800,000 | 127,909 | 85,706 | 47,179 | 4,975 | -37,228 | -75,755 | -117,959 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 800,000 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 800,000 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 800,000 | -921,321 | -970,355 | -1,019,388 | -1,068,421 | -1,117,455 | -1,166,488 | -1,215,521 |

**Brownfield - EUV +20%, Greenfield - EUV times 30**

| | | | EUV | BLV | Residual Value | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **0%** | **5%** | **10%** | **15%** | **20%** | **25%** | **30%** |
| Site 1 | North Widnes | Widnes | 22,500 | 697,500 | 613,196 | 575,246 | 537,246 | 499,296 | 461,295 | 423,346 | 385,397 |
| Site 2 | North East Widnes | Widnes | 22,500 | 697,500 | 568,025 | 532,232 | 496,463 | 460,671 | 424,902 | 389,109 | 353,340 |
| Site 3 | North West Widnes | Widnes | 22,500 | 697,500 | 615,891 | 577,354 | 538,773 | 500,236 | 461,700 | 423,118 | 384,582 |
| Site 4 | Halebank | Widnes | 22,500 | 697,500 | 593,999 | 556,779 | 519,559 | 482,372 | 445,152 | 407,965 | 370,745 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 697,500 | 516,210 | 483,715 | 451,197 | 418,701 | 386,184 | 353,688 | 321,171 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 697,500 | 633,209 | 593,570 | 553,931 | 514,292 | 474,653 | 435,014 | 395,375 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 697,500 | 652,399 | 611,824 | 571,042 | 530,325 | 489,608 | 448,891 | 408,174 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 697,500 | 731,839 | 686,374 | 640,832 | 595,367 | 549,825 | 504,360 | 458,894 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 697,500 | 640,729 | 596,564 | 552,399 | 508,387 | 464,222 | 420,057 | 375,892 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 697,500 | 747,336 | 694,859 | 642,382 | 590,253 | 537,776 | 485,299 | 433,170 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 697,500 | 781,578 | 726,927 | 671,541 | 616,154 | 561,504 | 506,117 | 450,731 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 697,500 | 734,560 | 680,320 | 626,081 | 571,841 | 517,602 | 461,890 | 407,651 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 697,500 | 949,195 | 886,652 | 826,679 | 764,136 | 704,163 | 640,297 | 578,594 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 1,550,000 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 1,550,000 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 1,550,000 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 497,845 | 454,988 | 412,132 | 369,275 | 326,419 | 283,055 | 239,167 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 422,908 | 376,404 | 329,676 | 283,172 | 236,444 | 189,716 | 143,212 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 426,484 | 377,561 | 328,638 | 279,714 | 230,791 | 181,420 | 132,496 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -10,502 | -43,188 | -76,866 | -109,552 | -142,238 | -174,924 | -207,610 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -88,030 | -119,441 | -152,837 | -184,248 | -217,644 | -249,055 | -281,446 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 127,909 | 85,706 | 47,179 | 4,975 | -37,228 | -75,755 | -117,959 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -921,321 | -970,355 | -1,019,388 | -1,068,421 | -1,117,455 | -1,166,488 | -1,215,521 |

Source: HDH (May 2019)

**Table 10.7c Impact of Varied BLV Assumptions**

**Brownfield - EUV +20%, Greenfield - £375,000/ha**

| | | | EUV | BLV | Residual Value | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | 0% | 5% | 10% | 15% | 20% | 25% | 30% |
| Site 1 | North Widnes | Widnes | 22,500 | 375,000 | 613,196 | 575,246 | 537,246 | 499,296 | 461,295 | 423,346 | 385,397 |
| Site 2 | North East Widnes | Widnes | 22,500 | 375,000 | 568,025 | 532,232 | 496,463 | 460,671 | 424,902 | 389,109 | 353,340 |
| Site 3 | North West Widnes | Widnes | 22,500 | 375,000 | 615,891 | 577,354 | 538,773 | 500,236 | 461,700 | 423,118 | 384,582 |
| Site 4 | Halebank | Widnes | 22,500 | 375,000 | 593,999 | 556,779 | 519,559 | 482,372 | 445,152 | 407,965 | 370,745 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 375,000 | 516,210 | 483,715 | 451,197 | 418,701 | 386,184 | 353,688 | 321,171 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 375,000 | 633,209 | 593,570 | 553,931 | 514,292 | 474,653 | 435,014 | 395,375 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 375,000 | 652,399 | 611,824 | 571,042 | 530,325 | 489,608 | 448,891 | 408,174 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 375,000 | 731,839 | 686,374 | 640,832 | 595,367 | 549,825 | 504,360 | 458,894 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 375,000 | 640,729 | 596,564 | 552,399 | 508,387 | 464,222 | 420,057 | 375,892 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 375,000 | 747,336 | 694,859 | 642,382 | 590,253 | 537,776 | 485,299 | 433,170 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 375,000 | 781,578 | 726,927 | 671,541 | 616,154 | 561,504 | 506,117 | 450,731 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 375,000 | 734,560 | 680,320 | 626,081 | 571,841 | 517,602 | 461,890 | 407,651 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 375,000 | 949,195 | 886,652 | 826,679 | 764,136 | 704,163 | 640,297 | 578,594 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 375,000 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 375,000 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 375,000 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 497,845 | 454,988 | 412,132 | 369,275 | 326,419 | 283,055 | 239,167 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 422,908 | 376,404 | 329,676 | 283,172 | 236,444 | 189,716 | 143,212 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 426,484 | 377,561 | 328,638 | 279,714 | 230,791 | 181,420 | 132,496 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -10,502 | -43,188 | -76,866 | -109,552 | -142,238 | -174,924 | -207,610 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -88,030 | -119,441 | -152,837 | -184,248 | -217,644 | -249,055 | -281,446 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 127,909 | 85,706 | 47,179 | 4,975 | -37,228 | -75,755 | -117,959 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -921,321 | -970,355 | -1,019,388 | -1,068,421 | -1,117,455 | -1,166,488 | -1,215,521 |

Source: HDH (May 2019)

10.41 As set out the above assessing the Landowners' Premium to derive the BLV 'will be an iterative process informed by professional judgement and must be based upon the best available evidence'. The starting point for consideration of the above must be a reality check with what is happening on the ground as for the assessment to have credibility they must be broadly in line. Development is coming forward across the Borough, on all but the most difficult sites and housing is being delivered. Where the BLV is taken to be £700,000/ha on larger sites and £800,000/ha on smaller sites, or as 30 times EUV, none of the Strategic Sites and very few of the typologies are shown as viable, even without affordable housing. As such sites are being delivered these BLV scenarios are given little weight.

10.42 At the April 2019 consultation, a BLV of EUV plus 20% was suggested for brownfield sites, for greenfield sites (being those in agricultural and paddock uses) a BLV of EUV plus £250,000/ha was suggested. Where this is used, all the greenfield sites are viable, when subject to the emerging policy requirements. Similarly, as with the higher BLVs tested above, this is not reflective of what is the experience in the ground, as most sites are not delivering 25% or 30% affordable housing.

10.43 Where the BLV of £375,000/ha is used the 'tipping point' for the greenfield sites is generally around 25%.

*Recommended BLV Assumption*

10.44 It is necessary to form a view as to what is an appropriate BLV assumption, not just for this study but to be carried forward into future viability discussions where they take place at the development management stage. By working through the PPG an assumption can be soundly based.

10.45 The EUV assumptions were not controversial and are taken to be:

| **Table 10.8 Existing Use Value Land Prices £/ha** | |
|---|---|
| Industrial | £350,000 |
| Agricultural | £22,500 |
| Paddock | £50,000 |

Source: HDH (April 2019)

10.46 As set out in Chapter 7, abnormal costs are both added to the costs of development and, equally, deducted from the BLV. In this high-level viability study, the 'normal' abnormal costs of developing brownfield sites are reflected in the appraisals. No further adjustment is required.

10.47 There is no transactional evidence available from policy compliant schemes. The PPG advises that in plan making, '*the landowner premium should be tested and balanced against emerging policies*'. The costs of meeting all of HBC's policy expectations have therefore been considered and assessed. These are reflected in the development appraisals set out above, showing their impact on land values (i.e. the Residual Value). The requirements include, affordable housing (74% Affordable Rent, 26% Intermediate on sites of 10 and larger), 20% of homes to be Accessible and Adaptable – Category 2, and 10% of homes to be Wheelchair Accessible, water efficiency and car charging points are included, as are developer contributions of £2,500/unit. Due to the marginal nature of the results a range of affordable housing requirements (being the largest single cost) are tested. The Residual Values are set out in Table 10.3 above.

10.48 This leaves the landowner's premium and what may or may not '*provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements*'. In deriving this we have followed '*an iterative process informed by professional judgement*' that is based '*upon the best available evidence informed by cross sector collaboration*' and BLVs '*from other viability assessments*'.

10.49 A BLV of £420,000/ha has been settled on and applied across both greenfield and brownfield sites. It is accepted that this is a compromise and a balancing of the evidence put forward. Whilst it is near the bottom end of the suggested range of values, on greenfield sites it generally provides a return of between 20 and 25 times the EUV. The impact of this is set out in the table below.

**Table 10.9 Impact of Varied Affordable Housing – Revised BLV**

| | | | EUV | BLV | Residual Value | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | 0% | 5% | 10% | 15% | 20% | 25% | 30% |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 613,196 | 575,246 | 537,246 | 499,296 | 461,295 | 423,346 | 385,397 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 568,025 | 532,232 | 496,463 | 460,671 | 424,902 | 389,109 | 353,340 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 615,891 | 577,354 | 538,773 | 500,236 | 461,700 | 423,118 | 384,582 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 593,999 | 556,779 | 519,559 | 482,372 | 445,152 | 407,965 | 370,745 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 516,210 | 483,715 | 451,197 | 418,701 | 386,184 | 353,688 | 321,171 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 633,209 | 593,570 | 553,931 | 514,292 | 474,653 | 435,014 | 395,375 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 652,399 | 611,824 | 571,042 | 530,325 | 489,608 | 448,891 | 408,174 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 731,839 | 686,374 | 640,832 | 595,367 | 549,825 | 504,360 | 458,894 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 640,729 | 596,564 | 552,399 | 508,387 | 464,222 | 420,057 | 375,892 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 747,336 | 694,859 | 642,382 | 590,253 | 537,776 | 485,299 | 433,170 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 781,578 | 726,927 | 671,541 | 616,154 | 561,504 | 506,117 | 450,731 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 734,560 | 680,320 | 626,081 | 571,841 | 517,602 | 461,890 | 407,651 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 949,195 | 886,652 | 826,679 | 764,136 | 704,163 | 640,297 | 578,594 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 497,845 | 454,988 | 412,132 | 369,275 | 326,419 | 283,055 | 239,167 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 422,908 | 376,404 | 329,676 | 283,172 | 236,444 | 189,716 | 143,212 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 426,484 | 377,561 | 328,638 | 279,714 | 230,791 | 181,420 | 132,496 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -10,502 | -43,188 | -76,866 | -109,552 | -142,238 | -174,924 | -207,610 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -88,030 | -119,441 | -152,837 | -184,248 | -217,644 | -249,055 | -281,446 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 127,909 | 85,706 | 47,179 | 4,975 | -37,228 | -75,755 | -117,959 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -921,321 | -970,355 | -1,019,388 | -1,068,421 | -1,117,455 | -1,166,488 | -1,215,521 |

Source: HDH (May 2019)

10.50 The remaining analysis in this report is based on a BLV of £420,000/ha.

10.51 Before recommending an affordable housing target it is necessary consider the impact of different levels of developer contributions.

**Developer Contributions**

10.52 The above analysis considered the impact of affordable housing on development viability. The following analysis considers the ability to bear additional developer contributions.

10.53 In this study an assumption of £2,500/unit is used. Through the April 2019 consultation it was suggested that a wide range of costs can be included under this heading. This is accepted. The Harman Guidance was quoted saying that these can be in the range of £17,000/unit to £23,000/unit. Another developer suggested a £20,000/unit cost be tested. A range of higher costs have also been tested.

10.54 In the following analysis the affordable housing policy is assumed to apply to all sites, including those below the affordable housing threshold.

**Table 10.10 Impact of Varied Developer Contributions – NO Affordable Housing**

| | | | EUV | BLV | Residual Value | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **£0** | **£5,000** | **£10,000** | **£15,000** | **£20,000** | **£25,000** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 656,106 | 570,286 | 484,517 | 398,696 | 311,151 | 223,026 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 608,875 | 527,151 | 445,427 | 363,704 | 281,339 | 197,379 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 659,719 | 572,063 | 484,407 | 396,751 | 309,139 | 221,483 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 636,339 | 551,625 | 466,943 | 382,228 | 296,407 | 209,376 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 553,364 | 479,079 | 404,772 | 330,487 | 255,613 | 179,276 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 678,306 | 588,161 | 498,015 | 407,870 | 317,724 | 226,361 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 697,458 | 606,391 | 514,156 | 421,920 | 329,685 | 237,449 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 783,412 | 680,267 | 577,198 | 474,053 | 370,984 | 267,206 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 694,898 | 586,713 | 478,529 | 370,344 | 262,159 | 153,975 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 810,681 | 683,991 | 557,649 | 430,959 | 304,617 | 177,927 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 854,232 | 709,659 | 565,086 | 420,512 | 275,939 | 130,233 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 809,205 | 659,915 | 512,097 | 361,915 | 207,772 | 51,164 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 1,027,394 | 870,995 | 714,597 | 554,468 | 393,187 | 229,122 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,544,436 | 1,391,742 | 1,239,048 | 1,084,724 | 927,626 | 770,527 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 1,111,828 | 961,659 | 811,490 | 661,321 | 511,152 | 360,982 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 816,893 | 715,401 | 613,910 | 512,418 | 410,926 | 309,435 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 564,152 | 431,537 | 297,547 | 160,949 | 24,297 | -121,783 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 502,503 | 343,538 | 184,572 | 24,392 | -142,366 | -310,974 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 507,928 | 345,040 | 182,601 | 15,738 | -154,664 | -327,601 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | 86,498 | -108,494 | -303,331 | -504,007 | -704,682 | -906,651 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | 12,646 | -188,707 | -392,992 | -598,205 | -805,404 | -1,012,603 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 239,772 | 16,047 | -207,679 | -434,424 | -664,644 | -894,865 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | 59,641 | -150,594 | -362,093 | -578,433 | -794,773 | -1,011,113 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -81,410 | -281,636 | -487,510 | -693,550 | -899,590 | -1,105,631 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -770,210 | -1,074,706 | -1,379,513 | -1,685,301 | -1,993,933 | -2,303,234 |

Source: HDH (May 2019)

10.55 This analysis shows that without affordable housing most greenfield sites have a capacity to bear at least £10,000/unit in developer contributions and some sites have more than this. Across the larger greenfield sites an increase in developer contributions of £5,000/unit results in a fall of the Residual Value of about £85,000/ha. On the smaller sites (which have a higher net developable area) the figure is higher, being about £120,000/ha.

10.56 Bearing in mind the generally low requirements for developer contributions this should give the Council confidence that greenfield sites are likely to be deliverable, although if there are exceptionally high levels of developer contributions it may be necessary to be flexible with regard to the levels of affordable housing sought.

10.57 In the HBC area there is a need for both affordable housing and developer contributions so a range of requirements have been tested.

**Table 10.11a Affordable Housing v Developer Contributions**

30% and 25% Affordable Housing

**Full Policy, 30% Affordable, Varied Developer Contributions (no CIL)**

| | | | EUV | BLV | Residual Value | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **£0** | **£5,000** | **£10,000** | **£15,000** | **£20,000** | **£25,000** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 428,255 | 342,486 | 255,083 | 167,009 | 78,506 | -13,806 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 394,190 | 312,466 | 230,116 | 146,132 | 62,121 | -26,231 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 428,410 | 340,754 | 253,097 | 165,387 | 74,970 | -16,741 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 413,086 | 328,404 | 242,620 | 155,622 | 68,591 | -21,239 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 358,324 | 284,039 | 209,141 | 132,825 | 56,446 | -23,860 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 440,472 | 350,327 | 260,181 | 168,437 | 75,547 | -18,680 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 454,324 | 362,088 | 269,853 | 177,617 | 82,472 | -13,982 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 510,391 | 407,322 | 304,177 | 199,918 | 93,675 | -14,024 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 430,061 | 321,876 | 213,691 | 105,507 | -4,491 | -117,978 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 496,167 | 369,825 | 243,135 | 116,793 | -14,226 | -146,760 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 523,386 | 378,812 | 234,239 | 85,954 | -65,706 | -216,975 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 482,295 | 331,254 | 178,053 | 21,445 | -135,163 | -293,979 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 659,049 | 498,139 | 335,753 | 171,687 | 7,622 | -153,747 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 979,385 | 822,287 | 664,786 | 504,607 | 344,428 | 184,249 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 360,960 | 210,791 | 60,622 | -89,547 | -239,716 | -390,980 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 254,244 | 152,753 | 51,261 | -50,230 | -151,722 | -253,214 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 307,014 | 170,918 | 34,320 | -111,163 | -260,291 | -420,341 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 222,582 | 63,617 | -102,493 | -271,043 | -442,663 | -616,113 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 213,940 | 49,084 | -121,788 | -294,373 | -470,225 | -646,790 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -110,610 | -306,678 | -507,353 | -708,348 | -911,686 | -1,115,024 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -179,789 | -385,045 | -592,244 | -799,442 | -1,005,452 | -1,215,273 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -6,096 | -229,822 | -458,562 | -688,783 | -915,327 | -1,146,531 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -272,246 | -487,848 | -704,188 | -920,529 | -1,136,869 | -1,354,957 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -390,721 | -596,761 | -802,801 | -1,008,841 | -1,214,882 | -1,423,399 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,058,216 | -1,364,004 | -1,671,050 | -1,980,351 | -2,290,633 | -2,599,934 |

**Full Policy, 25% Affordable, Varied Developer Contributions (no CIL)**

| | | | EUV | BLV | Residual Value | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **£0** | **£5,000** | **£10,000** | **£15,000** | **£20,000** | **£25,000** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 466,256 | 380,436 | 293,820 | 205,695 | 117,621 | 27,297 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 429,983 | 348,259 | 266,535 | 182,680 | 98,696 | 12,973 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 466,946 | 379,290 | 291,634 | 203,978 | 114,561 | 24,144 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 450,306 | 365,591 | 280,612 | 193,581 | 106,550 | 19,464 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 390,820 | 316,535 | 242,250 | 166,005 | 89,690 | 11,733 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 480,111 | 389,966 | 299,820 | 209,054 | 116,164 | 23,324 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 495,041 | 402,805 | 310,570 | 218,334 | 124,300 | 29,182 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 555,932 | 452,787 | 349,719 | 246,534 | 140,291 | 34,049 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 474,226 | 366,041 | 257,856 | 149,672 | 41,487 | -71,648 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 548,644 | 422,302 | 295,612 | 169,270 | 40,824 | -91,711 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 578,036 | 434,199 | 289,625 | 143,557 | -7,605 | -159,265 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 536,535 | 387,058 | 234,951 | 78,343 | -78,264 | -235,220 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 719,819 | 559,842 | 401,361 | 237,296 | 73,231 | -90,834 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,076,223 | 919,125 | 762,027 | 603,344 | 443,165 | 282,986 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 486,105 | 335,936 | 185,767 | 35,598 | -114,571 | -264,741 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 348,019 | 246,527 | 145,036 | 43,544 | -57,947 | -159,439 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 349,870 | 214,805 | 78,207 | -63,207 | -212,334 | -365,704 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 269,310 | 110,345 | -53,474 | -220,413 | -392,033 | -564,588 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 262,863 | 99,860 | -70,467 | -241,372 | -417,224 | -592,605 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -76,932 | -272,839 | -473,515 | -674,190 | -877,123 | -1,079,468 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -148,379 | -352,498 | -559,697 | -764,910 | -972,131 | -1,181,951 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 36,107 | -187,618 | -414,943 | -645,164 | -875,385 | -1,105,652 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -215,951 | -429,852 | -646,192 | -862,532 | -1,078,872 | -1,296,091 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -338,172 | -544,212 | -750,253 | -956,293 | -1,162,333 | -1,370,062 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,010,163 | -1,315,951 | -1,621,110 | -1,931,391 | -2,240,692 | -2,550,974 |

Source: HDH (May 2019)

## Table 10.11b Affordable Housing v Developer Contributions

20% and 15% Affordable Housing

**Full Policy, 20% Affordable, Varied Developer Contributions (no CIL)**

| | | | EUV | BLV | Residual Value | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **£0** | **£5,000** | **£10,000** | **£15,000** | **£20,000** | **£25,000** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 504,206 | 418,437 | 332,505 | 244,432 | 156,306 | 67,216 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 465,752 | 384,028 | 302,304 | 219,204 | 135,244 | 50,697 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 505,528 | 417,871 | 330,215 | 242,559 | 154,152 | 63,735 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 487,526 | 402,811 | 318,096 | 231,539 | 144,508 | 57,477 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 423,337 | 349,052 | 274,767 | 199,186 | 122,870 | 46,003 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 519,750 | 429,605 | 339,459 | 249,314 | 156,782 | 63,892 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 535,758 | 443,523 | 351,287 | 259,052 | 166,128 | 71,010 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 601,398 | 498,329 | 395,184 | 292,115 | 186,908 | 80,665 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 518,238 | 410,053 | 301,869 | 193,684 | 85,499 | -25,479 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 601,121 | 474,431 | 348,089 | 221,399 | 95,057 | -37,027 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 633,423 | 488,849 | 344,276 | 200,438 | 50,497 | -101,163 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 590,775 | 442,957 | 290,780 | 135,242 | -21,366 | -176,430 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 782,362 | 624,189 | 463,279 | 300,209 | 136,144 | -25,225 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,172,215 | 1,015,963 | 858,865 | 701,766 | 541,902 | 381,724 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 611,250 | 461,080 | 310,911 | 160,742 | 10,573 | -139,596 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 441,794 | 340,302 | 238,811 | 137,319 | 35,827 | -65,664 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 392,727 | 258,693 | 121,997 | -16,397 | -164,378 | -315,001 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 315,814 | 156,849 | -4,690 | -171,448 | -341,403 | -513,063 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 311,787 | 149,347 | -19,145 | -189,547 | -364,223 | -539,605 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -44,246 | -239,238 | -439,677 | -640,352 | -842,559 | -1,044,905 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -116,968 | -317,966 | -525,165 | -732,363 | -939,562 | -1,146,645 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 74,634 | -149,091 | -371,325 | -601,545 | -831,766 | -1,061,987 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -159,656 | -371,856 | -588,196 | -804,536 | -1,020,876 | -1,237,224 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -285,624 | -491,664 | -697,704 | -903,744 | -1,109,785 | -1,316,726 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -962,110 | -1,267,898 | -1,572,705 | -1,881,451 | -2,191,733 | -2,501,034 |

**Full Policy, 15% Affordable, Varied Developer Contributions (no CIL)**

| | | | EUV | BLV | Residual Value | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **£0** | **£5,000** | **£10,000** | **£15,000** | **£20,000** | **£25,000** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 542,206 | 456,386 | 370,566 | 283,117 | 194,992 | 106,918 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 501,545 | 419,821 | 338,097 | 255,728 | 171,768 | 87,808 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 544,064 | 456,408 | 368,752 | 281,096 | 193,440 | 103,325 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 524,713 | 440,031 | 355,316 | 269,530 | 182,499 | 95,468 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 455,833 | 381,548 | 307,263 | 232,366 | 156,051 | 79,735 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 559,389 | 469,244 | 379,098 | 288,953 | 197,399 | 104,509 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 576,475 | 484,240 | 392,004 | 299,769 | 207,533 | 112,838 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 646,939 | 543,794 | 440,649 | 337,581 | 233,524 | 127,281 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 562,403 | 454,218 | 346,034 | 237,849 | 129,664 | 20,851 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 653,598 | 526,908 | 400,218 | 273,876 | 147,185 | 18,023 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 688,809 | 544,236 | 399,662 | 255,089 | 107,826 | -43,062 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 646,486 | 497,196 | 346,584 | 192,140 | 37,076 | -119,531 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 842,335 | 685,892 | 527,626 | 365,818 | 201,752 | 37,687 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,266,338 | 1,112,802 | 955,703 | 798,605 | 640,639 | 480,461 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 736,394 | 586,225 | 436,056 | 285,887 | 135,718 | -14,451 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 535,568 | 434,077 | 332,585 | 231,094 | 129,602 | 28,111 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 435,583 | 302,482 | 165,884 | 29,287 | -116,525 | -265,549 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 362,543 | 203,577 | 44,168 | -122,429 | -291,009 | -462,629 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 360,710 | 198,271 | 32,176 | -138,226 | -311,222 | -486,604 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -11,560 | -206,552 | -405,838 | -606,514 | -807,003 | -1,010,341 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -83,572 | -285,419 | -492,618 | -699,816 | -905,030 | -1,113,323 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 116,838 | -106,888 | -331,383 | -561,603 | -791,824 | -1,018,368 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -109,244 | -319,742 | -530,200 | -746,540 | -962,880 | -1,179,220 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -234,431 | -439,115 | -645,156 | -851,196 | -1,057,236 | -1,263,389 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -914,057 | -1,218,864 | -1,524,652 | -1,832,491 | -2,141,793 | -2,452,074 |

Source: HDH (May 2019)

## Table 10.11c Affordable Housing v Developer Contributions

10% and 5% Affordable Housing

**Full Policy, 10% Affordable, Varied Developer Contributions (no CIL)**

| | | | EUV | BLV | Residual Value | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **£0** | **£5,000** | **£10,000** | **£15,000** | **£20,000** | **£25,000** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 580,156 | 494,335 | 408,566 | 321,802 | 233,729 | 145,655 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 537,313 | 455,590 | 373,866 | 292,142 | 208,291 | 124,332 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 582,601 | 494,945 | 407,333 | 319,677 | 232,021 | 142,916 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 561,933 | 477,218 | 392,503 | 307,489 | 220,458 | 133,427 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 488,351 | 414,066 | 339,781 | 265,474 | 189,231 | 112,915 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 599,028 | 508,883 | 418,737 | 328,592 | 238,016 | 145,126 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 617,037 | 524,957 | 432,721 | 340,486 | 248,250 | 154,666 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 692,405 | 589,260 | 486,191 | 383,046 | 279,977 | 173,973 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 606,568 | 498,383 | 390,199 | 282,014 | 173,829 | 65,645 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 705,727 | 579,385 | 452,695 | 326,353 | 199,663 | 72,744 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 743,460 | 599,622 | 455,049 | 310,475 | 165,008 | 14,267 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 700,726 | 551,436 | 402,146 | 248,793 | 93,975 | -62,633 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 904,878 | 748,480 | 589,328 | 428,418 | 264,665 | 103,296 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,356,189 | 1,203,495 | 1,048,146 | 891,048 | 733,949 | 579,198 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 861,539 | 711,370 | 561,201 | 411,031 | 260,862 | 110,693 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 629,343 | 527,852 | 426,360 | 324,868 | 223,377 | 121,885 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 478,439 | 345,824 | 209,772 | 73,174 | -68,568 | -217,696 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 409,271 | 250,306 | 91,340 | -73,410 | -240,379 | -411,999 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 410,081 | 247,194 | 83,738 | -86,904 | -258,221 | -433,603 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | 21,126 | -173,866 | -372,000 | -572,676 | -772,439 | -975,778 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -52,161 | -253,514 | -458,086 | -665,284 | -872,483 | -1,080,002 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 155,365 | -64,684 | -288,409 | -517,985 | -748,205 | -978,426 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -52,949 | -263,184 | -478,086 | -694,426 | -910,766 | -1,121,224 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -183,424 | -386,567 | -592,607 | -798,647 | -1,004,687 | -1,210,728 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -866,004 | -1,170,811 | -1,476,599 | -1,782,551 | -2,092,833 | -2,402,134 |

**Full Policy, 5% Affordable, Varied Developer Contributions (no CIL)**

| | | | EUV | BLV | Residual Value | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | **£0** | **£5,000** | **£10,000** | **£15,000** | **£20,000** | **£25,000** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 618,105 | 532,336 | 446,516 | 360,539 | 272,414 | 184,340 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 573,106 | 491,382 | 409,659 | 327,911 | 244,815 | 160,855 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 621,182 | 533,526 | 445,870 | 358,214 | 270,558 | 182,507 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 599,119 | 514,438 | 429,723 | 345,008 | 258,416 | 171,385 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 520,846 | 446,561 | 372,276 | 297,991 | 222,411 | 146,096 |
| Site 6 | Land between The Office Villag | Runcorn | 22,500 | 420,000 | 638,667 | 548,522 | 458,376 | 368,231 | 278,085 | 185,744 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 657,247 | 565,674 | 473,438 | 381,203 | 288,967 | 196,430 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 737,870 | 634,802 | 531,656 | 428,588 | 325,443 | 220,590 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 650,733 | 542,548 | 434,364 | 326,179 | 217,994 | 109,810 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 758,204 | 631,514 | 505,172 | 378,482 | 252,140 | 125,449 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 798,846 | 654,273 | 509,699 | 365,862 | 221,288 | 72,369 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 754,965 | 605,676 | 456,386 | 306,111 | 150,873 | -5,735 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 964,851 | 808,452 | 653,676 | 492,765 | 330,274 | 166,209 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,450,312 | 1,297,619 | 1,144,925 | 987,886 | 830,787 | 673,453 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 986,683 | 836,514 | 686,345 | 536,176 | 386,007 | 235,838 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 723,118 | 621,626 | 520,135 | 418,643 | 317,152 | 215,660 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 521,296 | 388,681 | 253,659 | 117,062 | -21,574 | -169,740 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 455,775 | 296,809 | 137,844 | -24,627 | -191,384 | -361,604 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 459,005 | 296,117 | 133,678 | -35,583 | -205,985 | -380,602 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | 53,812 | -141,180 | -338,162 | -537,845 | -738,520 | -941,214 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -20,750 | -220,117 | -425,539 | -632,737 | -839,936 | -1,045,149 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | 197,568 | -26,157 | -249,882 | -478,042 | -704,587 | -934,807 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | 3,346 | -206,889 | -420,089 | -636,429 | -852,770 | -1,069,110 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -132,417 | -334,018 | -540,058 | -746,099 | -952,139 | -1,158,179 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -817,446 | -1,122,759 | -1,427,566 | -1,733,592 | -2,042,893 | -2,353,174 |

Source: HDH (May 2019)

10.58 When considering this analysis it is important to note that development sites in Halton are not generally subject to high levels of strategic infrastructure and mitigation requirements, and whilst high levels have been tested these are not the norm.

10.59 This analysis shows that should the infrastructure requirements be notably greater than the £2,500/unit assumed then it may be necessary to review the requirements for affordable housing.

### Effect of Premium Development

10.60 Across Halton, there is a very significant difference between the values of newbuild homes compared to those of older properties, further (in part as a reflection of market demand) much of the housing brought forward has been at a relatively low price, when compared to similar schemes in Cheshire and Lancashire.

10.61 A further set of appraisals has been run where the value is taken to be near the top of the expected range. It is accepted that to achieve this the housing would need to be built to a higher specification, so these appraisals are also based on the BCIS median cost.

**Table 10.12 Effect of Premium Development.**

| | | | EUV | BLV | Residual Value | |
|---|---|---|---|---|---|---|
| | | | | | **Base +Value** | **Premium Value** |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 423,346 | 411,327 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 389,109 | 375,341 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 423,118 | 409,320 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 407,965 | 394,541 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 353,688 | 341,299 |
| Site 6 | Land between The Office Village, Daresbury Park and Bridgewater Canal | Runcorn | 22,500 | 420,000 | 435,014 | 420,462 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 448,891 | 434,295 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 504,360 | 489,452 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 420,057 | 394,292 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 485,299 | 450,086 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | 506,117 | 555,148 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | 461,890 | 499,271 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 640,297 | 682,504 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 1,468,089 | 971,229 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 1,036,743 | 73,233 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 766,147 | 42,605 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 283,055 | -141,946 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 189,716 | -309,568 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 181,420 | -344,232 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -174,924 | -781,022 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -249,055 | -875,631 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -75,755 | -782,744 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 | -768,383 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 | -909,391 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,166,488 | -1,954,479 |

Source: HDH (May 2019)

10.62 The results are broadly similar for the two scenarios, with the premium prices being offset by the higher build costs (that are required to achieve the higher values).

**Policy Recommendation and Plan Delivery**

10.63 Having considered the above it is necessary to make a recommendation as to the affordable housing target for Halton and to consider the deliverability of the emerging Plan. The Plan is still being developed, so this report is based on the March 2019 working draft of the *Halton Local Plan 2014-2037, Delivery and Allocations Local Plan (incorporating Partial Review of the Core Strategy) - Regulation 19 - Proposed Submission Draft*.

10.64 A 25% affordable housing target across the Borough is not deliverable. The following is recommended:

a. **Brownfield sites**. These types of sites are challenging to deliver and are unable to support affordable housing. Further, even without affordable housing the Residual Value is less than the BLV. Having said this such sites are coming forward, recent examples include:

- Former Fairfield High school site, Widnes (Millers)
- Former P&O Wincanton warehouse site, Page Lane, Widnes (Halton Housing Trust / Russell Homes)
- Former Eternitt asbestos factory site, Derby Road, Widnes - 2 sites (Bellway Homes)
- Page Lane / Derby Road, H1247 & H1345 – Warrington Rd, Widnes, (Russel Homes)
- Former Riverside College, Runcorn (Countryside)

The Council should be cautious about relying on such sites for the delivery of housing (for example within the assessment of the 5 year land supply[58]) unless there is

[58] As per the Glossary of the 2019 NPPF that says:

*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 5 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 5 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 5 years.*

evidence that the site is actually deliverable. This would include where sites have a recent planning consent or there is public sector intervention.

b. **Strategic Sites**. At 25% affordable housing these sites produce a Residual Value that is either just above or just below the BLV. It is therefore recommended that the Affordable Housing requirement is set at 20% for the Strategic Sites. If the costs of strategic infrastructure and mitigation are more than £2,500/unit it may be necessary to consider a lower target.

c. **Greenfield Development – other than Strategic Sites**. At 25% affordable housing these sites produce a Residual Value that is generally above the BLV. It is therefore recommended that the Affordable Housing requirement is set at 25%. If the costs sought under the s106 regime are likely to be more than £2,500/unit, it may be necessary to consider a lower target.

**Potential for CIL**

10.65 As set out at the start of this report, part of this study is to review the scope for CIL. HBC has not adopted CIL.

10.66 It is timely to note that an important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, and environmental standards) are 'paid' first. That is to say CIL should be set on the assumption that the full affordable housing requirement is achieved.

10.67 As set out in Chapter 2 above, CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

*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…..*

10.68 Viability testing in the context of CIL concerns the '*effects*' on development viability of the imposition of CIL.

10.69 In the preceding sections the affordable housing target has been considered and it is recommended that the target is lowered. These recommendations are made on the basis that CIL is not introduced. If CIL were to be introduced it would be necessary to consider lower (than those recommended above) affordable housing targets so this is not pursued further.

**Self Build**

10.70 HBC is developing policy in this regard. We have considered a 5% requirement on sites of 20 and larger. It is assumed that this policy will be implemented on a 'whole plot' basis, so sites over 20 units would be required to provide 1 plot, sites over 40 units would be required to provide 2 plots and so on.

10.71 If a developer is to sell a plot as a serviced self-build plot they would not receive the profit from building the unit, they would however receive the price for the plot. If they were to provide the plot as a custom-build plot (i.e. where the developer designs and builds to the buyer's design and specifications) they would receive a payment for the land, the costs of construction and the price paid would incorporate the developer's return. The impact on viability is therefore the balance between the profit foregone and the receipt for the serviced plot.

10.72 As set out in Chapter 7 above, the developer's return is calculated as 17.5% of the GDV. This varies from site to site but is typically between £30,000/unit and £35,000/unit sold – that is to say the analysis assumes the profit for the developer is about £32,500/unit.

10.73 As set out in Chapter 6 above, a review of development plots currently on the market has been undertaken. The minimum asking price is £125,000/ha, although the sample size is small. A review of plots in the wider area suggest that small infill plots are generally around £100,000, but can be less than this at around £75,000. Plots that are not in the 'estate housing' situation, mostly being larger single plots ban be many times this.

10.74 The modelling in the Viability Assessment is based on 30 / 40 units per net ha with allowance for open space. On this basis, a self-build plot is likely to be about 0.03ha or so. A plot price of £100,000 would give to a land value of over £3,000,000/ha[59]. This is substantially above the BLV and allows plenty of scope for the services to be laid on to the plot or plots. It is also well above the developer's return of £32,500 or so that would be forgone from developing the unit.

10.75 Based on the above analysis it is unlikely that a requirement for self-build plots will adversely impact on viability.

**Commuted Sums**

10.76 HBC's preference is for affordable housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2019 NPPF that says:

> *Where a need for affordable housing is identified, planning policies should specify the type of affordable housing required, and expect it to be met on-site unless:*
>
> *a) off-site provision or an appropriate financial contribution in lieu can be robustly justified; and*
>
> *b) the agreed approach contributes to the objective of creating mixed and balanced communities.*
>
> *Paragraph 62, 2019 NPPF*

10.77 It is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106

[59] It is not suggested that estate housing generates values of this level – this is the level based on values of small building sites for sale more widely.

negotiations if details of a payment had to be developed from first principles on each occasion. The analysis provides a basis on which it would be possible to formulate appropriate arrangements for calculating the commuted sum. Across the country different councils have taken different approaches, sometimes calculating contributions on a site by site basis, other times setting out a predetermined 'commuted sum'.

*Review of plan policy formulae*

10.78 Some time ago we researched the nature of commuted sum formulations in then approved or emerging local planning policies. Whilst some relied on generalities, the vast majority which had developed a specific formula, had used one which derived from the Housing Corporation's[60] Total Cost Indicator (TCI) system. This system was designed to provide cost discipline, so as to ensure that affordable housing was procured by Registered Social Landlords on terms which produced value for money for the public subsidy, Social Housing Grant (SHG), which had been the normal funding basis through which it was provided.

10.79 Given that this was its purpose, the TCI was useful in providing a basis for calculating commuted sums. It was designed to provide cost guidance specifically related to each local council area; contained such guidance for each of a large number of different dwelling size bands; and was updated through indexing and readjustment each year, so remained current.

10.80 Unfortunately, the Housing Corporation replaced the TCI system with an approach which does not provide these benefits. This reflected, to some extent, the move towards a more targeted use of SHG and a greater reliance on developer subsidy. However, from the viewpoint of commuted sum formulation, the change is, in some respects, to be regretted.

*Alternative approach*

10.81 We have adopted an approach to the calculation of the developer contribution, utilising the site viability analysis. It is based upon the contribution that the developer would have made if an on-site affordable contribution were delivered.

10.82 The calculation works as follows:

a. Estimate the value of the site with 100% market housing.

b. Estimate the Residual Value of the site with the target level (i.e. the 25%) of affordable housing.

[60] The Housing Corporation was the non-departmental public body that funded new affordable housing and regulated housing associations in England. It was abolished in 2008 with its responsibilities being split between the Homes and Communities Agency and the Tenant Services Authority. In January 2018 Homes and Communities Agency was replaced by Homes England and Regulator of Social Housing.

10.83 The difference between (a) and (b) is the reduction in site value due to the affordable housing policy contribution. This is set out in the following table:

**Table 10.13 Affordable Housing Contribution: Calculations**

| | | | | Units | | Residual Value (£) | | Difference | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | Market | Affordable | 0% Affordable | 25% Affordable | Site | Per Affordable Unit |
| Site 1 | North Widnes | Widnes | Green | 382 | 96 | 11,147,898 | 7,696,430 | 3,451,468 | 36,141 |
| Site 2 | North East Widnes | Widnes | Green | 818 | 205 | 22,005,291 | 15,074,084 | 6,931,207 | 33,893 |
| Site 3 | North West Widnes | Widnes | Green | 440 | 110 | 12,921,391 | 8,877,022 | 4,044,370 | 36,767 |
| Site 4 | Halebank | Widnes | Green | 590 | 148 | 16,685,422 | 11,459,740 | 5,225,682 | 35,428 |
| Site 5 | Wharford Farm | Runcorn | Green | 817 | 204 | 21,975,073 | 15,056,504 | 6,918,569 | 33,873 |
| Site 6 | Land between The Office V | Runcorn | Green | 411 | 103 | 12,094,294 | 8,308,770 | 3,785,523 | 36,842 |
| Site 7 | Preston on the Hill | Runcorn | Green | 316 | 79 | 9,388,019 | 6,459,538 | 2,928,481 | 37,069 |
| Site 8 | Large Greenfield 300 | Halton | Green | 300 | 75 | 8,961,299 | 6,175,835 | 2,785,464 | 37,140 |
| Site 9 | Large Greenfield 150 | Halton | Green | 150 | 38 | 3,922,833 | 2,571,777 | 1,351,055 | 36,028 |
| Site 10 | Large Greenfield 75 | Halton | Green | 75 | 19 | 2,001,793 | 1,299,907 | 701,885 | 37,434 |
| Site 11 | Medium Greenfield 40 | Halton | Green | 40 | 10 | 992,480 | 642,689 | 349,791 | 34,979 |
| Site 12 | Medium Greenfield 20 | Halton | Green | 20 | 5 | 466,387 | 293,264 | 173,124 | 34,625 |
| Site 13 | Medium Greenfield 12 | Halton | Green | 12 | 3 | 345,162 | 232,835 | 112,327 | 37,442 |
| Site 14 | Small Greenfield 7 | Halton | Green | 7 | 2 | | | | |
| Site 15 | Small Greenfield 3 | Halton | Green | 3 | 1 | | | | |
| Site 16 | Green Plot | Halton | Green | 1 | 0 | | | | |
| Site 17 | Large Brownfield 300 | Halton | Brown | 300 | 75 | 4,741,379 | 2,695,761 | 2,045,618 | 27,275 |
| Site 18 | Large Brownfield 150 | Halton | Brown | 150 | 38 | 1,762,117 | 790,482 | 971,635 | 25,910 |
| Site 19 | Large Brownfield 75 | Halton | Brown | 75 | 19 | 888,508 | 377,957 | 510,551 | 27,229 |
| Site 20 | Medium Brownfield 40 | Halton | Brown | 40 | 10 | -10,372 | -172,764 | 162,392 | 16,239 |
| Site 21 | Medium Brownfield 20 | Halton | Brown | 20 | 5 | -43,472 | -122,990 | 79,518 | 15,904 |
| Site 22 | Medium Brownfield 12 | Halton | Brown | 12 | 3 | 34,109 | -20,201 | 54,311 | 18,104 |
| Site 23 | Small Brownfield 7 | Halton | Brown | 7 | 2 | | | | |
| Site 24 | Small Brownfield 3 | Halton | Brown | 3 | 1 | | | | |
| Site 25 | Urban Flats | Halton | Brown | 60 | 15 | | | | |

Source: HDH (May 2019)

10.84 Taking the appraisal for Site 10, as an example, the Residual Value with no affordable housing is £2,001,793 and the Residual Value for the site with £25% affordable housing is £1,299,907.

The difference is £701,885, which equates to £37,500 for each affordable unit not provided on site.

10.85 The calculated contributions in the tables above vary, but the average is about £31,500/unit.

*Suggested guidance*

10.86 Paragraph 62 of the 2018 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to HBC. The first is to work to a published 'standard commuted sum payment'. If HBC were to take this option, we would recommend a £31,500/unit payment per affordable unit not delivered on-site.

10.87 HBC is currently preparing a new Local Plan. This document will be long lived and is likely to be in place across several economic cycles. We would therefore recommend that the Council prepares separate guidance setting out the amount of the payment, to allow a simple review should viability change.

10.88 Alternatively, HBC may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units – the difference being the commuted sum.

**Impact of Change in Values and Costs**

10.89 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 10.08% over the next 3 years[61]. We have tested a scenario with this increase in build costs.

10.90 As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have tested four price change scenarios, minus 10% and 5%, and plus 10% and 5%. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered. The analysis in the following table is based on the recommended affordable housing targets.

[61] See Table 1.1 (Page 7) of in *Quarterly Review of Building Prices*

## Table 10.14 Impact of Price and Cost Change

| | | | EUV | BLV | Residual Value | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | BCIS | +15% | +10% | +5% | | | -15% | -10% | -5% | 0% | +5% | +10% | +15% |
| | | | | Value | | | | | | | | | | | | |
| Site 1 | North Widnes | Widnes | 22,500 | 420,000 | 157,066 | 259,972 | 362,175 | | | 105,229 | 225,136 | 344,474 | **461,655** | 578,836 | 696,069 | 813,250 |
| Site 2 | North East Widnes | Widnes | 22,500 | 420,000 | 135,626 | 233,894 | 330,559 | | | 88,040 | 201,864 | 314,161 | **425,288** | 536,415 | 647,369 | 756,824 |
| Site 3 | North West Widnes | Widnes | 22,500 | 420,000 | 154,479 | 257,887 | 360,462 | | | 102,004 | 223,086 | 342,615 | **462,100** | 581,630 | 701,115 | 820,600 |
| Site 4 | Halebank | Widnes | 22,500 | 420,000 | 145,318 | 247,028 | 347,521 | | | 95,387 | 213,430 | 330,315 | **445,584** | 560,854 | 676,124 | 791,393 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 420,000 | 123,473 | 212,709 | 300,512 | | | 80,230 | 183,602 | 285,631 | **386,557** | 487,483 | 588,296 | 687,708 |
| Site 6 | Land between The Office Villa | Runcorn | 22,500 | 420,000 | 156,969 | 264,923 | 370,498 | | | 103,139 | 229,087 | 352,090 | **475,094** | 598,097 | 721,100 | 844,103 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 420,000 | 165,976 | 274,804 | 382,953 | | | 110,132 | 237,826 | 363,977 | **490,063** | 615,886 | 739,824 | 863,698 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 420,000 | 148,417 | 269,479 | 387,454 | | | 101,867 | 238,236 | 371,336 | **504,360** | 637,384 | 770,484 | 902,088 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 420,000 | 50,238 | 173,817 | 297,395 | | | 15,882 | 151,232 | 285,568 | **420,057** | 554,546 | 689,035 | 823,371 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 420,000 | 43,803 | 192,395 | 339,370 | | | 6,504 | 168,342 | 326,820 | **485,299** | 643,777 | 802,255 | 961,083 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 420,000 | -228 | 173,044 | 340,651 | | | -40,658 | 146,357 | 327,313 | **506,117** | 684,922 | 864,462 | 1,043,266 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 420,000 | -64,411 | 112,651 | 290,199 | | | -95,799 | 92,755 | 280,442 | **461,890** | 641,633 | 821,376 | 999,647 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 420,000 | 95,526 | 279,504 | 462,501 | | | 42,386 | 243,179 | 443,366 | **640,297** | 835,600 | 1,027,009 | 1,218,419 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 420,000 | 871,694 | 1,073,620 | 1,271,825 | | | 629,367 | 911,325 | 1,195,089 | **1,468,089** | 1,741,089 | 2,014,088 | 2,291,361 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 420,000 | 120,099 | 425,647 | 731,195 | | | -59,421 | 299,431 | 668,087 | **1,036,743** | 1,395,596 | 1,759,170 | 2,111,121 |
| Site 16 | Green Plot | Halton | 50,000 | 420,000 | 77,799 | 307,249 | 536,698 | | | -62,590 | 213,656 | 489,901 | **766,147** | 1,042,392 | 1,318,638 | 1,594,884 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | -39,995 | 144,566 | 325,541 | | | -144,325 | 79,833 | 292,390 | **500,298** | 707,142 | 913,888 | 1,120,732 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | -214,832 | 5,560 | 217,973 | | | -309,425 | -55,820 | 187,932 | **426,721** | 665,734 | 904,523 | 1,143,311 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | -234,271 | -6,658 | 215,339 | | | -330,658 | -69,062 | 184,698 | **430,521** | 676,793 | 922,616 | 1,168,888 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -807,908 | -537,180 | -267,547 | | | -840,782 | -558,463 | -279,149 | -6,531 | 263,022 | 522,335 | 780,701 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -897,837 | -623,309 | -348,781 | | | -915,327 | -636,954 | -356,596 | -82,074 | 190,000 | 459,030 | 719,715 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -752,031 | -451,860 | -156,440 | | | -805,967 | -489,043 | -175,932 | 135,262 | 442,780 | 746,687 | 1,048,689 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -911,521 | -620,208 | -328,896 | | | -933,428 | -636,774 | -334,237 | -45,477 | 248,184 | 535,963 | 829,623 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -991,224 | -720,299 | -449,374 | | | -987,734 | -726,687 | -452,568 | -181,523 | 84,554 | 350,630 | 603,635 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,837,944 | -1,532,338 | -1,226,830 | | | -1,737,750 | -1,464,021 | -1,193,162 | -921,321 | -653,829 | -387,015 | -125,556 |

Source: HDH (May 2019)

10.91 The analysis demonstrates that the results are sensitive to relativity small changes in value and build costs.

*Review*

10.92 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 HBC's wish to develop housing, and the requirements to fund infrastructure, it is recommended that HBC 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.

10.93 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.*
>
> *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.*
>
> *PPG 10-009-20180724*

10.94 The above results indicate that a very small improvement in house prices can make a significant impact on the Residual Value. It is recommended that where policy requirements are relaxed at the development stage that the Council seeks a viability review. It is important to note that this requirement can have an impact on a developer's ability to plan. It is not recommended that such reviews would take place less than 2 years apart or apply to sites of fewer than 200 units.

**Older People's Housing**

10.95 As well as mainstream housing, we have considered the sheltered and extracare sectors separately. Appraisals were run for a range of affordable housing requirements. The results of these are summarised as follows. In each case allowance has been made for a s106 developer contribution of £25,000 (across the whole site). CIL is assumed to apply. The full appraisals are set out in **Appendix 12** below:

| Table 10.15 Older People's Housing (Sheltered), Appraisal Results (£/ha) | | | | | |
|---|---|---|---|---|---|
| | | Affordable % | EUV | BLV | Residual Value |
| Site 2 | Green | 0% | 22,500 | 420,000 | -2,996,448 |
| Site 3 | Green | 5% | 22,500 | 420,000 | -3,112,862 |
| Site 4 | Green | 10% | 22,500 | 420,000 | -3,231,247 |
| Site 5 | Green | 15% | 22,500 | 420,000 | -3,349,632 |
| Site 6 | Green | 20% | 22,500 | 420,000 | -3,466,046 |
| Site 7 | Green | 25% | 22,500 | 420,000 | -3,584,430 |
| Site 14 | Brown | 0% | 350,000 | 420,000 | -4,145,340 |
| Site 15 | Brown | 5% | 350,000 | 420,000 | -4,262,701 |
| Site 16 | Brown | 10% | 350,000 | 420,000 | -4,381,827 |
| Site 17 | Brown | 15% | 350,000 | 420,000 | -4,499,149 |
| Site 18 | Brown | 20% | 350,000 | 420,000 | -4,618,442 |
| Site 19 | Brown | 25% | 350,000 | 420,000 | -4,735,764 |

Source: HDH (April 2019)

| Table 10.16 Older People's Housing (Extracare), Appraisal Results (£/ha) | | | | | |
|---|---|---|---|---|---|
| | | Affordable % | EUV | BLV | Residual Value |
| Site 2 | Green | 0% | 22,500 | 420,000 | -6,316,434 |
| Site 3 | Green | 5% | 22,500 | 420,000 | -6,493,312 |
| Site 4 | Green | 10% | 22,500 | 420,000 | -6,668,220 |
| Site 5 | Green | 15% | 22,500 | 420,000 | -6,845,098 |
| Site 6 | Green | 20% | 22,500 | 420,000 | -7,020,006 |
| Site 7 | Green | 25% | 22,500 | 420,000 | -7,196,884 |
| Site 14 | Brown | 0% | 350,000 | 420,000 | -7,900,894 |
| Site 15 | Brown | 5% | 350,000 | 420,000 | -8,075,802 |
| Site 16 | Brown | 10% | 350,000 | 420,000 | -8,252,680 |
| Site 17 | Brown | 15% | 350,000 | 420,000 | -8,427,588 |
| Site 18 | Brown | 20% | 350,000 | 420,000 | -8,604,466 |
| Site 19 | Brown | 25% | 350,000 | 420,000 | -8,781,344 |

Source: HDH (April 2019)

10.96 This analysis suggests that specialist older peoples housing is not able to bear affordable housing.

10.97 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 considered necessary to develop a specific policy for extracare housing.

# 11. Non-Residential Appraisals

11.1 Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types.

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 When testing the non-residential development types, we have not run multiple sets of appraisals for different levels of policy requirement as HBC does not seek to impose layers of policy requirements on these types of development.

11.5 As set out above, for each development type the Residual Value is calculated. The results are set out and presented for each site, 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 per hectare. 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.

## Employment Uses

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

**Employment Uses – Greenfield Sites**

| | | | Offices - Central | Offices - Park | Larger Industrial | Smaller Industrial | Distribution |
|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 2,000 | 2,000 | 4,000 | 400 | 4,000 |
| | £/m2 | | 2,750 | 2,750 | 1,220 | 1,220 | 1,185 |
| | **Capital Value** | | **4,950,000** | **4,950,000** | **4,636,000** | **488,000** | **4,740,000** |
| | Buyers Costs | 4.50% | 222,750 | 222,750 | 208,620 | 21,960 | 213,300 |
| | **Capital Value** | | **4,727,250** | **4,727,250** | **4,427,380** | **466,040** | **4,526,700** |
| | | | | | | | 0 |
| Costs | Land Used | Coverage | 300% | 50% | 40% | 40% | 35% |
| | | ha | 0.067 | 0.400 | 1.000 | 0.100 | 1.143 |
| | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| | | Uplift £/ha | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 |
| | | 20.00% | 0 | 0 | 0 | 0 | 0 |
| | | **Site Cost** | **28,000** | **168,000** | **420,000** | **42,000** | **480,000** |
| | | | | | | | |
| | Stamp Duty (on VT) | 4.00% | 1,120 | 6,720 | 16,800 | 1,680 | 19,200 |
| | Acquisition | 1.50% | 420 | 2,520 | 6,300 | 630 | 7,200 |
| | | | | | | | |
| | Strategic Promotion | | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | | | | | | | |
| | Construction | /m2 | 1,623 | 1,623 | 807 | 1,039 | 691 |
| | | £ | 3,246,000 | 3,246,000 | 3,228,000 | 415,600 | 2,764,000 |
| | Infrastructure | 15.00% | 486,900 | 486,900 | 484,200 | 62,340 | 414,600 |
| | Abnormals | 5.00% | 0 | 0 | 0 | 0 | 0 |
| | Fees | 8.00% | 298,632 | 298,632 | 296,976 | 38,235 | 254,288 |
| | S106 | | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 93,323 | 93,323 | 92,805 | 11,949 | 79,465 |
| | | | | | | | 0 |
| | Finance Costs | | 200,000 | 200,000 | 300,000 | 100,000 | 100,000 |
| | Sales | 2.50% | 61,875 | 61,875 | 57,950 | 6,100 | 59,250 |
| | Misc. Financial | | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | | | | | | | |
| | **Subtotal** | | **4,408,270** | **4,415,970** | **4,503,031** | **656,534** | **3,718,003** |
| | | | | | | | |
| | Interest | 6.00% | 132,248 | 132,479 | 135,091 | 19,696 | 111,540 |
| | Profit % GDV | 15.00% | 709,088 | 709,088 | 664,107 | 69,906 | 679,005 |
| | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | **COSTS** | | **5,249,605** | **5,257,536** | **5,302,229** | **746,136** | **4,508,548** |
| | | | | | | | |
| **Residual Land Worth** | | **Site** | **-522,355** | **-530,286** | **-874,849** | **-280,096** | **18,152** |
| | | | | | | | |
| | Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| | Viability Threshold | £/ha | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 |
| | Residual Value | £/ha | -7,835,326 | -1,325,715 | -874,849 | -2,800,957 | 15,883 |

Source: (April 2019)

**Table 11.2 Appraisal Results showing Approximate Residual Value**

**Employment Uses – Brownfield Sites**

| | | | Offices - Central | Offices - Park | Larger Industrial | Smaller Industrial | Distribution |
|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 2,000 | 2,000 | 4,000 | 400 | 4,000 |
| | £/m2 | | 2,750 | 2,750 | 1,220 | 1,220 | 1,185 |
| | **Capital Value** | | **4,950,000** | **4,950,000** | **4,636,000** | **488,000** | **4,740,000** |
| | Buyers Costs | 4.50% | 222,750 | 222,750 | 208,620 | 21,960 | 213,300 |
| | **Capital Value** | | **4,727,250** | **4,727,250** | **4,427,380** | **466,040** | **4,526,700** |
| | | | | | | | |
| Costs | Land Used | Coverage | 300% | 50% | 40% | 40% | 35% |
| | | ha | 0.067 | 0.400 | 1.000 | 0.100 | 1.143 |
| | | £/ha | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 |
| | | Uplift £/ha | 0 | 0 | 0 | 0 | 0 |
| | | 20.00% | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 |
| | | **Site Cost** | **28,000** | **168,000** | **420,000** | **42,000** | **480,000** |
| | | | | | | | |
| | Stamp Duty (on VT) | 4.00% | 1,120 | 6,720 | 16,800 | 1,680 | 19,200 |
| | Acquisition | 1.50% | 420 | 2,520 | 6,300 | 630 | 7,200 |
| | | | | | | | |
| | Strategic Promotion | | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | | | | | | | |
| | Construction | /m2 | 1,623 | 1,623 | 807 | 1,039 | 691 |
| | | £ | 3,246,000 | 3,246,000 | 3,228,000 | 415,600 | 2,764,000 |
| | Infrastructure | 15.00% | 486,900 | 486,900 | 484,200 | 62,340 | 414,600 |
| | Abnormals | 5.00% | 0 | 0 | 0 | 0 | 0 |
| | Fees | 8.00% | 298,632 | 298,632 | 296,976 | 38,235 | 254,288 |
| | S106 | | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 93,323 | 93,323 | 92,805 | 11,949 | 79,465 |
| | | | | | | | |
| | Finance Costs | | 200,000 | 200,000 | 300,000 | 100,000 | 100,000 |
| | Sales | 2.50% | 61,875 | 61,875 | 57,950 | 6,100 | 59,250 |
| | Misc. Financial | | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | | | | | | | |
| | **Subtotal** | | **4,408,270** | **4,415,970** | **4,503,031** | **656,534** | **3,718,003** |
| | | | | | | | |
| | Interest | 6.00% | 132,248 | 132,479 | 135,091 | 19,696 | 111,540 |
| | Profit % GDV | 15.00% | 709,088 | 709,088 | 664,107 | 69,906 | 679,005 |
| | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | **COSTS** | | **5,249,605** | **5,257,536** | **5,302,229** | **746,136** | **4,508,548** |
| | | | | | | | |
| **Residual Land Worth** | | **Site** | **-522,355** | **-530,286** | **-874,849** | **-280,096** | **18,152** |
| | | | | | | | |
| | Existing Use Value | £/ha | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 |
| | Viability Threshold | £/ha | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 |
| | Residual Value | £/ha | -7,835,326 | -1,325,715 | -874,849 | -2,800,957 | 15,883 |

Source: (April 2019)

11.6 To a large extent the above results are reflective of the current market in the HBC area and more widely. Office and industrial development are shown as being unviable, however this is not just a Halton issue – a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward), it tends to be for operational

reasons – rather than to make a return through property development in itself, or on sites that have been enabled through external subsidy or funding.

11.7 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in HBC is 'user-led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.

11.8 It is clear that non-residential development is challenging in the current market, but it is improving. The Council should be cautious in relation to setting policy requirements for employment uses that would unduly impact on viability.

## Retail Uses

**Table 11.3 Appraisal Results showing Approximate Residual Value**

**Retail Uses – Greenfield Sites**

| | | | Prime Retail | Secondary Retail | Supermarket | Smaller Supermarket | Retail Warehouse |
|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 150 | 150 | 4,000 | 1,200 | 4,000 |
| | £/m2 | | 2,300 | 1,067 | 4,545 | 3,636 | 2,940 |
| | **Capital Value** | | **345,000** | **160,050** | **18,180,000** | **4,363,200** | **11,760,000** |
| | Buyers Costs | 4.50% | 15,525 | 7,202 | 818,100 | 196,344 | 529,200 |
| | **Capital Value** | | **329,475** | **152,848** | **17,361,900** | **4,166,856** | **11,230,800** |
| | | | | | | | 0 |
| Costs | Land Used | Coverage | 80% | 80% | 30% | 40% | 50% |
| | | ha | 0.019 | 0.019 | 1.333 | 0.300 | 0.800 |
| | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| | | Uplift £/ha | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 |
| | | 20.00% | 0 | 0 | 0 | 0 | 0 |
| | | **Site Cost** | **7,875** | **7,875** | **560,000** | **126,000** | **336,000** |
| | | | | | | | **0** |
| | Stamp Duty (on VT) | 4.00% | 315 | 315 | 22,400 | 5,040 | 13,440 |
| | Acquisition | 1.50% | 118 | 118 | 8,400 | 1,890 | 5,040 |
| | | | | | | | 0 |
| | Strategic Promotion | | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | | | | | | | 0 |
| | Construction | /m2 | 1,001 | 1,001 | 1,356 | 1,356 | 732 |
| | | £ | 150,150 | 150,150 | 5,424,000 | 1,627,200 | 2,928,000 |
| | Infrastructure | 15.00% | 22,523 | 22,523 | 813,600 | 244,080 | 439,200 |
| | Abnormals | 5.00% | 0 | 0 | 0 | 0 | 0 |
| | Fees | 8.00% | 13,814 | 13,814 | 499,008 | 149,702 | 269,376 |
| | S106 | | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 4,317 | 4,317 | 155,940 | 46,782 | 84,180 |
| | | | | | | | 0 |
| | Finance Costs | | 300,000 | 100,000 | 200,000 | 25,000 | 25,000 |
| | Sales | 2.50% | 4,313 | 2,001 | 227,250 | 54,540 | 147,000 |
| | Misc. Financial | | 10,000 | 25,000 | 25,000 | 25,000 | 25,000 |
| | | | | | | | 0 |
| | **Subtotal** | | **515,549** | **328,237** | **7,385,598** | **2,189,234** | **3,946,236** |
| | | | | | | | 0 |
| | Interest | 6.00% | 15,466 | 9,847 | 221,568 | 65,677 | 118,387 |
| | Profit % GDV | 15.00% | 49,421 | 22,927 | 2,604,285 | 625,028 | 1,684,620 |
| | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | **COSTS** | | **580,436** | **361,011** | **10,211,451** | **2,879,940** | **5,749,243** |
| | | | | | | | **0** |
| **Residual Land Worth** | | **Site** | **-250,961** | **-208,163** | **7,150,449** | **1,286,916** | **5,481,557** |
| | | | | | | | 0 |
| | Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| | Viability Threshold | £/ha | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 |
| | Residual Value | £/ha | -13,384,611 | -11,102,047 | 5,362,837 | 4,289,721 | 6,851,946 |

Source: (April 2019)

**Table 11.4 Appraisal Results showing Approximate Residual Value**

**Retail Uses – Brownfield Sites**

| | | | Prime Retail | Secondary Retail | Supermarket | Smaller Supermarket | Retail Warehouse |
|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 150 | 150 | 4,000 | 1,200 | 4,000 |
| | £/m2 | | 2,300 | 1,067 | 4,545 | 3,636 | 2,940 |
| | **Capital Value** | | **345,000** | **160,050** | **18,180,000** | **4,363,200** | **11,760,000** |
| | Buyers Costs | 4.50% | 15,525 | 7,202 | 818,100 | 196,344 | 529,200 |
| | **Capital Value** | | **329,475** | **152,848** | **17,361,900** | **4,166,856** | **11,230,800** |
| | | | | | | | 0 |
| Costs | Land Used | Coverage | 80% | 80% | 30% | 40% | 50% |
| | | ha | 0.019 | 0.019 | 1.333 | 0.300 | 0.800 |
| | | £/ha | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 |
| | | Uplift £/ha | 0 | 0 | 0 | 0 | 0 |
| | | 20.00% | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 |
| | | **Site Cost** | **7,875** | **7,875** | **560,000** | **126,000** | **336,000** |
| | | | | | | | **0** |
| | Stamp Duty (on VT) | 4.00% | 315 | 315 | 22,400 | 5,040 | 13,440 |
| | Acquisition | 1.50% | 118 | 118 | 8,400 | 1,890 | 5,040 |
| | | | | | | | 0 |
| | Strategic Promotion | | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | | | | | | | 0 |
| | Construction | /m2 | 1,001 | 1,001 | 1,356 | 1,356 | 732 |
| | | £ | 150,150 | 150,150 | 5,424,000 | 1,627,200 | 2,928,000 |
| | Infrastructure | 15.00% | 22,523 | 22,523 | 813,600 | 244,080 | 439,200 |
| | Abnormals | 5.00% | 0 | 0 | 0 | 0 | 0 |
| | Fees | 8.00% | 13,814 | 13,814 | 499,008 | 149,702 | 269,376 |
| | S106 | | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 4,317 | 4,317 | 155,940 | 46,782 | 84,180 |
| | | | | | | | 0 |
| | Finance Costs | | 300,000 | 100,000 | 200,000 | 25,000 | 25,000 |
| | Sales | 2.50% | 4,313 | 2,001 | 227,250 | 54,540 | 147,000 |
| | Misc. Financial | | 10,000 | 25,000 | 25,000 | 25,000 | 25,000 |
| | | | | | | | 0 |
| | **Subtotal** | | **515,549** | **328,237** | **7,385,598** | **2,189,234** | **3,946,236** |
| | | | | | | | 0 |
| | Interest | 6.00% | 15,466 | 9,847 | 221,568 | 65,677 | 118,387 |
| | Profit % GDV | 15.00% | 49,421 | 22,927 | 2,604,285 | 625,028 | 1,684,620 |
| | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | **COSTS** | | **580,436** | **361,011** | **10,211,451** | **2,879,940** | **5,749,243** |
| | | | | | | | **0** |
| **Residual Land Worth** | | **Site** | **-250,961** | **-208,163** | **7,150,449** | **1,286,916** | **5,481,557** |
| | | | | | | | 0 |
| | Existing Use Value | £/ha | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 |
| | Viability Threshold | £/ha | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 |
| | Residual Value | £/ha | -13,384,611 | -11,102,047 | 5,362,837 | 4,289,721 | 6,851,946 |

Source: (April 2019)

11.9 The larger format retail development is shown as viable, on both greenfield sites and brownfield sites, with the Residual Value exceeding the BLV by a substantial margin (indicating the ability to make developer contributions). The Plan supports the development of retail uses in the city, town, district and local centres, but there are limited remaining opportunities within these centres beyond those being currently pursued.

### Conclusions

11.10 This opportunity is taken to stress again that the results, in themselves, do not determine policy. The consequences of these results are discussed in Chapter 12.

# 12. Findings and Recommendations

12.1 This chapter provides a non-technical summary of the overall assessment that can be read on a standalone basis. Having said this, a viability assessment of this type is, by its very nature, a technical document that is prepared to address the very specific requirements of national planning policy. As this is a summary chapter, some of the content of earlier chapters is repeated.

12.2 This Viability Assessment sets out the methodology used, the key assumptions adopted, and the results. It has been prepared to assist the Council with the assessment of the viability of the emerging Local Plan. The 2019 National Planning Policy Framework (2019 NPPF), the updated Planning Practice Guidance (July 2018) (PPG) and the Harman Viability Guidance require stakeholder engagement – particularly with members of the development industry. Consultation has taken place and, whilst there was not universal agreement, a broad consensus was achieved.

**Compliance** [Chapter 1]

12.3 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors. As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. For the purpose of this study there are two principle pieces of relevant guidance, being the *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* and *Financial Viability in planning (1st edition), RICS guidance note 2012*.

12.4 Reference is made to *Financial Viability in planning (1st edition), RICS guidance note 2012.* This is currently subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (July 2018) so relatively little weight is given to this. *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* is in draft, however, in line with best practice, this opportunity is taken to confirm the guidance has been followed as far as it is consistent with the PPG.

**Viability Testing under the 2019 NPPF and Updated PPG (July 2018)** [Chapter 2]

12.5 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF. The overall requirement (as set out at PPG 10-001-20180724) 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 ...*'.

12.6 This Viability Assessment takes a proportionate approach, building on the Council's existing available evidence, and considers the effect of the local and national policies that will apply to new development.

12.7 The PPG sets out that 'drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers'. This report informs that process and has included a consultation with the development industry, and refinement of policy with the Council.

12.8 This study is based on typologies are representative of the sites to be allocated in the new Local Plan In addition, the emerging Strategic Sites have been modelled separately at they are key to the delivery of the Plan.

12.9 The updated PPG sets out that viability should be tested using the Existing Use Value Plus (EUV+) approach:

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

12.10 The updated PPG is much clearer than the old PPG on this – saying (at PPG 10-014-20190509) that the landowner's premium should '*... be informed by market evidence including current uses, costs and values wherever possible. Where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. ...*'.

12.11 Research has been undertaken into the price paid for land with a recent, policy compliant planning consent (there is very little). We have used a Benchmark Land Value (BLV), of EUV plus 20% on brownfield sites. On greenfield sites, a BLV based on an EUV plus £397,000/ha is used. The BLV is the amount the Residual Value must exceed for the development to be considered viable.

**CIL Economic Viability Assessment** **[Chapter 2]**

12.12 The CIL Regulations are broad, so it is necessary to have regard to the CIL Regulations and CIL Guidance (which is contained within the PPG) when considering the delivery of the development set out in the emerging plan as well as when specifically considering CIL. 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:

> *the proposed rate or rates are informed by and consistent with the evidence on economic viability across the charging authority's area; and .... evidence has been provided that shows the proposed rate or rates would not undermine the deliverability of the plan (for England, see National Planning Policy Framework paragraph 34)*
>
> *PPG 25-038-20190315*

12.13 This study has drawn on the existing available evidence where available. In due course, this study will form one part of the evidence that the Council may use to review CIL. The Council will also consider other 'existing available evidence', the comments of stakeholders and wider priorities. The NPPF, PPG and the Harman Guidance, as referred to below, recommend that

the development and consideration of a CIL rate should be undertaken as part of the same exercise as the development of the Local Plan, which is what the Council is doing.

**Viability Guidance** [Chapter 3]

12.14 There is no specific technical guidance on how to test the viability in the 2019 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 *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012 (known as the **Harman Guidance**). This contains the following definition:

12.15 In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology, that is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the market value of the land both with and without the benefit of planning.

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

**Gross Development Value**
(The combined value of the complete development)

LESS

**Cost of creating the asset, including a profit margin**
(Construction + fees + finance charges)

=

**RESIDUAL VALUE**

12.17 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.

12.18 The PPG and the CIL Guidance require stakeholder engagement. A consultation event was held on the 8th April 2019. The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. There was not be agreement on all points although there was a broad consensus on most matters.

**Viability Process** [Chapter 3]

12.19 The assessment of viability as required under the 2019 NPPF and the CIL Regulations is a quantitative and qualitative process. The basic viability methodology involves preparing financial development appraisals for a representative range of 'typologies', and using these to assess whether development, generally, is viable. The sites were modelled based on

discussions with Council officers, the existing available evidence supplied by HBC, and on HDH's experience of development. This process ensures that the appraisals are representative of typical development in the HBC area over the plan-period.

12.20 In addition to modelling a range of representative sites, 7 specific Strategic Sites have been modelled.

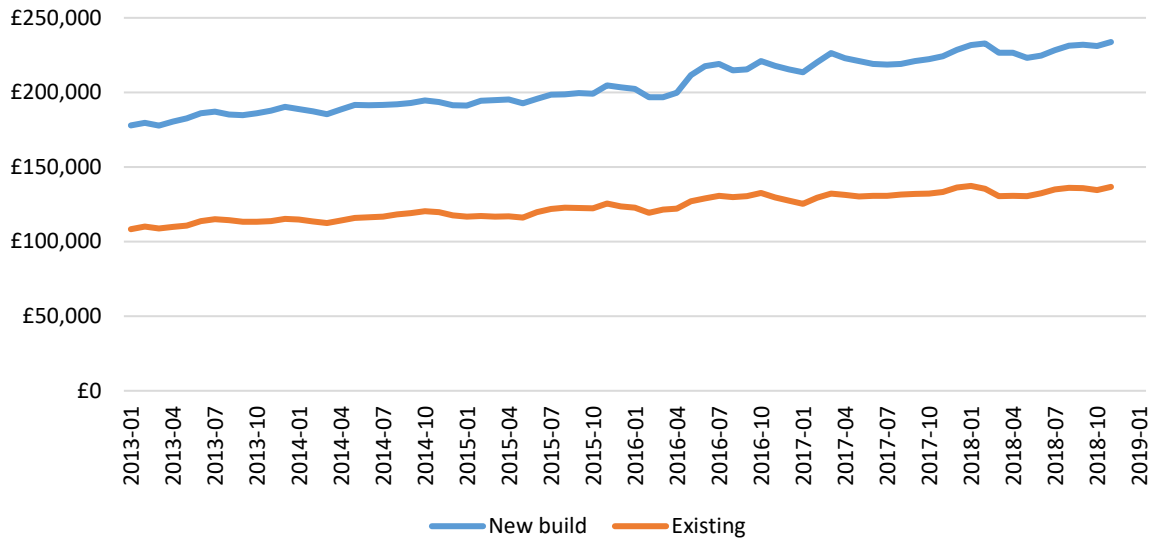
**Residential Market** [Chapter 4]

12.21 An assessment of the housing market was undertaken. The study is concerned not just with the prices but the differences across different areas.

12.22 Average house prices across England and Wales have recovered to their pre-recession peak; however, this is strongly influenced by London. Prices in London are now well in excess (nearly 40%) of the 2007/2008 peak whereas, as can be seen in the figure below, prices in the HBC are only 3% above the December 2007 peak. Across England and Wales average prices are 25% above their September 2007 peak.

12.23 Prices in the HBC area have seen a significant (28%) recovery since the bottom of the market (January 2013). A notable characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes (£233,797) is about £97,000 or 71% higher than the average price paid for existing homes (£139,634).

**Figure 12.1 Change in House Prices. Existing v Newbuild – Halton**




Source: Land Registry (March 2019)

12.24 This report is being completed after the United Kingdom voted to leave 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. Negotiations around the details of the exit are underway, so the future of trade with the EU and wider world are not yet known.

12.25 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices

*The Local Market*

12.26 A survey of asking prices across the area was carried out. In addition, recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during March 2019 was carried out.

12.27 Across the HBC area 576 newbuild home sales were recorded since the start of 2017. Each dwelling sold requires an Energy Performance Certificate (EPC). The EPC contains the floor area (the Gross Internal Area – GIA). The price paid data from the Land Registry has been married with the floor area from the EPC Register.

**Table 12.1 Average Price Paid by Year - £/m²**

| | 2017 | 2018 | 2019 | (All) |
|---|---|---|---|---|
| **Runcorn** | **£2,184** | **£2,288** | | **£2,234** |
| Detached | £2,363 | £2,446 | | £2,398 |
| Flat | £2,347 | £2,117 | | £2,170 |
| Semi-detached | £1,819 | £2,262 | | £2,001 |
| Terraced | £2,133 | £2,117 | | £2,126 |
| **Widnes** | **£2,243** | **£2,423** | **£2,278** | **£2,314** |
| Detached | £2,478 | £2,486 | | £2,482 |
| Flat | £2,009 | | | £2,009 |
| Semi-detached | £2,159 | £2,316 | £2,278 | £2,227 |
| Terraced | £2,215 | | | £2,215 |
| **All** | **£2,216** | **£2,350** | **£2,278** | **£2,274** |

Source: Land Registry and EPC Register (March 2019)

12.28 The average price paid is higher in Widnes than in Runcorn, however on a £/m$^2$ basis the average price paid is similar. The average price paid is £2,274/m$^2$. Across the Borough, flats are approximately 15% less expensive than houses. Values (of newbuild property) are very slightly (less than 2%) higher to the south of the Mersey, although this varies on very local site specific matters.

*Price Assumptions for Financial Appraisals*

12.29 Bringing together the evidence, and the comments of consultees, the following price assumptions are used:

| Table 12.2 Revised Residential Price Assumptions (£/m²) | |
|---|---|
| Larger Brownfield | £2,200 |
| Smaller Brownfield Sites | £2,000 |
| Urban Flats | £2,150 |
| Large Greenfield | £2,350 |
| Large Greenfield - Premium | £2,600 |
| Medium Greenfield | £2,300 |
| Small Greenfield | £2,600 |

Source: HDH (April 2019)

*Affordable Housing*

12.30 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 District:

a. Social Rent – a value of £1,210/m$^2$.

b. Affordable Rent – a value of £1,685/m$^2$.

c. Intermediate Products for Sale – 70% of Open Market Value.

*Older People's Housing*

12.31 Housing for older people is generally a growing sector due to the demographic changes and the aging population. This market evidence suggests that values of £2,480/m$^2$ are appropriate for Sheltered Housing and £2,600/m$^2$ are appropriate for Extracare Housing.

**Non-Residential Market** **[Chapter 5]**

12.32 In the HBC area, market conditions will broadly reflect a combination of national economic circumstances and local supply and demand factors. The following assumptions have been used:

| Table 12.3 Commercial Values £/m² 2019 | | | | | |
|---|---|---|---|---|---|
| | Rent £/m² | Yield | Rent free period | Value | Assumption |
| Offices | £258 | 6.00% | 2 | £3,832 | £2,750 |
| Industrial | £91 | 7.00% | 1 | £1,222 | £1,220 |
| Distribution | £75 | 7.00% | 1 | £1,185 | £1,185 |
| Retail - Town Centre | £215 | 8.00% | 2 | £2,307 | £2,300 |
| Retail - Secondary | £129 | 10.00% | 2 | £1,067 | £1,067 |
| Retail Warehouse | £180 | 5.50% | 2 | £2,940 | £2,940 |
| Supermarket - Large | £250 | 5.50% | | £4,545 | £4,545 |
| Supermarket - Small | £200 | 5.50% | | £3,636 | £3,636 |

Source: HDH (April 2019)

**Land Values** [Chapter 6]

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

*Existing Use Values*

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

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

| Table 12.4 Existing Use Value Land Prices £/ha | |
|---|---|
| Industrial | £350,000 |
| Agricultural | £22,500 |
| Paddock | £50,000 |

Source: HDH (April 2019)

*Benchmark Land Values*

12.36 The updated PPG makes specific reference to BLV so it is necessary to address this. In this iteration of this Viability Assessment the following BLV assumptions are made:

Brownfield Sites: Industrial EUV Plus 20%

Greenfield Sites: £420,000/ha

**Development Costs** [Chapter 7]

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

*Construction costs: baseline costs*

12.38 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Halton. The cost figure for 'Estate Housing – Generally' is £1,170/$m^2$ at the time of this study: The base modelling has been based on lower quartile costs, but the impact of using median costs has also been tested.

*Other normal development costs*

12.39 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). A scale of allowances has been developed for the residential sites, ranging from 10% of build costs for the smaller sites and flatted schemes, to 15% for the larger greenfield schemes.

*Abnormal development costs and brownfield sites*

12.40 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 (and in due course at the development management stage, in the BLV). Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of a study of this type to standardise land prices across an area.

*Fees*

12.41 For residential development we have assumed professional fees amount to 8% of build costs, for non-residential development we have also assumed professional fees amount to 8% of build costs.

*Contingencies*

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

*S106 Contributions and the costs of infrastructure*

12.43 HBC has not adopted CIL. It is assumed all the sites will contribute £2,500/unit towards strategic infrastructure and mitigation under the s106 regime.

*Financial and Other Appraisal Assumptions*

12.44 The appraisals assume 6%p.a. for debit balances. No allowance is made for any equity provided by the developer. An arrangement fee of 1% of the peak borrowing requirement is also allowed for.

12.45 The developers' return is assessed as 17.5% of the value of market housing and affordable housing and 15% of GVD in the non-residential appraisals.

12.46 A maximum, per outlet, delivery rate of 30 units per year is assumed. 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.

12.47 An allowance 2% for acquisition agents' and legal fees is assumed. Stamp duty is calculated at the prevailing rates.

12.48 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.

**Local Plan Policy Requirements** [Chapter 8]

12.49 The specific purpose of this study is to consider the cumulative impact of the policies in Halton Borough Council's emerging Local Plan. These policies are still being developed, so this report is based on the March 2019 working draft of the *Halton Local Plan 2014-2037, Delivery and Allocations Local Plan (incorporating Partial Review of the Core Strategy) - Regulation 19 - Proposed Submission Draft*. This is a working draft so does not include the final policy wordings and is subject to further changes (including any that may follow from this assessment). In due course, HBC will consider the advice set out in this report and the wider evidence to settle on a set of planning policies. The Council is carrying forward a number of policies from the *Halton Core Strategy Local Plan 2013* so these are also considered.

**Modelling** [Chapter 9]

12.50 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.

12.51 The HBC SHLAA includes just under 1,000 potential sites. Of these 145 have been assessed as being developable, and 159 as deliverable. From these the Council has selected 90 or so sites for inclusion as allocations within the Plan (some SHLAA sites are grouped into single allocations). The characteristics of these have been considered to inform the modelling

12.52 The characteristics of these have been considered to inform the modelling. Seven potential Strategic Sites have also been modelled. A range of non-residential uses are also modelled.

**Residential Appraisals** [Chapter 10]

12.53 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 developer's 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 EUV by a satisfactory margin, being the Benchmark Land Value (BLV).

*Base Appraisals – full policy requirements*

12.54 These appraisals are based on 25% affordable housing (as 74% Affordable Rent, 26% Intermediate) on sites of 10 and larger, 20% Accessible and Adaptable – Category 2, 10% Wheelchair Accessible, Water efficiency measures, car charging points and s106 contributions of £2,500/unit.

12.55 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The additional costs associated with brownfield sites are coupled with lower values within the urban areas which results in lower values on the brownfield sites.

12.56 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.

12.57 In the following table 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 with a premium, and induce them to sell the land for development as set out in Chapter 6 above.

**Table 12.5 Residual Value v Benchmark Land Value**

25% Affordable (74% Social Rent / 26% Intermediate), s106 £2,500/unit

| | | | EUV | BLV | Residual Value |
|---|---|---|---|---|---|
| Site 1 | North Widnes | Widnes | 22,500 | 472,500 | 423,346 |
| Site 2 | North East Widnes | Widnes | 22,500 | 472,500 | 389,109 |
| Site 3 | North West Widnes | Widnes | 22,500 | 472,500 | 423,118 |
| Site 4 | Halebank | Widnes | 22,500 | 472,500 | 407,965 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 472,500 | 353,688 |
| Site 6 | Land between The Office Village, Daresbury Park and Bridgewater Canal | Runcorn | 22,500 | 472,500 | 435,014 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 472,500 | 448,891 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 472,500 | 504,360 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 472,500 | 420,057 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 472,500 | 485,299 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 472,500 | 506,117 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 472,500 | 461,890 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 472,500 | 640,297 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 500,000 | 1,468,089 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 500,000 | 1,036,743 |
| Site 16 | Green Plot | Halton | 50,000 | 500,000 | 766,147 |
| Site 17 | Large Brownfield 300 | Halton | 350,000 | 420,000 | 283,055 |
| Site 18 | Large Brownfield 150 | Halton | 350,000 | 420,000 | 189,716 |
| Site 19 | Large Brownfield 75 | Halton | 350,000 | 420,000 | 181,420 |
| Site 20 | Medium Brownfield 40 | Halton | 350,000 | 420,000 | -174,924 |
| Site 21 | Medium Brownfield 20 | Halton | 350,000 | 420,000 | -249,055 |
| Site 22 | Medium Brownfield 12 | Halton | 350,000 | 420,000 | -75,755 |
| Site 23 | Small Brownfield 7 | Halton | 350,000 | 420,000 | -45,477 |
| Site 24 | Small Brownfield 3 | Halton | 350,000 | 420,000 | -181,523 |
| Site 25 | Urban Flats | Halton | 350,000 | 420,000 | -1,166,488 |

**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). **Amber Marginal** – where the Residual Value per hectare exceeds the EUV but not the BLV per hectare. 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. **Red Non-viable** – where the Residual Value does not exceed the EUV.

Source: HDH (April 2019)

12.58 On all of the Strategic Sites the Residual Value is over £335,000/ha, which is well above the EUV, but not above the BLV (where the BLV is EUV plus 20 times agricultural value). 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 and the PPG.

12.59 The Council does not have a good track record in delivering affordable housing from market led housing schemes and these results are consistent with that experience from Development Management.

12.60 In the smaller greenfield sites that are below the affordable housing target the Residual Value is well above the BLV. This is consistent with the experience on the ground where small sites are coming forward, and should not be seen as surprising as the Council's policy requirements are very modest.

12.61 On the brownfield sites the Residual Value is less than the BLV, and less than the EUV, indicating that some brownfield sites may not be deliverable on the basis assessed.

12.62 In the above analysis the BLV is as set out towards then end of Chapter 6 above. There was not a general agreement as to what level the BLV should be set for greenfield sites, this is considered further below.

*Affordable Housing*

12.63 The currently proposed affordable housing target is 25%. A range of requirements have been tested. As the level of affordable housing increases the Residual Value decreases. A 5% reduction in affordable housing results in an increase in the Residual Value of about £35,000/ha on the larger greenfield sites, and an increase of £50,000/ha on the smaller greenfield sites (as they have less openspace).

12.64 With very low levels of affordable housing the Residual Value on the brownfield sites does rise above the EUV in some cases. Such sites are coming forward as market housing schemes, without affordable housing. With affordable housing requirements of between 10% and 20% most greenfield sites are shown as being viable.

12.65 The above analysis assumes a site size threshold of 10 units, so as to be in line with the 2019 NPPF. The evidence does not support a different (for example higher) threshold.

12.66 The results are not only sensitive to the amounts of affordable housing, but also the type (tenure) of affordable housing provided. Where the affordable housing for rent is provided as Affordable Rent rather than Social Rent the Residual Value is notably higher. The Council should be cautious about developing a policy that requires Social Rent rather than Affordable Rent as this would have an adverse impact on a viability and thus the deliverability of sites.

*Development Cost Assumptions*

12.67 Through the April 2019 consultation there was not a consensus as to how the developers' return should be treated and what the starting point for construction cost assumptions should be.

12.68 The PPG sets out how developer's return should be treated in plan-wide viability assessments at paragraph 10-018-20180724. At the April 2019 consultation a return of 17.5% of the of the value of market housing and 6% of the value of affordable housing GDV was suggested

12.69 In light of the range of views expressed the impact of a differing levels of developers return of has been tested.

12.70 The results do show that, where a 20% developer's return is taken, the Residual Value is somewhat less than the assumption used in the base analysis in this report.

12.71 By using an assumption of 20% of GDV (on market and affordable housing) rather than an assumption of 17.5% of GDV (on market and affordable housing) the Residual Value is generally around £120,000/ha lower, although the range is broad (due to the assumptions around density). This is a very significant difference that has the consequence of moving some sites from the viable category to the unviable category.

12.72 The analysis assumes that the construction costs are based on the BCIS Lower Quartile costs. The housing that is being delivered in the Borough is, on the whole, at a low price point and is built to a correspondingly lower specification.

12.73 Whilst there was not a consensus on this point, several consultees suggested that the construction costs should be based on the median costs. In recognition of the range of comments made a further scenario has been tested where a scenario has been tested with the construction costs based on the BCIS Median costs

12.74 By using the BCIS median costs the Residual Value is generally around £200,000/ha lower on the greenfield sites and around £500,000/ha lower on the brownfield sites. If this assumption were to be taken to be the correct assumption almost no development would be viable in the Borough, even without affordable housing. Development is coming forward, albeit without affordable housing, so these results are not reflective of what is actually happening on the ground.

*Varied Benchmark Land Value*

12.75 Through the April 2019 consultation a wide range of approaches were put forward to develop the BLV and a range of alternative have been tested. It is necessary to form a view as to what is an appropriate BLV assumption, not just for this study but to be carried forward into future viability discussions where they take place at the development management stage. By working through the PPG an assumption can be soundly based.

12.76 The EUV assumptions were not controversial and are as set out above.

12.77 Abnormal costs are both added to the costs of development and, equally, deducted from the BLV. In this high-level viability study, the 'normal' abnormal costs of developing brownfield sites are reflected in the appraisals. No further adjustment is required.

12.78 There is no transactional evidence available from policy compliant schemes. The PPG advises that in plan making, '*the landowner premium should be tested and balanced against emerging policies*'. The costs of meeting all of HBC's policy expectations have therefore been considered and assessed. These are reflected in the development appraisals set out above, showing their impact on land values (i.e. the Residual Value). The requirements include, affordable housing (74% Affordable Rent, 26% Intermediate on sites of 10 and larger), 20% of homes to be Accessible and Adaptable – Category 2, and 10% of homes to be Wheelchair Accessible, water efficiency and car charging points are included, as are developer contributions of £2,500/unit. Due to the marginal nature of the results a range of affordable housing requirements (being the largest single cost) are tested. The Residual Values are set out in Table 10.3 above.

12.79 This leaves the landowner's premium and what may or may not 'provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements'. In deriving this we have followed 'an iterative process informed by professional judgement' that is based 'upon the best available evidence informed by cross sector collaboration' and BLVs 'from other viability assessments'.

12.80 A BLV of £420,000/ha has been settled on and applied across both greenfield and brownfield sites. It is accepted that this is a compromise and a balancing of the evidence put forward. Whilst it is near the bottom end of the suggested range of values, on greenfield sites it generally provides a return of between 20 and 25 times the EUV. The remaining analysis in this report is based on a BLV of £420,000/ha.

*Developer Contributions*

12.81 In the base analysis a s106 assumption of £2,500/unit is used. A range of higher costs have also been tested.

12.82 Without affordable housing most greenfield sites have a capacity to bear at least £10,000/unit in developer contributions and some sites have more than this. Across the larger greenfield sites an increase in developer contributions of £5,000/unit results in a fall of the Residual Value of about £85,000/ha. On the smaller sites (which have a higher net developable area) the figure is higher, being about £120,000/ha.

12.83 Bearing in mind the generally low requirements for developer contributions this should give the Council confidence that greenfield sites are likely to be deliverable, although if there are exceptionally high levels of developer contributions it may be necessary to be flexible with regard to the levels of affordable housing sought.

**Policy Recommendation and Plan Delivery** **[Chapter 10]**

12.84 Having considered the above it is necessary to make a recommendation as to the affordable housing target for Halton and to consider the deliverability of the emerging Plan. A 25% affordable housing target across the Borough is not deliverable. The following is recommended:

a. **Brownfield sites**. These types of sites are challenging to deliver and are unable to support affordable housing. Further, even without affordable housing the Residual Value is less than the BLV. Having said this such sites are coming forward, recent examples include:

- Former Fairfield High school site, Widnes (Millers)
- Former P&O Wincanton warehouse site, Page Lane, Widnes (Halton Housing Trust / Russell Homes)
- Former Eternitt asbestos factory site, Derby Road, Widnes - 2 sites (Bellway Homes)
- Page Lane / Derby Road, H1247 & H1345 – Warrington Rd, Widnes, (Russel Homes)
- Former Riverside College, Runcorn (Countryside)

The Council should be cautious about relying on such sites for the delivery of housing (for example within the assessment of the 5 year land supply[62]) unless there is evidence that the site is actually deliverable. This would include where sites have a recent planning consent or there is public sector intervention.

b. Further, even without affordable housing the Residual Value is less than the BLV. The Council should be cautious about relying on such sites for the delivery of housing (for example within the assessment of the 5 year land supply) unless there is evidence that the site is actually deliverable. This would include where sites have a recent planning consent or there is public sector intervention.

c. **Strategic Sites**. At 25% affordable housing these sites produce a Residual Value that is either just above or just below the BLV. It is therefore recommended that the Affordable Housing requirement is set at 20% for the Strategic Sites. If the costs of strategic infrastructure and mitigation are more than £2,500/unit it may be necessary to consider a lower target.

[62] As per the Glossary of the 2019 NPPF that says:

*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 5 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 5 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 5 years.*

d. **Greenfield Development – other than Strategic Sites**. At 25% affordable housing these sites produce a Residual Value that is generally above the BLV. It is therefore recommended that the Affordable Housing requirement is set at 25%. If the costs sought under the s106 regime are likely to be more than £2,500/unit, it may be necessary to consider a lower target.

*Potential for CIL*

12.85 As set out at the start of this report, part of this study is to review the scope for CIL. HBC has not adopted CIL.

12.86 In the preceding sections the affordable housing target has been considered and it is recommended that the target is lowered. These recommendations are made on the basis that CIL is not introduced. If CIL were to be introduced it would be necessary to consider lower (than those recommended above) affordable housing targets so this is not pursued further.

*Self Build*

12.87 HBC is developing policy in this regard. We have considered a 5% requirement on sites of 20 and larger. It is assumed that this policy will be implemented on a 'whole plot' basis, so sites over 20 units would be required to provide 1 plot, sites over 40 units would be required to provide 2 plots and so on.

12.88 If a developer is to sell a plot as a serviced self-build plot they would not receive the profit from building the unit, they would however receive the price for the plot. If they were to provide the plot as a custom-build plot (i.e. where the developer designs and builds to the buyer's design and specifications) they would receive a payment for the land, the costs of construction and the price paid would incorporate the developer's return. The impact on viability is therefore the balance between the profit foregone and the receipt for the serviced plot.

12.89 It is unlikely that a requirement for self-build plots will adversely impact on viability.

*Commuted Sums*

12.90 HBC's preference is for affordable housing to be delivered on-site. Paragraph 62 of the 2018 NPPF is clear that off site provision or financial contribution in lieu 'can be robustly justified'. There are two alternatives open to HBC. The first is to work to a published 'standard commuted sum payment'. If HBC were to take this option, we would recommend a £31,500/unit payment per affordable unit not delivered on-site. HBC is currently preparing a new Local Plan. This document will be long lived and is likely to be in place across several economic cycles. We would therefore recommend that the Council prepares separate guidance setting out the amount of the payment, to allow a simple review should viability change.

12.91 Alternatively, HBC may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units



that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units – the difference being the commuted sum.

*Older People's Housing*

12.92 As well as mainstream housing, we have considered the sheltered and extracare sectors separately. The analysis suggests that specialist older peoples housing is not able to bear affordable housing.

**Non-Residential Appraisals** **[Chapter 11]**

12.93 A set of development financial appraisals for the non-residential development types has been run.

*Employment Uses*

12.94 To a large extent the above results are reflective of the current market in the HBC area and more widely. Office and industrial development are shown as being unviable, however this is not just a Halton issue – a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward), it tends to be for operational reasons – rather than to make a return through property development in itself, or on sites that have been enabled through external subsidy or funding.

12.95 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in HBC is 'user-led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.

12.96 It is clear that non-residential development is challenging in the current market, but it is improving. The Council should be cautious in relation to setting policy requirements for employment uses that would unduly impact on viability.

*Retail Uses*

12.97 The larger format retail development is shown as viable, on both greenfield sites and brownfield sites, with the Residual Value exceeding the Viability Threshold by a substantial

margin (indicating the ability to make developer contributions). The Plan supports the development of retail uses in the city, town, district and local centres, but there are limited remaining opportunities within these centres beyond those being currently pursued.

**Conclusions** [Chapter 12]

12.98 The development environment in Halton challenging, but development is coming forward on both greenfield land and brownfield land. A 25% affordable housing target across the Borough is not deliverable. The following is recommended:

- Brownfield sites are not subject to affordable housing.
- Strategic sites are subject to a 20% affordable housing requirement, although if the costs of strategic infrastructure and mitigation are more than £2,500/unit it may be necessary to consider a lower target.
- Greenfield sites, other than Strategic Sites, are subject to a 25% affordable housing requirement.

12.99 In addition the Council should be cautious about relying on brownfield sites for the delivery of housing (for example within the assessment of the 5 year land supply) unless there is evidence that the site is actually deliverable.

12.100 Assuming the Council follows this advice, this report can conclude that the cumulative impact of the policies in the Plan will not put development at serious risk.

12.101 Whilst some non-residential uses are not viable, they are not rendered unviable by the cumulative impact of the Council's policies, rather by the general market conditions. The employment uses (office and industrial) and hotel uses are unlikely to be able to bear additional developer contributions, however retail development is generally able to make significant contributions.

12.102 There is some uncertainty around future changes to the NPPF and PPG, and around the impact of Brexit on the economy. It is important that the Council monitors these changes as they occur and if necessary, makes any required changes.

# Appendix 1 – Project Specification

Extract from: REQUEST FOR QUOTATION (RFQ) FOR WHOLE PLAN VIABILITY ASSESSMENT (March 2019 – April 2019)

## Purpose of the Contract

1.1. The purpose of the contract is to provide a 'Whole Plan' Local Plan Viability Assessment of the emerging Halton Local Plan, to assess the viability impacts of emerging planning policies, and make recommendations to the Council to ensure that the Local Plan when taken as a whole is viable and deliverable.

1.2. Whilst housing forms the key part of this commission, the study must also consider the deliverability of other uses.

1.3. In addition the assessment should identify;

1. an affordable housing requirement for Halton Borough (and any sub areas should the study findings suggest this is appropriate);
2. if there is any additional capacity for Community Infrastructure Levy (CIL); and
3. identify potential ways to make capacity for CIL.

1.4. The Council will also require the winning consultant to be able to provide expert witness support during the Local Plan Examination in Public and update viability information during the main modification stages, and costings for this should be included within the overall submission.

**Study Area**

1.5. The study area covers the whole of the administrative area of Halton Borough Council. As part of the brief the Council require the consultants to recommend an affordable housing figure, or figures should they be different across the Borough. This information will be used as part of the evidence base for an appropriate affordable housing policy within the DALP. The assessment should also consider the existence of economic sub market areas for residential and commercial development within the study area which may also form the basis for the Authority's CIL Charging zones in the event that Halton Council pursues the adoption of CIL.

1.6. The viability assessment should be of sufficient detail to provide a proportionate, relevant and up to date source of evidence. The consultants must therefore gather local information and an accurately referenced baseline data to ensure the Viability Assessment reflects the local context and will stand up to public scrutiny.

1.7. A previous Viability Assessment was undertaken in November 2014 by DTZ to determine the potential of introducing a Community Infrastructure Levy (CIL) across the Borough. This can be found here: https://www3.halton.gov.uk/Pages/planning/policyguidance/pdf/evidencebase/Viability/HaltonCILReport.pdf

1.8. This previous study concluded that there were different value areas across the borough with differing capacity to sustain affordable housing / CIL requirements. The Council expects the winning consultant to consider such issues afresh and does not consider the previously identified areas as material in this regard.

**Methodology**

1.9. The consultants will be required to set out the methodology detailing what must be take into account, and be adaptable to accommodate recent and upcoming regulatory changes, including (but not limited to) the effects of the Housing and Planning Act and any additional secondary legislation to support it and the Deregulation Act 2015.

1.10. The methodology to be applied by the chosen consultants will be largely a matter for the consultants themselves to determine, but it must be one that is capable of withstanding examination in public and close scrutiny by all interested parties. The methodology proposed and supporting justification must be set out in the tender response. Consultants which demonstrate evidence whereby their methodology has been used elsewhere, and passed scrutiny, would be considered favourably. The Assessment must provide clear, robust and credible results through a methodology which has buy-in from key stakeholders from both the private and public sectors.

1.11. In line with NPPG the proposal must allow scope for stakeholder engagement in the Viability Assessment with the development industry and other organisations and bodies, where appropriate. A workshop with developers/agents is required. This is an essential element of the Assessment to ensure the process is transparent and strives for consensus amongst stakeholders on the methodological approach. The Council will consider proposals from consultants as to how this is best managed for effectiveness, efficiency and value for money.

1.12. The study will be overseen by a small steering group of officers from the Council. Therefore, the appointed consultant will be expected to meet the steering group during the study period, including as a minimum:

- An initial inception meeting;
- To determine an appropriate mix of sites;
- Update meeting shortly after the draft report is produced;
- A presentation and discussion of findings arising from the Study; and
- A half a day to 1 day maximum training session on the methodology for a small number of Council Officers

**Site selection**

1.13. In order to provide a robust and tested evidence base the winning consultants will be required to test a mixture of sites in terms of size and location which show representative testing of typologies given different site characteristic and market areas.

1.14. Typologies will include:

- Both greenfield and brownfield sites, at various locations throughout the Borough.
- Proposed allocations (residential/employment) and strategic sites emerging from the DALP
- For residential development generic typology testing for sites of less than30 dwellings per hectare and 30 dwellings per hectare or more are required, reflecting broad typologies in different market locations.

1.15. The Council would also expect the winning consultant to provide viability testing for a range of sites with varying densities of 30, 35 and 40 dph.

**Assumptions**

1.16. The winning consultant will be required to establish a property market evidence base, the assumption of this information is expected to be derived from a number of sources which will be stated in the submission of interest from individual consultants.

1.17. Assumptions regarding land value and costing methodology will form part of the scoping study and ultimately the viability study, this will be derived for all aspects of built development not just residential therefore will include but is not inclusive to office, B2/B8 employment uses and retail.

1.18. The winning consultant will also be able to provide relevant case studies to justify demonstrate how various scenarios are relevant to sites and use these case studies to justify viability.

## Risk Assessment

1.19. Identify any risks to the delivery or the Study and to the use of the Study in the future. Explain how these risks will be addressed, for example fluctuating housing and financial markets.

## Conclusions /outcomes / outputs etc.

1.20. In conclusion there are a number of tasks that the winning consultant will have to undertake as part of the Viability Assessment these will determine the following outputs:

## Outputs

1.21. The study is expected to produce the following outputs:

1. Project timetable detailing key stages of the Viability Report process
2. Stakeholder engagement at appropriate stages during the preparation of the report.
3. Key diagram explaining the process taken in the methodology
4. A Draft Report and a Final Report, which will include analysis, conclusions and recommendations. The methodology used in the study should be clearly documented. It is important that the Report's recommendations should be presented in a way that is easily understood (and endorsed) by officers and elected members who will need to make future development decisions based upon it.
5. A recommended affordable housing figure(s) for Halton Borough.
6. Advice regarding capacity for the Community Infrastructure Levy (CIL) and ways if any to make capacity for CIL.
7. Technical Appendices detailing calculations at every stage as well as data sources.
8. An executive summary of key findings to be published in accordance with Government guidance
9. Review of viability in relation to modifications prior to adoption of the Local Plan
10. Attendance and support at the Local Plan Examination in Public as an "expert witness".
11. Training for Council employees (1 day max to introduce the methodology)
12. Site specific "Proforma" to accompany planning applications as an interim measure for developers to complete before MHCLG produce a standard template along with associated guidance on how to complete the form.
13. Hard copies x3 of all reports and data provided electronically. Acceptable formats include Microsoft Word, Excel, Access, Adobe PDF and GIS Map Info. All data and calculations which appear in the Final Report should be supplied in Access or Excel format (with formulas intact), as appropriate, with clean datasheets and with details of all formulae used in all calculations.

Not scored on:

14. Cost estimates for without prejudice retained consultants for viability advice on planning applications (case by case basis)
15. Neighbourhood Plan Assistance should it be required.

1.22. The copyright of the Final Report and Appendices will be held by Halton Borough Council and the Council will have the right to sell these documents. Electronic editable versions of the draft report and Final Reports will also be required as well as the Executive Summary (preferably in both Adobe Portable Document Format – PDF and Microsoft Word).

# Appendix 2 – Consultees

**Local Plan Viability Workshop – 8th April 2019**

| Name | Company |
|---|---|
| Stephen Musker | Adams |
| Charlotte Rosser | Bloor Homes |
| Stuart Rutter | E-Scape |
| Paul Johnson | Frank Marshall |
| Louise Risk | HBC |
| Alison Pritchard | HBC |
| Matthew Whiteley | Harworth Group |
| Joanne Harding | HBF |
| Bill Lacey | Torus |
| Jeremy Boyd | HSLand |
| Phil Morris | Liberty Properties |
| Brian O'Connor | Lichfields |
| Emma Cordingley | Marshalls |
| Damian Adams | Michael Adams Estate Agents |
| Andy Pepper | Miller Homes |
| Andrew Thompson | Morris Homes (North) Ltd |
| Katarzyna Gotibowska | NJL |
| Richard Emsley | Perfect Homes |
| Paul Murray | Redrow Homes |
| Gabriella Agnello | Redrow Homes |
| Aaron Marrs | Strutland Parker |
| Charlotte Greenway | Taylor Wimpey |
| Tess Cook | RJP |
| Michael Denning | |
| Michael McMahon | |
| David Houghton | |
| Chris Frazer | Riverside |

# Appendix 3 – Consultation Presentation

*The pages in this appendix are not numbered.*

HALTON BOROUGH COUNCIL

Local Plan Viability Assessment

**Consultation**

Methodology, Assumptions

8th April 2019

Planning & Development

1

# Agenda

2019 NPPF, PPG (updated July 2018) and Guidance

Methodology

- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward

2

# Key issue

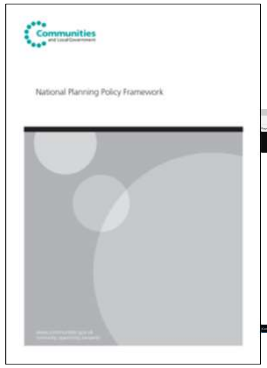
- Delivery of the emerging Local Plan
- Affordable Housing

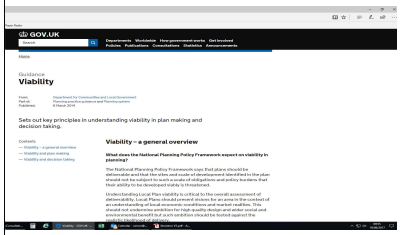
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  Developer Contributions
- CIL?

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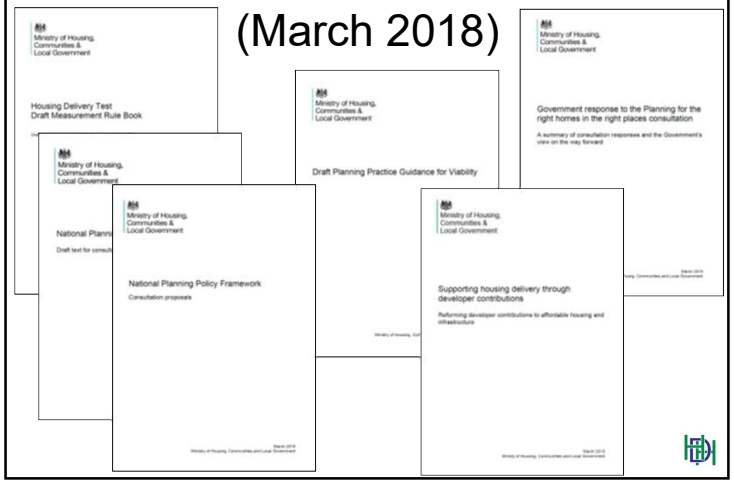
# The Old



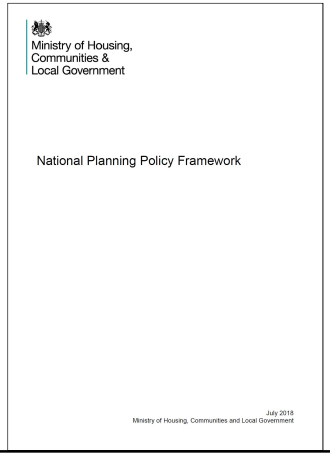

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# NPPF / PPG Consultation (March 2018)



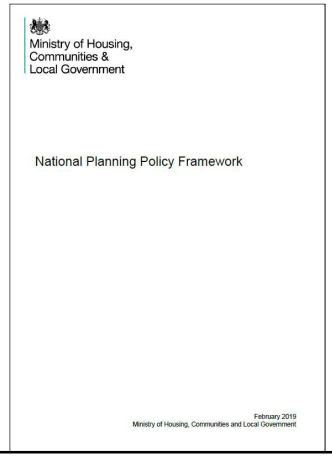

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# The new ...




6

# ... and newer




7

**2012 NPPF - 173**

the 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 provide **competitive returns** to a willing land owner and willing developer

**2012 NPPF – 174**

the 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

**2019 NPPF - 67**

*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; and*

*b) specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.*

8

### 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.

### 2019 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.*

9

### 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....

### 2018 PPG 10-001

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

### 2018 PPG 10-002

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.

10

## PPG Viability in plan making

- 10-003 – based on Typologies
- 10-004 – use average costs and values
- 10-005 – strategic sites individually
- 10-006 – consultation

11

## 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 – GDV
  - *average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data*

12

## PPG costs

- 10-012 – 'should be based on evidence which is reflective of local market conditions'
  - Build costs – from BCIS
  - Abnormals – in benchmark land value
  - Infrastructure – in benchmark land value
  - Total policy costs – all including CIL
  - Finance
  - Fees
  - Contingency – relative to risk and developer's return

13

## PPG Land Value 10-013

Benchmark Land Value (BLV)

=

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

- *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.*

14

## 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.*

15

## 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.

16

## PPG Landowners' Premium

- a reasonable premium to the landowner
- an iterative process informed by professional judgement
- best available evidence informed by cross sector collaboration
- data sources … should include market evidence and can include benchmark land values from other viability assessments.

17

## 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 …*

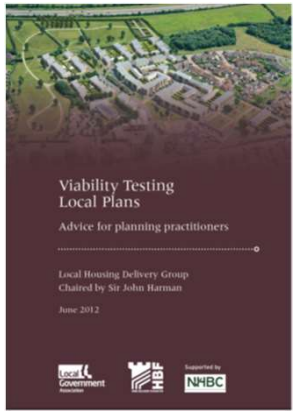
18

## '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
- CIL by land use (as well as zone, use, scale)

19

## Harman / RICS

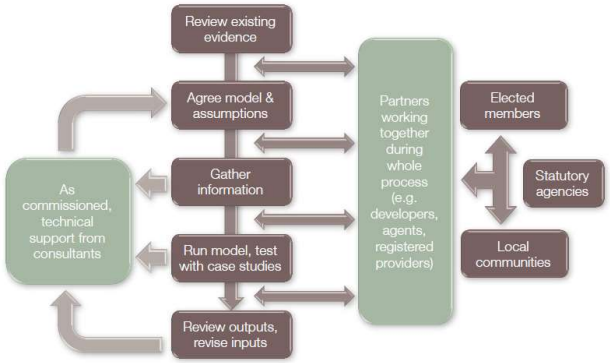






20

# Engagement Phases




21

# Methodology

22

22

# Standard Viability Test

**STEP 1**

**Gross Development Value**

(The combined value of the complete development)

LESS

**Cost of creating the asset, including PROFIT**

(Construction + fees + finance charges)

=

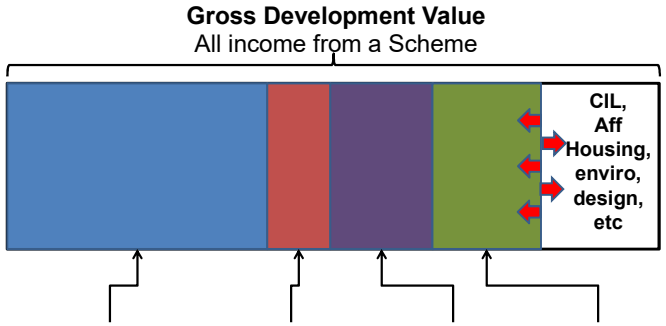
**RESIDUAL VALUE**

**STEP 2**

**Residual Value v Existing / Alternative Use Value**

23

23



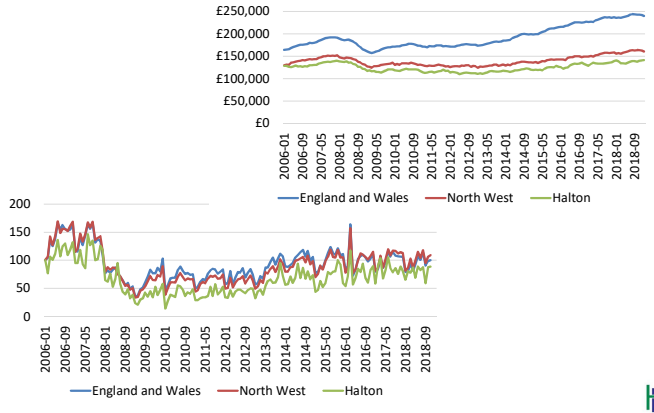

24

# Key Assumptions

25

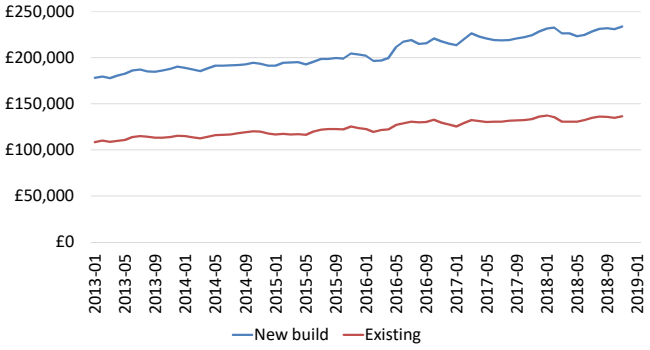
25

# Average House Prices (all) and turnover



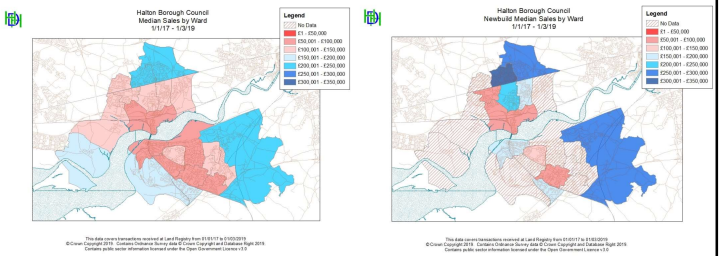

26

# But newbuild are higher than existing




27

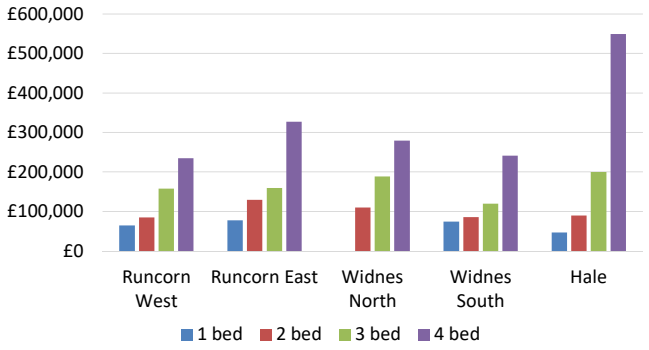
# Average House Prices




28

28

# Asking Price by Settlement




29

29

# New Build Asking Prices

| Table 4.4 Newbuild Asking Prices £/m² | | | | |
|---|---|---|---|---|
| | Development | | Postcode | £/m² |
| **Widnes** | | | | |
| Bellway | Chadwick Park | Derby Road | WA8 9NE | £2,454 |
| Miller | Fairfield Gardens | Peel House Lane | WA8 6TG | £2,297 |
| Adams | | Rose View Avenue | WA8 6QA | £3,000 |
| **Runcorn** | | | | |
| Countryside | Hollystone Bank | Percival Lane | WA7 4UY | £2,379 |
| Keepmoat | Bridgewater Gardens Ph 3 | Castlefields Ave | WA7 1NP | £2,059 |
| Laurus Homes | Hatters Park | Manor Farm Road | WA7 1TE | £2,645 |
| Meller Braggins | Hatters Close | Chester Road | WA4 4AS | |
| Purple Bricks | | Walsingham Drive | WA7 1XB | £2,528 |
| Morris Homes | Shepherds Fold | Chester Road | WA7 3AX | £2,552 |

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# Land Registry PPD

| Table 4.1 Count of Newbuild Sales and EPC Data | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Years | 2017 | | 2018 | | 2019 | | (All) | |
| | £ | £/m² | £ | £/m² | £ | £/m² | £ | £/m² |
| **Runcorn** | **181** | **123** | **153** | **112** | **0** | **0** | **334** | **235** |
| Detached | 65 | 65 | 49 | 48 | 0 | 0 | 114 | 113 |
| Flat | 66 | 8 | 67 | 27 | 0 | 0 | 133 | 35 |
| Semi-detached | 33 | 33 | 23 | 23 | 0 | 0 | 56 | 56 |
| Terraced | 17 | 17 | 14 | 14 | 0 | 0 | 31 | 31 |
| **Widnes** | **145** | **144** | **96** | **95** | **1** | **1** | **242** | **240** |
| Detached | 54 | 54 | 60 | 60 | 0 | 0 | 114 | 114 |
| Flat | 37 | 37 | 0 | 0 | 0 | 0 | 37 | 37 |
| Semi-detached | 47 | 46 | 36 | 35 | 1 | 1 | 84 | 82 |
| Terraced | 7 | 7 | 0 | 0 | 0 | 0 | 7 | 7 |
| **All** | **326** | **267** | **249** | **207** | **1** | **1** | **576** | **475** |

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# Land Registry PPD Average

| Table 4.2 Average Price Paid by Year | | | | |
|---|---|---|---|---|
| | 2017 | 2018 | 2019 | All |
| **Runcorn** | **£177,700.43** | **£173,933.07** | | **£175,974.66** |
| Detached | £290,754.09 | £302,457.65 | | £295,784.57 |
| Flat | £69,909.09 | £68,283.58 | | £69,090.23 |
| Semi-detached | £164,180.00 | £197,521.30 | | £177,873.75 |
| Terraced | £190,165.94 | £190,953.21 | | £190,521.48 |
| **Widnes** | **£223,184.80** | **£256,273.39** | **£179,995.00** | **£236,132.38** |
| Detached | £324,801.30 | £289,032.75 | | £305,975.75 |
| Flat | £110,256.76 | | | £110,256.76 |
| Semi-detached | £204,363.00 | £201,674.44 | £179,995.00 | £202,920.67 |
| Terraced | £162,566.43 | | | £162,566.43 |
| **All** | **£197,931.21** | **£205,678.73** | **£179,995.00** | **£201,249.26** |

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# Land Registry PPD & EPC

| Table 4.3 Average Price Paid by Year - £/m² | | | | |
|---|---|---|---|---|
| | 2017 | 2018 | 2019 | (All) |
| **Runcorn** | **£2,184** | **£2,288** | | **£2,234** |
| Detached | £2,363 | £2,446 | | £2,398 |
| Flat | £2,347 | £2,117 | | £2,170 |
| Semi-detached | £1,819 | £2,262 | | £2,001 |
| Terraced | £2,133 | £2,117 | | £2,126 |
| **Widnes** | **£2,243** | **£2,423** | **£2,278** | **£2,314** |
| Detached | £2,478 | £2,486 | | £2,482 |
| Flat | £2,009 | | | £2,009 |
| Semi-detached | £2,159 | £2,316 | £2,278 | £2,227 |
| Terraced | £2,215 | | | £2,215 |
| **All** | **£2,216** | **£2,350** | **£2,278** | **£2,274** |

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# Price Assumptions (£/m²)

| | |
|---|---|
| Larger Brownfield | £2,200 |
| Smaller Brownfield Sites | £2,000 |
| Urban Flats | £2,150 |
| Large Greenfield | £2,400 |
| Large Greenfield - Premium | £2,600 |
| Medium Greenfield | £2,400 |
| Small Greenfield | £2,600 |

34

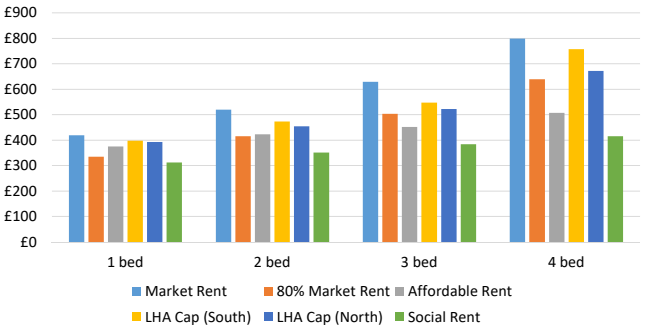
# Social Rent

| Table 4.8 Capitalisation of Social Rents | | | | |
|---|---|---|---|---|
| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | 4 Bedrooms |
| Gross Rent (£/week) | £72 | £81 | £89 | £96 |
| Gross Rent (£/annum) | £3,760 | £4,217 | £4,610 | £4,999 |
| Net Rent | £3,008 | £3,374 | £3,688 | £3,999 |
| Value | £75,202 | £84,344 | £92,196 | £99,986 |
| m² | 50 | 70 | 84 | 97 |
| £/m² | £1,504 | £1,205 | £1,098 | £1,031 |

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# Affordable Rent

80% market rent / Capped at LHA cap (by BRMA)




36

# Affordable Rent

| Table 4.11 Capitalisation of Affordable Rents | | | | |
|---|---|---|---|---|
| | 1 bedroom | 2 bedroom | 3 bedroom | 4 bedroom |
| Gross Rent (£/week) | £97 | £120 | £145 | £185 |
| Gross Rent (£/annum) | £5,040 | £6,240 | £7,560 | £9,600 |
| Net Rent | £4,032 | £4,992 | £6,048 | £7,680 |
| Value | £89,600 | £110,933 | £134,400 | £170,667 |
| $m^2$ | 50 | 70 | 84 | 97 |
| £/$m^2$ | £1,792 | £1,585 | £1,600 | £1,759 |

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# Affordable Housing

- Affordable Rent
  - LHA CAP; Management 10%; Voids and bad debts 4%; Repairs 6%; Yield 4.5%

    **= £1,685/$m^2$**
- Intermediate
  - 50% Share; Rent 2.75%

    **= 70% OMV**
- Social Rent
  - Management 10%; Voids and bad debts 4%; Repairs 6%; Yield 4%

    **= £1,210/$m^2$**

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# Older Peoples Housing

| Table 4.18 Worth of Retirement and Extracare | |
|---|---|
| **All Areas** | £/$m^2$ |
| Sheltered | 2,450 |
| Extracare | 2,500 |

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# Non-Residential

| | Rent £/$m^2$ | Yield | Rent free period | Value |
|---|---|---|---|---|
| Offices | £258 | 6.00% | 2 | £3,832 |
| Industrial | £91 | 7.00% | 1 | £1,222 |
| Distribution | £75 | 7.00% | 1 | £1,185 |
| Retail - Town Centre | £215 | 8.00% | 2 | £2,307 |
| Retail - Secondary | £129 | 10.00% | 2 | £1,067 |
| Retail Warehouse | £180 | 5.50% | 2 | £2,940 |
| Supermarket - Large | £250 | 5.50% | | £4,545 |
| Supermarket - Small | £200 | 5.50% | | £3,636 |

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# Land Registry Prices Paid

Table 6.2 Sales of Development Land

| ADDRESS | Area (ha) | Market Units | Aff Units | % Aff | £/ha | £/unit |
|---|---|---|---|---|---|---|
| The New Inn, 294 Hale Road, Widnes | 0.090 | 16 | | 0% | £335,196 | £1,875 |
| Former Warehouse, Halton Court, Runcorn | 1.670 | 71 | 71 | 100% | £419,162 | £9,859 |
| Former Depot Situated Off Stonehills Lane, Runcorn | 1.250 | 39 | 39 | 100% | £268,000 | £8,590 |
| Former Albert Hotel, 160 Albert Road, Widnes | 0.054 | 13 | 13 | 100% | £3,308,824 | £13,846 |
| Former Riverside College, Percival Lane, Runcorn | 0.720 | 24 | 0 | 0% | | |
| Land to The West Of Dalph Lane, Daresbury | 19.410 | 122 | 0 | 0% | £9,789 | £1,557 |
| Sporting Ford, 184 Hough Green Road, Widnes | 0.158 | 28 | 0 | 0% | £1,899,937 | £10,714 |
| Land To The Rear Of Appleton Village Pharmacy, Appleton Village, Widnes | 0.219 | 36 | 0 | 0% | £1,598,174 | £9,722 |
| Former Playing Fields And Car Park, Picow Farm Road, Runcorn | 1.960 | 72 | 57 | 79% | £600,365 | £16,343 |
| Land East Of Castlefields Area, Runcorn | 1.250 | 43 | 0 | 0% | | |
| Ramsbrook Farm, Ramsbrook Lane, Hale | 1.499 | 19 | 0 | 0% | £1,434,768 | £113,158 |
| Land To The North East Of Abbots Park, Preston Brook, Runcorn | 1.230 | 34 | 0 | 0% | £1,219,512 | £44,118 |
| The Former Marley Eternit Site, Derby Road, Widnes | 5.240 | 116 | | 0% | £1,145,038 | £51,724 |
| Former Fairfield High School Site, Peel House Lane, Widnes | 4.542 | 162 | 0 | 0% | £1,563,085 | £43,827 |
| Land Bounded By Grangeway, Pine Road And Thorn Road, Runcorn | 0.890 | 42 | 42 | 100% | | |
| Site Of Former Grange School, Latham Averue, Runcorn | 2.500 | 95 | 83 | 87% | | |
| The Old Bridgewater Centre, Castlefields Avenue North, Runcorn | 0.330 | 20 | 20 | 100% | £636,364 | £10,500 |
| St Johns Presbyterian Church, Victoria Road, Higher Runcorn | 0.250 | 14 | 0 | 0% | £800,000 | £14,286 |

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# Land Registry Prices Paid

**Table 6.3 Recent Sales of Development Land - Summary**

| | All | | Excluding Outliers | |
|---|---|---|---|---|
| | £/ha | £/unit | £/ha | £/unit |
| Minimum | £9,789 | £1,557 | £268,000 | £1,875 |
| Average | £1,088,444 | £25,009 | £993,300 | £27,893 |
| Median | £972,519 | £12,280 | £972,519 | £12,500 |
| Maximum | £3,308,824 | £113,158 | £1,899,937 | £113,158 |

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# Existing Use Value £/ha

- Agricultural Land £22,500
- Paddock Land £50,000
- Industrial Land £300,000
- Residential Land £?

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# Development Costs 1

- Construction BCIS
  - LQ £1,034/$m^2$
- Small sites +13% / +6%
- Site Costs 5% to 15%
- Brownfield +5%
- Fees 8%
- Contingencies 2.5% / 5%

44

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## Development Costs 2

- S106 £2,500/unit
- CIL

45

## Development Costs 3

- Interest 6% plus fees
- Developer's Return 17.5% GDV
- Sales 3.5%

46

## Cumulative Impact of Policy

- Affordable Housing – 25%
- Developer Contributions – s106
- Housing Mix – From SHMA
- Space Standards
- Accessible and Adaptable (20% & 10%)
- Charging points
- Water
- SUDS
- Self Build

47

47

## Housing Mix

- Affordable – 76% to rent

| Table 9.5 Estimated Size of Additional Dwellings Needed 2014 to 2037 | | |
|---|---|---|
| Size | Market | Affordable |
| 1 bedroom | 6.5% | 44.8% |
| 2 bedrooms | 30.4% | 28.4% |
| 3 bedrooms | 52.7% | 23.8% |
| 4+ Bedrooms | 10.5% | 3% |

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# Modelling 1

| Table 9.1 Strategic Sites | |
|---|---|
| | Allocation |
| North Widnes | W49 |
| North East Widnes | W40, W9, W10, W11 |
| North West Widnes | W5, W4 |
| Halebank | W24 |
| Wharford Farm | R29, R67, R38, R39 |
| Land between The Office Village, Daresbury Park and Bridgewater Canal | R84 |
| Preston on the Hill | P1, P2, R28, R44 |

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# Modelling 2

| Table 9.2 Distribution of Allocations | | | | | | |
|---|---|---|---|---|---|---|
| | Sites | | Gross Area | | Capacity | |
| | Count | % | ha | % | Units | % |
| **Daresbury** | **1** | **1.33%** | **4.49** | **3.24%** | **57** | **1.61%** |
| Daresbury | 1 | 1.33% | 4.49 | 3.24% | 57 | 1.61% |
| **Runcorn** | **56** | **74.67%** | **113.547** | **81.84%** | **2,821** | **79.58%** |
| Beechwood | 2 | 2.67% | 2.43 | 1.75% | 58 | 1.64% |
| Daresbury | 8 | 10.67% | 40.384 | 29.11% | 749 | 21.13% |
| Grange | 6 | 8.00% | 13.906 | 10.02% | 479 | 13.51% |
| Halton Brook | 2 | 2.67% | 4.37 | 3.15% | 104 | 2.93% |
| Halton Castle | 2 | 2.67% | 0.41 | 0.30% | 19 | 0.54% |
| Halton Lea | 5 | 6.67% | 8.27 | 5.96% | 406 | 11.45% |
| Heath | 6 | 8.00% | 11.13 | 8.02% | 224 | 6.32% |
| Mersey | 15 | 20.00% | 13.56 | 9.77% | 456 | 12.86% |
| Norton North | 1 | 1.33% | 0.38 | 0.27% | 12 | 0.34% |
| Norton South | 7 | 9.33% | 5.06 | 3.65% | 110 | 3.10% |
| Windmill Hill | 2 | 2.67% | 13.647 | 9.84% | 204 | 5.75% |
| **Widnes** | **18** | **24.00%** | **20.7** | **14.92%** | **667** | **18.82%** |
| Appleton | 5 | 6.67% | 1.19 | 0.86% | 51 | 1.44% |
| Birchfield | 2 | 2.67% | 0.98 | 0.71% | 27 | 0.76% |
| Ditton | 3 | 4.00% | 9.04 | 6.52% | 202 | 5.70% |
| Farnworth | 1 | 1.33% | 5.24 | 3.78% | 116 | 3.27% |
| Hale | 1 | 1.33% | 0.43 | 0.31% | 12 | 0.34% |
| Halton View | 3 | 4.00% | 2.79 | 2.01% | 147 | 4.15% |
| Hough Green | 1 | 1.33% | 0.19 | 0.14% | 7 | 0.20% |
| Kingsway | 1 | 1.33% | 0.33 | 0.24% | 13 | 0.37% |
| Riverside | 1 | 1.33% | 0.51 | 0.37% | 92 | 2.60% |
| **All** | **75** | **100.00%** | **138.737** | **100.00%** | **3,545** | **100.00%** |

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# Modelling 3

| Table 9.4 Distribution of Allocations by Size | | | | |
|---|---|---|---|---|
| | Count | | Capacity | |
| 200+ | 3 | 4% | 834 | 25% |
| 100 to 199 | 6 | 8% | 737 | 22% |
| 50 to 99 | 11 | 15% | 756 | 23% |
| 30 to 49 | 10 | 14% | 382 | 11% |
| 20 to 29 | 11 | 15% | 259 | 8% |
| 15 to 19 | 10 | 14% | 168 | 5% |
| 10 to 14 | 11 | 15% | 128 | 4% |
| Less than 10 | 12 | 16% | 74 | 2% |

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# Modelling 4

| Table 9.6 Net Developable Area Assumptions | |
|---|---|
| Site Size (ha) | Net Developable Area |
| 0-0.4 | 100% |
| 0.4-1.9 | 90% |
| 2.0-4.9 | 80% |
| 5 + | 70% |

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# Modelling 5

| | | | | Current Use | Units | Area Ha | | Density Units/ha | | Density |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | Gross | Net | Gross | Net | m2/ha |
| 1 | North Widnes | Widnes | Green | Agricultural | 300 | 18.18 | 12.72 | 16.50 | 23.58 | 2,079 |
| 2 | North East Widnes | Widnes | Green | Agricultural | 818 | 38.74 | 27.12 | 21.12 | 30.16 | 2,662 |
| 3 | North West Widnes | Widnes | Green | Agricultural | 440 | 20.98 | 14.69 | 20.97 | 29.95 | 2,646 |
| 4 | Halebank | Widnes | Green | Agricultural | 590 | 28.09 | 20.23 | 21.00 | 29.16 | 2,573 |
| 5 | Wharford Farm | Runcorn | Green | Agricultural | 817 | 42.57 | 29.80 | 19.19 | 27.42 | 2,418 |
| 6 | Land between The Office Village, Daresbury Park and Bridgewater | Runcorn | Green | Agricultural | 411 | 19.10 | 13.72 | 21.52 | 29.96 | 2,643 |
| 7 | Preston on the Hill | Runcorn | Green | Agricultural | 316 | 14.39 | 10.57 | 21.96 | 29.90 | 2,643 |
| 8 | Large Greenfield 300 | Halton | Green | Agricultural | 300 | 12.24 | 8.57 | 24.50 | 35.00 | 3,085 |
| 9 | Large Greenfield 150 | Halton | Green | Agricultural | 150 | 6.12 | 4.29 | 24.50 | 35.00 | 3,081 |
| 10 | Large Greenfield 75 | Halton | Green | Agricultural | 75 | 2.68 | 2.14 | 28.00 | 35.00 | 3,108 |
| 11 | Medium Greenfield 40 | Halton | Green | Agricultural | 40 | 1.27 | 1.14 | 31.50 | 35.00 | 3,126 |
| 12 | Medium Greenfield 20 | Halton | Green | Agricultural | 20 | 0.63 | 0.57 | 31.50 | 35.00 | 3,068 |
| 13 | Medium Greenfield 12 | Halton | Green | Agricultural | 12 | 0.36 | 0.36 | 33.00 | 33.00 | 2,954 |
| 14 | Small Greenfield 7 | Halton | Green | Paddock | 7 | 0.22 | 0.22 | 32.00 | 32.00 | 3,195 |
| 15 | Small Greenfield 3 | Halton | Green | Agricultural | 3 | 0.10 | 0.10 | 30.00 | 30.00 | 4,050 |
| 16 | Green Plot | Halton | Green | Agricultural | 1 | 0.05 | 0.05 | 20.00 | 20.00 | 3,000 |
| 17 | Large Brownfield 300 | Halton | Brown | Industrial | 300 | 9.52 | 6.67 | 31.50 | 45.00 | 3,967 |
| 18 | Large Brownfield 150 | Halton | Brown | Industrial | 150 | 4.17 | 3.33 | 36.00 | 45.00 | 3,961 |
| 19 | Large Brownfield 75 | Halton | Brown | Industrial | 75 | 2.08 | 1.67 | 36.00 | 45.00 | 3,997 |
| 20 | Medium Brownfield 40 | Halton | Brown | Industrial | 40 | 0.99 | 0.89 | 40.50 | 45.00 | 4,020 |
| 21 | Medium Brownfield 20 | Halton | Brown | Industrial | 20 | 0.49 | 0.44 | 40.50 | 45.00 | 3,944 |
| 22 | Medium Brownfield 12 | Halton | Brown | Industrial | 12 | 0.27 | 0.27 | 45.00 | 45.00 | 4,028 |
| 23 | Small Brownfield 7 | Halton | Brown | Industrial | 7 | 0.17 | 0.17 | 42.00 | 42.00 | 4,194 |
| 24 | Small Brownfield 3 | Halton | Brown | Industrial | 3 | 0.08 | 0.08 | 40.00 | 40.00 | 3,880 |
| 25 | Urban Flats | Halton | Brown | Industrial | 60 | 1.00 | 0.60 | 60.00 | 100.00 | 3,670 |

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# A Pragmatic Viability Test

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

**'*Existing use value* plus'**
**– reality checked against market value**

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

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# Early Results

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

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| | | | | | Area (ha) | | Units | Residual Value (£) | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Gross | Net | | Gross ha | Net ha | Site |
| Site 1 | North Widnes | Widnes | Green | Agricultural | 18.18 | 12.72 | 300 | 370,268 | 529,204 | 6,731,481 |
| Site 2 | North East Widnes | Widnes | Green | Agricultural | 38.74 | 27.12 | 818 | 424,878 | 606,924 | 16,459,782 |
| Site 3 | North West Widnes | Widnes | Green | Agricultural | 20.98 | 14.69 | 440 | 462,839 | 661,019 | 9,710,365 |
| Site 4 | Halebank | Widnes | Green | Agricultural | 28.09 | 20.23 | 590 | 445,326 | 618,350 | 12,509,221 |
| Site 5 | Wharford Farm | Runcorn | Green | Agricultural | 42.57 | 29.80 | 817 | 386,006 | 551,419 | 16,432,279 |
| Site 6 | Land between The Office Village, Daresbury Park and Bridgewater Canal | Runcorn | Green | Agricultural | 19.10 | 13.72 | 411 | 476,512 | 663,365 | 9,101,372 |
| Site 7 | Preston on the Hill | Runcorn | Green | Agricultural | 14.39 | 10.57 | 316 | 490,874 | 668,276 | 7,063,673 |
| Site 8 | Large Greenfield 300 | Halton | Green | Agricultural | 12.24 | 8.57 | 300 | 549,738 | 785,339 | 6,731,481 |
| Site 9 | Large Greenfield 150 | Halton | Green | Agricultural | 6.12 | 4.29 | 150 | 463,004 | 661,434 | 2,834,717 |
| Site 10 | Large Greenfield 75 | Halton | Green | Agricultural | 2.68 | 2.14 | 75 | 535,712 | 669,640 | 1,434,943 |
| Site 11 | Medium Greenfield 40 | Halton | Green | Agricultural | 1.27 | 1.14 | 40 | 628,034 | 697,815 | 797,503 |
| Site 12 | Medium Greenfield 20 | Halton | Green | Agricultural | 0.63 | 0.57 | 20 | 580,170 | 644,634 | 368,362 |
| Site 13 | Medium Greenfield 12 | Halton | Green | Agricultural | 0.36 | 0.36 | 12 | 780,337 | 780,337 | 283,759 |
| Site 14 | Small Greenfield 7 | Halton | Green | Paddock | 0.22 | 0.22 | 7 | 1,004,058 | 1,004,058 | 219,638 |
| Site 15 | Small Greenfield 3 | Halton | Green | Agricultural | 0.10 | 0.10 | 3 | 735,783 | 735,783 | 73,578 |
| Site 16 | Green Plot | Halton | Green | Agricultural | 0.05 | 0.05 | 1 | 543,227 | 543,227 | 27,161 |
| Site 17 | Large Brownfield 300 | Halton | Brown | Industrial | 9.52 | 6.67 | 300 | 178,733 | 255,332 | 1,702,216 |
| Site 18 | Large Brownfield 150 | Halton | Brown | Industrial | 4.17 | 3.33 | 150 | 62,884 | 78,606 | 262,019 |
| Site 19 | Large Brownfield 75 | Halton | Brown | Industrial | 2.08 | 1.67 | 75 | 34,339 | 42,924 | 71,540 |
| Site 20 | Medium Brownfield 40 | Halton | Brown | Industrial | 0.99 | 0.89 | 40 | -391,009 | -434,454 | -386,181 |
| Site 21 | Medium Brownfield 20 | Halton | Brown | Industrial | 0.49 | 0.44 | 20 | -445,205 | -494,672 | -219,854 |
| Site 22 | Medium Brownfield 12 | Halton | Brown | Industrial | 0.27 | 0.27 | 12 | -267,313 | -267,313 | -71,283 |
| Site 23 | Small Brownfield 7 | Halton | Brown | Industrial | 0.17 | 0.17 | 7 | -495,908 | -495,908 | -82,651 |
| Site 24 | Small Brownfield 3 | Halton | Brown | Industrial | 0.08 | 0.08 | 3 | -1,151,843 | -1,151,843 | -86,388 |
| Site 25 | Urban Flats | Halton | Brown | Industrial | 1.00 | 0.60 | 60 | -1,098,600 | -1,831,000 | -1,098,600 |

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| | | | Alternative Use Value | Viability Threshold | Residual Value |
|---|---|---|---|---|---|
| | | | £/ha | £/ha | £/ha |
| Site 1 | North Widnes | Widnes | 22,500 | 272,500 | 370,268 |
| Site 2 | North East Widnes | Widnes | 22,500 | 272,500 | 424,878 |
| Site 3 | North West Widnes | Widnes | 22,500 | 272,500 | 462,839 |
| Site 4 | Halebank | Widnes | 22,500 | 272,500 | 445,326 |
| Site 5 | Wharford Farm | Runcorn | 22,500 | 272,500 | 386,006 |
| Site 6 | Land between The Office Village, Daresbury Park and Bridgewater Canal | Runcorn | 22,500 | 272,500 | 476,512 |
| Site 7 | Preston on the Hill | Runcorn | 22,500 | 272,500 | 490,874 |
| Site 8 | Large Greenfield 300 | Halton | 22,500 | 272,500 | 549,738 |
| Site 9 | Large Greenfield 150 | Halton | 22,500 | 272,500 | 463,004 |
| Site 10 | Large Greenfield 75 | Halton | 22,500 | 272,500 | 535,712 |
| Site 11 | Medium Greenfield 40 | Halton | 22,500 | 272,500 | 628,034 |
| Site 12 | Medium Greenfield 20 | Halton | 22,500 | 272,500 | 580,170 |
| Site 13 | Medium Greenfield 12 | Halton | 22,500 | 272,500 | 780,337 |
| Site 14 | Small Greenfield 7 | Halton | 50,000 | 300,000 | 1,004,058 |
| Site 15 | Small Greenfield 3 | Halton | 50,000 | 300,000 | 735,783 |
| Site 16 | Green Plot | Halton | 50,000 | 300,000 | 543,227 |
| Site 17 | Large Brownfield 300 | Halton | 300,000 | 360,000 | 178,733 |
| Site 18 | Large Brownfield 150 | Halton | 300,000 | 360,000 | 62,884 |
| Site 19 | Large Brownfield 75 | Halton | 300,000 | 360,000 | 34,339 |
| Site 20 | Medium Brownfield 40 | Halton | 300,000 | 360,000 | -391,009 |
| Site 21 | Medium Brownfield 20 | Halton | 300,000 | 360,000 | -445,205 |
| Site 22 | Medium Brownfield 12 | Halton | 300,000 | 360,000 | -267,313 |
| Site 23 | Small Brownfield 7 | Halton | 300,000 | 360,000 | -495,908 |
| Site 24 | Small Brownfield 3 | Halton | 300,000 | 360,000 | -1,151,843 |
| Site 25 | Urban Flats | Halton | 300,000 | 360,000 | -1,098,600 |

57

# Moving Forward

- Circulate rough and ready first draft today
- Comments by 18th April (to the Council)
- Final draft in early May

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# Appendix 4 – Consultation Notes

### 8th April 1-4pm - Halton Stadium, Viability workshop meeting

1. Housekeeping
2. Introduction to HDH Planning Ltd and Viability
3. Presentation

   Will the plan work?

   Both affordable housing and developer contributions will be required.

   HDH have been asked to look at the scope of CIL providing an update on previous work undertaken.

   There were no changes to the latest version of the NPPF in Feb 2019 following the last 2018 revision.

   2012 Para 173/174 Two key paras of the test of the cumulative impact of the policies, the landowner needed to make a competitive return.

   PPG Chpt 10 – How to go about doing a viability study.

   Model typologies that look like those sites which will come forward. We don't have strategic sites as such, we have looked at the 7 largest sites with a character amongst them. Purpose is to make sure at EiP we aren't talking about figures. We need to get past that and be happy with costs and approaches used. Reducing time at the EiP.

   Para 10 sets out that we should be using standard inputs. Difference from of NPP/NPPG, we have never had this requirement to secure maximum benefits for public interest before. There has been a change in emphasis.

   When you get to appeal/application you use the same assumptions that have been hound sound by the planning inspector.

   There are two types of abnormal, normal and abnormal. A specific site cost is an abnormal abnormal.

   PPG Land value – approach is where you undertake an assessment, work out residual value. Landowner needs enough to be able to sell the land. If EUV was £250k ha how much does landowners need to be able to sell.

   Working out EUV is difficult in Halton as no policy compliant schemes have been achieved to look at as examples.

   Landowners Premium – What is a reasonable return?

   There might not be much evidence available, it's about using what evidence you already have.

   New PPG sets out between 15-20% of GDV, the lower figure is more appropriate for lower housing. A General approach stronger markets have a lower range, riskier sites higher end.

   Once the viability has been inspected it is the reference point going forward.

   CIL regs updates have not yet been published.

   This document is not the final version of the LP only a working copy, they are working with revisions maybe required should policy asks changes in the Local Plan.

   This report will be the reference point going forward and w3ill only be including deliverable sites going forward.

   The Hardman Review is still up to date and the Viability Study is in accordance with this. The RICS guidance is out of date and can't be given much weight, RICS are updating the evidence in two documents.

The Hardman guidance sets out the engagement phases, starting with all existing evidence, gathering info, talking about assumptions and producing a report.

4. Methodology

We are not using a developer specific model. We follow the same approach but different for different house builders, we are not trying to capture this in the model. We are only trying to make a planning assessment not a commercial one.

Graphic used in the Gross Development Value slide is used when talking to members out of LPA/Developer control. Houses can be worth more, but the value is the value, smaller developers might be more nimble fees can be cut back on, but you need professional, therefore nothing can give but the land value.

5. Key Assumptions

Halton's market is challenging, some older developed areas have values that are poor. Quality of post war housing is good. Values in Halton are back to a pre-recession peak marginally.

Activity is running slower than in the wider markets in Halton, however post war development is well built and well sized, yet it is not perceived as aspirational.

New build in Halton is almost double the price of existing housing. New build however has been located towards Warrington and north West Widnes.

Asking prices by settlement don't vary much purely by geography i.e. there is not a North South divide in Halton.

New Build asking prices – these have been derived from asking sales offices and looking at advertised housing, comments on these will be gratefully received.

Land registry PPD – last 5 years just under 500 new houses in Halton, the average price in Runcorn is £175k and £236 in Widnes. Values have been married with the floor data from the EPC Certificate. There isn't a lot in the figures, which suggests that treating the borough as a single price area is the way forward. There is not any evidence to suggest otherwise.

Price assumption looked at in detail by HDH, larger sites can produce a sense of place, brownfield sites are taken from an average.

Premium GF sites are not evidenced by a suggestion, it is what would be classed as a garden town principle. HDH has asked if the figures are correct, we need evidence to support comments should they differ.

- Price assumption (£/m2) - £230-256 sqft – landowner comment.

There are 3 types of social housing, social rent, affordable rent and intermediate housing.
Average rents have been capped at 4% from the HCA, 4% is what the market is looking at
5% transactions seem to be resales of older housing stock.
Affordable rent was introduced during the downturn, if to assume affordable rent at 80% of market rent. It is capped at the 3 decile of all rents, local housing allowance cap.
Riverside housing think that these are too high.

If LPA ask for lower value it is likely to get less than the asking price for a higher value product.

The affordable values are in the expected range.

Older peoples housing, there is very little evidence. It is not McCarthy and Stone territory.

Non-residential – things happen in Halton more so than in other areas. The values are assuming new development built by a speculative developer at a significant size. Lowest industrial rent £1.20 in the Borough, however, this is not the type of space being promoted in the Local Plan. Traditionally shopping sector is very challenging. Industrial/Distribution would normally be roughly the same. Comments on this slide indicated that the prices seem too high with small supermarkets bring only £13-14 sqft.

Land registry prices paid – looked up as many of the sites as possible. In the appendix of the report more details are provide. Figures are higher than initially expected. Prices have varied

from £10k to £3.3 million. If we exclude the outliers in brings it down to £286-£1.9 million. Which seems surprisingly high. This is to be looked at through the representations. None of these are policy compliant, gross sale values only.

Development Costs – unconventional on the whole small sites uplift 13% - under 6 units, 6% under 10 units. Larger GF sites 15%. Contingencies reflect the risk on development. It is not construction stage its appropriate to build in the risk of lower risk GF and higher BF sites.

- Q. What's the rational of using the lower quartile?
- Looked at the rates of neighbouring authorities and related to those. NE /West of Runcorn are standard housing schemes. Felt they are the bottom end of the BICS range. BICS are not on smaller sites or on premium GF sites.

CIL – looking at the scope only, Halton's housing market is challenging. S106 £2500/unit is lower than those used previously but with pooling restrictions it seems right.

- Q. What's top of the range and middle of the range?
- Most of housing is delivered on GF sites and outside the traditional settlements. Almost creating a new housing market.
- Q. CWAC and CE 20% developer returns has to see how we can justify 17.5%
- Work in those areas was undertaken prior to July 2018.

Affordable housing – testing on all sites in all areas range of tenures/ mixtures

Developer contributions – testing a range of larger sites might have higher levels

Housing mix – based on modelling on this small unit heavy reducing amount of development on a m2/ha basis can push residual value down.

Space standards – LPA no policy but factor in

Accessible – LAP no policy but factor in

Charging points – factor in

Water £9 per dwelling

SUDS – within greenspace

Self-build – is there an impact is we have a requirement on larger schemes.

Modelling tries to build a picture to should how modelling is reflecting in development, the distribution of allocations by size reflect how much weight is put on the viability information.

Public open space is being worked on currently by the LPA, HSH will need to check this works, there is already quite a lot in the Borough so need to work out how that will be delivered.

Early results

For the typologies ran the modelling, 600,000 per net ha, 500,000 gross ha GF sites on average.

Brownfield sites – residual very low or negative.

Obviously brownfield sites are tricky.

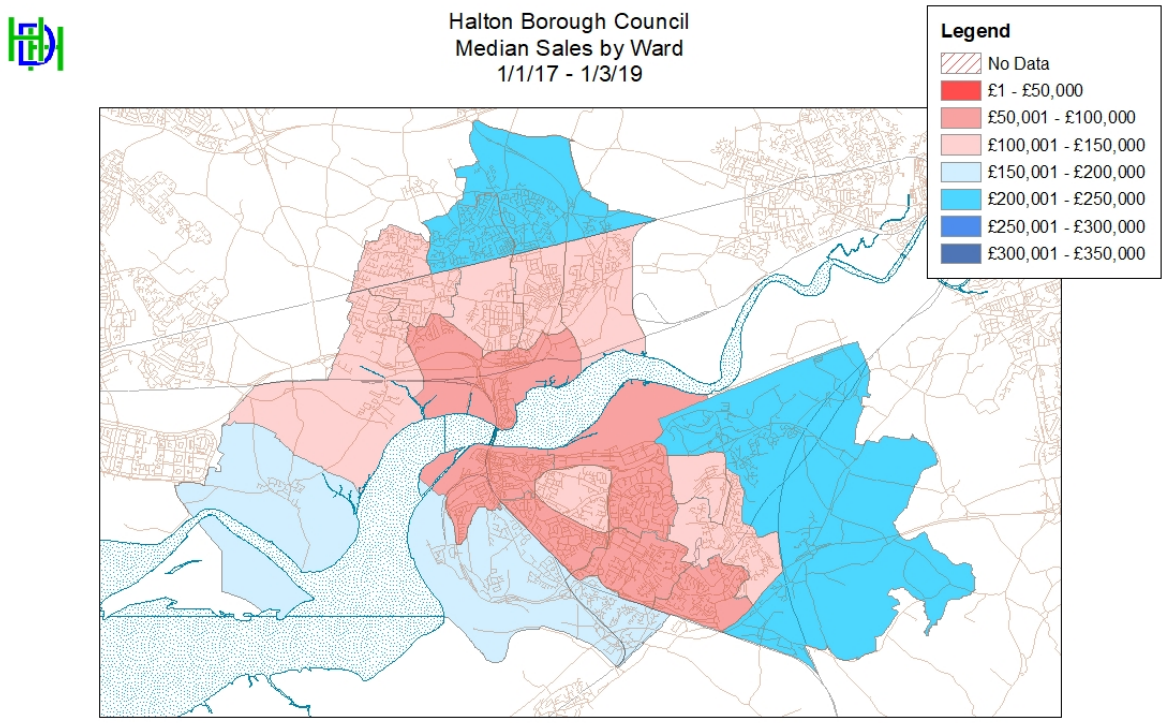
If you compare EUV and add £250/per ha as developer return.

Viability of threshold of just under £275k per ha. Policy compliant.

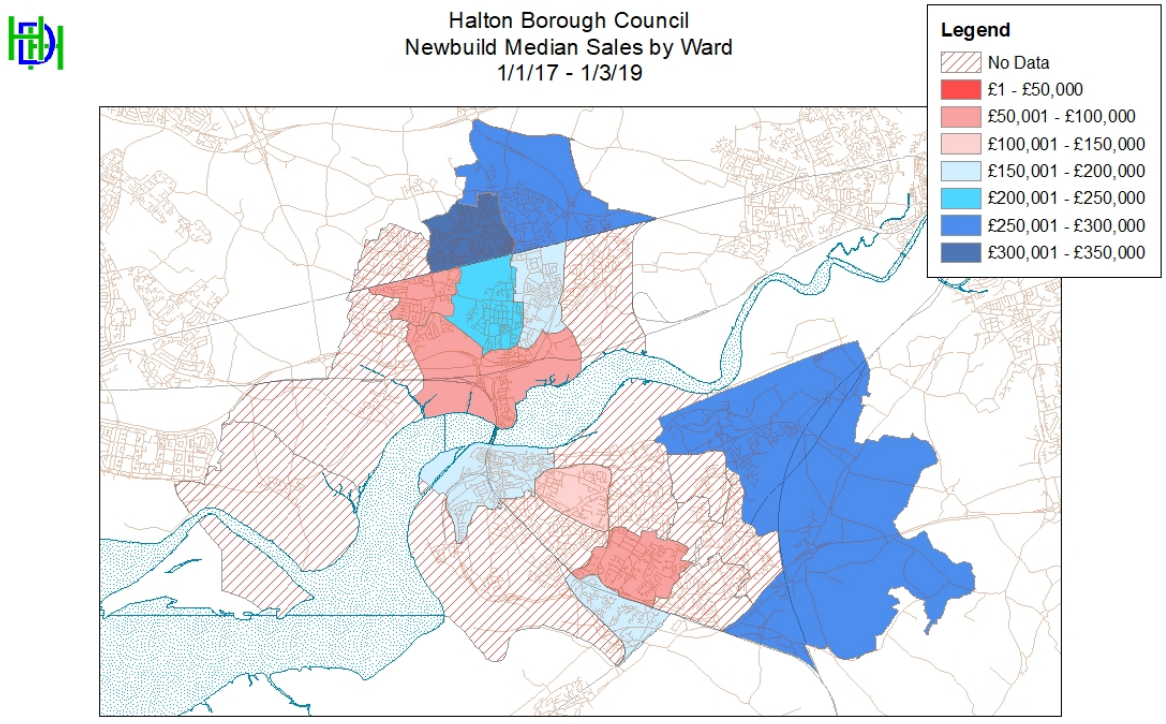
- Q. If sites in red are not viable how can they be in the 5 year supply
- LPA will need to evidence that they are deliverable
- Q. Figures seem out for landowners. So wouldn't be selling at these figures
- We need to know why it should be different and evidence to support comments.

- Q. Once established viability level what is the purpose of it? If someone want to pay more can they?
- Need to demonstrate the sites are deliverable in this process and policies allow for this. We aren't trying to regulate the market, at DM they won't be able to influence this.
- Q. Flow in Benchmark values.
- If not correct would expect a hard time at the EIP. Many different ways of looking at them.

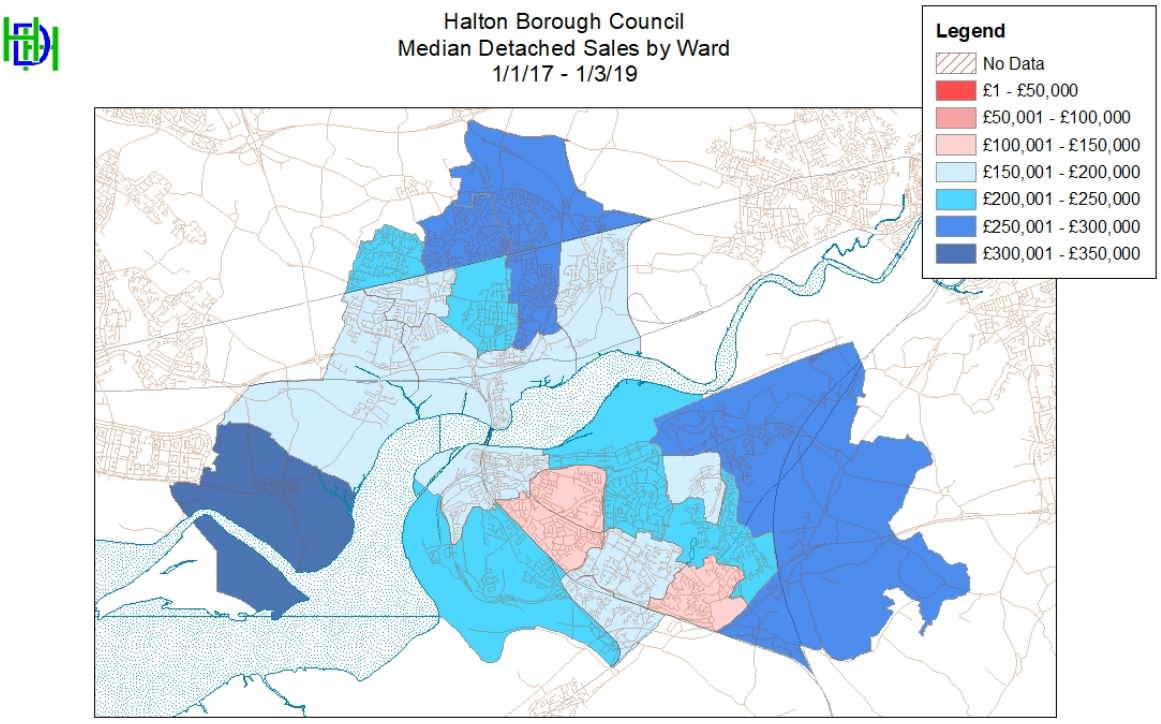
# Appendix 5 – Price Maps



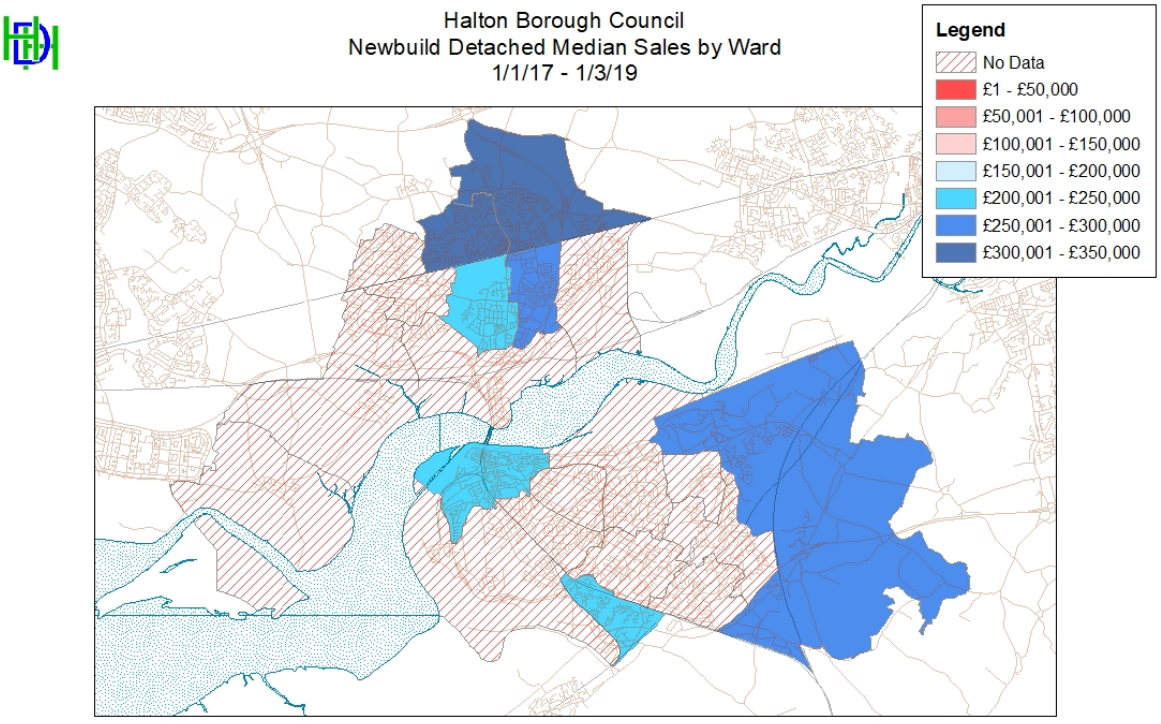

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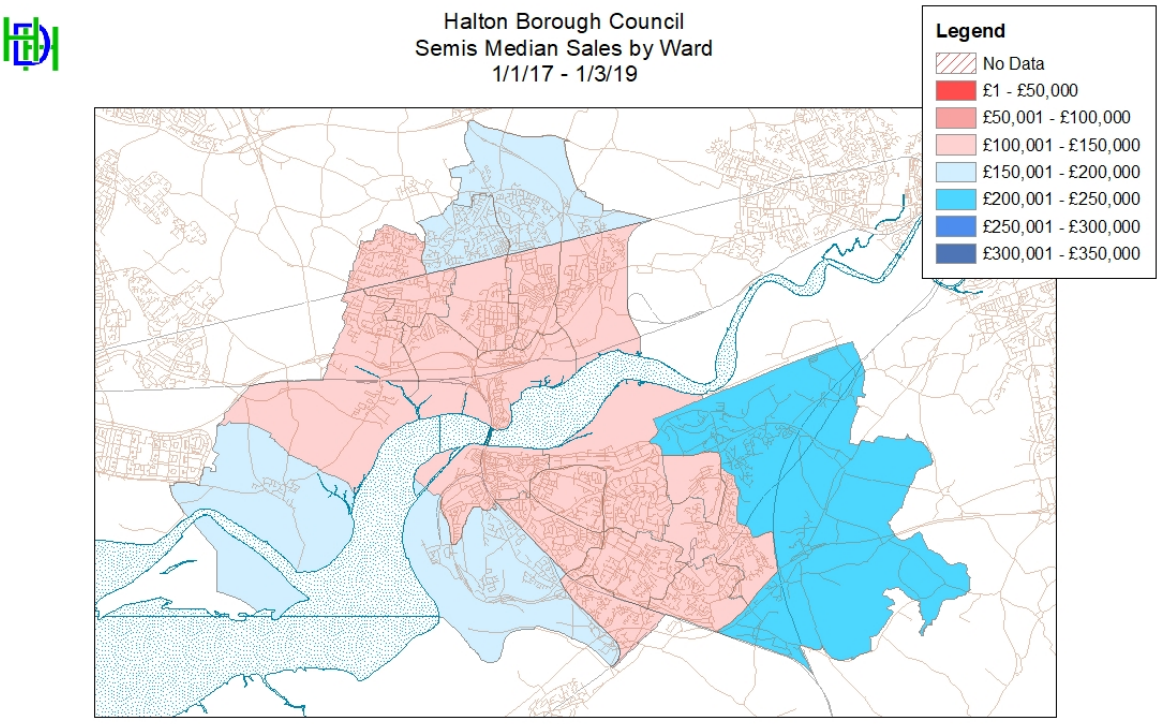

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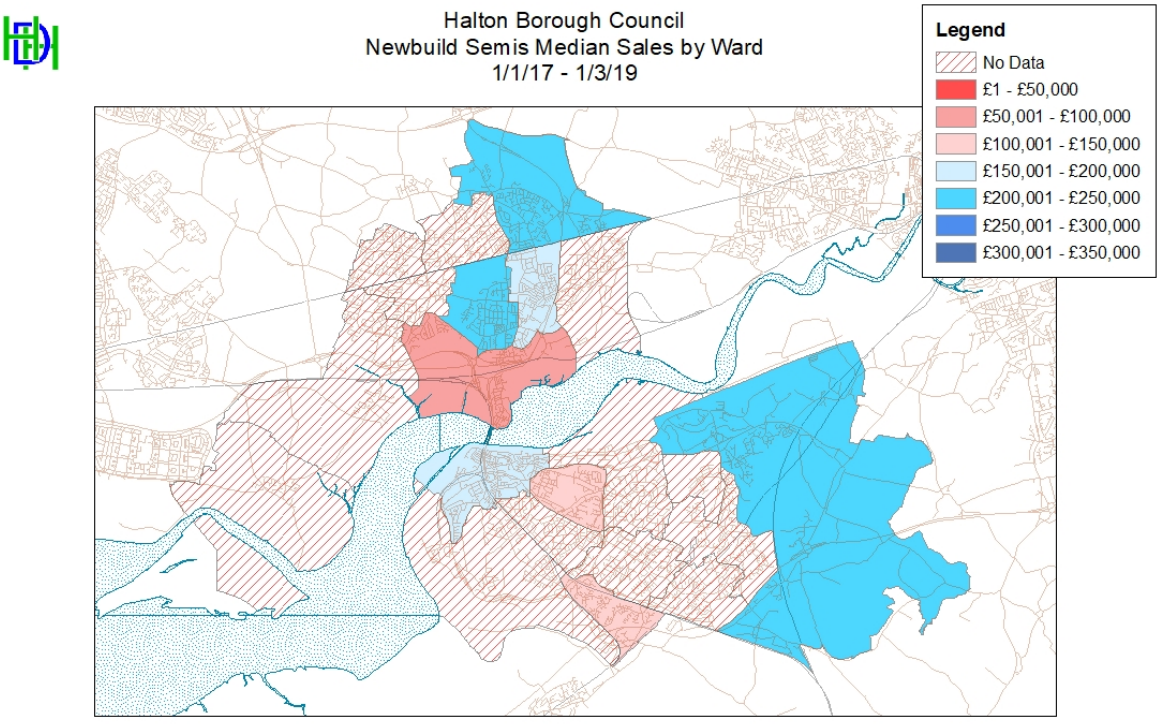

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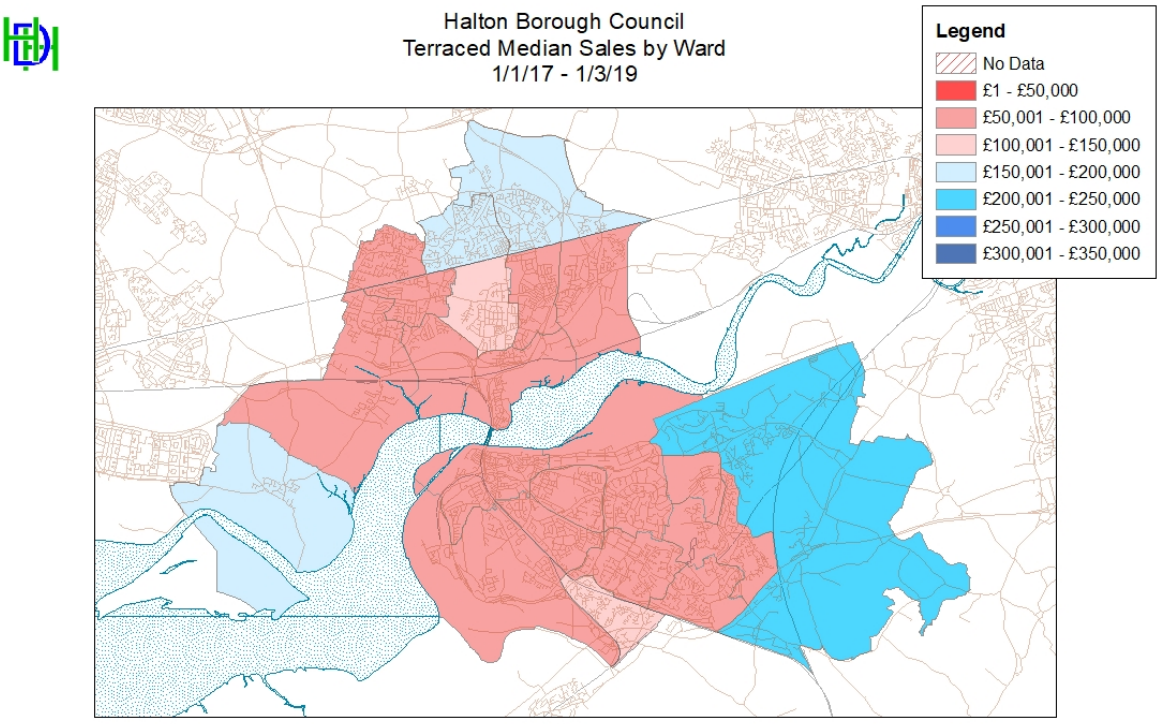

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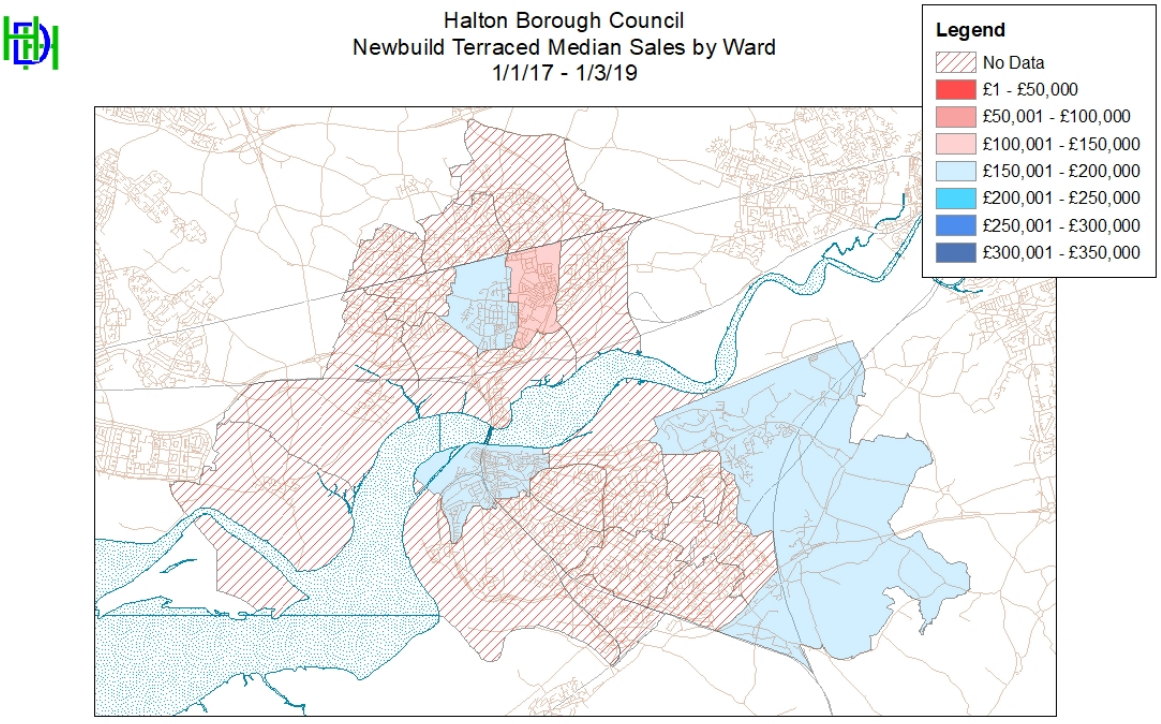

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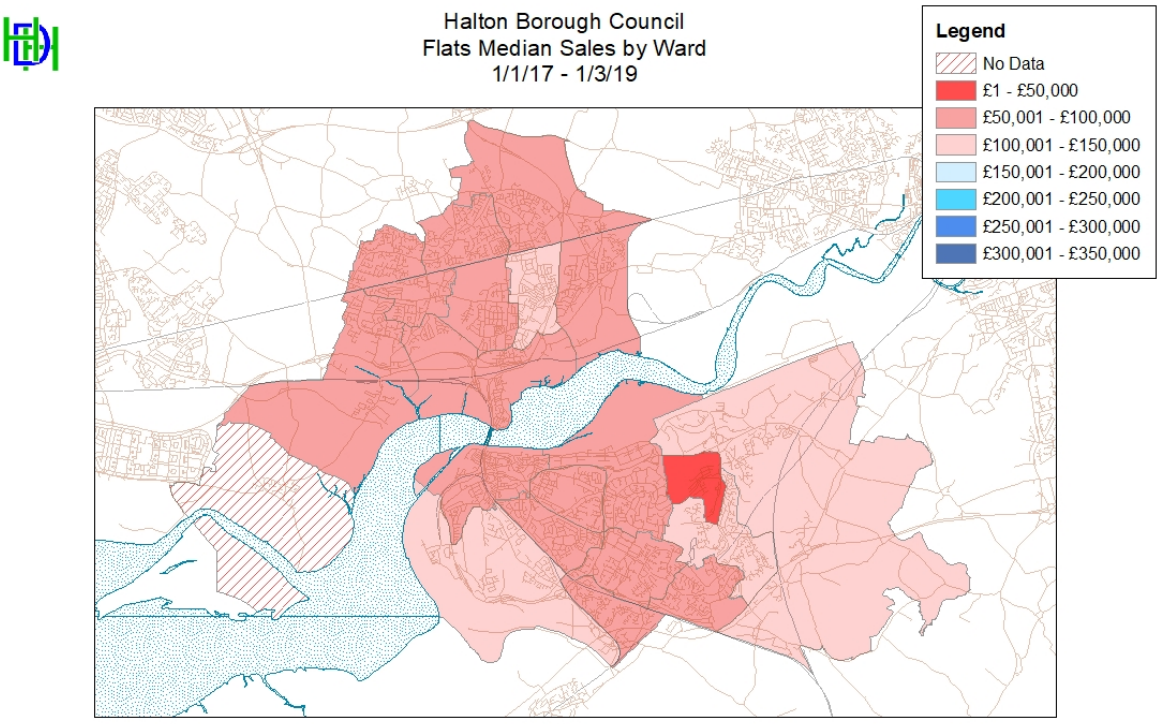

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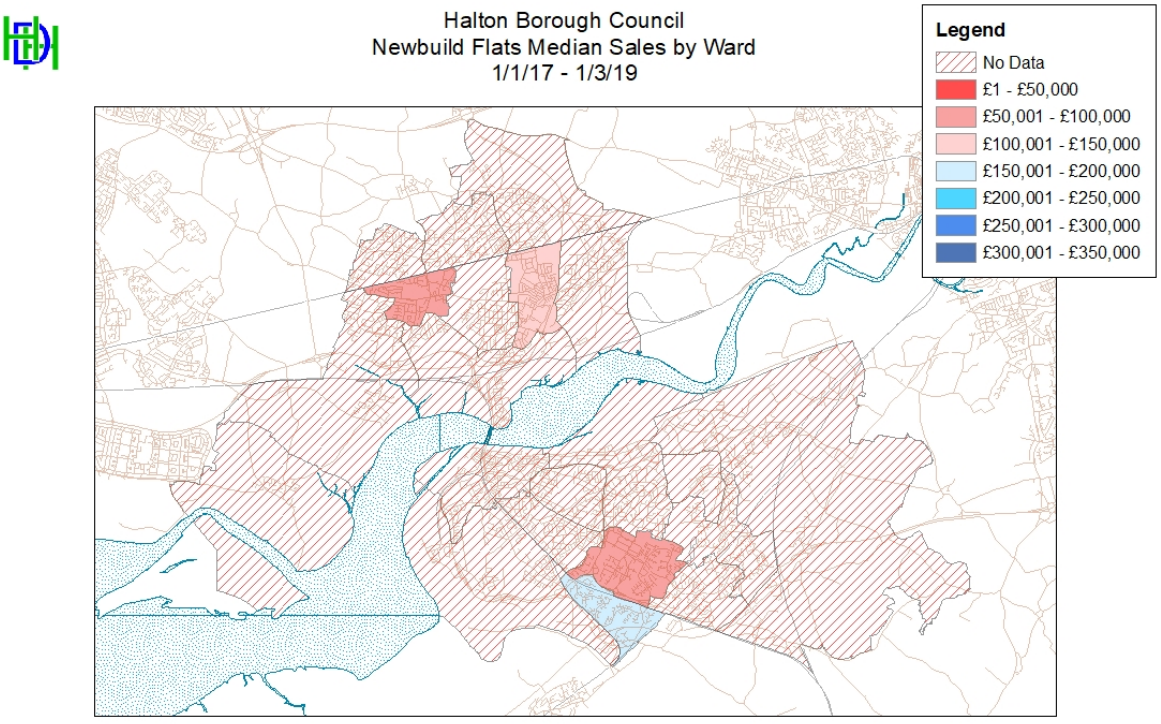

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# Appendix 6 – Land Registry PPD and EPC Data

| Date | Price Paid | Type | saon | paon | | street | locality | town | postcode | m2 | £/m2 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 28/04/2017 | £209,750 | T | | | 21 | BIGGLESWADE DRIVE | | RUNCORN | WA7 1FY | 109 | £1,924 |
| 23/02/2017 | £209,750 | T | | | 29 | BIGGLESWADE DRIVE | | RUNCORN | WA7 1FY | 109 | £1,924 |
| 06/01/2017 | £304,750 | D | | | 5 | TEMPSFORD CLOSE | | RUNCORN | WA7 1FZ | 130 | £2,344 |
| 19/12/2017 | £224,750 | T | | | 12 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 105 | £2,140 |
| 19/12/2017 | £212,750 | T | | | 14 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 105 | £2,026 |
| 02/02/2018 | £210,750 | T | | | 16 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 109 | £1,933 |
| 26/01/2018 | £210,750 | T | | | 18 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 109 | £1,933 |
| 17/02/2017 | £263,750 | D | | | 21 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 104 | £2,536 |
| 26/01/2018 | £224,750 | T | | | 22 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 105 | £2,140 |
| 09/02/2018 | £212,750 | T | | | 24 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 105 | £2,026 |
| 17/03/2017 | £289,750 | D | | | 25 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 122 | £2,375 |
| 15/12/2017 | £192,750 | T | | | 26 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 81 | £2,380 |
| 17/03/2017 | £403,250 | D | | | 27 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 168 | £2,400 |
| 04/08/2017 | £335,250 | D | | | 29 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 135 | £2,483 |
| 29/09/2017 | £196,750 | S | | | 32 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 81 | £2,429 |
| 27/07/2017 | £290,750 | D | | | 33 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 122 | £2,383 |
| 16/02/2018 | £192,750 | S | | | 34 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 81 | £2,380 |
| 29/06/2017 | £334,250 | D | | | 35 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 135 | £2,476 |
| 23/02/2018 | £271,950 | D | | | 36 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 111 | £2,450 |
| 31/03/2017 | £393,750 | D | | | 37 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 168 | £2,344 |
| 09/02/2018 | £268,750 | D | | | 38 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 111 | £2,421 |
| 09/06/2017 | £264,750 | D | | | 39 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 104 | £2,546 |
| 31/03/2017 | £227,750 | D | | | 41 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 93 | £2,449 |
| 26/05/2017 | £188,750 | S | | | 43 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 81 | £2,330 |
| 09/06/2017 | £188,750 | S | | | 45 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 81 | £2,330 |
| 20/04/2018 | £268,950 | D | | | 46 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 104 | £2,586 |
| 02/06/2017 | £228,750 | D | | | 47 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 93 | £2,460 |
| 30/06/2017 | £265,750 | D | | | 49 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 104 | £2,555 |
| 15/06/2018 | £211,750 | S | | 49A | | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 89 | £2,379 |
| 03/08/2018 | £197,750 | S | | | 51 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 81 | £2,441 |
| 27/07/2018 | £270,950 | D | | | 53 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 104 | £2,605 |
| 03/08/2018 | £228,750 | D | | | 55 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 93 | £2,460 |
| 03/08/2018 | £267,750 | D | | | 57 | ACTONS WOOD LANE | | RUNCORN | WA7 1GX | 104 | £2,575 |
| 23/02/2018 | £210,750 | S | | | 1 | MAGNA PARK | | RUNCORN | WA7 1GY | 89 | £2,368 |
| 06/10/2017 | £209,750 | S | | | 2 | MAGNA PARK | | RUNCORN | WA7 1GY | 89 | £2,357 |
| 23/03/2018 | £298,950 | D | | | 3 | MAGNA PARK | | RUNCORN | WA7 1GY | 122 | £2,450 |
| 01/12/2017 | £297,950 | D | | | 4 | MAGNA PARK | | RUNCORN | WA7 1GY | 122 | £2,442 |
| 28/09/2018 | £320,750 | D | | | 6 | MAGNA PARK | | RUNCORN | WA7 1GY | 130 | £2,467 |
| 01/12/2017 | £309,750 | D | | | 6 | MAGNA PARK | | RUNCORN | WA7 1GY | 130 | £2,383 |
| 29/03/2018 | £297,750 | D | | | 7 | MAGNA PARK | | RUNCORN | WA7 1GY | 127 | £2,344 |
| 20/12/2017 | £325,750 | D | | | 8 | MAGNA PARK | | RUNCORN | WA7 1GY | 135 | £2,413 |
| 16/02/2018 | £211,750 | S | | | 2 | BITTESWELL COURT | | RUNCORN | WA7 1GZ | 89 | £2,379 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 28/03/2018 | £295,750 | D | 4 | BITTESWELL COURT | RUNCORN | WA7 1GZ | | |
| 29/06/2018 | £300,950 | D | 5 | BITTESWELL COURT | RUNCORN | WA7 1GZ | 122 | £2,467 |
| 03/07/2018 | £304,750 | D | 9 | BITTESWELL COURT | RUNCORN | WA7 1GZ | 127 | £2,400 |
| 15/06/2018 | £266,750 | D | 11 | BITTESWELL COURT | RUNCORN | WA7 1GZ | 104 | £2,565 |
| 03/08/2018 | £212,750 | S | 2 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 89 | £2,390 |
| 17/08/2018 | £224,750 | D | 3 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 88 | £2,554 |
| 31/08/2018 | £205,750 | S | 4 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 85 | £2,421 |
| 31/08/2018 | £205,750 | S | 6 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 85 | £2,421 |
| 28/09/2018 | £272,750 | D | 8 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 111 | £2,457 |
| 02/11/2018 | £306,750 | D | 10 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 123 | £2,494 |
| 10/10/2018 | £195,750 | D | 11 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 81 | £2,417 |
| 12/10/2018 | £195,750 | S | 13 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 81 | £2,417 |
| 19/10/2018 | £195,750 | S | 15 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 81 | £2,417 |
| 02/11/2018 | £214,750 | D | 19 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 85 | £2,526 |
| 19/12/2018 | £330,950 | D | 25 | LUTTERWORTH AVENUE | RUNCORN | WA7 1HY | 135 | £2,451 |
| 31/03/2017 | £291,750 | D | 10 | LILBOURNE COURT | RUNCORN | WA7 1HZ | 123 | £2,372 |
| 31/03/2017 | £331,250 | D | 12 | LILBOURNE COURT | RUNCORN | WA7 1HZ | 135 | £2,454 |
| 20/08/2018 | £419,995 | D | 55 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 222 | £1,892 |
| 28/06/2018 | £309,995 | D | 77 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 134 | £2,313 |
| 29/06/2018 | £314,000 | D | 79 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 135 | £2,326 |
| 28/06/2018 | £340,995 | D | 81 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 143 | £2,385 |
| 28/06/2018 | £342,045 | D | 83 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 143 | £2,392 |
| 22/06/2018 | £312,995 | D | 85 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 134 | £2,336 |
| 01/06/2018 | £309,995 | D | 87 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 134 | £2,313 |
| 28/06/2018 | £322,500 | D | 89 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 135 | £2,389 |
| 22/06/2018 | £339,995 | D | 91 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 143 | £2,378 |
| 28/06/2018 | £389,995 | D | 95 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 168 | £2,321 |
| 01/06/2018 | £272,995 | D | 99 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 108 | £2,528 |
| 03/01/2018 | £299,745 | D | 101 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 134 | £2,237 |
| 21/01/2018 | £366,245 | D | 103 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 173 | £2,117 |
| 18/12/2017 | £371,995 | D | 105 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 173 | £2,150 |
| 20/12/2017 | £387,146 | D | 107 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 168 | £2,304 |
| 01/12/2017 | £397,995 | D | 109 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 168 | £2,369 |
| 20/12/2017 | £277,895 | D | 111 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 115 | £2,416 |
| 12/12/2017 | £399,495 | D | 113 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 165 | £2,421 |
| 24/11/2017 | £278,795 | D | 115 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 115 | £2,424 |
| 23/02/2018 | £271,995 | D | 117 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 115 | £2,365 |
| 15/09/2017 | £414,495 | D | 119 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 222 | £1,867 |
| 21/12/2017 | £375,745 | D | 121 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 168 | £2,237 |
| 22/09/2017 | £269,995 | D | 123 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 108 | £2,500 |
| 25/06/2018 | £373,995 | D | 125 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 150 | £2,493 |
| 21/12/2017 | £378,995 | D | 127 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 168 | £2,256 |
| 29/03/2018 | £384,995 | D | 129 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 168 | £2,292 |
| 27/10/2017 | £410,000 | D | 131 | WALSINGHAM DRIVE | RUNCORN | WA7 1XB | 184 | £2,228 |
| 24/11/2017 | £359,995 | D | 1 | MORSTON ROAD | RUNCORN | WA7 1XW | 150 | £2,400 |
| 27/03/2017 | £266,495 | D | 7 | MORSTON ROAD | RUNCORN | WA7 1XW | 108 | £2,468 |
| 24/02/2017 | £275,995 | D | 11 | MORSTON ROAD | RUNCORN | WA7 1XW | 115 | £2,400 |



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|---|---|---|---|---|---|---|---|---|
| 08/02/2017 | £274,645 | D | 13 | MORSTON ROAD | RUNCORN | WA7 1XW | 115 | £2,388 |
| 24/02/2017 | £313,995 | D | 15 | MORSTON ROAD | RUNCORN | WA7 1XW | 135 | £2,326 |
| 28/04/2017 | £350,000 | D | 16 | MORSTON ROAD | RUNCORN | WA7 1XW | 150 | £2,333 |
| 24/03/2017 | £319,995 | D | 17 | MORSTON ROAD | RUNCORN | WA7 1XW | 135 | £2,370 |
| 10/02/2017 | £415,995 | D | 18 | MORSTON ROAD | RUNCORN | WA7 1XW | 222 | £1,874 |
| 29/09/2017 | £399,875 | D | 19 | MORSTON ROAD | RUNCORN | WA7 1XW | 184 | £2,173 |
| 05/05/2017 | £397,495 | D | 20 | MORSTON ROAD | RUNCORN | WA7 1XW | 165 | £2,409 |
| 23/02/2018 | £365,000 | D | 21 | MORSTON ROAD | RUNCORN | WA7 1XW | 150 | £2,433 |
| 02/06/2017 | £259,995 | D | 22 | MORSTON ROAD | RUNCORN | WA7 1XW | 108 | £2,407 |
| 30/06/2017 | £378,895 | D | 23 | MORSTON ROAD | RUNCORN | WA7 1XW | 168 | £2,255 |
| 24/03/2017 | £259,995 | D | 24 | MORSTON ROAD | RUNCORN | WA7 1XW | 108 | £2,407 |
| 23/05/2017 | £274,995 | D | 27 | MORSTON ROAD | RUNCORN | WA7 1XW | 115 | £2,391 |
| 26/01/2018 | £361,495 | D | 30 | MORSTON ROAD | RUNCORN | WA7 1XW | 168 | £2,152 |
| 30/06/2017 | £261,995 | D | 34 | MORSTON ROAD | RUNCORN | WA7 1XW | 108 | £2,426 |
| 02/05/2017 | £273,995 | D | 38 | MORSTON ROAD | RUNCORN | WA7 1XW | 115 | £2,383 |
| 08/12/2017 | £226,995 | D | 1 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,873 |
| 29/06/2017 | £221,095 | D | 2 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,799 |
| 15/12/2017 | £202,415 | S | 3 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,562 |
| 30/06/2017 | £223,895 | D | 4 | WISBECH CLOSE | RUNCORN | WA7 1XY | 87 | £2,574 |
| 02/02/2018 | £174,800 | S | 5 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,270 |
| 29/06/2017 | £225,995 | D | 6 | WISBECH CLOSE | RUNCORN | WA7 1XY | 87 | £2,598 |
| 12/05/2017 | £219,995 | D | 7 | WISBECH CLOSE | RUNCORN | WA7 1XY | 87 | £2,529 |
| 29/06/2017 | £204,995 | D | 8 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,662 |
| 21/12/2017 | £188,695 | T | 9 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,389 |
| 29/06/2017 | £202,200 | D | 10 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,626 |
| 23/03/2018 | £150,000 | T | 11 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £1,948 |
| 30/06/2017 | £222,995 | D | 12 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,823 |
| 26/01/2018 | £169,100 | T | 13 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,196 |
| 05/06/2017 | £219,995 | D | 14 | WISBECH CLOSE | RUNCORN | WA7 1XY | 87 | £2,529 |
| 01/12/2017 | £175,000 | T | 15 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,273 |
| 27/10/2017 | £188,696 | T | 16 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,389 |
| 21/04/2017 | £210,255 | T | 17 | WISBECH CLOSE | RUNCORN | WA7 1XY | 107 | £1,965 |
| 24/04/2017 | £205,355 | T | 19 | WISBECH CLOSE | RUNCORN | WA7 1XY | 107 | £1,919 |
| 29/09/2017 | £200,995 | T | 21 | WISBECH CLOSE | RUNCORN | WA7 1XY | 107 | £1,878 |
| 22/12/2017 | £166,700 | T | 22 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,165 |
| 23/02/2018 | £179,995 | T | 23 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,278 |
| 22/08/2017 | £212,995 | S | 24 | WISBECH CLOSE | RUNCORN | WA7 1XY | 107 | £1,991 |
| 28/06/2017 | £184,395 | T | 25 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,395 |
| 02/06/2017 | £212,995 | S | 26 | WISBECH CLOSE | RUNCORN | WA7 1XY | 107 | £1,991 |
| 23/03/2018 | £150,000 | T | 27 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £1,948 |
| 30/06/2017 | £179,995 | S | 28 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,338 |
| 19/06/2017 | £199,995 | T | 29 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,532 |
| 21/12/2017 | £149,995 | T | 30 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £1,948 |
| 22/10/2017 | £152,995 | T | 32 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £1,987 |
| 21/12/2017 | £159,995 | T | 34 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,025 |
| 12/01/2018 | £174,995 | S | 36 | WISBECH CLOSE | RUNCORN | WA7 1XY | 79 | £2,215 |
| 01/12/2017 | £171,000 | S | 38 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,221 |

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|---|---|---|---|---|---|---|---|---|---|---|
| 18/12/2017 | £155,995 | S | | | 40 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,026 |
| 26/06/2017 | £189,995 | S | | | 42 | WISBECH CLOSE | RUNCORN | WA7 1XY | 77 | £2,467 |
| 05/12/2017 | £65,000 | F | APARTMENT 124 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 05/12/2017 | £65,000 | F | APARTMENT 126 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 12/06/2017 | £80,000 | F | APARTMENT 129 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 130 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 135 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 136 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/03/2018 | £80,000 | F | APARTMENT 137 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 159 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 162 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 163 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 164 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 165 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 168 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 169 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 170 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 171 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 07/06/2017 | £80,000 | F | APARTMENT 172 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 173 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 16/06/2017 | £65,000 | F | APARTMENT 174 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/02/2018 | £80,000 | F | APARTMENT 176 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 21/06/2017 | £65,000 | F | APARTMENT 204 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 07/02/2018 | £65,000 | F | APARTMENT 205 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 14/06/2018 | £65,000 | F | APARTMENT 207 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 07/02/2018 | £65,000 | F | APARTMENT 209 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 21/06/2017 | £65,000 | F | APARTMENT 213 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 21/06/2017 | £65,000 | F | APARTMENT 214 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 216 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 217 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 25/07/2017 | £80,000 | F | APARTMENT 228 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/02/2018 | £65,000 | F | APARTMENT 241 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/02/2018 | £70,000 | F | APARTMENT 242 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 17/08/2017 | £70,000 | F | APARTMENT 243 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 17/08/2017 | £70,000 | F | APARTMENT 244 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 07/02/2018 | £70,000 | F | APARTMENT 245 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 07/09/2017 | £78,000 | F | APARTMENT 246 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 07/09/2017 | £78,000 | F | APARTMENT 247 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 07/09/2017 | £78,000 | F | APARTMENT 248 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 50 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 51 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 52 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 54 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 55 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 57 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 58 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |
| 28/07/2017 | £65,000 | F | APARTMENT 60 | CASTLEVIEW HOUSE | | EAST LANE | RUNCORN | WA7 2DN | | |

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|---|---|---|---|---|---|---|---|---|---|---|
| 28/07/2017 | £65,000 | F | APARTMENT 61 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 62 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 64 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £80,000 | F | APARTMENT 65 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £80,000 | F | APARTMENT 66 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 67 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 69 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 70 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 71 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £80,000 | F | APARTMENT 72 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 73 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £80,000 | F | APARTMENT 74 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 75 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 76 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 77 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 78 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 28/07/2017 | £65,000 | F | APARTMENT 79 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 16/06/2017 | £65,000 | F | APARTMENT 90 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DN | | | |
| 08/12/2017 | £65,000 | F | 1 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 24 | £2,708 | |
| 24/11/2017 | £80,000 | F | 10 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 43 | £1,860 | |
| 06/02/2018 | £65,000 | F | 11 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 31 | £2,097 | |
| 06/02/2018 | £65,000 | F | 12 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 31 | £2,097 | |
| 06/02/2018 | £65,000 | F | 13 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 31 | £2,097 | |
| 11/12/2017 | £80,000 | F | 14 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 44 | £1,818 | |
| 06/02/2018 | £65,000 | F | 15 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 31 | £2,097 | |
| 06/02/2018 | £65,000 | F | 16 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 31 | £2,097 | |
| 06/02/2018 | £65,000 | F | 17 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 31 | £2,097 | |
| 06/02/2018 | £65,000 | F | 18 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 32 | £2,031 | |
| 21/11/2017 | £55,000 | F | 19 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 29 | £1,897 | |
| 08/12/2017 | £65,000 | F | 2 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 23 | £2,826 | |
| 21/11/2017 | £55,000 | F | 20 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 21 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 22 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 23 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 24 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 25 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 26 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 11/12/2017 | £80,000 | F | 27 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 28 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 29 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 20/12/2017 | £65,000 | F | 3 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | 23 | £2,826 | |
| 06/02/2018 | £65,000 | F | 30 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 31 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 32 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 33 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £65,000 | F | 34 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |
| 06/02/2018 | £80,000 | F | 35 | CASTLEVIEW HOUSE | EAST LANE | RUNCORN | WA7 2DP | | | |

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|---|---|---|---|---|---|---|---|---|---|---|
| 06/02/2018 | £65,000 | F | 36 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £80,000 | F | 37 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 38 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 39 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 20/12/2017 | £65,000 | F | 4 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | 23 | £2,826 |
| 06/02/2018 | £65,000 | F | 40 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 41 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 42 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 43 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 44 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 45 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 46 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 47 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £80,000 | F | 48 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 49 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 5 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | 36 | £1,806 |
| 06/02/2018 | £80,000 | F | 53 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £80,000 | F | 56 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | 44 | £1,818 |
| 06/02/2018 | £80,000 | F | 59 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 6 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | 23 | £2,826 |
| 06/02/2018 | £80,000 | F | 63 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 28/07/2017 | £80,000 | F | 68 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | | |
| 06/02/2018 | £65,000 | F | 7 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | 23 | £2,826 |
| 06/02/2018 | £65,000 | F | 8 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | 23 | £2,826 |
| 06/02/2018 | £65,000 | F | 9 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DP | 30 | £2,167 |
| 10/10/2018 | £65,000 | F | 122 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 32 | £2,031 |
| 10/10/2018 | £65,000 | F | 128 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 31 | £2,097 |
| 10/10/2018 | £65,000 | F | 131 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 29 | £2,241 |
| 11/10/2018 | £65,000 | F | 133 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 32 | £2,031 |
| 14/09/2018 | £65,000 | F | 203 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | | |
| 28/02/2018 | £80,000 | F | 91 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 43 | £1,860 |
| 06/12/2018 | £65,000 | F | 92 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 31 | £2,097 |
| 05/03/2018 | £65,000 | F | 93 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 31 | £2,097 |
| 23/03/2018 | £65,000 | F | 96 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 31 | £2,097 |
| 23/03/2018 | £65,000 | F | 98 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DR | 31 | £2,097 |
| 17/10/2018 | £80,000 | F | 189 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DW | 43 | £1,860 |
| 15/10/2018 | £65,000 | F | 201 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DW | 28 | £2,321 |
| 28/02/2018 | £80,000 | F | 218 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DW | 44 | £1,818 |
| 17/09/2018 | £80,000 | F | 221 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DW | 44 | £1,818 |
| 17/09/2018 | £80,000 | F | 225 | CASTLEVIEW HOUSE | EAST LANE | | RUNCORN | WA7 2DW | 44 | £1,818 |
| 19/02/2018 | £115,000 | S | | 7A | LITTLEGATE | HALTON BROOK | RUNCORN | WA7 2EE | 65 | £1,769 |
| 26/06/2017 | £129,050 | S | | 7B | LITTLEGATE | HALTON BROOK | RUNCORN | WA7 2EE | 65 | £1,985 |
| 09/02/2017 | £117,500 | S | | | 140 HALTON BROOK AVENUE | HALTON BROOK | RUNCORN | WA7 2RA | 65 | £1,808 |
| 28/07/2017 | £190,000 | D | | | 1 FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 97 | £1,959 |
| 03/07/2017 | £170,000 | S | | | 2 FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 94 | £1,809 |
| 03/07/2017 | £170,000 | S | | | 3 FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 94 | £1,809 |
| 30/06/2017 | £185,000 | D | | | 4 FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 93 | £1,989 |

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|---|---|---|---|---|---|---|---|---|---|
| 31/07/2017 | £185,000 | D | 5 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 93 | £1,989 |
| 31/07/2017 | £185,000 | D | 6 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 93 | £1,989 |
| 20/10/2017 | £195,000 | F | 7 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 97 | £2,010 |
| 08/12/2017 | £260,000 | D | 8 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 143 | £1,818 |
| 02/10/2017 | £185,000 | D | 9 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 128 | £1,445 |
| 02/10/2017 | £135,000 | S | 10 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 128 | £1,055 |
| 26/10/2017 | £135,000 | S | 11 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 128 | £1,055 |
| 10/11/2017 | £140,000 | S | 12 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 128 | £1,094 |
| 10/11/2017 | £135,000 | S | 13 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 68 | £1,985 |
| 01/12/2017 | £260,000 | D | 14 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 128 | £2,031 |
| 17/01/2018 | £260,000 | S | 15 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 143 | £1,818 |
| 24/11/2017 | £265,000 | D | 16 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 68 | £3,897 |
| 02/10/2017 | £265,000 | D | 17 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 93 | £2,849 |
| 31/07/2017 | £250,000 | D | 18 | FARRIERS AVENUE | BEECHWOOD | RUNCORN | WA7 3FU | 128 | £1,953 |
| 21/06/2018 | £267,750 | D | 1 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 105 | £2,550 |
| 05/01/2018 | £309,750 | D | 2 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 120 | £2,581 |
| 27/07/2018 | £309,750 | D | 5 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 120 | £2,581 |
| 27/04/2018 | £271,950 | D | 10 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 105 | £2,590 |
| 27/07/2018 | £223,950 | S | 11 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 86 | £2,604 |
| 13/04/2018 | £303,750 | D | 12 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 124 | £2,450 |
| 15/06/2018 | £340,950 | D | 13 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 133 | £2,564 |
| 24/07/2018 | £286,950 | D | 14 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 110 | £2,609 |
| 08/06/2018 | £308,750 | D | 15 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 123 | £2,510 |
| 20/07/2018 | £286,950 | D | 16 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 110 | £2,609 |
| 29/06/2018 | £336,750 | D | 17 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 133 | £2,532 |
| 05/10/2018 | £219,750 | S | 23 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 86 | £2,555 |
| 02/11/2018 | £246,950 | D | 25 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 89 | £2,775 |
| 02/11/2018 | £242,750 | D | 27 | TANNERY CROFT | PRESTON BROOK | RUNCORN | WA7 3GL | 89 | £2,728 |
| 22/12/2017 | £230,750 | S | 1 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 88 | £2,622 |
| 19/01/2018 | £205,750 | S | 2 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 81 | £2,540 |
| 29/03/2018 | £205,750 | S | 3 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 81 | £2,540 |
| 03/08/2018 | £199,750 | T | 5 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 81 | £2,466 |
| 29/03/2018 | £200,750 | S | 6 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 81 | £2,478 |
| 21/09/2018 | £204,750 | T | 8 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 81 | £2,528 |
| 02/11/2018 | £210,750 | T | 9 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 81 | £2,602 |
| 26/04/2018 | £205,750 | S | 10 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 81 | £2,540 |
| 12/10/2018 | £220,000 | T | 11 | SONG FIELD | PRESTON BROOK | RUNCORN | WA7 3GN | 88 | £2,500 |
| 29/09/2017 | £203,750 | S | 43 | VICTORIA ROAD | | RUNCORN | WA7 5BN | 119 | £1,712 |
| 16/11/2018 | £155,995 | S | 47 | VICTORIA ROAD | | RUNCORN | WA7 5BN | 94 | £1,660 |
| 05/04/2017 | £154,950 | S | 81 | LATHAM AVENUE | | RUNCORN | WA7 5DU | 112 | £1,383 |
| 13/04/2017 | £154,950 | S | 83 | LATHAM AVENUE | | RUNCORN | WA7 5DU | 112 | £1,383 |
| 03/04/2017 | £154,950 | S | 85 | LATHAM AVENUE | | RUNCORN | WA7 5DU | 112 | £1,383 |
| 06/04/2017 | £123,500 | S | 87 | LATHAM AVENUE | | RUNCORN | WA7 5DU | 112 | £1,103 |
| 03/04/2017 | £154,950 | S | 89 | LATHAM AVENUE | | RUNCORN | WA7 5DU | 112 | £1,383 |
| 06/04/2017 | £123,500 | S | 91 | LATHAM AVENUE | | RUNCORN | WA7 5DU | 112 | £1,103 |
| 12/05/2017 | £148,950 | S | 5 | WADHAM CLOSE | | RUNCORN | WA7 5FS | 85 | £1,752 |
| 10/05/2017 | £144,950 | S | 6 | WADHAM CLOSE | | RUNCORN | WA7 5FS | 85 | £1,705 |

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|---|---|---|---|---|---|---|---|---|
| 11/05/2017 | £144,950 | S | 7 | WADHAM CLOSE | RUNCORN | WA7 5FS | 85 | £1,705 |
| 11/05/2017 | £144,950 | S | 8 | WADHAM CLOSE | RUNCORN | WA7 5FS | 85 | £1,705 |
| 11/05/2017 | £144,950 | S | 9 | WADHAM CLOSE | RUNCORN | WA7 5FS | 85 | £1,705 |
| 12/05/2017 | £146,950 | S | 10 | WADHAM CLOSE | RUNCORN | WA7 5FS | 85 | £1,729 |
| 20/11/2018 | £180,000 | S | 3 | WALTON STREET | RUNCORN | WA7 5GE | 119 | £1,513 |
| 28/09/2018 | £180,000 | S | 4 | WALTON STREET | RUNCORN | WA7 5GE | 119 | £1,513 |
| 04/12/2018 | £165,000 | T | 1 | ST JOHNS GARDENS | RUNCORN | WA7 5GH | 105 | £1,571 |
| 17/08/2018 | £165,000 | T | 3 | ST JOHNS GARDENS | RUNCORN | WA7 5GH | 105 | £1,571 |
| 04/08/2017 | £245,000 | D | 5 | ST JOHNS GARDENS | RUNCORN | WA7 5GH | 136 | £1,801 |
| 04/08/2017 | £250,000 | D | 6 | ST JOHNS GARDENS | RUNCORN | WA7 5GH | 136 | £1,838 |
| 30/03/2017 | £129,995 | S | 2 | ELLISON STREET | WIDNES | WA8 0GZ | 73 | £1,781 |
| 21/04/2017 | £134,995 | T | 15 | ELLISON STREET | WIDNES | WA8 0GZ | 73 | £1,849 |
| 21/09/2018 | £72,500 | S | 4 | FISHER PLACE | WIDNES | WA8 0ZB | 83 | £873 |
| 23/03/2018 | £209,995 | S | 46 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 80 | £2,625 |
| 01/06/2018 | £209,995 | S | 48 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 80 | £2,625 |
| 23/02/2018 | £229,995 | S | 50 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 103 | £2,233 |
| 29/03/2018 | £229,995 | S | 52 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 103 | £2,233 |
| 15/12/2017 | £210,000 | S | 54 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 79 | £2,658 |
| 29/03/2018 | £209,995 | S | 61 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 80 | £2,625 |
| 19/04/2018 | £209,995 | S | 63 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 80 | £2,625 |
| 23/02/2018 | £229,995 | S | 65 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 103 | £2,233 |
| 15/12/2017 | £235,995 | S | 67 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 103 | £2,291 |
| 29/06/2018 | £214,995 | S | 69 | ST AIDANS DRIVE | WIDNES | WA8 5AG | 80 | £2,687 |
| 17/03/2017 | £499,995 | D | 110 | LUNTS HEATH ROAD | WIDNES | WA8 5BA | 188 | £2,660 |
| 13/04/2017 | £651,995 | D | 10 | GLAZEBROOK LANE | WIDNES | WA8 5BP | 257 | £2,537 |
| 24/02/2017 | £592,995 | D | 11 | GLAZEBROOK LANE | WIDNES | WA8 5BP | 231 | £2,567 |
| 20/01/2017 | £600,000 | D | 12 | GLAZEBROOK LANE | WIDNES | WA8 5BP | 263 | £2,281 |
| 27/01/2017 | £328,000 | D | 2 | HORNSMILL AVENUE | WIDNES | WA8 5DY | 125 | £2,624 |
| 17/01/2017 | £379,995 | D | 4 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 143 | £2,657 |
| 30/06/2017 | £389,995 | D | 5 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 168 | £2,321 |
| 19/04/2017 | £385,895 | D | 6 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 156 | £2,474 |
| 10/03/2017 | £379,995 | D | 7 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 144 | £2,639 |
| 24/03/2017 | £339,995 | D | 8 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,677 |
| 23/06/2017 | £309,995 | D | 9 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 115 | £2,696 |
| 28/07/2017 | £389,895 | D | 10 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 156 | £2,499 |
| 08/09/2017 | £399,995 | D | 11 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 168 | £2,381 |
| 26/01/2018 | £369,995 | D | 12 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 143 | £2,587 |
| 27/10/2017 | £392,895 | D | 13 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 156 | £2,519 |
| 16/11/2017 | £380,895 | D | 14 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 143 | £2,664 |
| 24/01/2017 | £211,995 | S | 15 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 79 | £2,683 |
| 07/04/2017 | £234,995 | S | 17 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,282 |
| 26/06/2017 | £334,995 | D | 19 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,638 |
| 20/12/2017 | £344,995 | D | 20 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,716 |
| 24/11/2017 | £235,995 | S | 21 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,291 |
| 29/09/2017 | £235,995 | S | 22 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,291 |
| 16/11/2017 | £314,995 | D | 23 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 115 | £2,739 |
| 20/07/2018 | £304,995 | D | 24 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 115 | £2,652 |

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|---|---|---|---|---|---|---|---|---|---|
| 23/03/2018 | £229,995 | S | | 25 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,233 |
| 15/02/2018 | £229,995 | S | | 26 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,233 |
| 24/08/2018 | £339,995 | D | | 27 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,677 |
| 08/06/2018 | £231,995 | S | | 29 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,252 |
| 15/06/2018 | £231,995 | S | | 30 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | | |
| 28/06/2018 | £215,995 | S | | 32 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 79 | £2,734 |
| 20/12/2018 | £319,995 | D | | 33 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,520 |
| 24/08/2018 | £381,995 | D | | 34 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 156 | £2,449 |
| 23/11/2018 | £370,260 | D | | 35 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 156 | £2,373 |
| 31/08/2018 | £314,995 | D | | 36 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 115 | £2,739 |
| 24/10/2018 | £389,995 | D | | 37 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 168 | £2,321 |
| 26/10/2018 | £372,995 | D | | 38 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 143 | £2,608 |
| 26/10/2018 | £372,995 | D | | 39 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 156 | £2,391 |
| 08/06/2018 | £379,995 | D | | 40 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 156 | £2,436 |
| 25/05/2018 | £399,995 | D | | 41 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 168 | £2,381 |
| 27/04/2018 | £379,995 | D | | 42 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 168 | £2,262 |
| 15/06/2018 | £361,995 | D | | 43 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 143 | £2,531 |
| 12/04/2018 | £344,995 | D | | 44 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,716 |
| 23/03/2018 | £209,995 | S | | 45 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 80 | £2,625 |
| 15/12/2017 | £209,995 | S | | 46 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 80 | £2,625 |
| 15/12/2017 | £369,995 | D | | 47 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 143 | £2,587 |
| 03/11/2017 | £398,895 | D | | 48 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 168 | £2,374 |
| 18/08/2017 | £344,995 | D | | 49 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,716 |
| 25/08/2017 | £304,995 | D | | 50 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 115 | £2,652 |
| 20/10/2017 | £369,995 | S | | 51 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 143 | £2,587 |
| 14/07/2017 | £334,995 | D | | 52 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 127 | £2,638 |
| 25/08/2017 | £234,995 | S | | 53 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,282 |
| 25/08/2017 | £234,995 | S | | 54 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,282 |
| 03/07/2017 | £225,000 | S | | 55 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,184 |
| 28/07/2017 | £225,000 | S | | 56 | NORTHUMBERLAND ROAD | WIDNES | WA8 5EB | 103 | £2,184 |
| 31/03/2017 | £200,000 | S | | 170 | PEEL HOUSE LANE | WIDNES | WA8 6TG | 95 | £2,105 |
| 14/09/2017 | £218,000 | S | | 172 | PEEL HOUSE LANE | WIDNES | WA8 6TG | 117 | £1,863 |
| 27/04/2017 | £215,000 | S | 172A | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 107 | £2,009 |
| 23/03/2018 | £239,995 | D | 174A | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 99 | £2,424 |
| 18/12/2017 | £190,500 | S | 174B | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 92 | £2,071 |
| 03/11/2017 | £190,500 | S | 174C | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 92 | £2,071 |
| 06/07/2017 | £247,995 | D | | 176 | PEEL HOUSE LANE | WIDNES | WA8 6TG | 102 | £2,431 |
| 28/04/2017 | £244,995 | D | 176A | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 102 | £2,402 |
| 28/07/2017 | £272,995 | D | 176B | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 114 | £2,395 |
| 27/04/2017 | £269,995 | D | 176C | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 114 | £2,368 |
| 15/05/2017 | £240,495 | D | 176D | | PEEL HOUSE LANE | WIDNES | WA8 6TG | 99 | £2,429 |
| 23/06/2017 | £140,995 | S | | 13 | BUNHILL FIELDS | WIDNES | WA8 6TT | 61 | £2,311 |
| 16/06/2017 | £190,500 | S | | 14 | BUNHILL FIELDS | WIDNES | WA8 6TT | 92 | £2,071 |
| 22/06/2017 | £140,995 | S | | 15 | BUNHILL FIELDS | WIDNES | WA8 6TT | | |
| 02/06/2017 | £190,500 | S | | 16 | BUNHILL FIELDS | WIDNES | WA8 6TT | 92 | £2,071 |
| 23/06/2017 | £190,500 | S | | 17 | BUNHILL FIELDS | WIDNES | WA8 6TT | 92 | £2,071 |
| 31/05/2017 | £196,995 | S | | 18 | BUNHILL FIELDS | WIDNES | WA8 6TT | 92 | £2,141 |

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|---|---|---|---|---|---|---|---|---|
| 18/09/2017 | £189,995 | S | 19 | BUNHILL FIELDS | WIDNES | WA8 6TT | 92 | £2,065 |
| 31/05/2017 | £190,500 | S | 20 | BUNHILL FIELDS | WIDNES | WA8 6TT | 92 | £2,071 |
| 23/06/2017 | £140,995 | S | 21 | BUNHILL FIELDS | WIDNES | WA8 6TT | 61 | £2,311 |
| 29/06/2017 | £307,995 | D | 22 | BUNHILL FIELDS | WIDNES | WA8 6TT | 132 | £2,333 |
| 23/06/2017 | £140,995 | S | 23 | BUNHILL FIELDS | WIDNES | WA8 6TT | 61 | £2,311 |
| 26/05/2017 | £294,995 | D | 24 | BUNHILL FIELDS | WIDNES | WA8 6TT | 128 | £2,305 |
| 25/08/2017 | £294,995 | D | 25 | BUNHILL FIELDS | WIDNES | WA8 6TT | 128 | £2,305 |
| 28/04/2017 | £239,995 | D | 26 | BUNHILL FIELDS | WIDNES | WA8 6TT | 99 | £2,424 |
| 25/08/2017 | £243,995 | D | 27 | BUNHILL FIELDS | WIDNES | WA8 6TT | 99 | £2,465 |
| 31/03/2017 | £200,000 | S | 28 | BUNHILL FIELDS | WIDNES | WA8 6TT | 95 | £2,105 |
| 12/12/2018 | £254,995 | D | 1 | ST PETERS WALK | WIDNES | WA8 6TU | 99 | £2,576 |
| 30/06/2017 | £240,995 | D | 2 | ST PETERS WALK | WIDNES | WA8 6TU | 99 | £2,434 |
| 10/08/2018 | £289,995 | D | 3 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,544 |
| 30/06/2017 | £270,995 | D | 4 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,377 |
| 26/10/2018 | £244,995 | D | 5 | ST PETERS WALK | WIDNES | WA8 6TU | 99 | £2,475 |
| 29/09/2017 | £243,995 | D | 6 | ST PETERS WALK | WIDNES | WA8 6TU | 99 | £2,465 |
| 25/05/2018 | £249,995 | D | 7 | ST PETERS WALK | WIDNES | WA8 6TU | 99 | £2,525 |
| 22/09/2017 | £243,995 | D | 8 | ST PETERS WALK | WIDNES | WA8 6TU | 99 | £2,465 |
| 25/05/2018 | £286,995 | D | 9 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,518 |
| 22/09/2017 | £273,995 | D | 10 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,403 |
| 25/05/2018 | £219,995 | S | 11 | ST PETERS WALK | WIDNES | WA8 6TU | 107 | £2,056 |
| 25/05/2018 | £219,995 | S | 13 | ST PETERS WALK | WIDNES | WA8 6TU | 107 | £2,056 |
| 29/09/2017 | £218,000 | S | 14 | ST PETERS WALK | WIDNES | WA8 6TU | 107 | £2,037 |
| 02/07/2018 | £287,995 | D | 15 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,526 |
| 29/09/2017 | £270,995 | D | 16 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,377 |
| 28/06/2018 | £286,995 | D | 17 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,518 |
| 27/04/2018 | £283,995 | D | 18 | ST PETERS WALK | WIDNES | WA8 6TU | 114 | £2,491 |
| 26/07/2018 | £255,995 | D | 19 | ST PETERS WALK | WIDNES | WA8 6TU | 102 | £2,510 |
| 27/04/2018 | £253,995 | D | 20 | ST PETERS WALK | WIDNES | WA8 6TU | 102 | £2,490 |
| 29/06/2018 | £201,995 | S | 21 | ST PETERS WALK | WIDNES | WA8 6TU | 92 | £2,196 |
| 27/04/2018 | £199,995 | S | 22 | ST PETERS WALK | WIDNES | WA8 6TU | 92 | £2,174 |
| 29/06/2018 | £201,995 | S | 23 | ST PETERS WALK | WIDNES | WA8 6TU | 92 | £2,196 |
| 26/04/2018 | £199,995 | S | 24 | ST PETERS WALK | WIDNES | WA8 6TU | 92 | £2,174 |
| 08/12/2017 | £245,995 | D | 1 | KENSAL GREEN | WIDNES | WA8 6TX | 99 | £2,485 |
| 15/12/2017 | £245,995 | D | 2 | KENSAL GREEN | WIDNES | WA8 6TX | 99 | £2,485 |
| 15/12/2017 | £196,995 | S | 3 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,141 |
| 15/12/2017 | £196,995 | S | 4 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,141 |
| 14/12/2017 | £196,995 | S | 5 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,141 |
| 21/12/2017 | £196,995 | S | 6 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,141 |
| 22/12/2017 | £297,995 | D | 7 | KENSAL GREEN | WIDNES | WA8 6TX | 128 | £2,328 |
| 16/02/2018 | £301,995 | D | 8 | KENSAL GREEN | WIDNES | WA8 6TX | 128 | £2,359 |
| 16/02/2018 | £277,995 | D | 9 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,439 |
| 23/02/2018 | £187,995 | S | 10 | KENSAL GREEN | WIDNES | WA8 6TX | 76 | £2,474 |
| 16/03/2018 | £251,995 | D | 11 | KENSAL GREEN | WIDNES | WA8 6TX | 102 | £2,471 |
| 29/03/2018 | £189,950 | S | 12 | KENSAL GREEN | WIDNES | WA8 6TX | 76 | £2,499 |
| 16/03/2018 | £301,995 | D | 13 | KENSAL GREEN | WIDNES | WA8 6TX | 128 | £2,359 |
| 29/03/2018 | £198,995 | S | 14 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,163 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 27/04/2018 | £277,995 | D | 15 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,439 |
| 29/03/2018 | £198,995 | S | 16 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,163 |
| 29/06/2018 | £249,995 | D | 17 | KENSAL GREEN | WIDNES | WA8 6TX | 99 | £2,525 |
| 29/03/2018 | £279,995 | D | 18 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,456 |
| 26/07/2018 | £253,995 | D | 19 | KENSAL GREEN | WIDNES | WA8 6TX | 99 | £2,566 |
| 29/03/2018 | £279,995 | D | 20 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,456 |
| 27/07/2018 | £302,995 | D | 21 | KENSAL GREEN | WIDNES | WA8 6TX | 128 | £2,367 |
| 27/04/2018 | £249,995 | D | 22 | KENSAL GREEN | WIDNES | WA8 6TX | 99 | £2,525 |
| 24/08/2018 | £255,995 | D | 23 | KENSAL GREEN | WIDNES | WA8 6TX | 102 | £2,510 |
| 30/10/2018 | £253,995 | D | 24 | KENSAL GREEN | WIDNES | WA8 6TX | 99 | £2,566 |
| 31/08/2018 | £294,995 | D | 25 | KENSAL GREEN | WIDNES | WA8 6TX | 117 | £2,521 |
| 09/11/2018 | £288,995 | D | 26 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,535 |
| 31/08/2018 | £188,995 | S | 28 | KENSAL GREEN | WIDNES | WA8 6TX | 76 | £2,487 |
| 20/12/2018 | £294,995 | D | 29 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,588 |
| 26/10/2018 | £224,995 | S | 32 | KENSAL GREEN | WIDNES | WA8 6TX | 107 | £2,103 |
| 21/09/2018 | £226,995 | S | 34 | KENSAL GREEN | WIDNES | WA8 6TX | 107 | £2,121 |
| 28/09/2018 | £287,995 | D | 36 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,526 |
| 28/09/2018 | £288,995 | D | 38 | KENSAL GREEN | WIDNES | WA8 6TX | 114 | £2,535 |
| 30/11/2018 | £206,995 | S | 39 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,250 |
| 30/11/2018 | £204,995 | S | 41 | KENSAL GREEN | WIDNES | WA8 6TX | 92 | £2,228 |
| 08/11/2018 | £307,995 | D | 42 | KENSAL GREEN | WIDNES | WA8 6TX | 132 | £2,333 |
| 18/12/2018 | £303,995 | D | 46 | KENSAL GREEN | WIDNES | WA8 6TX | 128 | £2,375 |
| 30/10/2018 | £190,995 | S | 50 | KENSAL GREEN | WIDNES | WA8 6TX | 76 | £2,513 |
| 26/10/2018 | £190,995 | S | 52 | KENSAL GREEN | WIDNES | WA8 6TX | 76 | £2,513 |
| 16/11/2018 | £146,995 | S | 54 | KENSAL GREEN | WIDNES | WA8 6TX | 61 | £2,410 |
| 15/11/2018 | £149,995 | S | 56 | KENSAL GREEN | WIDNES | WA8 6TX | 61 | £2,459 |
| 30/11/2018 | £149,995 | S | 58 | KENSAL GREEN | WIDNES | WA8 6TX | 61 | £2,459 |
| 30/11/2018 | £190,995 | S | 64 | KENSAL GREEN | WIDNES | WA8 6TX | 76 | £2,513 |
| 21/09/2017 | £243,995 | D | 1 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 99 | £2,465 |
| 29/09/2017 | £272,995 | D | 2 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 114 | £2,395 |
| 29/09/2017 | £296,995 | D | 3 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 128 | £2,320 |
| 22/09/2017 | £143,995 | T | 4 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 61 | £2,361 |
| 28/09/2017 | £143,995 | T | 5 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 61 | £2,361 |
| 28/09/2017 | £143,995 | T | 6 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 61 | £2,361 |
| 24/11/2017 | £218,000 | S | 7 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 107 | £2,037 |
| 10/11/2017 | £218,000 | S | 8 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 107 | £2,037 |
| 17/11/2017 | £189,995 | S | 9 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 92 | £2,065 |
| 17/11/2017 | £191,500 | S | 10 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 92 | £2,082 |
| 08/12/2017 | £269,995 | D | 11 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 117 | £2,308 |
| 15/12/2017 | £215,000 | S | 12 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 107 | £2,009 |
| 13/12/2017 | £215,000 | S | 13 | ST MARTINS CLOSE | WIDNES | WA8 6TY | 107 | £2,009 |
| 17/03/2017 | £201,995 | S | 28 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 92 | £2,196 |
| 19/05/2017 | £201,995 | S | 29 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 92 | £2,196 |
| 24/02/2017 | £211,995 | T | 31 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 111 | £1,910 |
| 31/03/2017 | £173,995 | T | 32 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 77 | £2,260 |
| 08/05/2017 | £255,995 | D | 33 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 105 | £2,438 |
| 26/05/2017 | £205,995 | S | 35 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 110 | £1,873 |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| 23/06/2017 | £205,995 | S | | | 37 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 110 | £1,873 |
| 30/06/2017 | £205,995 | S | | | 38 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 110 | £1,873 |
| 30/06/2017 | £214,995 | D | | | 40 | THREE CROWNS CLOSE | WIDNES | WA8 7AA | 103 | £2,087 |
| 27/01/2017 | £175,995 | S | | | 41 | LIVERPOOL ROAD | WIDNES | WA8 7AN | 77 | £2,286 |
| 30/06/2017 | £231,696 | S | | | 51 | LIVERPOOL ROAD | WIDNES | WA8 7AN | 111 | £2,087 |
| 30/06/2017 | £184,995 | T | | | 53 | LIVERPOOL ROAD | WIDNES | WA8 7AN | 77 | £2,403 |
| 28/04/2017 | £100,000 | F | | | 1 | ST BEDES VIEW | WIDNES | WA8 7FL | 53 | £1,887 |
| 16/11/2017 | £105,000 | F | | | 2 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,019 |
| 26/05/2017 | £105,000 | F | | | 3 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £1,944 |
| 17/11/2017 | £108,000 | F | | | 4 | ST BEDES VIEW | WIDNES | WA8 7FL | 53 | £2,038 |
| 20/04/2017 | £110,000 | F | | | 5 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,115 |
| 06/03/2017 | £120,000 | F | | | 6 | ST BEDES VIEW | WIDNES | WA8 7FL | 64 | £1,875 |
| 14/11/2017 | £108,000 | F | | | 7 | ST BEDES VIEW | WIDNES | WA8 7FL | 53 | £2,038 |
| 27/09/2017 | £110,000 | F | | | 8 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,115 |
| 13/03/2017 | £138,000 | F | | | 9 | ST BEDES VIEW | WIDNES | WA8 7FL | 82 | £1,683 |
| 06/03/2017 | £105,000 | F | | | 10 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £1,944 |
| 06/03/2017 | £108,000 | F | | | 11 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,077 |
| 14/09/2017 | £110,000 | F | | | 12 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £2,037 |
| 30/06/2017 | £110,000 | F | | | 13 | ST BEDES VIEW | WIDNES | WA8 7FL | 53 | £2,075 |
| 03/07/2017 | £108,000 | F | | | 14 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,077 |
| 06/03/2017 | £107,000 | F | | | 15 | ST BEDES VIEW | WIDNES | WA8 7FL | 57 | £1,877 |
| 15/09/2017 | £127,000 | F | | | 16 | ST BEDES VIEW | WIDNES | WA8 7FL | 77 | £1,649 |
| 06/03/2017 | £110,000 | F | | | 17 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,115 |
| 24/03/2017 | £110,000 | F | | | 18 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £2,037 |
| 06/03/2017 | £108,000 | F | | | 19 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,077 |
| 27/10/2017 | £110,000 | F | | | 21 | ST BEDES VIEW | WIDNES | WA8 7FL | 55 | £2,000 |
| 02/03/2017 | £110,000 | F | | | 22 | ST BEDES VIEW | WIDNES | WA8 7FL | 55 | £2,000 |
| 02/06/2017 | £108,000 | F | | | 24 | ST BEDES VIEW | WIDNES | WA8 7FL | 55 | £1,964 |
| 20/07/2017 | £113,000 | F | | | 26 | ST BEDES VIEW | WIDNES | WA8 7FL | 55 | £2,055 |
| 24/10/2017 | £115,000 | F | | | 27 | ST BEDES VIEW | WIDNES | WA8 7FL | 55 | £2,091 |
| 12/05/2017 | £115,000 | F | | | 29 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £2,130 |
| 06/04/2017 | £110,000 | F | | | 31 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £2,037 |
| 23/06/2017 | £115,000 | F | | | 32 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £2,130 |
| 31/03/2017 | £115,000 | F | | | 34 | ST BEDES VIEW | WIDNES | WA8 7FL | 48 | £2,396 |
| 07/07/2017 | £110,000 | F | | | 35 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,115 |
| 02/03/2017 | £107,000 | F | | | 36 | ST BEDES VIEW | WIDNES | WA8 7FL | 48 | £2,229 |
| 10/03/2017 | £115,000 | F | | | 37 | ST BEDES VIEW | WIDNES | WA8 7FL | 53 | £2,170 |
| 10/04/2017 | £115,000 | F | | | 38 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,212 |
| 23/02/2017 | £110,000 | F | | | 39 | ST BEDES VIEW | WIDNES | WA8 7FL | 64 | £1,719 |
| 03/03/2017 | £115,000 | F | | | 40 | ST BEDES VIEW | WIDNES | WA8 7FL | 53 | £2,170 |
| 16/06/2017 | £112,000 | F | | | 41 | ST BEDES VIEW | WIDNES | WA8 7FL | 52 | £2,154 |
| 11/08/2017 | £120,000 | F | | | 42 | ST BEDES VIEW | WIDNES | WA8 7FL | 54 | £2,222 |
| 28/04/2017 | £57,500 | F | FLAT 20 | BARKLA FIELDS | | ASHLEY GREEN | WIDNES | WA8 8GJ | 66 | £871 |
| 24/08/2018 | £219,995 | D | | | 2 | WOODFORD DRIVE | WIDNES | WA8 9BF | 90 | £2,444 |
| 21/09/2018 | £289,995 | D | | | 4 | WOODFORD DRIVE | WIDNES | WA8 9BF | 119 | £2,437 |
| 28/09/2018 | £289,995 | D | | | 6 | WOODFORD DRIVE | WIDNES | WA8 9BF | 119 | £2,437 |
| 16/07/2018 | £215,995 | D | | | 7 | WOODFORD DRIVE | WIDNES | WA8 9BF | 90 | £2,400 |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| 30/08/2018 | £219,995 | D | 8 | WOODFORD DRIVE | WIDNES | WA8 9BF | 90 | £2,444 |
| 02/08/2018 | £234,995 | D | 9 | WOODFORD DRIVE | WIDNES | WA8 9BF | 94 | £2,500 |
| 09/11/2018 | £220,995 | D | 10 | WOODFORD DRIVE | WIDNES | WA8 9BF | 90 | £2,456 |
| 17/10/2018 | £220,995 | D | 24 | WOODFORD DRIVE | WIDNES | WA8 9BF | 90 | £2,456 |
| 19/10/2018 | £235,995 | D | 28 | WOODFORD DRIVE | WIDNES | WA8 9BF | 94 | £2,511 |
| 28/09/2018 | £235,995 | D | 30 | WOODFORD DRIVE | WIDNES | WA8 9BF | 94 | £2,511 |
| 30/07/2018 | £292,995 | D | 32 | WOODFORD DRIVE | WIDNES | WA8 9BF | 119 | £2,462 |
| 31/07/2018 | £259,995 | D | 34 | WOODFORD DRIVE | WIDNES | WA8 9BF | 105 | £2,476 |
| 14/01/2019 | £179,995 | S | 4 | SCAMPTON CLOSE | WIDNES | WA8 9BX | 79 | £2,278 |
| 17/12/2018 | £235,995 | D | 6 | SCAMPTON CLOSE | WIDNES | WA8 9BX | 94 | £2,511 |
| 29/08/2018 | £219,995 | D | 9 | SCAMPTON CLOSE | WIDNES | WA8 9BX | 90 | £2,444 |
| 17/03/2017 | £341,750 | D | 12 | LANARK GARDENS | WIDNES | WA8 9DT | 139 | £2,459 |
| 03/02/2017 | £217,750 | D | 14 | LANARK GARDENS | WIDNES | WA8 9DT | 88 | £2,474 |
| 31/03/2017 | £310,750 | D | 37 | FALKIRK AVENUE | WIDNES | WA8 9DX | 130 | £2,390 |
| 23/06/2017 | £385,750 | D | 2 | COLVEND WAY | WIDNES | WA8 9DZ | 142 | £2,717 |
| 15/09/2017 | £310,750 | D | 23 | COLVEND WAY | WIDNES | WA8 9DZ | 130 | £2,390 |
| 05/05/2017 | £252,750 | D | 25 | COLVEND WAY | WIDNES | WA8 9DZ | 104 | £2,430 |

# Appendix 7 – Residential Newbuild Asking Prices (March 2019)

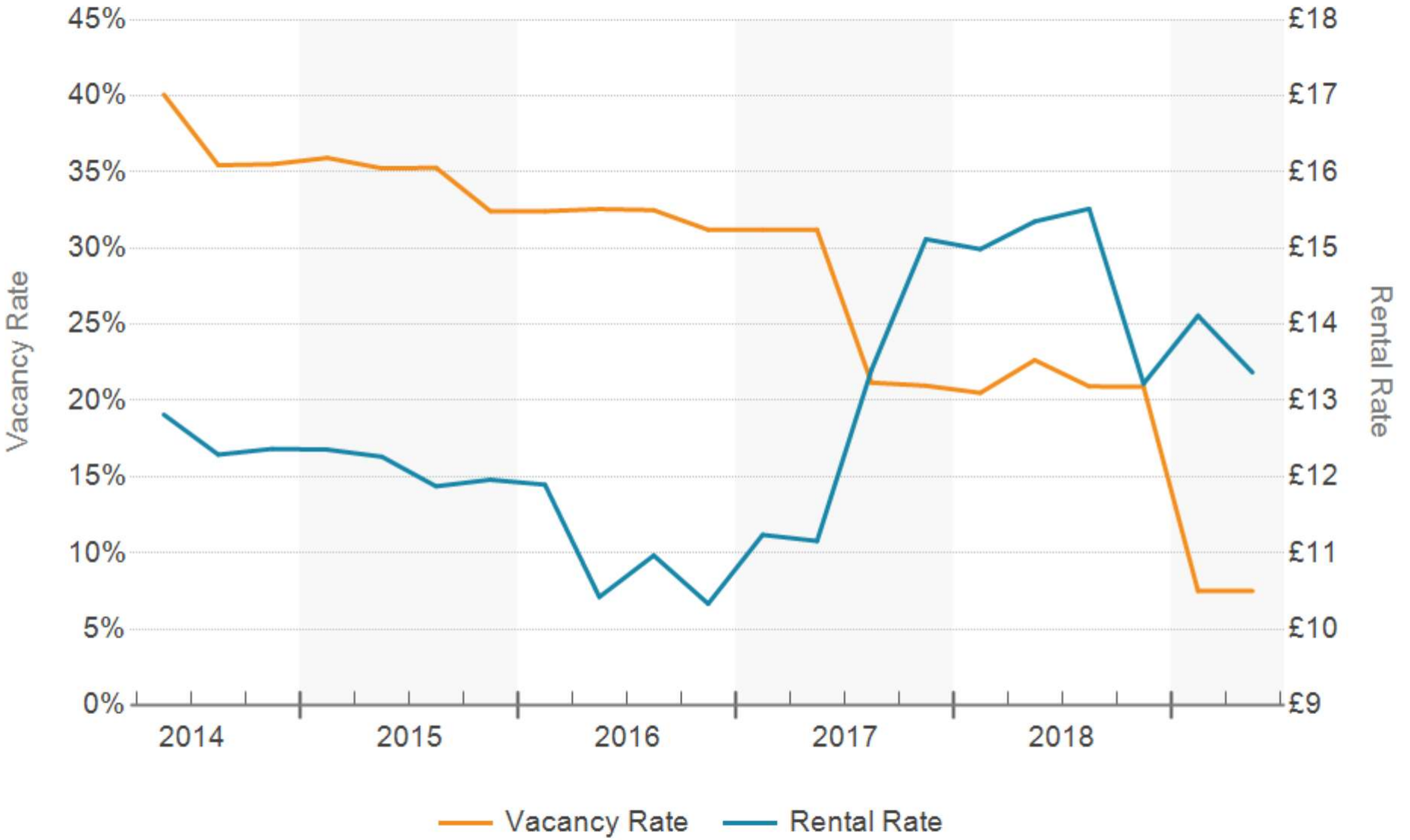
| area | agent | development | address | address | postcode | name | number of beds | d/f/s/t | House sqm | Price House | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Widnes North | Bellway | Chadwick Park | Derby Road | Widnes | WA8 9NE | Gordon | 3 | d | 88 | £224,995 | £2,557 |
| | | | | | | Oakwood | 4 | d | 113 | £262,995 | £2,327 |
| | | | | | | Fairhaven | 4 | d | 124 | £284,995 | £2,298 |
| | | | | | | Larch | 4 | d | 112 | £294,995 | £2,634 |
| Widnes South | Miller | Fairfield Gardens | Peel House Lane | Widnes | WA8 6TG | Wilde x9 | 3 | s | 77 | £192,995 | £2,506 |
| | | | | | | Glenmuir x3 | 4 | d | 138 | £298,995 | £2,167 |
| | | | | | | Rolland | 4 | s | 106 | £234,995 | £2,217 |
| | | | | | | Greene | 4 | d | | | |
| | | | | | | Malory | 3 | d | | £254,995 | |
| | Adams | | Rose View Avenue | Widnes | WA8 6QA | Coniston | 5 | d | 150 | £449,950 | £3,000 |
| Runcorn West | Countryside | Hollystone Bank | Percival Lane | Runcorn | WA7 4UY | Ellesmere x2 | 3 | sd | 79.432 | £189,995 | £2,392 |
| | | | | | | Stamford x4 | 3 | sd | 93.368 | £204,995 | £2,196 |
| | | | | | | Longford x4 | 3 | d | 82.962 | £214,995 | £2,591 |
| | | | | | | Ashbourne x7 | 3 | d | 92.067 | £214,995 | £2,335 |
| | Keepmoat | Bridgewater Gardens Ph 3 | Castlefields Ave | Runcorn | WA7 1NP | Eston x3 | 2 | sd | 56 | £135,995 | £2,428 |
| | | | | | | Kellington | 3 | sd | | | |
| | | | | | | Rathmel | 3 | sd | 109 | £178,995 | £1,642 |
| | | | | | | Leathley | 3 | sd | 75 | £157,995 | £2,107 |
| | | | | | | Sinderby | 3 | sd | 68 | | |
| Runcorn East | Laurus Homes | Hatters Park | Manor Farm Road | Runcorn | WA7 1TE | Elphin x6 | 3 | t | 77.5 | £203,000 | £2,619 |
| | | | | | | Lidell x9 | 3 | d | 79.8 | £220,995 | £2,769 |
| | | | | | | Richmond | 4 | d | 116.4 | £296,500 | £2,547 |
| | | | | | | Croft x2 | 4 | d | 127.8 | | |
| | Meller Braggins | Hatters Close | Chester Road | Daresbury | WA4 4AS | | 4 | sd | | £450,000 | |
| | Purple Bricks | | Walsingham Drive | Runcorn | WA7 1XB | 59 | 4 | d | 135 | £340,000 | £2,519 |
| | | | | | | 57 | 4 | d | 134 | £340,000 | £2,537 |
| | Morris Homes | Shepherds Fold | Chester Road | Halton | WA7 3AX | Wharfdale x2 | 4 | d | 125 | £327,750 | £2,622 |
| | | | | | | Bramhall | 4 | d | 140 | £339,950 | £2,428 |
| | | | | | | Staunton | 4 | d | | | |
| | | | | | | Didsbury | 3 | sd | 79 | £204,750 | £2,592 |
| | | | | | | Houghton | 4 | d | 118 | £302,750 | £2,566 |

# Appendix 8 – CoStar Non-Residential Data

*The pages in this appendix are not numbered.*

# Halton Offices

## Vacancy & Rental Rates

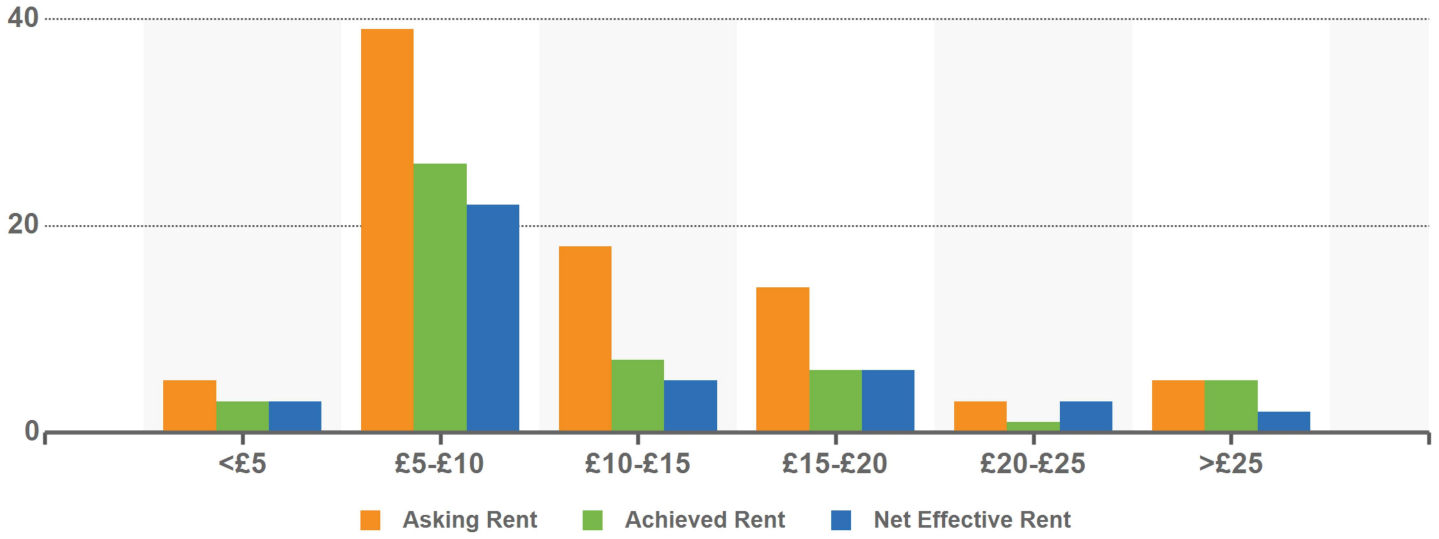




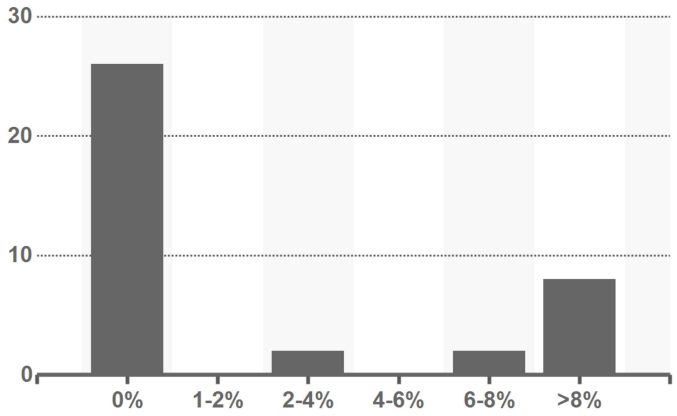

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| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|---|---|---|---|
| £12.46 | £12.07 | £11.13 | 5.5 |

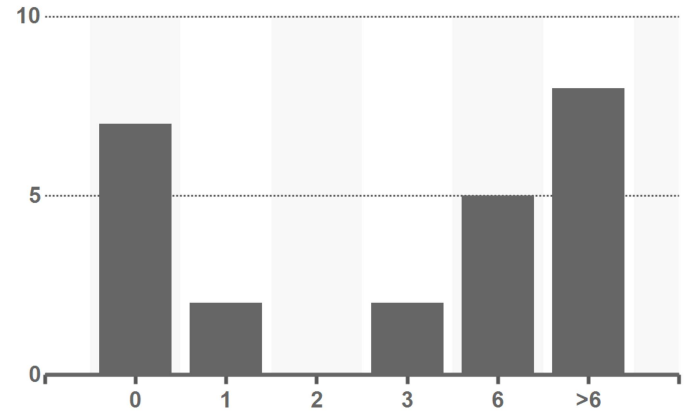
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT




DEALS BY ASKING RENT DISCOUNT




DEALS BY RENT FREE MONTHS



# Halton Offices

| Sales Volume | Survey | Min | Max |
|---|---|---|---|
| Transactions | 66 | - | - |
| Sold SF | 1,123,341 | 1,099 | 158,471 |
| Sales Volume (Mil.) | £97 | £0.0 | £40 |
| Avg SF | 17,020 | 1,099 | 158,471 |

| Sales | Survey | Min | Max |
|---|---|---|---|
| Sale Price Per SF | £116 | £8 | £265 |
| Avg Sale Price (Mil.) | £3.3 | £0.0 | £40 |
| Yield | 9.5% | 4.4% | 14.8% |
| Percent Leased | 86.3% | 0.0% | 100% |

| For Sale | Survey | Min | Max |
|---|---|---|---|
| Listings | 3 | - | - |
| For Sale SF | 58,111 | 5,125 | 35,200 |
| For Sale Volume (Mil.) | £3.0 | £0.3 | £2.4 |
| Asking Price Per SF | £52 | £9 | £135 |
| Avg Asking Price (Mil.) | £1.0 | £0.3 | £2.4 |

| Properties | Survey | Min | Max |
|---|---|---|---|
| Existing SF | 825,147 | 2,370 | 158,471 |
| Vacancy Rate | 7.5% | 0.0% | 100% |
| Rent Per SF | £13.37 | £5.00 | £17.50 |
| 12 Mo. Absorption | 111,207 | -20,584 | 125,365 |
| 12 Mo. Leasing SF | 16,820 | 0 | 10,200 |



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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 1 |  <br>Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Cantt Pak Limited | 128<br>New Direct | Mar 2019 | | | |
| 2 |  <br>Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Cantt Pak Limited | 144<br>New Direct | Mar 2019 | | | |
| 3 |  <br>Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Cantt Pak Limited | 560<br>New Direct | Mar 2019 | | | |
| 4 |  <br>Whitworth Ct<br>Runcorn, WA7 1WA<br>*Halton Submarket* | Suffolk Life Group Ltd | 570<br>New Direct | Mar 2019 | | | |
| 5 |  <br>Manor Farm Rd<br>Runcorn, WA7 1HR<br>*Halton Submarket* | | 1,626<br>New Direct | Mar 2019 | | £7.33/SF | |
| 6 |  <br>Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Croda<br>Halton Borough Council | 1,240<br>New Direct | Feb 2019<br>5 Years | £26.00/SF<br>£21.12/SF | 10 Mos at Start | Feb 2022 |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 7  | Mulberry Ave<br>Widnes, WA8 0WN<br>*Halton Submarket* | The Royal Bank of Scotland plc | 3,299<br>New Direct | Feb 2019 | | £2.15/SF | |
| 8  | Mulberry Ave<br>Widnes, WA8 0WN<br>*Halton Submarket* | The Royal Bank of Scotland plc | 1,647<br>New Direct | Feb 2019 | | £2.15/SF | |
| 9  | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | Hannah Ashton<br>Maryland Securities Ltd | 914<br>New Direct | Jan 2019 | | | |
| 10  | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | CIC<br>Maryland Securities Ltd | 1,300<br>New Direct | Jan 2019<br>1 Year | £7.69/SF | | |
| 11  | Evenwood Close<br>Runcorn, WA7 1SH<br>*Halton Submarket* | Patient Plan DirectLtd<br>Landmarq LLP | 2,076<br>New Direct | Jan 2019<br>5 Years | £13.48/SF<br>£13.48/SF | £4.21/SF | |
| 12  | Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Ind Submarket* | Prospect Estates Limited | 3,596<br>New Direct | Dec 2018 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 13 |  <br>Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Cantt Pak Limited | 272<br>New Direct | Dec 2018 | | | |
| 14 |  <br>Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Halton Borough Council | 1,240<br>New Direct | Dec 2018<br>5 Years | £26.00/SF<br>£21.12/SF | 10 Mos at Start | Dec 2021 |
| 15 |  <br>Cheshire House<br>Gorsey Ln<br>Widnes, WA8 0RP<br>*Halton Submarket* | Halton Borough Council | 658<br>New Direct | Nov 2018 | | £3.33/SF | |
| 16 |  <br>Waterloo Rd<br>Widnes, WA8 0QR<br>*Halton Submarket* | Halton Borough Council | 1,570<br>New Direct | Aug 2018<br>3 Years | £5.25/SF<br>£5.25/SF | | |
| 17 |  <br>Ashley House<br>Ashley Way W<br>Widnes, WA8 7RD<br>*Halton Submarket* | Ram Properties Ltd | 1,800<br>New Direct | Oct 2018<br>5 Years | £8.00/SF<br>£8.00/SF | £3.83/SF | |
| 18 |  <br>Waterloo Rd<br>Widnes, WA8 0QR<br>*Halton Submarket* | Fitness First<br>Halton Borough Council | 2,000<br>New Direct | Aug 2018<br>1 Year | £5.25/SF<br>£5.25/SF | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 19 | 6200 Cinnabar Ct<br>Warrington, WA4 4GE<br>*Halton Submarket* | Briggs & Forrester<br>Spire Group Limited | 6,068<br>New Direct | Oct 2018 | £14.83/SF | | |
| 20 | 48-49 The Croft<br>Runcorn, WA7 2EX<br>*Halton Submarket* | Ajl Po Ltd | 1,698<br>New Direct | Jul 2018 | | | |
| 21 | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | Maryland Securities Ltd | 1,496<br>New Direct | May 2018<br>3 Years | £6.35/SF<br>£6.16/SF | 1 Mo at Start | |
| 22 | Marpacs House<br>Clifton Rd<br>Sutton Weaver, Runcorn, WA7 3LF<br>*Halton Submarket* | A J Bell | 2,950<br>New Direct | Apr 2018 | | £4.09/SF | |
| 23 | 5300-5350 Cinnabar Ct<br>Warrington, WA4 4GE<br>*Halton Submarket* | Greensill Capital UK Ltd<br>Marshall | 10,200<br>New Direct | Jul 2018<br>10 Years | £17.50/SF<br>£14.18/SF | 18 Mos at Start | Jul 2023 |
| 24 | Ashley House<br>Ashley Way W<br>Widnes, WA8 7RD<br>*Halton Submarket* | Ram Properties Ltd | 2,300<br>New Direct | Apr 2018<br>3 Years | £7.00/SF<br>£7.00/SF | £3.83/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 25 |  <br>Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Hosokawa Ltd<br>Halton Borough Council | 1,027<br>New Direct | Apr 2018<br>5 Years | £26.00/SF<br>£26.00/SF | | |
| 26 |  <br>Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Blinks<br>Halton Borough Council | 1,089<br>New Direct | May 2018<br>5 Years | | | |
| 27 |  <br>The Heath Business & Technical Park<br>Heath Rd S<br>Runcorn, WA7 4QX<br>*Halton Submarket* | Nanco Group plc<br>SOG Ltd | 11,765<br>New Direct | Mar 2018 | | | |
| 28 |  <br>Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | Maryland Securities Ltd | 433<br>New Direct | Mar 2018<br>3 Years | £9.23/SF<br>£8.95/SF | 1 Mo at Start | Mar 2019… |
| 29 |  <br>2M<br>Clifton Rd<br>Runcorn, WA7 3EH<br>*Halton Submarket* | Banner Chemicals<br>EBL Group | 9,334<br>New Direct | May 2018<br>10 Years | £16.60/SF<br>£16.60/SF | £6.71/SF | |
| 30 |  <br>The Heath Business & Technical Park<br>Heath Rd S<br>Runcorn, WA7 4QX<br>*Halton Submarket* | Econic<br>SOG Ltd | 1,458<br>New Direct | Mar 2018 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 31  | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Perfectus<br>Halton Borough Council | 1,237<br>New Direct | Mar 2018<br>5 Years | £26.00/SF<br>£26.00/SF | | |
| 32  | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Cell RL8<br>Halton Borough Council | 3,568<br>New Direct | Mar 2018<br>5 Years | £26.00/SF<br>£21.12/SF | 10 Mos at Start | |
| 33  | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Perfectus<br>Halton Borough Council | 1,394<br>New Direct | Mar 2018<br>5 Years | £18.00/SF<br>£18.00/SF | | |
| 34  | Greenwood House<br>Green Wood Dr<br>Runcorn, WA7 1UP<br>*Halton Submarket* | Charles Street Buildings Group | 6,863<br>New Direct | Apr 2018 | | | |
| 35  | Kingsway House<br>Caldwell Rd<br>Widnes, WA8 7EA<br>*Halton Submarket* | Secretary of State for the Environ…<br>Halton Borough Council | 18,203<br>Renewal Direct | Oct 2019<br>10 Years | £8.00/SF<br>£8.14/SF | | Oct 2024<br>Jan 2023… |
| 36  | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | Stronghold Media (UK) Ltd<br>Maryland Securities Ltd | 1,302<br>New Direct | Jan 2018<br>3 Years | £9.61/SF<br>£9.61/SF | | <br>Jan 2019 |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 37  | Ashley House<br>Ashley Way W<br>Widnes, WA8 7RD<br>*Halton Submarket* | Ram Properties Ltd | 2,300<br>New Direct | Dec 2017<br>5 Years | £8.00/SF<br>£8.00/SF | £3.83/SF | |
| 38  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 215<br>New Direct | Nov 2017 | | | |
| 39  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 175<br>New Direct | Nov 2017 | | | |
| 40  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 175<br>New Direct | Nov 2017 | | | |
| 41  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 175<br>New Direct | Nov 2017 | | | |
| 42  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 215<br>New Direct | Nov 2017 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 43  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | <br><br>Prospect Estates Limited | <br>175<br>New Direct | <br>Nov 2017 | | | |
| 44  | Daresbury Park<br>Warrington, WA4 4BS<br>*Halton Submarket* | BMSI<br>Malone Construction | 2,200<br>New Direct | Nov 2017<br>6 Years | £16.00/SF<br>£16.00/SF | | Nov 2020 |
| 45  | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | <br>Mr Trimble<br>Maryland Securities Ltd | <br>1,042<br>New Direct | <br>Nov 2017<br>1 Year | <br>£3.99/SF<br>£3.99/SF | | |
| 46  | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | <br>Csoss<br>Halton Borough Council | <br>1,157<br>New Direct | <br>Nov 2017<br>5 Years | | | |
| 47  | 6100 Cinnabar Ct<br>Warrington, WA4 4GE<br>*Halton Submarket* | <br>Spire Ltd | 4,080<br>New Direct | Nov 2017<br> | | £7.37/SF | |
| 48  | 6100 Cinnabar Ct<br>Warrington, WA4 4GE<br>*Halton Submarket* | <br>Spire Ltd | 2,040<br>New Direct | Nov 2017<br> | | £7.37/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 49  | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Perfectus<br>Halton Borough Council | 1,194<br>New Direct | Nov 2017<br>5 Years | | Spread Over | |
| 50  | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Perfectus<br>Halton Borough Council | 838<br>New Direct | Oct 2017<br>5 Years | | Spread Over | |
| 51  | The Business and Retail Hub<br>110-132 Widnes Rd<br>Widnes, WA8 6AX<br>*Halton Submarket* | Northern Trust Company Ltd | 471<br>New Direct | Sep 2017 | | | |
| 52  | Evan House<br>Clifton Rd<br>Runcorn, WA7 3EH<br>*Halton Submarket* | Spirit Data Capture Ltd<br>EBL Group | 967<br>New Direct | Aug 2017<br>3 Years | £10.00/SF<br>£10.00/SF | <br>£4.96/SF | |
| 53  | Ashley House<br>Ashley Way W<br>Widnes, WA8 7RD<br>*Halton Submarket* | Ram Properties Ltd | 1,500<br>New Direct | Sep 2017 | £7.00/SF | <br>£4.44/SF | |
| 54  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 175<br>New Direct | Aug 2017 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 55 | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Hitachi High-Technologies Europe<br>Halton Borough Council | 2,481<br>New Direct | Aug 2017<br>5 Years | £24.03/SF<br>£19.63/SF | 10 Mos at Start | Aug 2020 |
| 56 | Whitworth Ct<br>Runcorn, WA7 1WA<br>*Halton Submarket* | Gladman Developments Ltd | 1,840<br>New Direct | Aug 2017 | | £5.60/SF | |
| 57 | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Halton Borough Council | 970<br>New Direct | Jul 2017<br>5 Years | | | |
| 58 | Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Resolutions<br>Jcam Commercial Real Estate Pro… | 487<br>New Direct | Jul 2017<br>1 Year | £10.00/SF | 0 Mos | |
| 59 | Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Mike Ainsbury<br>Jcam Commercial Real Estate Pro… | 545<br>New Direct | Jul 2017<br>1 Year | £10.00/SF | | |
| 60 | Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Robin McCattray<br>Jcam Commercial Real Estate Pro… | 144<br>New Direct | Jul 2017<br>1 Year | £10.00/SF<br>£10.00/SF | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 61  | Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | A&C Sign<br>Jcam Commercial Real Estate Pro… | 105<br>New Direct | Jul 2017<br>1 Year | £10.00/SF | 0 Mos | |
| 62 | Whitworth Ct<br>Runcorn, WA7 1WA<br>*Halton Submarket* | Gladman Developments Ltd | 1,660<br>New Direct | Jul 2017 | | | |
| 63  | Techspace One<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Halton Borough Council | 1,081<br>New Direct | Jul 2017<br>5 Years | £18.00/SF<br>£18.00/SF | | |
| 64  | Chester Rd<br>Runcorn, WA7 3AZ<br>*Halton Submarket* | Wentworth House Rail Systems Ltd<br>Syndicate Ltd | 6,174<br>New Direct | Jul 2017<br>5 Years | £14.50/SF<br>£14.50/SF | <br>£7.53/SF | May 2020<br>May 2020 |
| 65  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 981<br>New Direct | Apr 2017 | | | |
| 66  | Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 1,490<br>New Direct | Apr 2017 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 67 |  <br>Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 175<br>New Direct | Apr 2017 | | | |
| 68 |  <br>6100 Cinnabar Ct<br>Warrington, WA4 4GE<br>*Halton Submarket* | Temperion<br>Spire Ltd | 2,040<br>New Direct | May 2017<br>3 Years | | £7.37/SF | |
| 69 |  <br>Ditton House<br>Foundry Ln<br>Widnes, WA8 8UD<br>*Halton Submarket* | Prospect Estates Limited | 995<br>New Direct | Apr 2017 | | | |
| 70 |  <br>Yeoward House<br>Dennis Rd<br>Widnes, WA8 0SF<br>*Halton Ind Submarket* | | 1,918<br>New Direct | Feb 2017 | | | |
| 71 |  <br>134 Widnes Rd<br>Widnes, WA8 6AX<br>*Halton Ret Submarket* | | 1,055<br>New Direct | Feb 2017<br>2 Years | £7.91/SF<br>£7.91/SF | | |
| 72 |  <br>23-27 Violet St<br>Widnes, WA8 7SB<br>*Halton Ret Submarket* | Nicola Moran<br>Mechanelec Ltd | 2,470<br>New Direct | Feb 2017<br>3 Years | £3.04/SF<br>£3.04/SF | £1.01/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 73 | Whitworth Ct<br>Runcorn, WA7 1WA<br>*Halton Submarket* | Gladman Developments Ltd | 570<br>New Direct | Feb 2017 | | | |
| 74  | Mulberry Ave<br>Widnes, WA8 0WN<br>*Halton Submarket* | Allchurch Property Lawyers<br>Priority Sites Ltd | 1,497<br>New Direct | Jan 2017<br>3 Years | £10.00/SF<br>£9.10/SF | 3 Mos at Start<br>£4.38/SF | |
| 75  | Monks Way<br>Runcorn, WA7 3GH<br>*Halton Submarket* | Freeway Insurance<br>Ashall Property Ltd | 5,974<br>New Direct | Mar 2017 | | £7.47/SF | |
| 76  | The Business and Retail Hub<br>110-132 Widnes Rd<br>Widnes, WA8 6AX<br>*Halton Submarket* | Mustang Digital Limited<br>Northern Trust Company Ltd | 650<br>New Direct | Jan 2017<br>3 Years | £8.59/SF<br>£8.59/SF | | |
| 77  | 5200-5250 Cinnabar Ct<br>Warrington, WA4 4GE<br>*Halton Submarket* | Marshall | 3,000<br>New Direct | Feb 2017 | | | |
| 78  | Howard Ct<br>Runcorn, WA7 1SJ<br>*Halton Submarket* | imovies ltd<br>Wpd Property Investments Limited | 9,966<br>New Direct | Mar 2017<br>8 Years | £10.00/SF<br>£8.11/SF | 15 Mos at Start<br>£4.79/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 79  | Howard Ct<br>Runcorn, WA7 1SJ<br>*Halton Submarket* | imovies ltd<br>Wpd Property Investments Limited | 7,618<br>New Direct | Mar 2017<br>8 Years | £10.00/SF<br>£8.11/SF | 15 Mos at Start<br>£5.55/SF | |
| 80  | Evan House<br>Clifton Rd<br>Runcorn, WA7 3EH<br>*Halton Submarket* | Spirit Data Capture Ltd<br>EBL Group | 1,450<br>New Direct | Dec 2016<br>10 Years | £14.00/SF<br>£14.00/SF | 0 Mos | |
| 81  | Mulberry Ave<br>Widnes, WA8 0WN<br>*Halton Submarket* | GMB<br>The Royal Bank of Scotland plc | 3,277<br>New | Dec 2016<br>10 Years | £10.15/SF<br>£9.17/SF | 9 Mos at Start<br>£3.26/SF | |
| 82  | Norton House<br>Crown Gate<br>Runcorn, WA7 2UR<br>*Halton Submarket* | National Probation Service | 9,720<br>Renewal Direct | Nov 2016<br>5 Years | £6.93/SF<br>£6.53/SF | 3 Mos at Start | |
| 83  | Mulberry Ave<br>Widnes, WA8 0WN<br>*Halton Submarket* | Boulting Group<br>The Royal Bank of Scotland plc | 1,298<br>New Direct | Nov 2016<br>5 Years | £10.00/SF<br>£10.00/SF | | |
| 84  | Whitworth Ct<br>Runcorn, WA7 1WA<br>*Halton Submarket* | Close Brothers Group plc | 1,660<br>New Direct | Nov 2016 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 85 | Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Jcam Commercial Real Estate Pro… | 1,200<br>New Direct | Nov 2016 | | £3.00/SF | |
| 86 | Halton 5<br>Northway<br>Runcorn, WA7 2HF<br>*Halton Submarket* | Jcam Commercial Real Estate Pro… | 14,987<br>New Direct | Jan 2017 | | £3.00/SF | |
| 87 | Techspace Two<br>Keckwick Ln<br>Warrington, WA4 4AB<br>*Halton Submarket* | Conveyor Networks Ltd<br>Langtree Carrington Ltd | 4,117<br>New Direct | Sep 2016 | | | |
| 88 | Whitworth Ct<br>Runcorn, WA7 1WA<br>*Halton Submarket* | EDP<br>Close Brothers Group plc | 900<br>New | Sep 2016<br>3 Years | £13.29/SF | 0 Mos | |
| 89 | Monks Way<br>Runcorn, WA7 3GH<br>*Halton Submarket* | | 8,034<br>New Sublease | Oct 2016 | | | |
| 90 | Mulberry Ave<br>Widnes, WA8 0WN<br>*Halton Submarket* | Priority Sites Ltd | 2,301<br>New Direct | Sep 2016 | | £4.81/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 91  | Mulberry Ave<br>Widnes, WA8 0WN<br>*Halton Submarket* | Radiant Security Ltd | 2,663<br>New Direct | Sep 2016<br>3 Years | £8.00/SF<br>£8.00/SF | <br>£4.81/SF | |
| 92  | 6200 Cinnabar Ct<br>Warrington, WA4 4GE<br>*Halton Submarket* | Software Vendor Solutions Ltd<br>Marshall CDP | 3,000<br>New Direct | Jul 2016<br>5 Years | £16.00/SF<br>£16.00/SF | 0 Mos | Jul 2019 |
| 93  | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | NMO Spectrum UK<br>Maryland Securities Ltd | 300<br>New Direct | Jun 2016<br>10 Years | £8.56/SF<br>£8.56/SF | | Jun 2019<br>Jun 2021 |
| 94  | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | Sarafina Munikawa<br>Maryland Securities Ltd | 1,410<br>New Direct | Jun 2016 | £4.35/SF<br>£4.35/SF | | Jun 2019<br>Jun 2021 |
| 95  | The Business and Retail Hub<br>110-132 Widnes Rd<br>Widnes, WA8 6AX<br>*Halton Submarket* | Northern Trust Company Ltd | 861<br>New Direct | Jun 2016 | | | |
| 96  | The Business and Retail Hub<br>110-132 Widnes Rd<br>Widnes, WA8 6AX<br>*Halton Submarket* | Northern Trust Company Ltd | 611<br>New Direct | May 2016 | | £4.52/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 97  | Clifton House & Sutton House<br>Ashville Point<br>Runcorn, WA7 3FW<br>*Halton Submarket* | Northwest Surgeons Ltd<br>Chantry Developments Ltd | 2,577<br>New Direct | Jun 2016<br>10 Years | £12.42/SF<br>£11.61/SF | 6 Mos at Start | May 2021<br>May 2021 |
| 98  | Samuel House<br>Aston Dane, Tan House Ln<br>Widnes, WA8 0RR<br>*Halton Submarket* | | 1,086<br>New Direct | Jun 2016 | | | |
| 99  | Victoria House<br>Lugsdale Rd<br>Widnes, WA8 6DJ<br>*Halton Submarket* | Latelier Fashion Ltd<br>Maryland Securities Ltd | 172<br>New Direct | Apr 2017<br>5 Years | £5.86/SF<br>£5.86/SF | | Mar 2019 |

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# Halton Office Sales - Quick Stats Report

## Comps Statistics

| | Low | Average | Median | High | Count |
|---|---|---|---|---|---|
| Sale Price | £25,834 | £3,335,383 | £925,000 | £40,000,000 | 29 |
| NIA | 1,628 SF | 28,819 SF | 7,678 SF | 158,471 SF | 29 |
| Price per SF | £7.98 | £115.74 | £100.60 | £264.71 | 29 |
| Net Initial Yield | 4.43% | 8.96% | 9.00% | 13.18% | 12 |
| Days on Market | 9 | 160 | 86 | 623 | 18 |
| Sale Price to Asking Price Ratio | 10.40% | 93.52% | 95.52% | 167.50% | 13 |

### Totals

| | | | | |
|---|---|---|---|---|
| Sold Transactions | Total Sales Volume: | £96,726,108 | Total Sales Transactions: | 29 |

### Survey Criteria

basic criteria: Type of Property - Office; Property Size - from 1,000 SF; Sale Date - from 01/01/2014; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Halton (Warrington)

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01/04/2019

## 1 101 Albert Rd — SOLD

Widnes, WA8 6LB — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 27/11/2015 (623 days on mkt) | Bldg Type: | Office |
| Sale Price: | £135,000 - Confirmed | Year Built/Age: | Built 1910 Age: 105 |
| Price/SF: | £39.28 | NIA: | 3,437 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3448090 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 2 Preston Brook Contact Centre - Chester Rd — SOLD

Runcorn, WA7 3QA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 22/01/2018 | Bldg Type: | Office |
| Sale Price: | £40,000,000 - Approximate | Year Built/Age: | Built 1998 Age: 20 |
| Price/SF: | £252.41 | NIA: | 158,471 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 4.43% | | |
| Comp ID: | 4137428 | Sale Conditions: | - |
| Research Status: | Approximate | | |

## 3 Unit 2 - Wellfield Business Park - Chester Rd — SOLD

Runcorn, WA7 3AZ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 27/11/2017 | Bldg Type: | Office |
| Sale Price: | £925,000 - Approximate | Year Built/Age: | Built 2003 Age: 14 |
| Price/SF: | £149.80 | NIA: | 6,175 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 9.15% | | |
| Comp ID: | 4064837 | Sale Conditions: | - |
| Research Status: | Approximate | | |

## 4 Unit 11A-11B - Cinnabar Court - 5300-5350 Cinnabar Ct — SOLD

Warrington, WA4 4GE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 04/04/2018 | Bldg Type: | Office |
| Sale Price: | £1,987,385 - Confirmed | Year Built/Age: | Built 2009 Age: 8 |
| Price/SF: | £194.84 | NIA: | 10,200 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4597524 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 5 Unit 3 - Daresbury Park - 6300 Cinnabar Ct — SOLD

Warrington, WA4 4GE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/09/2018 (123 days on mkt) | Bldg Type: | Office |
| Sale Price: | £1,385,000 - Confirmed | Year Built/Age: | Built 2009 Age: 9 |
| Price/SF: | £228.17 | NIA: | 6,070 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 7.25% | | |
| Comp ID: | 4545217 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 6 Unit 3 - Daresbury Park - 6300 Cinnabar Ct — SOLD

Warrington, WA4 4GE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/11/2015 (43 days on mkt) | Bldg Type: | Office |
| Sale Price: | £1,150,000 - Confirmed | Year Built/Age: | Built 2009 Age: 6 |
| Price/SF: | £189.46 | NIA: | 6,070 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 8.73% | | |
| Comp ID: | 3507573 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 7 Unit 6 - Daresbury Park - 6600 Cinnabar Ct — SOLD

Warrington, WA4 4GE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 23/10/2015 (79 days on mkt) | Bldg Type: | Office |
| Sale Price: | £1,350,000 - Confirmed | Year Built/Age: | Built 2009 Age: 6 |
| Price/SF: | £192.86 | NIA: | 7,000 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 8.38% | | |
| Comp ID: | 3445835 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 8 Alexander House - Crown Gate (Part of Portfolio) — SOLD

Runcorn, WA7 2UP — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 08/12/2016 (9 days on mkt) | Bldg Type: | Office |
| Sale Price: | £779,108 - Research Comple | Year Built/Age: | Built 1995 Age: 21 |
| Price/SF: | £80.94 | NIA: | 9,626 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3783145 | Sale Conditions: | Auction Sale, Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 9 Norton House - Crown Gate (Part of Portfolio) — SOLD

Runcorn, WA7 2UR — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 08/12/2016 (9 days on mkt) | Bldg Type: | Office |
| Sale Price: | £570,891 - Research Comple | Year Built/Age: | Built 1990 Age: 26 |
| Price/SF: | £58.73 | NIA: | 9,720 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3783145 | Sale Conditions: | Auction Sale, Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 10 Building 3300 - Daresbury Park — SOLD

Warrington, WA4 4HS — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/03/2017 | Bldg Type: | Office |
| Sale Price: | £11,250,000 - Confirmed | Year Built/Age: | Built 2002 Age: 15 |
| Price/SF: | £203.96 | NIA: | 55,159 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3979705 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 11 Building 3300 - Daresbury Park — SOLD

Warrington, WA4 4HS — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/10/2014 | Bldg Type: | Office |
| Sale Price: | £9,600,000 - Confirmed | Year Built/Age: | Built 2002 Age: 12 |
| Price/SF: | £174.04 | NIA: | 55,159 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 8.47% | | |
| Comp ID: | 3846415 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 12 Building 7500 - Daresbury Park - Daresbury Park — SOLD

Warrington, WA4 4BS — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 30/09/2016 | Bldg Type: | Office |
| Sale Price: | £680,000 - Confirmed | Year Built/Age: | - |
| Price/SF: | £154.55 | NIA: | 4,400 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3731297 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 13 Building 7700-7750 - Daresbury Park - Daresbury Park — SOLD

Warrington, WA4 4BS — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 23/08/2017 | Bldg Type: | Office |
| Sale Price: | £550,000 - Confirmed | Year Built/Age: | Built 2006 Age: 10 |
| Price/SF: | £71.63 | NIA: | 7,678 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4008843 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 14 Daresbury Park - 1100 Daresbury Park — SOLD

Warrington, WA4 4HS — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 30/03/2015 | Bldg Type: | Office |
| Sale Price: | £6,350,000 - Confirmed | Year Built/Age: | Built 2003 Age: 11 |
| Price/SF: | £152.16 | NIA: | 41,733 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 9.81% | | |
| Comp ID: | 3269178 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 15 ABB Ltd - 3100 Daresbury Park (Part of Portfolio) — SOLD

Warrington, WA4 4BT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 17/08/2015 (138 days on mkt) | Bldg Type: | Office |
| Sale Price: | £8,510,225 - Research Comp | Year Built/Age: | Built 2002 Age: 13 |
| Price/SF: | £211.73 | NIA: | 40,194 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3380289 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 16 East Lane House - East Ln — SOLD

Runcorn, WA7 2UR — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/06/2016 | Bldg Type: | Office |
| Sale Price: | £1,650,000 | Year Built/Age: | Built 1962 Age: 54 |
| Price/SF: | £13.16 | NIA: | 125,365 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4192810 | Sale Conditions: | Auction Sale |
| Research Status: | Public Record | | |

## 17 East Lane House - East Ln — SOLD

Runcorn, WA7 2UR — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 10/12/2014 (306 days on mkt) | Bldg Type: | Office |
| Sale Price: | £1,000,000 - Confirmed | Year Built/Age: | Built 1962 Age: 52 |
| Price/SF: | £7.98 | NIA: | 125,365 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3238025 | Sale Conditions: | Distress Sale, Redevelopment Project |
| Research Status: | Confirmed | | |

## 18 Castle View House - East Ln (Part of Multi-Property) — SOLD

Runcorn, WA7 2GJ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/12/2015 (420 days on mkt) | Bldg Type: | Office |
| Sale Price: | £924,165 - | Year Built/Age: | Built 1993 Age: 22 |
| Price/SF: | £9.01 | NIA: | 102,597 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3701940 | Sale Conditions: | - |
| Research Status: | | | |

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## 19 Nursery Building - East Ln (Part of Multi-Property) SOLD

Runcorn, WA7 2GJ — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 01/12/2015 (420 days on mkt) | Bldg Type: | Office |
| Sale Price: | £25,834 - | Year Built/Age: | Built 1993 Age: 22 |
| Price/SF: | £9.01 | NIA: | 2,868 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3701940 | Sale Conditions: | - |
| Research Status: | | | |

## 20 Former Community Centre - 9-11 Lugsdale Rd SOLD

Widnes, WA8 6DJ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 28/02/2014 (17 days on mkt) | Bldg Type: | Office |
| Sale Price: | £50,000 - Confirmed | Year Built/Age: | - |
| Price/SF: | £16.92 | NIA: | 2,955 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 2968358 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 21 18 Lugsdale Rd SOLD

Widnes, WA8 6DH — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/07/2018 (174 days on mkt) | Bldg Type: | Office |
| Sale Price: | £167,500 - Confirmed | Year Built/Age: | Built 1980 Age: 38 |
| Price/SF: | £70.68 | NIA: | 2,370 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4473080 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 22 Unit 7 - Abbots Park - Monks Way SOLD

Runcorn, WA7 3GH — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/10/2018 (84 days on mkt) | Bldg Type: | Office |
| Sale Price: | £2,700,000 - Confirmed | Year Built/Age: | Built 2005 Age: 13 |
| Price/SF: | £161.15 | NIA: | 16,755 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 9.00% | | |
| Comp ID: | 4633436 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 23 Building 4 - Monks Way SOLD

Runcorn, WA7 3GH — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/10/2018 | Bldg Type: | Office |
| Sale Price: | £2,700,000 | Year Built/Age: | Built 2005 Age: 13 |
| Price/SF: | £264.71 | NIA: | 10,200 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 9.00% | | |
| Comp ID: | 4636498 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

## 24 Axis House - Tudor Rd SOLD

Runcorn, WA7 1BD — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 24/12/2014 | Bldg Type: | Office |
| Sale Price: | £1,650,000 - Confirmed | Year Built/Age: | Built 1991 Age: 23 |
| Price/SF: | £100.60 | NIA: | 16,402 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 9.70% | | |
| Comp ID: | 3934624 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 25 Units 8-14 - Office Unit, Unit 12 - Whitworth Ct — SOLD

Runcorn, WA7 1WA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 28/01/2019 (45 days on mkt) | Unit Type: | 1,660 SF Office Unit |
| Sale Price: | £195,000 - Confirmed | Year Built/Age: | Built 2003 Age: 16 |
| Price/SF: | £117.47 | NIA: | 1,660 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 10.38% | | |
| Comp ID: | 4662149 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 26 Units 8-14 - Office Unit, Unit 13 - Whitworth Ct — SOLD

Runcorn, WA7 1WA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 17/05/2017 (56 days on mkt) | Unit Type: | 1,660 SF Office Unit |
| Sale Price: | £165,000 - Confirmed | Year Built/Age: | Built 2003 Age: 14 |
| Price/SF: | £99.40 | NIA: | 1,660 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3984612 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 27 Units 8-14 - Office Unit, Unit 9 - Whitworth Ct — SOLD

Runcorn, WA7 1WA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/03/2015 (16 days on mkt) | Unit Type: | 1,628 SF Office Unit |
| Sale Price: | £65,000 - Confirmed | Year Built/Age: | Built 2003 Age: 12 |
| Price/SF: | £39.93 | NIA: | 1,628 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3265298 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 28 Units 8-14 - Office Unit, Unit 10 - Whitworth Ct — SOLD

Runcorn, WA7 1WA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 11/05/2015 (87 days on mkt) | Unit Type: | 1,635 SF Office Unit |
| Sale Price: | £41,000 - Confirmed | Year Built/Age: | Built 2003 Age: 12 |
| Price/SF: | £25.08 | NIA: | 1,635 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 13.18% | | |
| Comp ID: | 3302499 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 29 Tudor Hall - York St — SOLD

Runcorn, WA7 5BB — Cheshire County

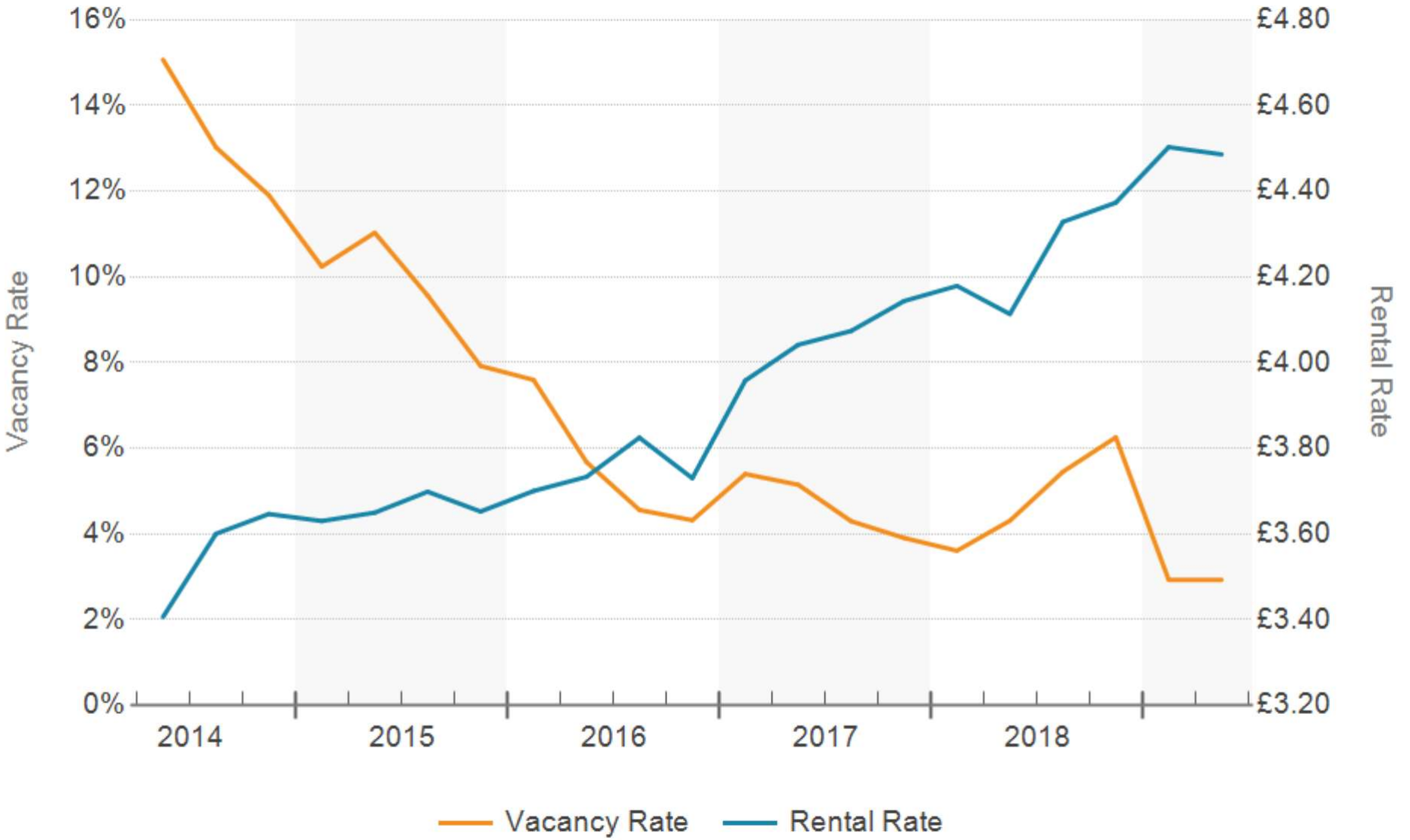


| | | | |
|---|---|---|---|
| Sale Date: | 30/05/2017 (235 days on mkt) | Bldg Type: | Office |
| Sale Price: | £170,000 - Confirmed | Year Built/Age: | Built 1970 Age: 46 |
| Price/SF: | £53.31 | NIA: | 3,189 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3928702 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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# Halton Industrial

## Vacancy & Rental Rates

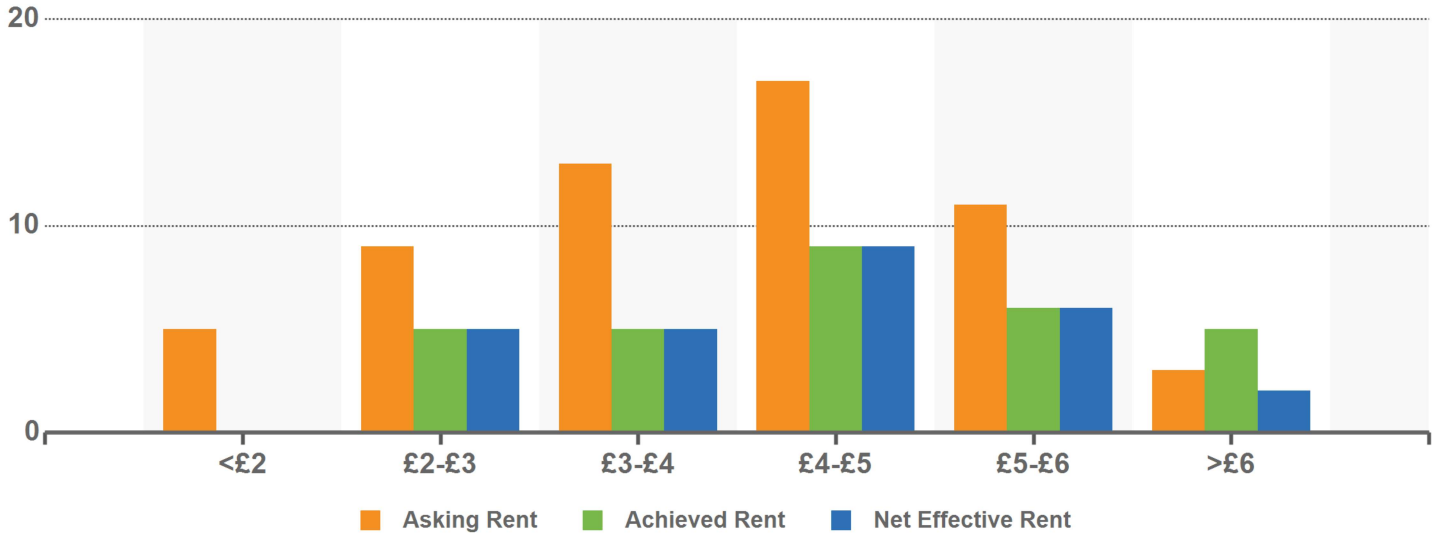




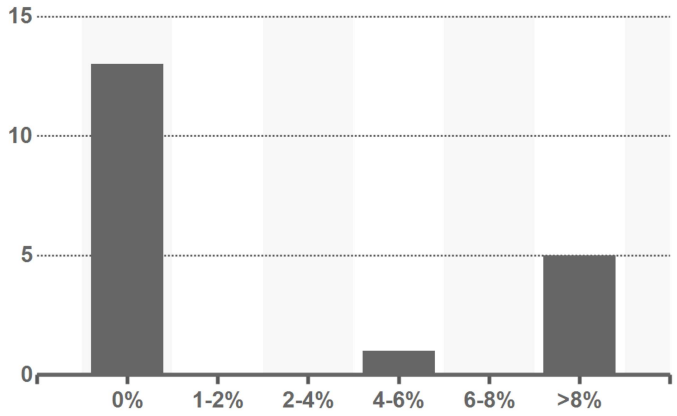

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| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|---|---|---|---|
| £3.79 | £4.24 | £4.39 | 3.2 |

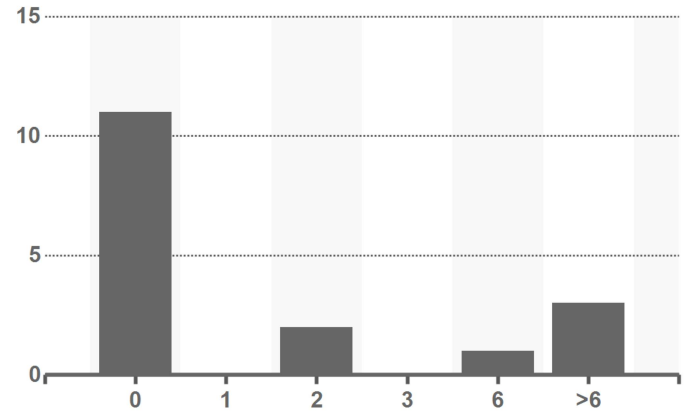
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT




DEALS BY ASKING RENT DISCOUNT




DEALS BY RENT FREE MONTHS



# Halton Industrial

| Sales Volume | Survey | Min | Max |
|---|---|---|---|
| Transactions | 130 | - | - |
| Sold SF | 6,724,917 | 1,378 | 650,313 |
| Sales Volume (Mil.) | £277 | £0.1 | £38 |
| Avg SF | 51,730 | 1,378 | 650,313 |

| Sales | Survey | Min | Max |
|---|---|---|---|
| Sale Price Per SF | £51 | £5 | £132 |
| Avg Sale Price (Mil.) | £3.2 | £0.1 | £38 |
| Yield | 7.2% | 5.0% | 9.8% |
| Percent Leased | 83.6% | 0.0% | 100% |

| For Sale | Survey | Min | Max |
|---|---|---|---|
| Listings | 1 | - | - |
| For Sale SF | 14,090 | 14,090 | 14,090 |
| For Sale Volume (Mil.) | £0.0 | - | - |
| Asking Price Per SF | - | - | - |
| Avg Asking Price (Mil.) | £0.0 | - | - |

| Properties | Survey | Min | Max |
|---|---|---|---|
| Existing SF | 4,616,555 | 2,000 | 650,313 |
| Vacancy Rate | 2.9% | 0.0% | 92.3% |
| Rent Per SF | £4.49 | £3.00 | £10.29 |
| 12 Mo. Absorption | -53,655 | -102,786 | 36,149 |
| 12 Mo. Leasing SF | 292,592 | 0 | 152,871 |



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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 1  | Units 3 & 7 Constance Way<br>Widnes, WA8 0QR<br>Halton Ind Submarket | | 1,570<br>New Direct | Mar 2019 | | | |
| 2  | Goddard Rd<br>Runcorn, WA7 1QF<br>Halton Ind Submarket | Trevalyn Estates Ltd | 3,200<br>New Direct | Feb 2019 | | | |
| 3  | Beeston Ct<br>Runcorn, WA7 1SS<br>Halton Ind Submarket | FI Real Estate Management Ltd | 3,287<br>New Direct | Feb 2019 | | | |
| 4 | Beeston Ct<br>Runcorn, WA7 1SS<br>Halton Ind Submarket | FI Real Estate Management Ltd | 7,117<br>New Direct | Jan 2019 | | | |
| 5  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 6,420<br>New Direct | Jan 2019 | | | |
| 6  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 3,200<br>New Direct | Dec 2018 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 7  | The Cube<br>Aston Ln N<br>Runcorn, WA7 3GA<br>Halton Ind Submarket | Movianto UK (Ltd)<br>Oceanic Estates Ltd | 152,871<br>New Direct | Dec 2018<br>3 Years | £6.50/SF<br>£6.50/SF | | |
| 8  | Goddard Rd<br>Runcorn, WA7 1QF<br>Halton Ind Submarket | Carney (UK) Ltd<br>Trevalyn Estates Ltd | 3,169<br>New Direct | Dec 2018 | | | |
| 9  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | Vibro Techical Service Ltd<br>FI Real Estate Management Ltd | 12,711<br>New Direct | Nov 2018<br>10 Years | | | |
| 10  | Everite Rd<br>Widnes, WA8 8PT<br>Halton Ind Submarket | Towngate plc | 16,900<br>New Direct | Jan 2019 | | £1.41/SF | |
| 11  | Boleyn Ct<br>Runcorn, WA7 1SR<br>Halton Ind Submarket | Sabic UK Petrochemicals Limited<br>Pin Property Consultancy Ltd | 3,310<br>New Direct | Feb 2019<br>10 Years | | £2.50/SF | |
| 12  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | | 12,700<br>New Direct | Dec 2018 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 13  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 3,200<br>New Direct | Oct 2018 | | | |
| 14  | Goddard Rd<br>Runcorn, WA7 1QF<br>Halton Ind Submarket | E DiscountsLtd<br>Trevalyn Estates Ltd | 3,200<br>New Direct | Oct 2018<br>5 Years | £4.00/SF<br>£4.00/SF | | |
| 15 | Foundry Ln<br>Widnes, WA8 8WL<br>Halton Ind Submarket | Stella Ice Creams | 1,200<br>New Direct | Oct 2018 | | | |
| 16  | Wheldon Rd<br>Widnes, WA8 8FZ<br>Halton Ind Submarket | | 12,713<br>New Direct | Sep 2018 | | £2.40/SF | |
| 17  | Amazon AWS<br>Foundry Ln<br>Widnes, WA8 8TZ<br>Halton Ind Submarket | Amazon UK | 49,189<br>New Direct | Feb 2019<br>5 Years | | £0.07/SF | Jul 2021 |
| 18  | Rokeby Ct<br>Runcorn, WA7 1RW<br>Halton Ind Submarket | Northern Trust Company Ltd | 21,996<br>New Direct | Oct 2018 | | £4.82/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 19  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | Boka Bolt Supplies<br>FI Real Estate Management Ltd | 3,000<br>New Direct | May 2018 | | | |
| 20  | Seymour Ct<br>Runcorn, WA7 1SY<br>Halton Ind Submarket | Isomi Project Ltd<br>Anglo Scandinavian Estates Group | 12,075<br>New Direct | May 2018<br>10 Years | £4.50/SF<br>£4.28/SF | 6 Mos at Start | May 2023<br>May 2023 |
| 21  | Aston Fields Rd<br>Runcorn, WA7 3DL<br>Halton Ind Submarket | | 38,087<br>New Direct | Apr 2018 | | | |
| 22  | Ebl Centre<br>Picow Farm Rd<br>Runcorn, WA7 4TZ<br>Halton Ind Submarket | J15 Sports<br>EBL Group | 1,853<br>New Direct | Apr 2018<br>5 Years | £6.47/SF | 0 Mos | Mar 2021 |
| 23  | Christleton Ct<br>Runcorn, WA7 1ST<br>Halton Ind Submarket | Black Magic Design Ltd<br>Moorland Property Solutions Ltd | 16,167<br>New Direct | Mar 2018<br>10 Years | £4.95/SF<br>£4.95/SF | | Mar 2023 |
| 24  | Melba House<br>Picow Farm Rd<br>Runcorn, WA7 4UG<br>Halton Ind Submarket | SFM Centre Ltd<br>Greigs Ltd | 4,050<br>New Direct | Apr 2018<br>5 Years | £4.44/SF<br>£4.44/SF | 0 Mos<br>£2.13/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 25  | Dalton Ct<br>Runcorn, WA7 1PU<br>Halton Ind Submarket | RNA Material Consultants Ltd<br>Mr Colin Cawley | 1,317<br>New Direct | Apr 2018<br>5 Years | £5.24/SF<br>£5.24/SF | £4.88/SF | |
| 26  | Dalton Ct<br>Runcorn, WA7 1PU<br>Halton Ind Submarket | Pro Investments Ltd | 750<br>New Direct | Feb 2018 | | | |
| 27  | Dalton Ct<br>Runcorn, WA7 1PU<br>Halton Ind Submarket | Norton UK Consulting Ltd<br>Mr Colin Cawley | 1,317<br>New Direct | Mar 2018<br>3 Years | £4.56/SF<br>£4.89/SF | £4.88/SF | |
| 28  | Christleton Ct<br>Runcorn, WA7 1ST<br>Halton Ind Submarket | ICE<br>The Zip Partnership LLP | 15,666<br>New Direct | Apr 2018<br>10 Years | | | |
| 29 | Unit 24<br>Foundry Ln<br>Widnes, WA8 8UD<br>Halton Ind Submarket | Prospect Estates Limited | 2,658<br>New Direct | Feb 2018 | | | |
| 30  | Goddard Rd<br>Runcorn, WA7 1QF<br>Halton Ind Submarket | Samuel James Events Ltd<br>Trevalyn Estates Ltd | 6,410<br>Renewal Direct | Dec 2017<br>5 Years | £3.75/SF<br>£3.61/SF | 2 Mos at Start | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 31  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 6,404<br>New Direct | Jan 2018 | | | |
| 32  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 3,200<br>New Direct | Dec 2017 | | £1.69/SF | |
| 33  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 9,553<br>New Direct | Jan 2018 | | £1.41/SF | |
| 34  | Boleyn Ct<br>Runcorn, WA7 1SR<br>Halton Ind Submarket | FI Real Estate Management Ltd | 3,310<br>New Direct | Nov 2017 | | | |
| 35  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 3,200<br>New Direct | Nov 2017 | | £1.86/SF | |
| 36  | Seymour Ct<br>Runcorn, WA7 1SY<br>Halton Ind Submarket | Zoll<br>Anglo Scandinavian Estates Group | 15,201<br>New Direct | Sep 2017<br>20 Years | £4.02/SF<br>£4.18/SF | | Aug 2022<br>Aug 2022… |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 37  | Foundry Ln<br>Widnes, WA8 8UD<br>Halton Ind Submarket | Prospect Estates Limited | 16,283<br>New Direct | Nov 2017 | | £1.50/SF | |
| 38  | Foundry Ln<br>Widnes, WA8 8UD<br>Halton Ind Submarket | Prospect Estates Limited | 10,185<br>New Direct | Nov 2017 | | £1.50/SF | |
| 39  | Chadwick Rd<br>Runcorn, WA7 1PW<br>Halton Ind Submarket | Style Matters | 12,726<br>New Direct | Aug 2017 | | 0 Mos<br>£1.34/SF | |
| 40  | Chadwick Rd<br>Runcorn, WA7 1PW<br>Halton Ind Submarket | FI Real Estate Management Ltd | 25,646<br>New Direct | Jan 2018 | | £1.22/SF | |
| 41  | Canalside<br>Warrington Rd<br>Runcorn, WA7 1SN<br>Halton Ind Submarket | Diamond Comic Distributors<br>Property Alliance Group Limited | 80,194<br>Renewal Direct | Aug 2017<br>10 Years | £3.49/SF<br>£3.19/SF | Spread Over | Aug 2022 |
| 42  | Seymour Ct<br>Runcorn, WA7 1SY<br>Halton Ind Submarket | Distinctive Medical Products<br>Anglo Scandinavian Estates Group | 3,310<br>New Direct | Aug 2017 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 43  | Fairoak Ct<br>Runcorn, WA7 3DX<br>Halton Ind Submarket | | 2,988<br>New Direct | Jul 2017<br>1 Year | £4.01/SF<br>£4.01/SF | 0 Mos<br>£1.87/SF | |
| 44  | Arkwright Rd<br>Runcorn, WA7 1NU<br>Halton Ind Submarket | FI Real Estate Management Ltd | 3,156<br>New Direct | Aug 2017 | | £1.56/SF | |
| 45  | Arkwright Rd<br>Runcorn, WA7 1NU<br>Halton Ind Submarket | | 6,669<br>New Direct | Sep 2017 | | £1.27/SF | |
| 46  | Dalton Ct<br>Runcorn, WA7 1PU<br>Halton Ind Submarket | Pro Investments Ltd | 995<br>New Direct | Jul 2017 | | £1.90/SF | |
| 47  | Manor Park<br>Berkeley Ct<br>Runcorn, WA7 1TQ<br>Halton Ind Submarket | Partner Tech UK Corp Ltd | 4,944<br>Renewal Direct | Jun 2017 | | | |
| 48  | Berkeley Ct<br>Runcorn, WA7 1TQ<br>Halton Ind Submarket | Cavendish Nuclear<br>John Lewis | 4,943<br>New Direct | Jun 2017 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 49  | Arkwright Rd<br>Runcorn, WA7 1NU<br>Halton Ind Submarket | | 6,381<br>New Direct | Aug 2017 | | £1.25/SF | |
| 50  | Manor Park<br>Berkeley Ct<br>Runcorn, WA7 1TQ<br>Halton Ind Submarket | Definteco Limited | 2,478<br>New Direct | May 2017 | | | |
| 51  | Berkeley Ct<br>Runcorn, WA7 1TQ<br>Halton Ind Submarket | Buytshirtsonline Ltd<br>John Lewis | 2,438<br>New Direct | May 2017 | | | |
| 52 | Warehouse<br>Ashton Ln N<br>Runcorn, WA7 3FA<br>Halton Ind Submarket | Teva | 21,034<br>New Direct | May 2017<br>10 Years | £6.54/SF | | |
| 53  | Fresenius Kabi LTD<br>Eastgate Way<br>Runcorn, WA7 1NT<br>Halton Ind Submarket | Fresenius Kabi Ltd<br>Exeter Property Group | 92,667<br>Renewal Direct | Nov 2021<br>10 Years | £5.49/SF<br>£5.90/SF | | |
| 54  | Christleton Ct<br>Runcorn, WA7 1ST<br>Halton Ind Submarket | Thermo Fisher Scientific<br>The Zip Partnership LLP | 13,924<br>New Direct | Apr 2017 | | £1.98/SF | Apr 2018 |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 55  | Pimlico Rd<br>Runcorn, WA7 4US<br>Halton Ind Submarket | James Hargreaves (Plumbers' Mer…<br>Eric Wright Group Ltd | 4,000<br>New Direct | Apr 2017 | | | |
| 56  | Seymour Ct<br>Runcorn, WA7 1SY<br>Halton Ind Submarket | RMIF<br>Anglo Scandinavian Estates Group | 6,472<br>New Direct | Apr 2017 | | | |
| 57  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | FI Real Estate Management Ltd | 12,790<br>New Direct | Jul 2017 | | £1.45/SF | |
| 58  | Pickerings Rd<br>Widnes, WA8 8XW<br>Halton Ind Submarket | Silva Timber | 563<br>New Direct | Apr 2017<br>3 Years | £3.00/SF<br>£3.00/SF | <br>£29.33/SF | |
| 59  | Teva<br>Aston Ln N<br>Runcorn, WA7 3FA<br>Halton Ind Submarket | Teva UK Ltd<br>NORTON HEALTHCARE LIMITED | 21,034 | Mar 2017 | | | |
| 60  | Ebl Centre<br>Picow Farm Rd<br>Runcorn, WA7 4TZ<br>Halton Ind Submarket | Saga Projects<br>EBL Group | 1,273<br>New Direct | Apr 2017<br>5 Years | £5.65/SF<br>£5.65/SF | 0 Mos | Mar 2020<br>Mar 2020 |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 61  | Warrington Rd<br>Widnes, WA8 0SE<br>Halton Ind Submarket | | 880<br>New Direct | Feb 2017 | | | |
| 62  | Foundry Ln<br>Widnes, WA8 8UD<br>Halton Ind Submarket | Prospect Estates Limited | 3,015<br>New Direct | Mar 2017 | | £1.79/SF | |
| 63  | Former P.C Harrington<br>Ashton Ln N<br>Runcorn, WA7 3PE<br>Halton Ind Submarket | Teva Runcorn | 21,034<br>New Direct | Feb 2017<br>10 Years | £6.54/SF<br>£5.70/SF | 12 Mos at Start | Feb 2022 |
| 64  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | exedy clutch europe ltd<br>FI Real Estate Management Ltd | 6,420<br>New Direct | Apr 2017<br>3 Years | £3.00/SF<br>£3.00/SF | 0 Mos | |
| 65  | Brakes Bros Ltd<br>Aston Fields Rd<br>Runcorn, WA7 3DL<br>Halton Ind Submarket | MCR Property Group Ltd | 85,359<br>New Direct | Jun 2017 | | | |
| 66  | Ebl Centre<br>Picow Farm Rd<br>Runcorn, WA7 4TZ<br>Halton Ind Submarket | Gareth Dickie<br>EBL Group | 847<br>New Direct | Jan 2017<br>3 Years | £8.50/SF<br>£8.50/SF | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 67  | Warrington Rd<br>Widnes, WA8 0SE<br>Halton Ind Submarket | | 8,557<br>New Direct | Feb 2017 | | | |
| 68  | Ebl Centre<br>Picow Farm Rd<br>Runcorn, WA7 4TZ<br>Halton Ind Submarket | <br><br>EBL Group | 2,700<br>New Direct | Dec 2016<br>5 Years | £5.18/SF<br>£5.18/SF | 0 Mos | |
| 69  | 7A Davy Rd<br>Runcorn, WA7 1PZ<br>Halton Ind Submarket | Highwood Consultants Ltd<br>Mr Ken Ward | 10,859<br>New Direct | Dec 2016<br>10 Years | £3.13/SF<br>£2.93/SF | Spread Over<br>£1.17/SF | Dec 2021<br>Dec 2021 |
| 70  | Gorsey Ln<br>Widnes, WA8 0RP<br>Halton Ind Submarket | Clovemead Construction Ltd<br>Regal Polythene Ltd | 21,922<br>New Direct | Dec 2016<br>5 Years | £4.74/SF<br>£4.74/SF | <br>£2.05/SF | |
| 71 | Easter Park<br>Bennetts Ln<br>Widnes, WA8 0RH<br>Halton Ind Submarket | <br>Delifresh<br>Tomahawk Holding Overseas Limit… | <br>15,000<br>New Direct | <br>Dec 2016 | | | |
| 72  | Dalton Ct<br>Runcorn, WA7 1PU<br>Halton Ind Submarket | Miss Xiujie Ju<br>Pro Investments Ltd | 3,500<br>New Direct | Dec 2016 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 73  | Warrington Rd<br>Widnes, WA8 0SE<br>Halton Ind Submarket | | 10,247<br>New Direct | Feb 2017 | | | |
| 74  | Warrington Rd<br>Widnes, WA8 0SE<br>Halton Ind Submarket | | 24,419<br>New Direct | Feb 2017 | | | |
| 75  | Former ASM Medicare<br>Picow Farm Rd<br>Runcorn, WA7 4UG<br>Halton Ind Submarket | | 23,135<br>New Direct | Nov 2016 | | | |
| 76  | Jensen Ct<br>Runcorn, WA7 1SQ<br>Halton Ind Submarket | MDSi Europe Ltd<br>NBC Group Ltd | 4,950<br>New Direct | Oct 2016<br>5 Years | £5.00/SF<br>£5.00/SF | | |
| 77  | Warrington Rd<br>Widnes, WA8 0SE<br>Halton Ind Submarket | | 25,487<br>New Direct | Feb 2017 | | | |
| 78  | Unit 5<br>Montague Rd<br>Widnes, WA8 8FZ<br>Halton Ind Submarket | Allpaq Limited | 10,931<br>New Direct | Dec 2016 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 79  | Dewar Ct<br>Runcorn, WA7 1PT<br>Halton Ind Submarket | Halton Borough Council | 1,023<br>New Direct | Oct 2016<br>3 Years | £6.00/SF<br>£6.00/SF | <br>£2.60/SF | |
| 80  | Marshgate<br>Widnes, WA8 8UA<br>Halton Ind Submarket | Halton Borough Council | 1,583<br>New Direct | Oct 2016 | | <br>£2.29/SF | |
| 81  | Warrington Rd<br>Widnes, WA8 0SE<br>Halton Ind Submarket | Halton Housing Trust Limited | 29,202<br>New Direct | Feb 2017 | | | |
| 82  | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | Cheshire Sports Equipment Ltd<br>FI Real Estate Management Ltd | 3,200<br>New Direct | Sep 2016 | | | |
| 83  | Seymour Ct<br>Runcorn, WA7 1SY<br>Halton Ind Submarket | ASE Five LLP<br>Anglo Scandinavian Estates Group | 12,564<br>New Direct | Oct 2016 | | | |
| 84  | Pimlico Rd<br>Runcorn, WA7 4US<br>Halton Ind Submarket | Avantine Owners UK Ltd<br>Eric Wright Group Ltd | 1,000<br>New Direct | Aug 2016 | | | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 85  | Pimlico Rd<br>Runcorn, WA7 4US<br>Halton Ind Submarket | Glasscare Ltd<br>Eric Wright Group Ltd | 1,000<br>New Direct | Aug 2016 | | | |
| 86  | Pimlico Rd<br>Runcorn, WA7 4US<br>Halton Ind Submarket | Efficient Sonics Ltd<br>Eric Wright Group Ltd | 900<br>New Direct | Aug 2016 | | | |
| 87  | Ebl Centre<br>Picow Farm Rd<br>Runcorn, WA7 4TZ<br>Halton Ind Submarket | Industrial Studios<br>EBL Group | 1,473<br>New Direct | Aug 2016<br>3 Years | £4.07/SF<br>£4.07/SF | | |
| 88  | Seymour Ct<br>Runcorn, WA7 1SY<br>Halton Ind Submarket | Oxhoo<br>FI Real Estate Management Ltd | 3,281<br>New Direct | Aug 2016 | | | |
| 89  | Block H<br>Pickerings Rd<br>Widnes, WA8 8YX<br>Halton Ind Submarket | Silva Simber | 9,323<br>New Direct | Aug 2016<br>1 Year | £3.00/SF<br>£3.00/SF | | |
| 90  | Foundry Ln<br>Widnes, WA8 8UD<br>Halton Ind Submarket | Prospect Estates Limited | 14,428<br>New Direct | Nov 2016 | | £1.50/SF | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 91 | Everite Rd<br>Widnes, WA8 8PT<br>Halton Ind Submarket | Aggreko Ltd<br>Towngate plc | 28,540<br>New Direct | Jul 2016<br>15 Years | £2.98/SF<br>£3.50/SF | <br>£2.63/SF | Jul 2026<br>Jul 2018… |
| 92 | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | Merchant City Distributors Ltd<br>FI Real Estate Management Ltd | 6,515<br>New Direct | Sep 2016<br>5 Years | £3.50/SF<br>£3.50/SF | 0 Mos | |
| 93 | Brindley Rd<br>Runcorn, WA7 1PF<br>Halton Ind Submarket | Cheshire Sports Equipment Ltd<br>FI Real Estate Management Ltd | 3,200<br>New Direct | Jul 2016<br>5 Years | | 0 Mos<br>£1.86/SF | Jul 2017 |
| 94 | Dalton Ct<br>Runcorn, WA7 1PU<br>Halton Ind Submarket | Pro Investments Ltd | 750<br>New Direct | Jul 2016<br>3 Years | | <br>£2.50/SF | |
| 95 | Jensen Ct<br>Runcorn, WA7 1SQ<br>Halton Ind Submarket | LMS International<br>NBC Group Ltd | 9,678<br>New Direct | Jun 2016<br>5 Years | £5.01/SF | | |
| 96 | Howdens<br>Astmoor Rd<br>Runcorn, WA7 1PQ<br>Halton Ind Submarket | Howdens Joinery Co. Depot<br>Oxenwood Real Estate LLP | 452,182<br>New Direct | May 2016<br>26 Years 3 Mont… | £3.28/SF<br>£3.72/SF | Spread Over | Aug 2027…<br>Aug 2022… |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 97  | Berkeley Ct<br>Runcorn, WA7 1TQ<br>Halton Ind Submarket | Playnation Ltd<br>Parabola Capital LLP | 21,520<br>New Direct | Jul 2016 | | | |
| 98  | Berkeley Ct<br>Runcorn, WA7 1TQ<br>Halton Ind Submarket | LPW Technology Ltd<br>John Lewis | 19,185<br>New Direct | Jul 2016 | | | |
| 99  | Everite Rd<br>Widnes, WA8 8PT<br>Halton Ind Submarket | Xpel Marketing Ltd<br>Towngate plc | 16,956<br>New Direct | Jul 2016<br>5 Years | £2.06/SF<br>£2.06/SF | <br>£2.16/SF | <br>Jul 2017 |

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Halton Industrial - Quick Stats Report

## Comps Statistics

| | Low | Average | Median | High | Count |
|---|---|---|---|---|---|
| **Light Industrial** | | | | | |
| Sale Price | £200,000 | £616,250 | £581,250 | £1,100,000 | 5 |
| NIA | 2,617 SF | 19,793 SF | 15,498 SF | 38,819 SF | 5 |
| Price per SF | £26.28 | £31.14 | £37.50 | £76.42 | 5 |
| Net Initial Yield | - | - | - | - | - |
| Days on Market | 56 | 301 | 305 | 539 | 4 |
| Sale Price to Asking Price Ratio | 70.37% | 85.78% | 86.37% | 100.00% | 4 |
| **Industrial** | | | | | |
| Sale Price | £97,000 | £3,752,512 | £451,208 | £37,805,759 | 54 |
| NIA | 1,700 SF | 67,992 SF | 12,958 SF | 650,313 SF | 54 |
| Price per SF | £9.44 | £55.19 | £47.36 | £132.44 | 54 |
| Net Initial Yield | 5.50% | 7.10% | 7.31% | 9.80% | 9 |
| Days on Market | 2 | 362 | 368 | 1,582 | 38 |
| Sale Price to Asking Price Ratio | 57.78% | 95.83% | 93.79% | 167.36% | 13 |

### Totals

Sold Transactions | Total Sales Volume: £205,716,910 | Total Sales Transactions: 59

### Survey Criteria

basic criteria: Type of Property - Industrial, Light Industrial; Property Size - from 1,000 SF; Sale Date - from 01/01/2014; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Halton (Warrington)

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01/04/2019

## 1 Unit 35-37 - Industrial Unit, Unit 35 - Arkwright Rd — SOLD

Runcorn, WA7 1NU — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 20/12/2017 (1,582 days on mkt) | Unit Type: | 12,819 SF Industrial Unit |
| Sale Price: | £612,000 - Confirmed | Year Built/Age: | Built 1975 Age: 42 |
| Price/SF: | £47.74 | NIA: | 12,819 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4086803 — Sale Conditions: -
Research Status: Confirmed

## 2 Unit 6-6A - Industrial Unit, Unit 6A - Ashville Rd — SOLD

Runcorn, WA7 3EZ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 09/08/2017 (266 days on mkt) | Unit Type: | 13,097 SF Industrial Unit |
| Sale Price: | £650,000 - Confirmed | Year Built/Age: | Built 1987 Age: 30 |
| Price/SF: | £49.63 | NIA: | 13,097 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3975528 — Sale Conditions: -
Research Status: Confirmed

## 3 Howdens - Astmoor Rd (Part of Portfolio) — SOLD

Runcorn, WA7 1PQ — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 16/08/2018 (107 days on mkt) | Bldg Type: | IndustrialManufacturing |
| Sale Price: | £37,805,759 - Allocated | Year Built/Age: | Built 1995 Age: 23 |
| Price/SF: | £77.98 | NIA: | 484,838 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4488905 — Sale Conditions: Bulk/Portfolio Sale
Research Status: Allocated

## 4 Howdens - Astmoor Rd — SOLD

Runcorn, WA7 1PQ — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 01/05/2016 | Bldg Type: | IndustrialManufacturing |
| Sale Price: | £17,750,000 - Confirmed | Year Built/Age: | Built 1995 Age: 21 |
| Price/SF: | £36.61 | NIA: | 484,838 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3660984 — Sale Conditions: -
Research Status: Confirmed

## 5 DHL - Aston Ln N — SOLD

Runcorn, WA7 3BN — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 24/10/2016 | Bldg Type: | IndustrialDistribution |
| Sale Price: | £27,400,000 - Confirmed | Year Built/Age: | Built 1985 Age: 31 |
| Price/SF: | £42.13 | NIA: | 650,313 SF |

Reversionary Yield: -
Net Initial Yield: 6.20%
Comp ID: 3738393 — Sale Conditions: -
Research Status: Confirmed

## 6 The Cube - Aston Ln N — SOLD

Runcorn, WA7 3GA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/10/2018 (378 days on mkt) | Bldg Type: | IndustrialManufacturing |
| Sale Price: | £7,945,000 - Confirmed | Year Built/Age: | Built 1996 Age: 22 |
| Price/SF: | £52.82 | NIA: | 150,415 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4545302 — Sale Conditions: -
Research Status: Confirmed

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## 7 Building 1 - Zip 56 - Aston Ln S (Part of Portfolio) SOLD

Runcorn, WA7 3BJ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 09/03/2018 | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £5,000,000 - Full Value | Year Built/Age: | Built 1989 Age: 28 |
| Price/SF: | £39.36 | NIA: | 127,039 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4636559 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Full Value | | |

## 8 DEMOLISHED - Brakes Bros Ltd - Aston Fields Rd SOLD

Runcorn, WA7 3DL — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 27/03/2016 (544 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £1,300,000 - Confirmed | Year Built/Age: | Built 1970 Age: 46 |
| Price/SF: | £12.65 | NIA: | 102,786 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3579327 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 9 D & B Industrial - Bennetts Ln SOLD

Widnes, WA8 0GW — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 01/11/2018 | Bldg Type: | Industrial |
| Sale Price: | £3,128,000 - Confirmed | Year Built/Age: | - |
| Price/SF: | £92.00 | NIA: | 34,000 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4641295 | Sale Conditions: | Lease Option, Redevelopment Project |
| Research Status: | Confirmed | | |

## 10 Rehau Ltd - Blackheath Ln SOLD

Runcorn, WA7 1SE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 05/02/2016 (108 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £11,450,000 - Confirmed | Year Built/Age: | Built 2009 Age: 7 |
| Price/SF: | £86.77 | NIA: | 131,960 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 5.75% | | |
| Comp ID: | 3531686 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 11 Rehau Ltd - Blackheath Ln SOLD

Runcorn, WA7 1SE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 11/12/2018 | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £6,200,000 - Confirmed | Year Built/Age: | Built 2009 Age: 9 |
| Price/SF: | £46.98 | NIA: | 131,960 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4601268 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 12 Units 77-80 - Industrial Unit, Unit 78 - Brindley Rd SOLD

Runcorn, WA7 1PF — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 05/04/2016 (1,336 days on mkt) | Unit Type: | 12,714 SF Industrial Unit |
| Sale Price: | £120,000 - Confirmed | Year Built/Age: | Built 1988 Age: 27 |
| Price/SF: | £9.44 | NIA: | 12,714 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3624600 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 13 Units 5A & 5B - Industrial Unit, Unit 5B - Christleton Ct — SOLD

Runcorn, WA7 1ST — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/06/2018 | Unit Type: | 10,000 SF Industrial Unit |
| Sale Price: | £1,000,000 - Confirmed | Year Built/Age: | Built 1975 Age: 43 |
| Price/SF: | £100.00 | NIA: | 10,000 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4605638 — Sale Conditions: -
Research Status: Confirmed

## 14 Units 1-7 - Industrial Unit, Unit 1 & 2 - Dalton Ct — SOLD

Runcorn, WA7 1PU — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 13/05/2016 | Unit Type: | 1,700 SF Industrial Unit |
| Sale Price: | £97,000 - Confirmed | Year Built/Age: | Built 1980 Age: 36 |
| Price/SF: | £57.06 | NIA: | 1,700 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3599696 — Sale Conditions: -
Research Status: Confirmed

## 15 A A K Food Ltd - Davy Rd — SOLD

Runcorn, WA7 1PZ — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 02/01/2019 | Bldg Type: | IndustrialFood Processing |
| Sale Price: | £1,935,000 - Full Value | Year Built/Age: | - |
| Price/SF: | £32.14 | NIA: | 60,213 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4698005 — Sale Conditions: -
Research Status: Full Value

## 16 Units 14-20 - Astmoor Industrial Estate - Dewar Ct (Part of Portfolio) — SOLD

Runcorn, WA7 1PT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £482,064 - Research Comple | Year Built/Age: | Built 1982 Age: 34 |
| Price/SF: | £58.44 | NIA: | 8,249 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3762249 — Sale Conditions: Bulk/Portfolio Sale
Research Status: Research Complete

## 17 Units 3-6 - Astmoor Industrial Estate - Dewar Ct (Part of Portfolio) — SOLD

Runcorn, WA7 1PT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £289,801 - Research Comple | Year Built/Age: | Built 1985 Age: 31 |
| Price/SF: | £57.56 | NIA: | 5,035 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3762249 — Sale Conditions: Bulk/Portfolio Sale
Research Status: Research Complete

## 18 Unit 21-22 - Astmoor Industrial Estate - Dewar Ct (Part of Portfolio) — SOLD

Runcorn, WA7 1PT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £251,562 - Research Comple | Year Built/Age: | - |
| Price/SF: | £57.00 | NIA: | 4,413 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3762249 — Sale Conditions: Bulk/Portfolio Sale
Research Status: Research Complete

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## 19 Units 9-12 - Astmoor Industrial Estate - Dewar Ct (Part of Portfolio) SOLD

Runcorn, WA7 1PT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £250,790 - Research Comple | Year Built/Age: | Built 1990 Age: 26 |
| Price/SF: | £60.53 | NIA: | 4,143 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3762249 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 20 Unit 1-2 - Astmoor Industrial Estate - Dewar Ct (Part of Portfolio) SOLD

Runcorn, WA7 1PT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £221,626 - Research Comple | Year Built/Age: | Built 1977 Age: 39 |
| Price/SF: | £50.61 | NIA: | 4,379 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3762249 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 21 Units 7-8 - Astmoor Industrial Estate - Dewar Ct (Part of Portfolio) SOLD

Runcorn, WA7 1PT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £157,112 - Research Comple | Year Built/Age: | Built 1985 Age: 31 |
| Price/SF: | £62.52 | NIA: | 2,513 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3762249 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 22 The Bear - Ditchfield Rd SOLD

Widnes, WA8 8QZ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 20/12/2017 | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £3,625,000 - Confirmed | Year Built/Age: | Built 1979 Age: 38 |
| Price/SF: | £35.17 | NIA: | 103,073 SF |
| Reversionary Yield: | 9.30% | | |
| Net Initial Yield: | 7.39% | | |
| Comp ID: | 4086879 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 23 Fresenius Kabi LTD - Eastgate Way SOLD

Runcorn, WA7 1NT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 19/12/2018 | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £12,750,000 - Confirmed | Year Built/Age: | Built 2006 Age: 12 |
| Price/SF: | £74.91 | NIA: | 170,196 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4636507 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 24 Fresenius Kabi LTD - Eastgate Way SOLD

Runcorn, WA7 1NT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 30/06/2016 | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £11,500,000 - Confirmed | Year Built/Age: | Built 2006 Age: 10 |
| Price/SF: | £67.57 | NIA: | 170,196 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 6.75% | | |
| Comp ID: | 3660629 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 25 Restoration House - Eilis St — SOLD

Widnes, WA8 7RH — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 15/03/2018 (363 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £140,000 - Confirmed | Year Built/Age: | Built 1970 Age: 48 |
| Price/SF: | £53.95 | NIA: | 2,595 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4560566 — Sale Conditions: -
Research Status: Confirmed

## 26 Engineering Express - Finlan Rd — SOLD

Widnes, WA8 7RZ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 15/08/2018 (2 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £360,000 - Confirmed | Year Built/Age: | Built 1990 Age: 28 |
| Price/SF: | £45.02 | NIA: | 7,997 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4628309 — Sale Conditions: -
Research Status: Confirmed

## 27 Unit 2 - Duo, Phase 2 - Gorsey Ln — SOLD

Widnes, WA8 0RP — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/12/2017 (388 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £440,000 - Confirmed | Year Built/Age: | - |
| Price/SF: | £14.31 | NIA: | 30,750 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4103995 — Sale Conditions: -
Research Status: Confirmed

## 28 Kershaw Ln — SOLD

Widnes, WA8 7JH — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 24/07/2017 (172 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £170,000 - Confirmed | Year Built/Age: | Built 1961 Age: 56 |
| Price/SF: | £25.14 | NIA: | 6,763 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3995274 — Sale Conditions: -
Research Status: Confirmed

## 29 DHL - Lister Rd — SOLD

Runcorn, WA7 1SW — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 25/04/2018 | Bldg Type: | IndustrialDistribution |
| Sale Price: | £6,832,829 | Year Built/Age: | Built 1970 Age: 48 |
| Price/SF: | £52.95 | NIA: | 129,049 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4557626 — Sale Conditions: -
Research Status: Research Complete

## 30 DHL - Lister Rd — SOLD

Runcorn, WA7 1SW — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 03/08/2016 (96 days on mkt) | Bldg Type: | IndustrialDistribution |
| Sale Price: | £6,800,000 - Approximate | Year Built/Age: | Built 1970 Age: 46 |
| Price/SF: | £52.69 | NIA: | 129,049 SF |

Reversionary Yield: -
Net Initial Yield: 7.40%
Comp ID: 3671863 — Sale Conditions: -
Research Status: Approximate

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## 31 West Bank Dock Estate - Macdermott Rd — SOLD

Widnes, WA8 0PF — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 15/10/2016 (89 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £262,000 - Confirmed | Year Built/Age: | Built 2000 Age: 16 |
| Price/SF: | £68.97 | NIA: | 3,799 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3742336 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 32 Unit 1-7 - Marshgate Industrial Estate - Marshgate (Part of Portfolio) — SOLD

Widnes, WA8 8UA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £408,322 - Research Comple | Year Built/Age: | Built 1988 Age: 28 |
| Price/SF: | £36.92 | NIA: | 11,059 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3762249 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 33 Viking Park - Mathieson Rd — SOLD

Widnes, WA8 0PE — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 01/07/2018 | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £25,520,000 - Confirmed | Year Built/Age: | - |
| Price/SF: | £132.44 | NIA: | 192,685 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 5.50% | | |
| Comp ID: | 4557270 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 34 Pickerings Point - Mersey View Rd — SOLD

Widnes, WA8 8XW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 13/11/2018 | Bldg Type: | IndustrialService |
| Sale Price: | £425,000 - Confirmed | Year Built/Age: | Built 1970 Age: 48 |
| Price/SF: | £61.20 | NIA: | 6,945 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4581769 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 35 Unit 15 - Speke Approach Industrial Estate - Montague Rd (Part of Portfolio) — SOLD

Widnes, WA8 8FZ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 12/12/2017 (102 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £593,165 - Research Comple | Year Built/Age: | Built 2006 Age: 11 |
| Price/SF: | £49.43 | NIA: | 12,000 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 6.37% | | |
| Comp ID: | 4123665 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 36 5 - Unit 5 - Montague Rd (Part of Portfolio) — SOLD

Widnes, WA8 8FZ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 12/12/2017 (102 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £452,416 - Research Comple | Year Built/Age: | Built 2006 Age: 11 |
| Price/SF: | £41.39 | NIA: | 10,931 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 6.37% | | |
| Comp ID: | 4123665 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

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## 37 Unit 1/2 - Light Industrial Unit, Unit 1 - Mulberry Ave — SOLD

Widnes, WA8 0WN — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 27/03/2017 (347 days on mkt) | Unit Type: | 2,617 SF Light Industrial Unit |
| Sale Price: | £200,000 - Confirmed | Year Built/Age: | Built 2008 Age: 8 |
| Price/SF: | £76.42 | NIA: | 2,617 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3882345 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 38 Units D1-D6 - St Michaels Industrial Estate - Oldgate (Part of Portfolio) — SOLD

Widnes, WA8 8TL — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £939,316 - Research Comple | Year Built/Age: | Built 1975 Age: 41 |
| Price/SF: | £38.48 | NIA: | 24,410 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3762249 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 39 Units B1-B5 - St Michaels Industrial Estate - Oldgate (Part of Portfolio) — SOLD

Widnes, WA8 8TL — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £377,718 - Research Comple | Year Built/Age: | Built 1983 Age: 33 |
| Price/SF: | £36.76 | NIA: | 10,276 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3762249 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 40 Units C1-C5 - St Michaels Industrial Estate - Oldgate (Part of Portfolio) — SOLD

Widnes, WA8 8TL — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/11/2016 (374 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £376,684 - Research Comple | Year Built/Age: | Built 1987 Age: 29 |
| Price/SF: | £34.95 | NIA: | 10,777 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3762249 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 41 (MCL) Merseyside Coatings Ltd - Pickerings Rd — SOLD

Warrington, WA8 8XW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 04/10/2018 | Bldg Type: | Light IndustrialLight Manufacturing |
| Sale Price: | £1,100,000 - Full Value | Year Built/Age: | Built 1990 Age: 28 |
| Price/SF: | £28.34 | NIA: | 38,819 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4682586 | Sale Conditions: | - |
| Research Status: | Full Value | | |

## 42 Pickerings Point - Pickerings Rd — SOLD

Widnes, WA8 8XW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/01/2016 (395 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £450,000 - Confirmed | Year Built/Age: | Built 1970 Age: 46 |
| Price/SF: | £21.48 | NIA: | 20,954 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3580325 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 43 Units 1-3 - Industrial Unit, Unit 2 - Pickerings Rd — SOLD

Widnes, WA8 8XW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 31/01/2018 (890 days on mkt) | Unit Type: | 13,749 SF Industrial Unit |
| Sale Price: | £440,000 - Confirmed | Year Built/Age: | Built 1983 Age: 35 |
| Price/SF: | £32.00 | NIA: | 13,749 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4211990 — Sale Conditions: -
Research Status: Confirmed

## 44 Fabrifen Ltd - Pitt St — SOLD

Widnes, WA8 0TG — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/04/2018 (263 days on mkt) | Bldg Type: | Light IndustrialLight Manufacturing |
| Sale Price: | £250,000 - Confirmed | Year Built/Age: | - |
| Price/SF: | £42.52 | NIA: | 5,880 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4272748 — Sale Conditions: -
Research Status: Confirmed

## 45 Unit 5 - Manor Park - Sarus Ct — SOLD

Runcorn, WA7 1UL — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 04/05/2017 | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £610,000 - Confirmed | Year Built/Age: | Built 2000 Age: 16 |
| Price/SF: | £57.63 | NIA: | 10,585 SF |

Reversionary Yield: -
Net Initial Yield: 7.80%
Comp ID: 3898470 — Sale Conditions: -
Research Status: Confirmed

## 46 Former Betabite Hydraulics - Stuart Rd — SOLD

Runcorn, WA7 1TS — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 22/03/2018 (539 days on mkt) | Bldg Type: | Light IndustrialLight Manufacturing |
| Sale Price: | £581,250 - Confirmed | Year Built/Age: | Built 1988 Age: 29 |
| Price/SF: | £37.50 | NIA: | 15,498 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 4201638 — Sale Conditions: -
Research Status: Confirmed

## 47 Manor Park - 7 Stuart Rd — SOLD

Warrington, WA7 1TH — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 11/07/2018 (107 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £650,000 - Approximate | Year Built/Age: | Built 1990 Age: 27 |
| Price/SF: | £67.16 | NIA: | 9,679 SF |

Reversionary Yield: -
Net Initial Yield: 7.31%
Comp ID: 4534340 — Sale Conditions: -
Research Status: Approximate

## 48 1-7 - Heron Business Park - Tan House Ln (Part of Multi-Property) — SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £621,499 - Research Comple | Year Built/Age: | Built 2008 Age: 8 |
| Price/SF: | £23.25 | NIA: | 26,733 SF |

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3514580 — Sale Conditions: Bulk/Portfolio Sale
Research Status: Research Complete

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## 49 8-10 - Heron Business Park - Tan House Ln (Part of Multi-Property) SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £420,697 - Research Comple | Year Built/Age: | Built 2007 Age: 9 |
| Price/SF: | £27.42 | NIA: | 15,343 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3514580 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 50 Heron Business Park - 11 Tan House Ln (Part of Multi-Property) SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £366,410 - Research Comple | Year Built/Age: | Built 2008 Age: 7 |
| Price/SF: | £44.96 | NIA: | 8,149 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3514580 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 51 Units 12, 14 & 15 - Heron Business Park - 12-15 Tan House Ln (Part of Multi-Property) SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £364,957 - Research Comple | Year Built/Age: | Built 2008 Age: 7 |
| Price/SF: | £24.54 | NIA: | 14,874 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3514580 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 52 Heron Business Park - 16-17 Tan House Ln (Part of Multi-Property) SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £418,317 - Research Comple | Year Built/Age: | Built 2008 Age: 7 |
| Price/SF: | £25.15 | NIA: | 16,633 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3514580 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 53 Heron Business Park - 18-21 Tan House Ln (Part of Multi-Property) SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £618,192 - Research Comple | Year Built/Age: | Built 2008 Age: 8 |
| Price/SF: | £26.38 | NIA: | 23,437 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3514580 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 54 Heron Business Park - 22-25 Tan House Ln (Part of Multi-Property) SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £284,310 - Research Comple | Year Built/Age: | Built 2008 Age: 7 |
| Price/SF: | £43.89 | NIA: | 6,478 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3514580 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

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## 55 Heron Business Park - 26-31 Tan House Ln (Part of Multi-Property) SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 25/01/2016 (146 days on mkt) | Bldg Type: | IndustrialWarehouse |
| Sale Price: | £405,614 - Research Comple | Year Built/Age: | Built 2008 Age: 7 |
| Price/SF: | £27.05 | NIA: | 14,994 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3514580 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 56 Unit B - Heron Way Business Park - Tanhouse Ln SOLD

Widnes, WA8 0RZ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 04/04/2017 (403 days on mkt) | Bldg Type: | IndustrialService |
| Sale Price: | £247,500 - Confirmed | Year Built/Age: | Built 1989 Age: 28 |
| Price/SF: | £64.66 | NIA: | 3,828 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3872458 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 57 Ikon House - Tudor Rd SOLD

Runcorn, WA7 1TA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/12/2016 (56 days on mkt) | Bldg Type: | Light Industrial |
| Sale Price: | £950,000 - Confirmed | Year Built/Age: | Built 1988 Age: 28 |
| Price/SF: | £26.28 | NIA: | 36,149 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3783912 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 58 Units 1-3 - Industrial Unit, Unit 2 - Warrington Rd SOLD

Runcorn, WA7 1SN — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/10/2017 | Unit Type: | 7,663 SF Industrial Unit |
| Sale Price: | £370,000 - Confirmed | Year Built/Age: | Built 2006 Age: 11 |
| Price/SF: | £48.28 | NIA: | 7,663 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 9.80% | | |
| Comp ID: | 4116025 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 59 Units 1-3 - Industrial Unit, Unit 1 - Warrington Rd SOLD

Runcorn, WA7 1SN — Cheshire County

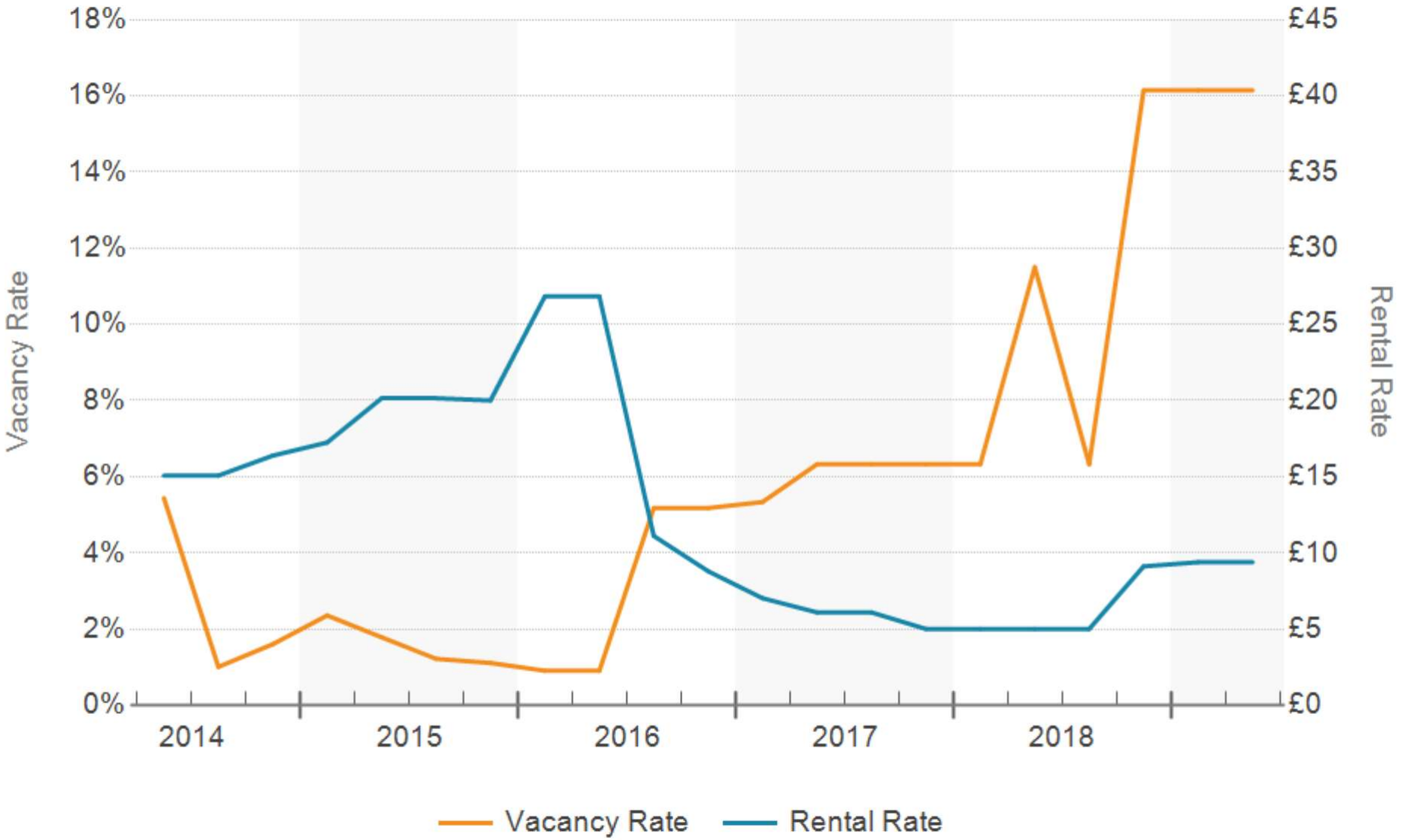


| | | | |
|---|---|---|---|
| Sale Date: | 30/09/2016 (1,421 days on mkt) | Unit Type: | 8,500 SF Industrial Unit |
| Sale Price: | £350,000 - Confirmed | Year Built/Age: | Built 2006 Age: 10 |
| Price/SF: | £41.18 | NIA: | 8,500 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3749451 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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# Halton - Retail

## Vacancy & Rental Rates

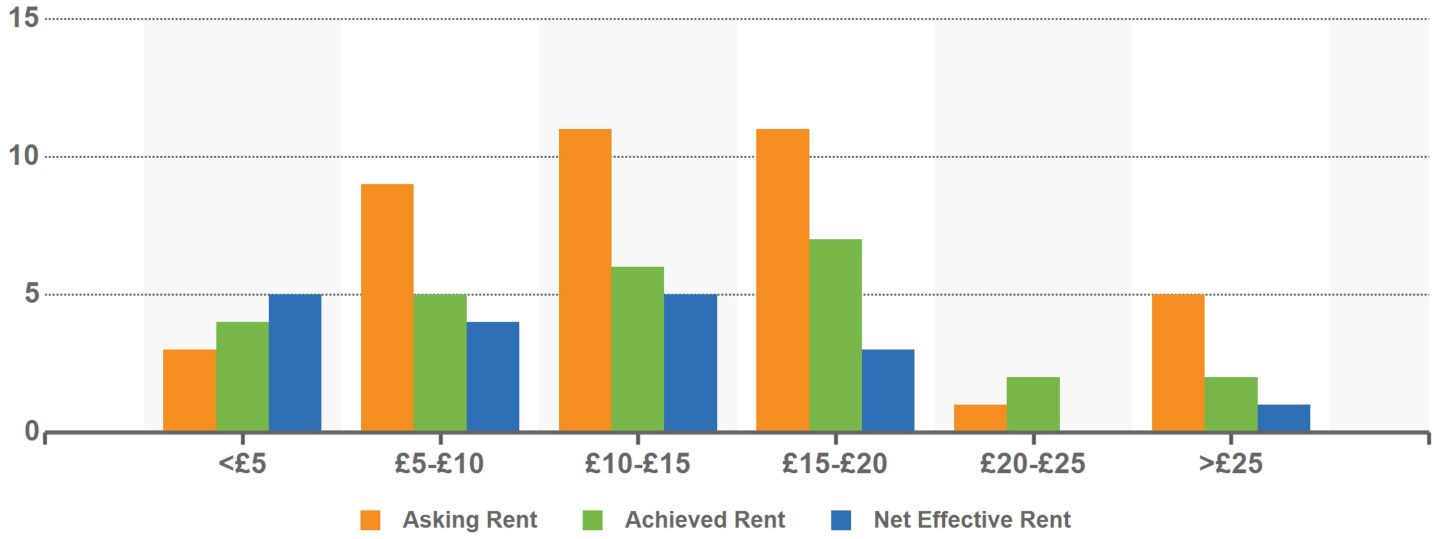




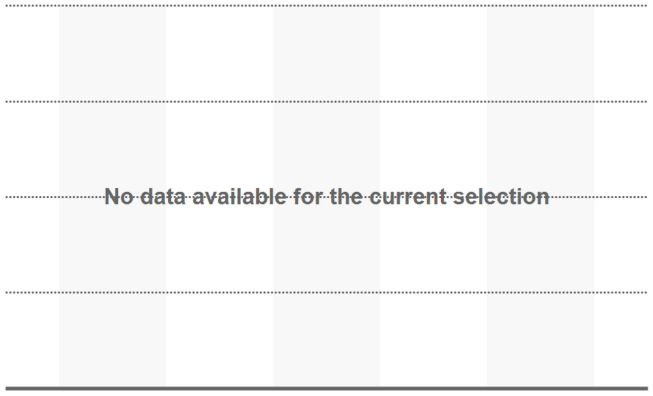

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| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|---|---|---|---|
| £10.86 | £9.69 | £6.19 | 2.9 |

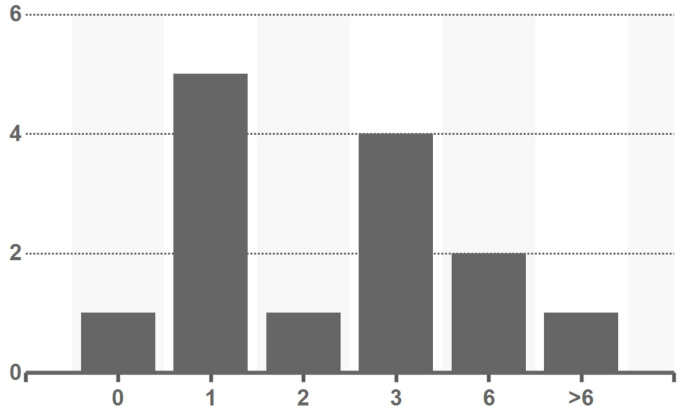
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT




DEALS BY ASKING RENT DISCOUNT




DEALS BY RENT FREE MONTHS



# Halton - Retail

| Sales Volume | Survey | Min | Max |
|---|---|---|---|
| Transactions | 48 | - | - |
| Sold SF | 455,372 | 1,065 | 100,668 |
| Sales Volume (Mil.) | £61 | £0.0 | £22 |
| Avg SF | 9,487 | 1,065 | 100,668 |

| Sales | Survey | Min | Max |
|---|---|---|---|
| Sale Price Per SF | £189 | £20 | £383 |
| Avg Sale Price (Mil.) | £2.2 | £0.0 | £22 |
| Yield | 8.1% | 6.0% | 17.5% |
| Percent Leased | 96.8% | 34.3% | 100% |

| For Sale | Survey | Min | Max |
|---|---|---|---|
| Listings | 1 | - | - |
| For Sale SF | 6,588 | 6,588 | 6,588 |
| For Sale Volume (Mil.) | £0.5 | £0.5 | £0.5 |
| Asking Price Per SF | £71 | £71 | £71 |
| Avg Asking Price (Mil.) | £0.5 | £0.5 | £0.5 |

| Properties | Survey | Min | Max |
|---|---|---|---|
| Existing SF | 458,527 | 1,065 | 100,668 |
| Vacancy Rate | 16.1% | 0.0% | 100% |
| Rent Per SF | £9.38 | £5.00 | £49.87 |
| 12 Mo. Absorption | -45,000 | -45,000 | 0 |
| 12 Mo. Leasing SF | 0 | 0 | 0 |



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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 1 |  <br>Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Hays Travel<br>BMO Real Estate Partners LLP | 1,453<br>New Direct | Dec 2018<br>10 Years | £33,000 PA | 3 Mos at Start<br>£17,359 PA | Dec 2023 |
| 2 |  <br>The Wellington Inn<br>40 Wellington St<br>Runcorn, WA7 1LB<br>Halton Ret Submarket | Admiral Taverns | 1,430<br>New Direct | Dec 2018 | | | |
| 3 |  <br>1 Somerset Mews<br>Runcorn, WA7 1LP<br>Halton Submarket | High Street Barbers | 570<br>New Direct | Jan 2019<br>5 Years | £10,400 PA<br>£10,002 PA | 2 Mos at Start<br>£2,544 PA | |
| 4 |  <br>Murdishaw Ave<br>Runcorn, WA7 6HP<br>Halton Ret Submarket | Marston's Pubs Ltd | 1,000<br>New Direct | Dec 2018<br>5 Years | | | |
| 5 | 67 Widnes Rd<br>Widnes, WA8 6AZ<br>Halton Ret Submarket | Architect Barber Shop<br>Slenderbrook Limited | 573<br>New Direct | Dec 2018<br>5 Years | £13,000 PA | 1 Mo at Start<br>£4,008 PA | Dec 2019… |
| 6 |  <br>391 Hale Rd<br>Widnes, WA8 8TY<br>Halton Ret Submarket | | 641<br>New Direct | Nov 2018 | | £1,952 PA | |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 7 |  <br>78 Albert Rd<br>Widnes, WA8 6JT<br>Halton Ret Submarket | Kenyons (Blackpool) Ltd | 6,964<br>New Direct | Dec 2018 | | £14,330 PA | |
| 8 |  <br>The Business and Retail Hub<br>110-132 Widnes Rd<br>Widnes, WA8 6AX<br>Halton Submarket | Deathness Awreness Society & Vis…<br>Northern Trust Company Ltd | 1,340<br>New Direct | Nov 2018 | | £6,524 PA | |
| 9 |  <br>81 Albert Rd<br>Widnes, WA8 6JS<br>Halton Ret Submarket | Holt Property Investments Ltd | 414<br>New Direct | Jun 2018<br>15 Years | £6,500 PA<br>£5,869 PA | 12 Mos at Start<br>£2,167 PA | <br>Jun 2023 |
| 10 |  <br>114 Moorfield Rd<br>Widnes, WA8 3HX<br>Halton Ret Submarket | | 313<br>New Direct | May 2018 | £6,000 PA | | |
| 11 |  <br>The Business and Retail Hub<br>110-132 Widnes Rd<br>Widnes, WA8 6AX<br>Halton Submarket | Holtson Credit Union<br>Northern Trust Company Ltd | 1,386<br>New Direct | May 2018<br>5 Years | £17,500 PA<br>£17,500 PA | £8,325 PA | |
| 12 |  <br>1 Ditchfield Rd<br>Widnes, WA8 8QH<br>Halton Ret Submarket | | 634<br>New Direct | Jan 2018 | | £2,400 PA | |

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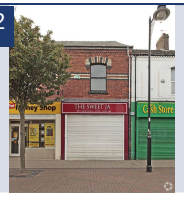
# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 13 | 1-7 Albert Rd<br>Widnes, WA8 6JA<br>Halton Ret Submarket | Alder Hey Hospital Children's Chari…<br>Maryland Securities Ltd | 4,871<br>New Direct | Feb 2018<br>5 Years | £30,000 PA<br>£28,283 PA | 3 Mos at Start<br>£21,868 PA | |
| 14 | 22-24 Widnes Rd<br>Widnes, WA8 6AD<br>Halton Ret Submarket | BOLD TYRES CENTRE | 1,627<br>New Direct | Feb 2018 | | £7,579 PA | |
| 15 | 4 Danescroft<br>Widnes, WA8 4NS<br>Halton Ret Submarket | | 766<br>New Direct | Dec 2017 | | £3,810 PA | |
| 16 | 58A-58C High St<br>Runcorn, WA7 1AW<br>Halton Submarket | Dandapher Holdings Ltd | 727<br>New Direct | Nov 2017<br>3 Years | | | |
| 17 | 48 Albert Rd<br>Widnes, WA8 6JT<br>Halton Ret Submarket | | 902<br>New Direct | Sep 2017 | | £5,082 PA | |
| 18 | Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Five Star Coffee<br>BMO Real Estate Partners LLP | 466<br>New Direct | Sep 2017<br>10 Years | £15,000 PA<br>£14,509 PA | 3 Mos at Start<br>£7,922 PA | Sep 2022<br>Sep 2022 |

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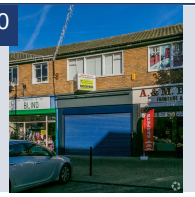
# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 19  | Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Royal Mail<br>BMO Real Estate Partners LLP | 2,081<br>New Direct | Sep 2017 | | £11,789 PA | |
| 20  | Ebl Centre<br>Picow Farm Rd<br>Runcorn, WA7 4TZ<br>Halton Ind Submarket | Doggy Day Care Centre<br>EBL Group | 1,766<br>New Direct | Sep 2017<br>5 Years | £12,000 PA<br>£11,770 PA | 1 Mo at Start<br>£2,783 PA | |
| 21  | 47 Widnes Rd<br>Widnes, WA8 6AZ<br>Halton Ret Submarket | Widnes Dry Cleaning Ltd | 1,245<br>New Direct | Sep 2017<br>3 Years | £10,000 PA<br>£9,098 PA | 3 Mos at Start<br>£3,122 PA | |
| 22  | 87 Widnes Rd<br>Widnes, WA8 6BJ<br>Halton Ret Submarket | Adapt Outdoors | 777<br>New Direct | Aug 2017<br>5 Years | | £8,449 PA | |
| 23  | 24 Albert Rd<br>Widnes, WA8 6JE<br>Halton Ret Submarket | hays travel | 1,546<br>New Direct | Sep 2017 | | £126,948 PA | |
| 24  | 1-4 Salisbury St<br>Widnes, WA8 6PJ<br>Halton Ret Submarket | Freakin' Awesome | 1,582<br>New Direct | Aug 2017<br>5 Years | £5,200 PA<br>£5,200 PA | <br>£4,125 PA | Feb 2020<br>Feb 2020 |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 25  | Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Costa Coffee<br>BMO Real Estate Partners LLP | 2,249<br>New Direct | Oct 2017<br>10 Years | £35,000 PA<br>£35,000 PA | <br>£35,337 PA | Oct 2023 |
| 26  | The Business and Retail Hub<br>110-132 Widnes Rd<br>Widnes, WA8 6AX<br>Halton Submarket | Kidz Kabin<br>Northern Trust Company Ltd | 945<br>New Direct | Jun 2017<br>5 Years | £15,360 PA<br>£15,360 PA | <br>£5,916 PA | |
| 27  | 83 Widnes Rd<br>Widnes, WA8 6BJ<br>Halton Ret Submarket | Slenderbrook Limited | 1,020<br>New Direct | May 2017<br>10 Years | | <br>£13,681 PA | <br>May 2023 |
| 28  | Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Mode Ladieswear<br>BMO Real Estate Partners LLP | 2,444<br>New Direct | Jun 2017 | £22,500 PA | <br>£9,972 PA | |
| 29  | 1 Somerset Mews<br>Runcorn, WA7 1LP<br>Halton Submarket | Spectrum Doors | 917<br>New Direct | Mar 2017<br>3 Years | £9,620 PA<br>£9,329 PA | 1 Mo at Start<br>£3,628 PA | Aug 2018<br>Aug 2018 |
| 30  | 38 Church St<br>Runcorn, WA7 1LR<br>Halton Ret Submarket | Icon Fashion House<br>Halton Borough Council | 1,216<br>New Direct | Mar 2017 | £13,000 PA | <br>£7,455 PA | |

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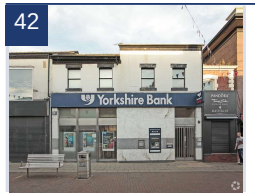
# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 31  | 47-47A Church St<br>Runcorn, WA7 1LX<br>Halton Ret Submarket | Cartridgecom Ltd | 1,004<br>New Direct | Feb 2017<br>6 Years | £12,000 PA<br>£12,000 PA | <br>£3,744 PA | Jan 2018 |
| 32  | Albert Square Shopping Centre<br>1-6 Albert Sq<br>Widnes, WA8 6JW<br>Halton Ret Submarket | Amazing Nails<br>Morgan Stanley UK Ltd | 1,355<br>New Direct | Jan 2017 | | <br>£10,686 PA | |
| 33  | Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Shoe Zone Retail Ltd<br>BMO Real Estate Partners LLP | 2,676<br>New Direct | Feb 2017 | | <br>£19,967 PA | |
| 34  | Albert Square Shopping Centre<br>9-25 Albert Sq<br>Widnes, WA8 6JW<br>Halton Ret Submarket | Morgan Stanley UK Ltd | 8,270<br>New Direct | Jan 2017 | | <br>£30,565 PA | |
| 35 | Green Oaks Shopping Centre<br>Green Oaks<br>Widnes, WA8 6UB<br>Halton Ret Submarket | Mangobean<br>Wm Morrison Supermarkets plc | 2,317<br>New | Mar 2017<br>10 Years | £27,500 PA | 6 Mos at Start | Mar 2022 |
| 36  | 1-4 Salisbury St<br>Widnes, WA8 6PJ<br>Halton Ret Submarket | Feakin' Awesome | 5,256<br>New Direct | Feb 2017<br>5 Years | £12,000 PA<br>£11,088 PA | 4 Mos at Start<br>£3 PA | Oct 2019 |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 37 |  <br>80 Albert Rd<br>Widnes, WA8 6JT<br>Halton Ret Submarket | Daniel Pietrzak<br>Westmond (Commercial) Ltd | 615<br>New Direct | Dec 2016<br>5 Years | £9,600 PA<br>£9,601 PA | £3,360 PA | |
| 38 |  <br>49-51 Widnes Rd<br>Widnes, WA8 6AZ<br>Halton Ret Submarket | Fairfield Rents Ltd | 1,330<br>New Direct | Dec 2016 | | £5,716 PA | |
| 39 |  <br>Albert Square Shopping Centre<br>26-34 Albert Sq<br>Widnes, WA8 6JW<br>Halton Ret Submarket | Morgan Stanley UK Ltd | 2,245<br>New Direct | Oct 2016 | | £17,780 PA | |
| 40 |  <br>47 Widnes Rd<br>Widnes, WA8 6AZ<br>Halton Ret Submarket | Made 2 Measure | 1,245<br>New Direct | Jul 2016<br>3 Years | £10,400 PA<br>£10,086 PA | 1 Mo at Start<br>£2,613 PA | Jul 2017 |
| 41 |  <br>16 Albert Rd<br>Widnes, WA8 6JE<br>Halton Ret Submarket | Crawshaw Butchers | 1,599<br>New Direct | Jun 2016<br>10 Years | | £16,487 PA | May 2021<br>May 2021 |
| 42 |  <br>20 Albert Rd<br>Widnes, WA8 6JA<br>Halton Ret Submarket | Yorkshire Bank | 1,915<br>New Direct | Jun 2016<br>10 Years | £35,000 PA | 0 Mos | May 2021 |

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# Lease Comparables

| | Address | Tenant<br>Landlord | SF Leased<br>Type | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|---|---|---|---|---|---|---|---|
| 43  | Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Icon Fashion<br>BMO Real Estate Partners LLP | 3,179<br>New Direct | Jun 2016<br>3 Years | £11,300 PA<br>£11,301 PA | <br>£11,058 PA | |
| 44  | 28 Church St<br>Runcorn, WA7 1LR<br>Halton Ret Submarket | Halton Autistic Family Support Gro…<br>Mallard Properties (Number 2) Ltd | 698<br>New Direct | Apr 2016<br>5 Years | £10,000 PA<br>£9,808 PA | 1 Mo at Start<br>£11,448 PA | Apr 2019 |
| 45  | 78 Albert Rd<br>Widnes, WA8 6JT<br>Halton Ret Submarket | Kenyons (Blackpool) Ltd | 8,084<br>New Direct | May 2016<br>5 Years | £24,000 PA<br>£24,000 PA | <br>£14,822 PA | Apr 2018 |
| 46  | Albert Square Shopping Centre<br>26-34 Albert Sq<br>Widnes, WA8 6JW<br>Halton Ret Submarket | Salvation Army Family Store<br>Morgan Stanley UK Ltd | 1,400<br>New Direct | May 2016 | | <br>£11,069 PA | |
| 47  | Shopping City<br>Halton Rise<br>Runcorn, WA7 2GZ<br>Halton Ret Submarket | Select<br>BMO Real Estate Partners LLP | 2,234<br>New Direct | Apr 2016<br>10 Years | £68,750 PA | | |

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Quick Stats Report

## Comps Statistics

| | Low | Average | Median | High | Count |
|---|---|---|---|---|---|
| Price | | | | | |
| For Sale & UC/Pending | £465,000 | £465,000 | £465,000 | £465,000 | 1 |
| Sold Transactions | £43,014 | £2,174,136 | £363,000 | £22,419,302 | 28 |
| Centre Size | | | | | |
| For Sale & UC/Pending | 6,588 SF | 6,588 SF | 6,588 SF | 6,588 SF | 1 |
| Sold Transactions | 1,073 SF | 9,696 SF | 3,285 SF | 100,668 SF | 36 |
| Price per SF | | | | | |
| For Sale & UC/Pending | £70.58 | £70.58 | £70.58 | £70.58 | 1 |
| Sold Transactions | £20.02 | £189.35 | £92.04 | £382.67 | 28 |
| Net Initial Yield | | | | | |
| For Sale & UC/Pending | - | - | - | - | - |
| Sold Transactions | 6.16% | 9.62% | 9.29% | 17.50% | 10 |
| Days on Market | | | | | |
| For Sale & UC/Pending | 829 | 829 | 829 | 829 | 1 |
| Sold Transactions | 12 | 175 | 126 | 804 | 28 |
| Sale Price to Asking Price Ratio | | | | | |
| Sold Transactions | 60.00% | 97.19% | 100.00% | 120.57% | 15 |

### Totals

| | | | | |
|---|---|---|---|---|
| For Sale & UC/Pending | Asking Price Total: | £465,000 | Total For Sale Transactions: | 1 |
| Sold Transactions | Total Sales Volume: | £60,875,820 | Total Sales Transactions: | 36 |
| | Total Included in Analysis: | £61,340,820 | Total Included in Analysis: | 37 |

### Survey Criteria

basic criteria: Type of Property - Retail, Shopping Centre; Property Size - from 1,000 SF; Sale Date - from 01/01/2014; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Halton (Warrington)

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01/04/2019

## 1 8-10 Albert Rd — SOLD

Widnes, WA8 6JE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/03/2016 | Bldg Type: | RetailStorefront |
| Sale Price: | £540,000 - Confirmed | Year Built/Age: | Built 1863 Renov 1970 Age: 152 |
| Price/SF: | £208.74 | NIA: | 2,587 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3579341 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 2 20 Albert Rd — SOLD

Widnes, WA8 6JA — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 07/07/2016 (20 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £422,000 - Confirmed | Year Built/Age: | Built 1900 Age: 116 |
| Price/SF: | £126.31 | NIA: | 3,341 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 8.29% | | |
| Comp ID: | 3727663 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 3 26-28 Albert Rd — SOLD

Widnes, WA8 6JE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 29/10/2018 (18 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £450,000 | Year Built/Age: | - |
| Price/SF: | £186.88 | NIA: | 2,408 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4560408 | Sale Conditions: | Auction Sale |
| Research Status: | Research Complete | | |

## 4 29-33 Albert Rd — SOLD

Widnes, WA8 6JA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 16/05/2016 (12 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £304,000 - Confirmed | Year Built/Age: | Built 1910 Age: 106 |
| Price/SF: | £98.03 | NIA: | 3,101 SF |
| Reversionary Yield: | 10.20% | | |
| Net Initial Yield: | 11.07% | | |
| Comp ID: | 3686707 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 5 32 Albert Rd — SOLD

Widnes, WA8 6JE — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 26/11/2018 (46 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | - | Year Built/Age: | Built 1920 Age: 98 |
| Price/SF: | - | NIA: | 1,481 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 10.31% | | |
| Comp ID: | 4588174 | Sale Conditions: | Auction Sale |
| Research Status: | Research Complete | | |

## 6 34 Albert Rd — SOLD

Widnes, WA8 6JE — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 29/10/2018 (17 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £103,000 | Year Built/Age: | - |
| Price/SF: | £86.05 | NIA: | 1,197 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 17.50% | | |
| Comp ID: | 4560417 | Sale Conditions: | Auction Sale |
| Research Status: | Research Complete | | |

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## 7 35 Albert Rd — SOLD

Widnes, WA8 6JA — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 27/03/2017 (21 days on mkt) | Bldg Type: | RetailStorefront Retail/Residential |
| Sale Price: | £530,000 - Confirmed | Year Built/Age: | - |
| Price/SF: | £382.67 | NIA: | 1,385 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 6.41% | | |
| Comp ID: | 3866836 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 8 57-59 Albert Rd — SOLD

Widnes, WA8 6JS — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/05/2016 (153 days on mkt) | Bldg Type: | Retail |
| Sale Price: | - | Year Built/Age: | Built 1900 Age: 116 |
| Price/SF: | - | NIA: | 2,527 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3603094 | Sale Conditions: | - |
| Research Status: | | | |

## 9 Multi-Property Sale - 70 Albert Rd (Part of Multi-Property) — SOLD

Widnes, WA8 6JT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/12/2015 (98 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £43,014 - | Year Built/Age: | - |
| Price/SF: | £34.66 | NIA: | 1,241 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3394691 | Sale Conditions: | Auction Sale |
| Research Status: | | | |

## 10 Multi-Property Sale - 72 Albert Rd (Part of Multi-Property) — SOLD

Widnes, WA8 6JT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/12/2015 (98 days on mkt) | Bldg Type: | RetailStorefront Retail/Residential |
| Sale Price: | £86,759 - | Year Built/Age: | Built 1923 Age: 92 |
| Price/SF: | £34.66 | NIA: | 2,503 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3394691 | Sale Conditions: | Auction Sale |
| Research Status: | | | |

## 11 Multi-Property Sale - 74 Albert Rd (Part of Multi-Property) — SOLD

Widnes, WA8 6JT — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/12/2015 (98 days on mkt) | Bldg Type: | RetailStorefront Retail/Residential |
| Sale Price: | £70,225 - | Year Built/Age: | - |
| Price/SF: | £34.66 | NIA: | 2,026 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3394691 | Sale Conditions: | Auction Sale |
| Research Status: | | | |

## 12 18-18A Church St — SOLD

Runcorn, WA7 1LR — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 05/12/2016 | Bldg Type: | RetailStorefront |
| Sale Price: | - | Year Built/Age: | Built 1960 Age: 56 |
| Price/SF: | - | NIA: | 3,433 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3934633 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

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## 13 25-27 Church St — SOLD

Runcorn, WA7 1LX — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 20/06/2016 (424 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | - | Year Built/Age: | Built 1921 Age: 95 |
| Price/SF: | - | NIA: | 5,542 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3648001 | Sale Conditions: | - |
| Research Status: | | | |

## 14 48-50 Church St — SOLD

Runcorn, WA7 1LD — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 11/04/2014 (232 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £60,000 - Confirmed | Year Built/Age: | Built 1930 Age: 83 |
| Price/SF: | £31.70 | NIA: | 1,893 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3095974 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 15 B&Q - Dennis Rd (Part of Multi-Property) — SOLD

Widnes, WA8 0YQ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 11/07/2014 | Bldg Type: | Retail |
| Sale Price: | £8,570,347 - Research Comp | Year Built/Age: | Built 2008 Age: 6 |
| Price/SF: | £190.45 | NIA: | 45,000 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3095448 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

## 16 Units 2A-2F - Widnes Trade Park - Dennis Rd (Part of Multi-Property) — SOLD

Widnes, WA8 0YQ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 11/07/2014 | Bldg Type: | RetailFreestanding |
| Sale Price: | £4,310,993 - Research Comp | Year Built/Age: | Built 2008 Age: 6 |
| Price/SF: | £179.46 | NIA: | 24,022 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3095448 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

## 17 49 Dickson St — SOLD

Widnes, WA8 6NX — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 08/04/2014 | Bldg Type: | RetailStorefront Retail/Residential |
| Sale Price: | £83,000 - Confirmed | Year Built/Age: | Built 1931 Age: 83 |
| Price/SF: | £77.35 | NIA: | 1,073 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3025097 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 18 Unit 3 - Pure Gym - Earle Rd — SOLD

Widnes, WA8 0WR — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 31/05/2015 (194 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £1,540,000 - Confirmed | Year Built/Age: | Built 2014 |
| Price/SF: | £85.56 | NIA: | 18,000 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 10.00% | | |
| Comp ID: | 4033717 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 19 Blundell Arms - Hale Rd — SOLD

Widnes, WA8 8SX — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 28/08/2015 (81 days on mkt) | Bldg Type: | RetailBar |
| Sale Price: | £131,000 - Confirmed | Year Built/Age: | Built 1959 Age: 56 |
| Price/SF: | £37.94 | NIA: | 3,453 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3441089 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 20 Hale Service Station - 82 Hale Rd — SOLD

Liverpool, L24 5RF — Merseyside County



| | | | |
|---|---|---|---|
| Sale Date: | 01/07/2015 (232 days on mkt) | Bldg Type: | Retail |
| Sale Price: | - | Year Built/Age: | - |
| Price/SF: | - | NIA: | 3,014 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3424655 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

## 21 Club Premises - Halton Rd — PENDING

Runcorn, WA7 5QS — Cheshire County



| | | | |
|---|---|---|---|
| Asking Price: | £465,000 | Sale Type: | Owner/User |
| Price/SF: | £70.58 | Bldg Type: | RetailStorefront |
| Days on Market: | 829 | Bldg Status: | Built 1980 |
| Sale Status: | Pending | NIA: | 6,588 SF |
| Net Initial Yield: | - | | |
| | | Sale Conditions: | - |

## 22 Halfords Autocentres Limited - Halton Ring Rd (Part of Multi-Property) — SOLD

Runcorn, WA7 2EU — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 07/09/2015 (341 days on mkt) | Bldg Type: | Retail |
| Sale Price: | £903,529 - Research Comple | Year Built/Age: | Built 2013 Age: 2 |
| Price/SF: | £282.35 | NIA: | 3,200 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3390860 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

## 23 Burger King - Halton Ring Rd (Part of Multi-Property) — SOLD

Runcorn, WA7 2EU — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 07/09/2015 (341 days on mkt) | Bldg Type: | Retail |
| Sale Price: | £776,470 - Research Comple | Year Built/Age: | Built 2014 |
| Price/SF: | £282.35 | NIA: | 2,750 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3390860 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

## 24 Roche House - 40-42 High St — SOLD

Runcorn, WA7 1AW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 14/05/2015 (804 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £105,000 - Confirmed | Year Built/Age: | Built 1951 Age: 64 |
| Price/SF: | £29.73 | NIA: | 3,532 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3304901 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

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## 25 48 High St — SOLD

Runcorn, WA7 1AW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 16/10/2018 (22 days on mkt) | Bldg Type: | RetailBank |
| Sale Price: | £250,000 | Year Built/Age: | Built 1975 Age: 43 |
| Price/SF: | £72.82 | NIA: | 3,433 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 10.52% | | |
| Comp ID: | 4557061 | Sale Conditions: | Auction Sale |
| Research Status: | Research Complete | | |

## 26 75 High St — SOLD

Runcorn, WA7 1AF — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 21/11/2018 (287 days on mkt) | Bldg Type: | RetailStorefront Retail/Office |
| Sale Price: | - | Year Built/Age: | - |
| Price/SF: | - | NIA: | 6,155 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 8.57% | | |
| Comp ID: | 4594313 | Sale Conditions: | - |
| Research Status: | Research Complete | | |

## 27 The Millfield - 1 Joseph St — SOLD

Widnes, WA8 6QW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 19/03/2015 (50 days on mkt) | Bldg Type: | RetailBar |
| Sale Price: | £87,000 - Confirmed | Year Built/Age: | Built 1925 Age: 90 |
| Price/SF: | £26.94 | NIA: | 3,229 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3261262 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 28 15 Lacey St — SOLD

Widnes, WA8 7SQ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 18/04/2016 (193 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £65,200 - Confirmed | Year Built/Age: | Built 1910 Age: 106 |
| Price/SF: | £58.37 | NIA: | 1,117 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3572911 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 29 Units 1-7 - Widnes Shopping Park - Lugsdale Rd (Part of Portfolio) — SOLD

Widnes, WA8 7TN — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 08/12/2017 | Bldg Type: | RetailFreestanding |
| Sale Price: | £22,419,302 - Research Com | Year Built/Age: | Built 2008 Age: 9 |
| Price/SF: | £222.71 | NIA: | 100,668 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4077722 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 30 Units 16-18 - Widnes Shopping Park - Lugsdale Rd (Part of Portfolio) — SOLD

Widnes, WA8 7TN — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 08/12/2017 | Bldg Type: | RetailFreestanding |
| Sale Price: | £11,390,135 - Research Com | Year Built/Age: | Built 2008 Age: 9 |
| Price/SF: | £259.82 | NIA: | 43,838 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4077722 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

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## 31 Units 12-14 - Widnes Shopping Park - Lugsdale Rd (Part of Portfolio) SOLD

Widnes, WA8 7TN — Cheshire County




| | | | |
|---|---|---|---|
| Sale Date: | 08/12/2017 | Bldg Type: | RetailFreestanding |
| Sale Price: | £5,049,846 - Research Comp | Year Built/Age: | Built 2008 Age: 9 |
| Price/SF: | £246.03 | NIA: | 20,525 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 4077722 | Sale Conditions: | Bulk/Portfolio Sale |
| Research Status: | Research Complete | | |

## 32 The Dray - Mullion Clos SOLD

Runcorn, WA7 6AQ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 09/08/2016 (421 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £195,000 - Confirmed | Year Built/Age: | Built 1975 Age: 41 |
| Price/SF: | £36.97 | NIA: | 5,275 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3674194 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 33 Units A-D - Queensbury Way SOLD

Widnes, WA8 9BD — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 08/12/2015 (15 days on mkt) | Bldg Type: | RetailStorefront |
| Sale Price: | £1,100,000 - Confirmed | Year Built/Age: | Built 2015 |
| Price/SF: | £236.86 | NIA: | 4,644 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 7.36% | | |
| Comp ID: | 3459661 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 34 Morrisons Local - Queensbury Way SOLD

Widnes, WA8 9AU — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 01/04/2016 (183 days on mkt) | Bldg Type: | RetailSupermarket |
| Sale Price: | £1,060,000 - Confirmed | Year Built/Age: | Built 2012 Age: 3 |
| Price/SF: | £231.44 | NIA: | 4,580 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | 6.16% | | |
| Comp ID: | 3580221 | Sale Conditions: | - |
| Research Status: | Confirmed | | |

## 35 Tricorn Hotel - Stone Barn Ln SOLD

Runcorn, WA7 2PQ — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 13/07/2017 (20 days on mkt) | Bldg Type: | RetailBar |
| Sale Price: | £230,000 - Confirmed | Year Built/Age: | Built 1850 Age: 167 |
| Price/SF: | £20.02 | NIA: | 11,486 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3986622 | Sale Conditions: | Auction Sale |
| Research Status: | Confirmed | | |

## 36 Car Sales Site - Tan House Ln SOLD

Widnes, WA8 0SW — Cheshire County



| | | | |
|---|---|---|---|
| Sale Date: | 30/06/2016 (217 days on mkt) | Bldg Type: | Retail |
| Sale Price: | - | Year Built/Age: | Built 1980 Age: 35 |
| Price/SF: | - | NIA: | 1,245 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3717198 | Sale Conditions: | - |
| Research Status: | | | |

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## 37 The Doctors - 7 Victoria Rd — SOLD

Widnes, WA8 7RS — Cheshire County

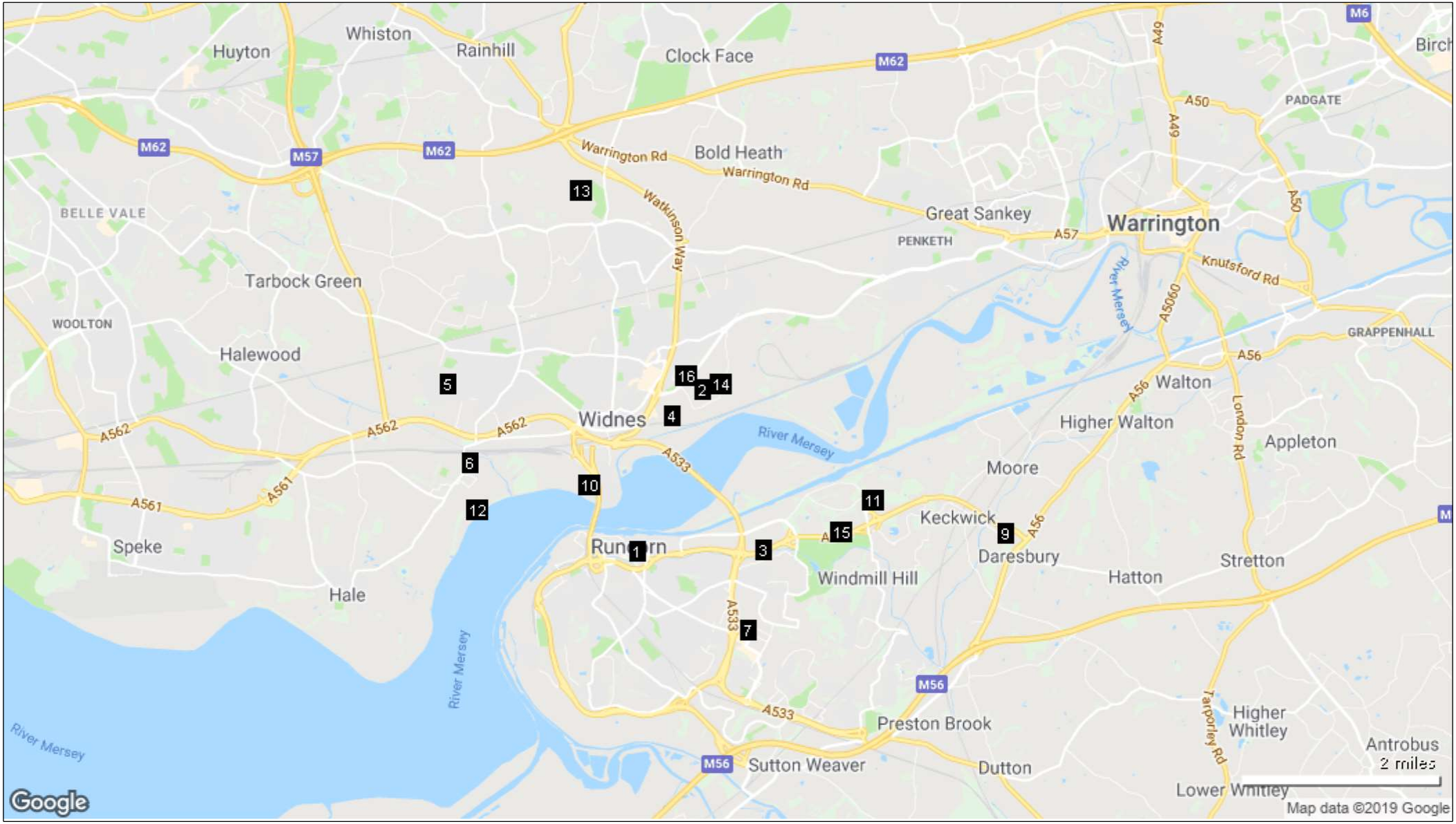


| | | | |
|---|---|---|---|
| Sale Date: | 01/03/2016 (272 days on mkt) | Bldg Type: | RetailBar |
| Sale Price: | - | Year Built/Age: | Built 1960 Age: 56 |
| Price/SF: | - | NIA: | 4,142 SF |
| Reversionary Yield: | - | | |
| Net Initial Yield: | - | | |
| Comp ID: | 3579936 | Sale Conditions: | - |
| Research Status: | | | |

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# Appendix 9 – CoStar Industrial Land

*The pages in this appendix are not numbered.*




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02/04/2019

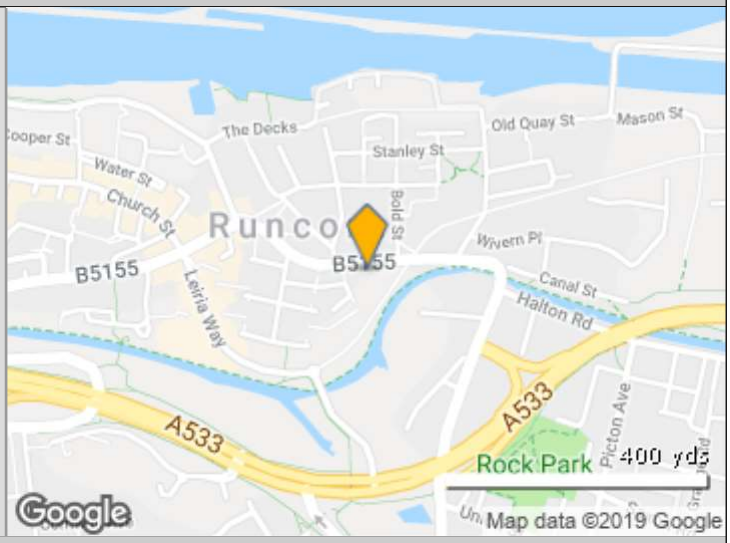
1

## Former Runcorn Service Station - Bridge St

SOLD

Runcorn, WA7 1BW
Sale on 30/11/2012 - Research Complete
Commercial Land of 0.37 AC (16,117 SF)




### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Buyer Type: | | Seller Type: | |
| | | Listing Agent: | CBRE<br>Carl May<br>Rob Colville<br>020 7182 3459 |

### Transaction Details

ID: 2638017

| | | | |
|---|---|---|---|
| Sale Date: | 30/11/2012 (274 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 0.37 AC (16,117 SF) |
| Sale Price: | - | Proposed Use: | - |
| Asking Price: | 150000 | | |

Street Frontage: 193 feet on Bridge Street

Off-Site Improv: Cable, Electricity, Gas, Irrigation, Sewer, Telephone, Water

### Transaction Notes

An undisclosed purchaser has purchased the freehold interest in 0.37 acres (0.15 hectares) of land which formerly sited a petrol filling station. CBRE Ltd acted on behalf of the vendor. The quoting price was £150,000. Details confirmed by CBRE Ltd.

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## Former Runcorn Service Station - Bridge St

SOLD

Commercial Land of 0.37 AC (16,117 SF) (con't)

### Current Land Information

ID: 8350439

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 0.37 AC (16,117 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |

Name: Former Runcorn Service Station

Off-Site Improv: Cable, Electricity, Gas, Irrigation, Sewer, Telephone, Water

Street Frontage: 193 feet on Bridge Street

### Location Information

Market: Warrington

Submarket: Warrington/Halton

County: Cheshire

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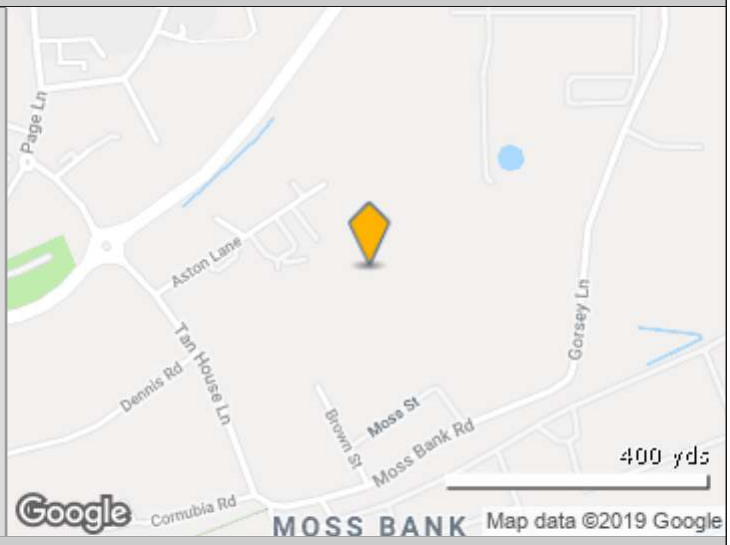
2

## Open Storage Site - Brown St

SOLD

Widnes, WA8 0RE
Sale on 01/03/2017 - Research Complete
Commercial Land of 0.94 AC (40,946 SF)




### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Buyer Type: | | Seller Type: | |
| | | Listing Agent: | Savills<br>Alex Palfreyman<br>0161 277 7231 |

### Transaction Details

ID: 4104509

| | | | |
|---|---|---|---|
| Sale Date: | 01/03/2017 (59 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 0.94 AC (40,946 SF) |
| Sale Price: | - | Proposed Use: | - |
| Land Condition: | Fenced Lot | | |

### Transaction Notes

An undisclosed buyer has purchased 0.94 acres of land.

### Current Land Information

ID: 8718467

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 0.94 AC (40,946 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | Developer/Owner-RGNL |
| Improvements: | - | | |
| Name: | Open Storage Site | | |

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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## Open Storage Site - Brown St

SOLD

Commercial Land of 0.94 AC (40,946 SF) (con't)

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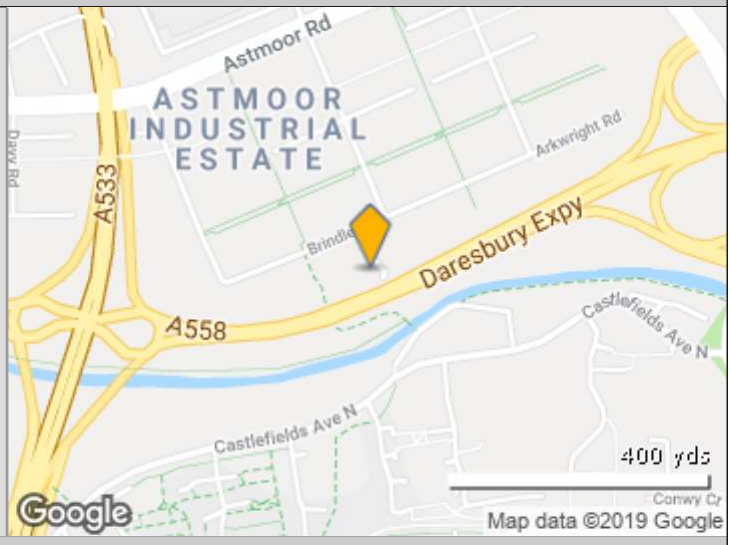
3

## Land At Marsh Lane - Chadwick Rd

SOLD

Runcorn, WA7 1PW
Sale on 15/10/2013 for £30,000 (£83,333.33/AC) - Research Complete
Commercial Land of 0.36 AC (15,682 SF)






### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Buyer Type: | | Seller Type: | |
| | | Listing Agent: | Pugh & Co<br>Suzanne Short |

### Transaction Details

ID: 2927994

| | | | |
|---|---|---|---|
| Sale Date: | 15/10/2013 (12 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 0.36 AC (15,682 SF) |
| Sale Price: | £30,000-Confirmed | Proposed Use: | - |
| Asking Price: | 30000 | | |
| Price/AC Land Gross: | £83,333.33 (£1.91/SF) | | |
| Lot Dimensions: | Irregular | | |
| Sale Conditions: | Auction Sale | | |
| On-Site Improv: | Raw land | | |

### Transaction Notes

An undisclosed purchaser has bought the freehold interest in 0.36 acres of land for £30,000 at auction. Pugh & Co acted on behalf the vendor. The guide price was £30,000.

### Current Land Information

ID: 9234868

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 0.36 AC (15,682 SF) |
| Number of Lots: | - | On-Site Improv: | Raw land |
| Max # of Units: | - | Lot Dimensions: | Irregular |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |

### Location Information

| | |
|---|---|
| Market: | Warrington |

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## Land At Marsh Lane - Chadwick Rd

SOLD

Commercial Land of 0.36 AC (15,682 SF) (con't)

| | |
|---|---|
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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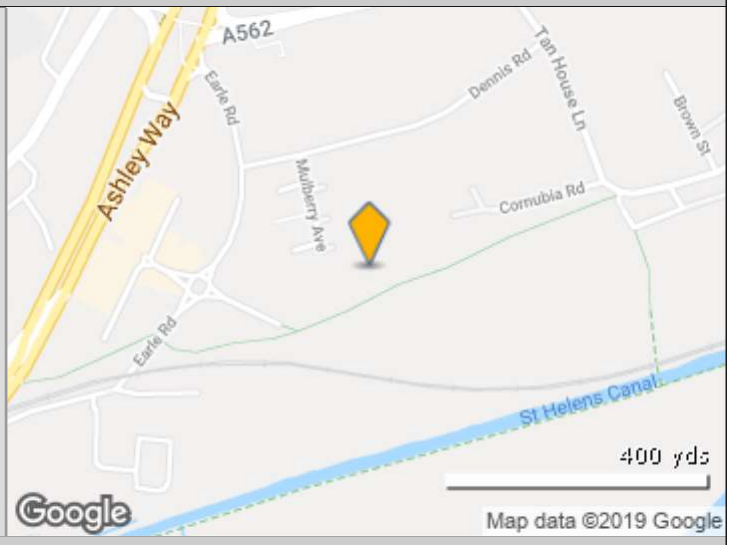
4

## Dennis Rd

SOLD

Widnes, WA8 0TQ
Sale on 01/06/2017 for £300,000 (£250,000.00/AC) - Research Complete
Commercial Land of 1.20 AC (52,272 SF)




### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| True Buyer: | Reel Cinemas Ltd<br>90-92 Marshfield Rd<br>Chippenham, SN15 1JW<br>01249 652498 | True Seller: | DB Symmetry Ltd<br>Roman Way<br>Northampton, NN4 5EA<br>01604 330630 |
| Buyer Type: | Corporate/User | Seller Type: | Developer/Owner-NTL |
| | | Listing Agent: | C4 Consulting Ltd<br>Damian Horridge |

### Transaction Details

ID: 3934145

| | | | |
|---|---|---|---|
| Sale Date: | 01/06/2017 | Sale Type: | Investment |
| Escrow Length: | - | Land Area: | 1.20 AC (52,272 SF) |
| Sale Price: | £300,000-Approximate | Proposed Use: | - |
| Price/AC Land Gross: | £250,000.00 (£5.74/SF) | | |

### Transaction Notes

Reel Cinemas has purchased the freehold interest in 1.2 acre development site from db symmetry in a deal worth £300,000.

### Current Land Information

ID: 7966705

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 1.20 AC (52,272 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | Corporate/User |
| Improvements: | - | | |

Name: Development Site

### Location Information

Market: Warrington
Submarket: Warrington/Halton

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County: Cheshire

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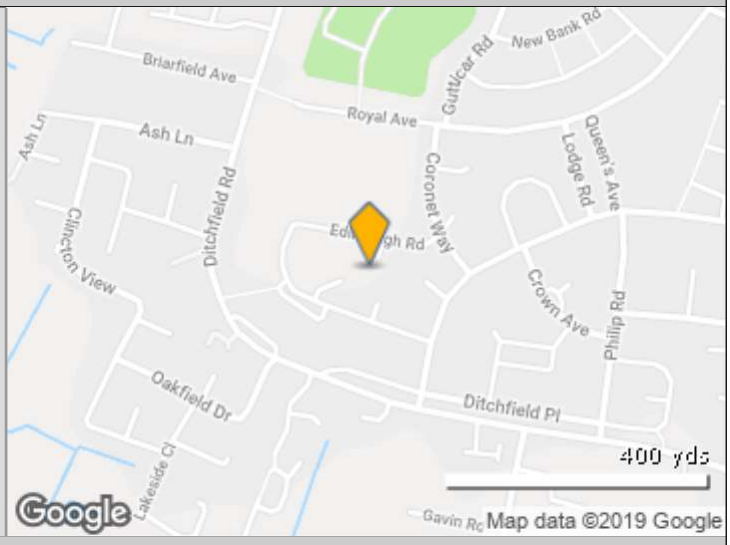
5

## Land at - Edinburgh Rd

SOLD

Widnes, WA8 8BD
Sale on 01/10/2016 - Research Complete
Commercial Land of 0.28 AC (12,197 SF)






### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Buyer Type: | | Seller Type: | |
| | | Listing Agent: | Pugh & Co<br>Paul Thompson<br>0844 272 2444 |

### Transaction Details

ID: 3727197

| | | | |
|---|---|---|---|
| Sale Date: | 01/10/2016 (141 days on market) | Sale Type: | Investment |
| Escrow Length: | - | Land Area: | 0.28 AC (12,197 SF) |
| Sale Price: | - | Proposed Use: | - |
| Asking Price: | 50000 | | |

Street Frontage: 178 feet on Edinburgh Road

Topography: Level

On-Site Improv: Previously developed lot

### Transaction Notes

An undisclosed purchaser has bought the freehold investment interest in the land at Edinburgh Road from an undisclosed vendor for a confidential sale price. Pugh & Co acted on behalf of the vendor. The property was sold at auction. The asking price was £50,000. The deal was confirmed by Pugh & Co.

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## Land at - Edinburgh Rd

SOLD

Commercial Land of 0.28 AC (12,197 SF) (con't)

### Current Land Information

ID: 10026843

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 0.28 AC (12,197 SF) |
| Number of Lots: | - | On-Site Improv: | Previously developed lot |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |
| Topography: | Level | | |
| Street Frontage: | 178 feet on Edinburgh Road | | |

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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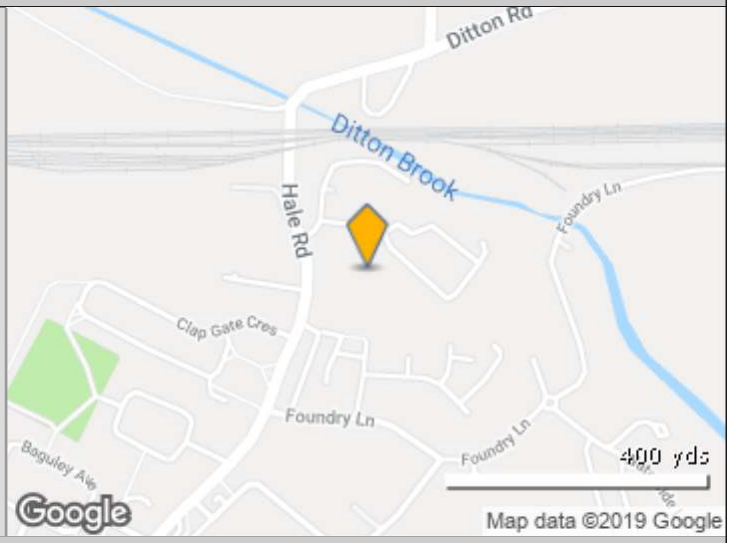
6

## Development Site - Hale Rd

SOLD

Widnes, WA8 8SF
Sale on 28/03/2013 - Research Complete
Industrial Land of 1.44 AC (62,726 SF)






### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Buyer Type: | | Seller Type: | |
| | | Listing Agent: | Wignall Brownlow<br>Jonathan Brownlow<br>0161 839 6409<br>GVA<br>0151 236 4456 |

### Transaction Details

ID: 2724159

| | | | |
|---|---|---|---|
| Sale Date: | 28/03/2013 (1,095 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 1.44 AC (62,726 SF) |
| Sale Price: | - | Proposed Use: | - |

### Transaction Notes

An undisclosed buyer has purchased the freehold interest in 1.44 acres of vacant land from an undisclosed vendor. Wignall Brownlow and GVA acted on behalf of the vendor.

### Current Land Information

ID: 7794572

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 1.44 AC (62,726 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |

Name: Development Site

### Location Information

Market: Warrington

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## Development Site - Hale Rd

SOLD

Industrial Land of 1.44 AC (62,726 SF) (con't)

| | |
|---|---|
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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7

## Development Site - Halton Link Rd

SOLD

Runcorn, WA7 2EU
Sale on 01/08/2014 - Research Complete
Commercial Land of 1.18 AC (51,401 SF)







### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Buyer Type: | | Seller Type: | |
| | | Listing Agent: | Pudney Shuttleworth Ltd<br>Michael Pudney<br>07747 008449 |

### Transaction Details

ID: 3086610

| | | | |
|---|---|---|---|
| Sale Date: | 01/08/2014 (953 days on market) | Sale Type: | Investment |
| Escrow Length: | - | Land Area: | 1.18 AC (51,401 SF) |
| Sale Price: | - | Proposed Use: | Retail |
| Asking Price: | 500000 | | |

### Transaction Notes

An undisclosed investor has purchased the freehold interest in 1.18 acres (51,401 sq ft) of land in a confidential deal. Pudney Shuttleworth acted on behalf of the vendor. The quoting price was £500,000. Transaction confirmed by Michael Pudney at Pudney Shuttleworth.

### Current Land Information

ID: 8281616

| | | | |
|---|---|---|---|
| | | Proposed Use: | Retail |
| Density Allowed: | - | Land Area: | 1.18 AC (51,401 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |

Name: Development Site

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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## Development Site - Halton Link Rd

SOLD

Commercial Land of 1.18 AC (51,401 SF) (con't)

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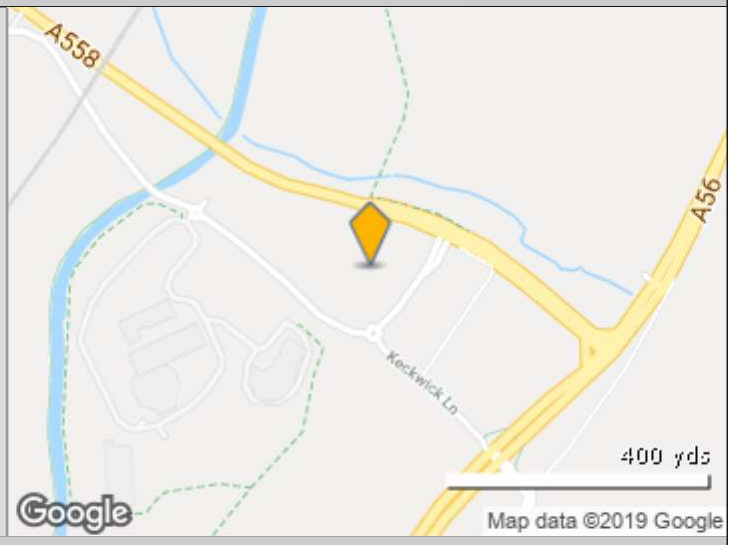
8

## Development Land - Keckwick Ln

SOLD

Warrington, WA4 6SX
Sale on 13/04/2016 for £7,542,307 (£628,525.58/AC) - Research Complete
Commercial Land of 12 AC (522,720 SF)




### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Recorded Buyer: | Halton Borough Council | Recorded Seller: | - |
| True Buyer: | Halton Borough Council<br>Kingsway<br>Widnes, WA8 7QF<br>0303 333 4300 | True Seller: | Langtree Group plc<br>Crow Ln E<br>Newton-Le-Willows, WA12 9UY<br>01925 255525 |
| Buyer Type: | Government | Seller Type: | Developer/Owner-NTL |

### Transaction Details

ID: 4691178

| | | | |
|---|---|---|---|
| Sale Date: | 13/04/2016 | Land Area: | 12 AC (522,720 SF) |
| Escrow Length: | - | Proposed Use: | - |
| Sale Price: | £7,542,307-Full Value | | |
| Price/AC Land Gross: | £628,525.58 (£14.43/SF) | | |

Sale History: Sold for £7,542,307 on 13/04/2016
Sold on 01/06/2014

### Transaction Notes

This sale comparable is for historic purposes only and no further research will be done. Information on pricing and parties are as found in the Land Registry or derived from that documentation. General information on location, building size and other information was as previously established with a relevant building contact.

### Current Land Information

ID: 9511178

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 12 AC (522,720 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | Government |
| Improvements: | - | | |

### Location Information

Market: Warrington

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## Development Land - Keckwick Ln

SOLD

Commercial Land of 12 AC (522,720 SF) (con't)

| | |
|---|---|
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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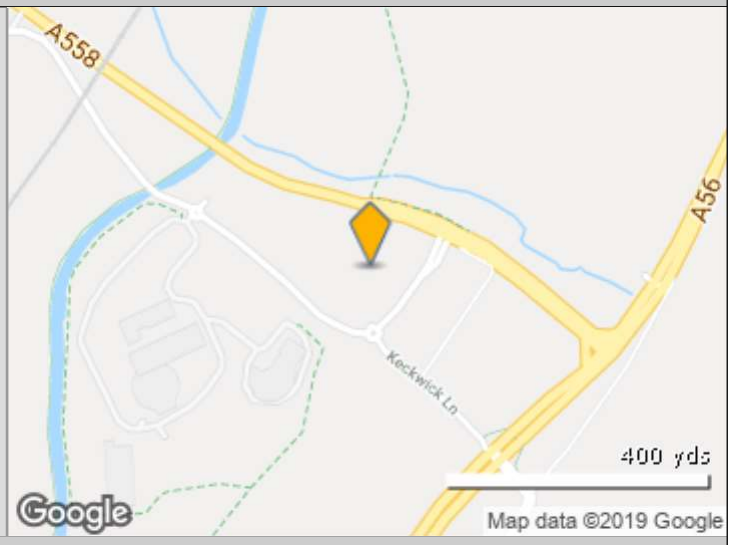
9

## Development Land - Keckwick Ln

SOLD

Warrington, WA4 6SX
Sale on 01/06/2014 - Research Complete
Commercial Land of 12 AC (522,720 SF)




### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| True Buyer: | Sci-Tech Daresbury | True Seller: | Lord Daresbury Estate |

### Transaction Details

ID: 3143785

| | | | |
|---|---|---|---|
| Sale Date: | 01/06/2014 | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 12 AC (522,720 SF) |
| Sale Price: | --Unconfirmed | Proposed Use: | - |

Sale History: Sold for £7,542,307 on 13/04/2016
Sold on 01/06/2014

### Transaction Notes

Sci-Tech Daresbury has purchased the freehold interest in 522,720 sq ft (12 acres) of land from Lord Daresbury Estates. Details confirmed by Sci-Tech Daresbury.

### Current Land Information

ID: 9511178

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 12 AC (522,720 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | Government |
| Improvements: | - | | |

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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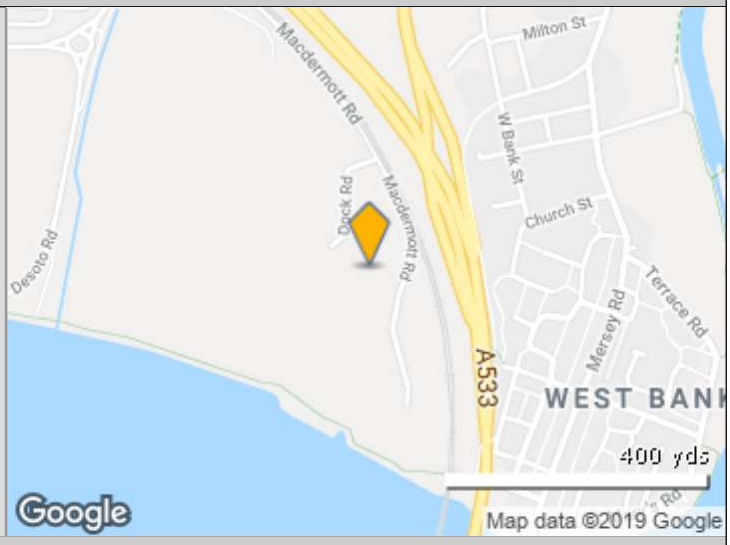
10

## Land at - MacDermott Rd

SOLD

Widnes, WA8 0PF
Sale on 28/03/2014 for £125,000 (£117,924.53/AC) - Research Complete
Commercial Land of 1.06 AC (46,174 SF)






### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| True Buyer: | - | True Seller: | Halton Borough Council<br>Kingsway<br>Runcorn, WA7 4QX<br>0303 333 4300 |
| | | Seller Type: | Government |
| | | Listing Agent: | Pugh & Co<br>Bethan Harris |

### Transaction Details

ID: 2968378

| | | | |
|---|---|---|---|
| Sale Date: | 28/03/2014 (72 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 1.06 AC (46,174 SF) |
| Sale Price: | £125,000-Confirmed | Proposed Use: | - |
| Asking Price: | 100000 | | |
| Price/AC Land Gross: | £117,924.53 (£2.71/SF) | | |
| Street Frontage: | 161 feet on MacDermott Road | | |

### Transaction Notes

An undisclosed buyer has purchased the freehold interest in 1.06 acres of land for £125,000 from Halton Borough Council. Pugh & Co acted on behalf of Halton Borough Council. The land sold prior to auction and had a guide price of £100,000. Achieved price confirmed by Helen McCafferty at Halton Borough Council.

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## Land at - MacDermott Rd

SOLD

Commercial Land of 1.06 AC (46,174 SF) (con't)

### Current Land Information

ID: 9330337

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 1.06 AC (46,174 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |

Street Frontage: 161 feet on MacDermott Road

### Location Information

Market: Warrington
Submarket: Warrington/Halton
County: Cheshire

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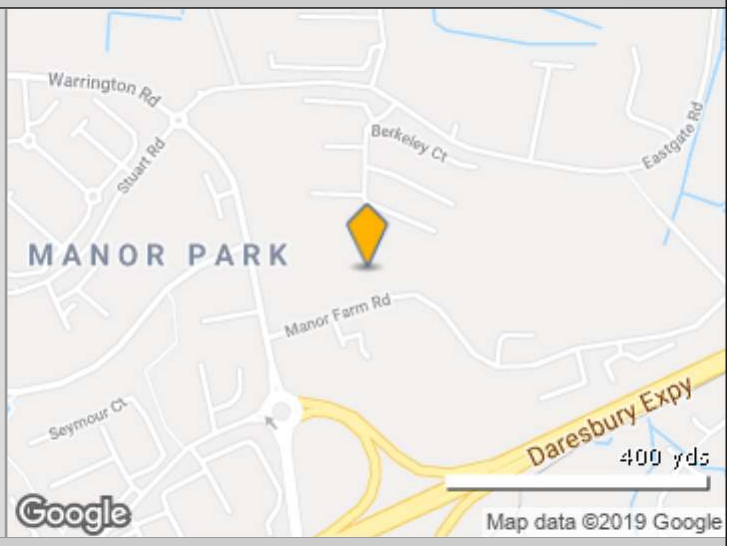
## Development Site 2 at - Manor Park

FOR SALE

Runcorn, WA7 1TE

Land of 2.77 AC is for sale at £692,500 (£250,000/AC)






### Sale Contacts

| | | | |
|---|---|---|---|
| Sales Co: | Lambert Smith Hampton Ltd<br><br>3 Hardman St<br>Manchester, M3 3HF<br><br>0161 228 6411 | Sales Contact 1: | Dean Young<br>0161 242 7022 |

### For Sale Data

| | | | |
|---|---|---|---|
| Asking Price: | £692,500 | Sale Type: | Investment OR Owner/User |
| Price/AC Land Gross: | £250,000.00 (£5.74/SF) | Land Area: | 2.77 AC (120,661 SF) |
| Days on Market: | 599 | | |
| Sale Status: | Under Offer | | |
| Topography: | Rolling | | |

### Transaction Notes

The property comprises a site extending to approximately 2.77 acres and suitable for development subject to planning.

£250,000 per acre.

### Current Land Information

ID: 10367919

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 2.77 AC (120,661 SF) |
| Number of Lots: | - | Min Div Lot Size: | - |
| Max # of Units: | - | On-Site Improv: | Raw land |
| Units per Acre: | - | Lot Dimensions: | - |
| Improvements: | - | Owner Type: | - |
| Topography: | Rolling | | |

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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## Plot Of Land - Mersey View Rd

SOLD

Widnes, WA8 8LN
Sale on 01/07/2014 for £500,000 (£53,763.44/AC) - Research Complete
Commercial Land of 9.30 AC (405,108 SF)






### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| True Buyer: | - | True Seller: | Sovini Trade Supplies<br>11 Bridle Way<br>Bootle, L30 4UA<br>0151 530 1800 |
| Buyer Agent: | No Buyer Agent on Deal | Listing Agent: | Savills<br>Jonathan Atherton<br>0161 277 7207 |

### Transaction Details

ID: 3103060

| | | | |
|---|---|---|---|
| Sale Date: | 01/07/2014 (853 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 9.30 AC (405,108 SF) |
| Sale Price: | £500,000-Confirmed | Proposed Use: | - |
| Price/AC Land Gross: | £53,763.44 (£1.23/SF) | | |
| Topography: | Level | | |
| On-Site Improv: | Previously developed lot | | |

### Transaction Notes

A special purpose vehicle has purchased the long-leasehold interest in 9.3 acres from BDO LLP acting as recievers for Roger Haydock & Company Limited for £500,000. Savills acted on behalf of the vendor. The purchaser was unrepresented. Achieved price confirmed by Jonathan Atherton at Savills.

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## Plot Of Land - Mersey View Rd

SOLD

Commercial Land of 9.30 AC (405,108 SF) (con't)

### Current Land Information

ID: 8347992

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 9.30 AC (405,108 SF) |
| Number of Lots: | - | On-Site Improv: | Previously developed lot |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |

| | |
|---|---|
| Name: | Plot Of Land |
| Topography: | Level |

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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## Land at - Norlands Ln

SOLD

Widnes, WA8 5AS
Sale on 31/12/2015
Residential Land of 7.01 AC (305,356 SF)







### Buyer & Seller Contact Info

Buyer Type:

Seller Type:

Listing Agent: SK Real Estate (Liverpool) Ltd
Jonathan Owen
0151 207 9339
Daniel Walsh
0151 207 9966
Frank Harrington Associates
Frank Harrington
01772 880010

### Transaction Details

ID: 3559935

| | | | |
|---|---|---|---|
| Sale Date: | 31/12/2015 (476 days on market) | Sale Type: | Investment |
| Escrow Length: | - | Land Area: | 7.01 AC (305,356 SF) |
| Sale Price: | - | Proposed Use: | - |
| Topography: | Level | | |
| On-Site Improv: | Raw land | | |

### Transaction Notes

An undisclosed buyer has purchased the interest in Land at Norlands Lane, Widnes, WA8 5AS comprising 305,356 sq. ft. (7.01 Acres). Frank Harington acted on behalf of the vendor. Confirmed by Frank Harington.

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## Land at - Norlands Ln

SOLD

Residential Land of 7.01 AC (305,356 SF) (con't)

### Current Land Information

ID: 9480608

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 7.01 AC (305,356 SF) |
| Number of Lots: | - | On-Site Improv: | Raw land |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |
| Topography: | Level | | |

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Merseyside |

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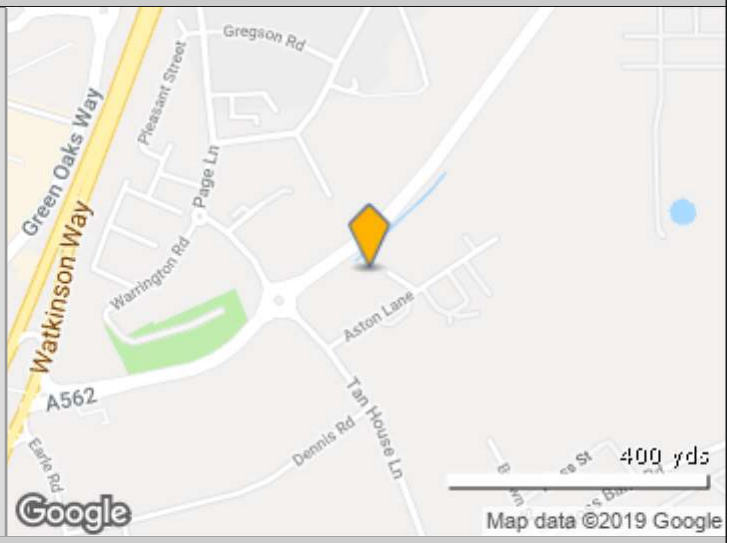
14

## Land - Tan House Ln

SOLD

Widnes, WA8 0RR
Sale on 01/05/2013 - Research Complete
Commercial Land of 3 AC (130,680 SF)




### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| True Buyer: | - | True Seller: | Broompark Management Ltd<br>309 Bury New Rd<br>Salford, M7 2YN<br>0161 792 8000 |
| | | Seller Type: | Developer/Owner-RGNL |
| | | Listing Agent: | Broompark Management Ltd<br>Michael Clifton<br>0161 792 8000 |

### Transaction Details

ID: 2792097

| | | | |
|---|---|---|---|
| Sale Date: | 01/05/2013 (443 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 3 AC (130,680 SF) |
| Sale Price: | - | Proposed Use: | - |

### Transaction Notes

An undisclosed buyer has purchased the freehold interest in 3 acres (130,680 sq ft of vacant land from Broompark Management. Broompark Management Ltd acted on their own behalf. Deal confirmed by Michael Clifton and Broompark Management Ltd.

### Current Land Information

ID: 8330715

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 3 AC (130,680 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | Corporate/User |
| Improvements: | - | | |

Name: Land

### Location Information

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## Land - Tan House Ln

SOLD

Commercial Land of 3 AC (130,680 SF) (con't)

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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15

## Manor Park - Tudor Rd

SOLD

Runcorn, WA7 1TA
Sale on 19/09/2017 - Research Complete
Commercial Land of 0.90 AC (39,204 SF)






### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| Buyer Type: | | Seller Type: | |
| | | Listing Agent: | Be Group<br>Simon Roddam<br>01925 822112<br>Sam Birtwistle<br>01925 281285 |

### Transaction Details

ID: 4012371

| | | | |
|---|---|---|---|
| Sale Date: | 19/09/2017 (379 days on market) | Sale Type: | Owner/User |
| Escrow Length: | - | Land Area: | 0.90 AC (39,204 SF) |
| Sale Price: | - | Proposed Use: | - |
| Asking Price: | 250000 | | |

### Transaction Notes

A new buyer has purchased the freehold interest in Manor Park comprising .9 acres of land for a confidential price. Simon Roddam and Sam Birtwistle acted on behalf of the vendor. The sale was confirmed by Charlotte Kelly at BE Group.

### Current Land Information

ID: 10100859

| | | | |
|---|---|---|---|
| | | Proposed Use: | - |
| Density Allowed: | - | Land Area: | 0.90 AC (39,204 SF) |
| Number of Lots: | - | On-Site Improv: | - |
| Max # of Units: | - | Lot Dimensions: | - |
| Units per Acre: | - | Owner Type: | - |
| Improvements: | - | | |

### Location Information

| | |
|---|---|
| Park Name: | Manor Park |
| Market: | Warrington |

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## Manor Park - Tudor Rd

SOLD

Commercial Land of 0.90 AC (39,204 SF) (con't)

| | |
|---|---|
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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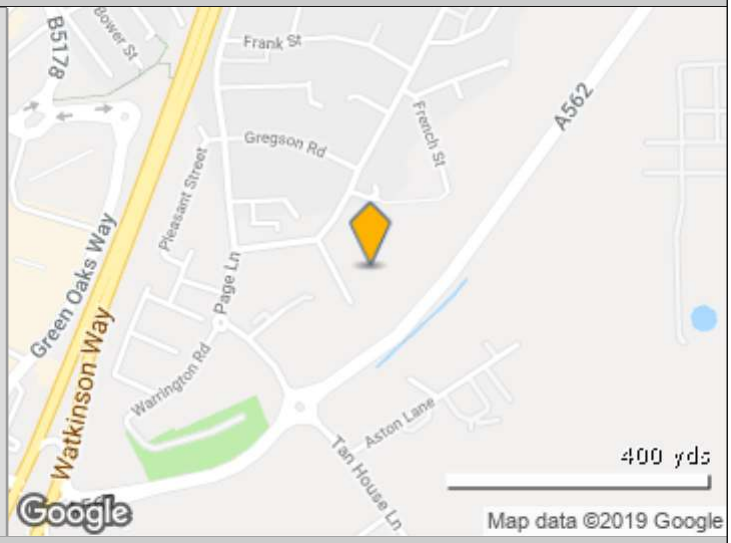
16

## Development Site at - Warrington Rd

SOLD

Widnes, WA8 0SX
Sale on 27/03/2018 - Research Complete
Commercial Land of 7.18 AC (312,761 SF)






### Buyer & Seller Contact Info

| | | | |
|---|---|---|---|
| True Buyer: | Russell Homes (UK) Limited<br>Clarence Ave<br>Manchester, M17 1QS<br>0161 868 4310 | True Seller: | BPI plc<br>1 London Wall<br>London, EC2Y 5AB<br>01475 501000 |
| Buyer Type: | Developer/Owner-RGNL | Seller Type: | Corporate/User |
| Buyer Agent: | No Buyer Agent on Deal | Listing Agent: | Preston O'Herlihy<br>Brendan O'Herlihy<br>0161 234 6512<br>Sara-Jane Preston<br>0161 234 6512 |

### Transaction Details

ID: 4211924

| | | | |
|---|---|---|---|
| Sale Date: | 27/03/2018 (652 days on market) | Sale Type: | Investment |
| Escrow Length: | - | Land Area: | 7.18 AC (312,761 SF) |
| Sale Price: | - | Proposed Use: | - |

### Transaction Notes

Russel Homes (UK) Limited has purchased the freehold interest in a development site from BPI Plc for an undisclosed price as an investment.

The 7.18 acres area immediately surrounding the property has been the subject of recent planning activity with a number of development schemes having been granted planning permission for residential development. The premises were vacant at time of the sale, previously occupied by the seller.

The buyer was not represented in the transaction. The seller acted with representation.

An update on the final price achieved will be available around the end of May.

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## Development Site at - Warrington Rd

SOLD

Commercial Land of 7.18 AC (312,761 SF) (con't)

### Current Land Information

ID: 10045327

| | | | |
|---|---|---|---|
| Density Allowed: | - | Proposed Use: | - |
| Number of Lots: | - | Land Area: | 7.18 AC (312,761 SF) |
| Max # of Units: | - | On-Site Improv: | - |
| Units per Acre: | - | Lot Dimensions: | - |
| Improvements: | - | Owner Type: | Developer/Owner-RGNL |

### Location Information

| | |
|---|---|
| Market: | Warrington |
| Submarket: | Warrington/Halton |
| County: | Cheshire |

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## Former Runcorn Service Station

Bridge St
Runcorn, WA7 1BW

Commercial Land of 0.37 AC Sold on 30/11/2012 - Research Complete




### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 30/11/2012 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 274 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | 193 feet on Bridge Street | Off-Site Improv: | Cable, Electricity, Gas, Irrigation, ... |
| Comp ID: | 2638017 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 0.37 AC | 0.37 AC |
| Price/Acre: | - | - |
| SF: | 16,117 SF | 16,117 SF |
| Price/SF: | - | - |

### financing

### Listing Agent

CBRE
10 Paternoster Row
London, EC4M 7HP
020 7182 2000
Carl May, Rob Colville

### Buyer Agent

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## Open Storage Site

Brown St
Widnes, WA8 0RE

Commercial Land of 0.94 AC Sold on 01/03/2017 - Research Complete




### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 01/03/2017 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 59 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 4104509 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 0.94 AC | - |
| Price/Acre: | - | - |
| SF: | 40,946 SF | - |
| Price/SF: | - | - |

### financing

### Listing Agent

Savills
12-20 Booth St
Manchester, M2 4AW
0161 236 8644
Alex Palfreyman

### Buyer Agent

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## Land At Marsh Lane

Chadwick Rd
Runcorn, WA7 1PW

Commercial Land of 0.36 AC Sold on 15/10/2013 for £30,000 - Research Complete




### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 15/10/2013 | Sale Price: | £30,000 |
| Escrow/Contract: | - | Status: | Confirmed |
| Days on Market: | 12 days | Tenure: | Freehold |
| Conditions: | Auction Sale | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | Irregular | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 2927994 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 0.36 AC | - |
| Price/Acre: | £83,333.33 | - |
| SF: | 15,682 SF | - |
| Price/SF: | £1.91 | - |

### financing

### Listing Agent

Pugh & Co
4 The Parks
Newton Le Willows, WA12 0JQ
0844 272 2444
Suzanne Short

### Buyer Agent

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Dennis Rd
Widnes, WA8 0TQ

Commercial Land of 1.20 AC Sold on 01/06/2017 for £300,000 - Research Complete




## buyer

Reel Cinemas Ltd
90-92 Marshfield Rd
Chippenham, SN15 1JW
01249 652498

## seller

DB Symmetry Ltd
Roman Way
Northampton, NN4 5EA
01604 330630

## vital data

| | | | |
|---|---|---|---|
| Sale Date: | 01/06/2017 | Sale Price: | £300,000 |
| Escrow/Contract: | - | Status: | Approximate |
| Days on Market: | - | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 3934145 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

## income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 1.20 AC | - |
| Price/Acre: | £250,000.00 | - |
| SF: | 52,272 SF | - |
| Price/SF: | £5.74 | - |

## financing

## Listing Agent

C4 Consulting Ltd
Old Cherry Ln
Lymm, WA13 0SZ
01925 751852
Damian Horridge

## Buyer Agent

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## Land at

Edinburgh Rd
Widnes, WA8 8BD

Commercial Land of 0.28 AC Sold on 01/10/2016 - Research Complete



### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 01/10/2016 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 141 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | Level |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | 178 feet on Edinburgh Road | Off-Site Improv: | - |
| Comp ID: | 3727197 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 0.28 AC | - |
| Price/Acre: | - | - |
| SF: | 12,197 SF | - |
| Price/SF: | - | - |

### financing

### Listing Agent

Pugh & Co
4 The Parks
Newton Le Willows, WA12 0JQ
0844 272 2444
Paul Thompson

### Buyer Agent

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## Development Site

Hale Rd
Widnes, WA8 8SF

Industrial Land of 1.44 AC Sold on 28/03/2013 - Research Complete



### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 28/03/2013 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 1,095 days | Tenure: | - |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 2724159 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 1.44 AC | 1.44 AC |
| Price/Acre: | - | - |
| SF: | 62,726 SF | 62,726 SF |
| Price/SF: | - | - |

### financing

### Listing Agent

Wignall Brownlow
334 Deansgate
Manchester, M3 4LY
0161 839 6409
Jonathan Brownlow

GVA

0151 236 4456

### Buyer Agent

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## Development Site

Halton Link Rd
Runcorn, WA7 2EU

Commercial Land of 1.18 AC Sold on 01/08/2014 - Research Complete




### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 01/08/2014 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 953 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 3086610 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | Retail |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 1.18 AC | 1.18 AC |
| Price/Acre: | - | - |
| SF: | 51,401 SF | 51,401 SF |
| Price/SF: | - | - |

### financing

### Listing Agent

Pudney Shuttleworth Ltd
31 Park Square West
Leeds, LS1 2PF
0113 203 1130
Michael Pudney

### Buyer Agent

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## Development Land

Keckwick Ln
Warrington, WA4 6SX

Commercial Land of 12 AC Sold on 13/04/2016 for £7,542,307 - Research Complete




### buyer

Halton Borough Council
Kingsway
Widnes, WA8 7QF
0303 333 4300

### seller

Langtree Group plc
Crow Ln E
Newton-Le-Willows, WA12 9UY
01925 255525

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 13/04/2016 | Sale Price: | £7,542,307 |
| Escrow/Contract: | - | Status: | Full Value |
| Days on Market: | - | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 4691178 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 12 AC | - |
| Price/Acre: | £628,525.58 | - |
| SF: | 522,720 SF | - |
| Price/SF: | £14.43 | - |

### Listing Agent

### Buyer Agent

### financing

### prior sale

| | |
|---|---|
| Date/Doc No: | 01/06/2014 |
| Sale Price: | - |
| CompID: | 3143785 |

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## Development Land

Keckwick Ln
Warrington, WA4 6SX

Commercial Land of 12 AC Sold on 01/06/2014 - Research Complete




### buyer

Sci-Tech Daresbury

### seller

Lord Daresbury Estate

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 01/06/2014 | Sale Price: | - |
| Escrow/Contract: | - | Status: | Unconfirmed |
| Days on Market: | - | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 3143785 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 12 AC | - |
| Price/Acre: | - | - |
| SF: | 522,720 SF | - |
| Price/SF: | - | - |

### financing

### Listing Agent

### Buyer Agent

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## Land at

MacDermott Rd
Widnes, WA8 0PF

Commercial Land of 1.06 AC Sold on 28/03/2014 for £125,000 - Research Complete




### buyer

### seller

Halton Borough Council
Kingsway
Runcorn, WA7 4QX
0303 333 4300

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 28/03/2014 | Sale Price: | £125,000 |
| Escrow/Contract: | - | Status: | Confirmed |
| Days on Market: | 72 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | 161 feet on MacDermott Road | Off-Site Improv: | - |
| Comp ID: | 2968378 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 1.06 AC | - |
| Price/Acre: | £117,924.53 | - |
| SF: | 46,174 SF | - |
| Price/SF: | £2.71 | - |

### financing

### Listing Agent

Pugh & Co
4 The Parks
Newton Le Willows, WA12 0JQ
0844 272 2444
Bethan Harris

### Buyer Agent

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## Development Site 2 at

Manor Park
Runcorn, WA7 1TE

Land of 2.77 AC is for sale at £692,500 (£250,000/AC)



### buyer

For Sale

### seller

-

### vital data

| | | | |
|---|---|---|---|
| Days on Market: | 599 days | Asking Price: | £692,500 |
| Conditions: | - | Status: | For Sale |
| Lot Dimensions: | - | Tenure: | Freehold |
| Frontage: | - | Corner: | No |
| | | Topography: | Rolling |
| | | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 2.77 AC | - |
| Price/Acre: | - | - |
| SF: | 120,661 SF | - |
| Price/SF: | - | - |

### Listing Agent

Lambert Smith Hampton Ltd
3 Hardman St
Manchester, M3 3HF
0161 228 6411
Dean Young

### Buyer Agent

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## Plot Of Land

Mersey View Rd
Widnes, WA8 8LN

Commercial Land of 9.30 AC Sold on 01/07/2014 for £500,000 - Research Complete



### buyer

### seller

Sovini Trade Supplies
c/o BDO LLP
11 Bridle Way
Bootle, L30 4UA
0151 530 1800

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 01/07/2014 | Sale Price: | £500,000 |
| Escrow/Contract: | - | Status: | Confirmed |
| Days on Market: | 853 days | Tenure: | Long Leasehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | Level |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 3103060 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 9.30 AC | - |
| Price/Acre: | £53,763.44 | - |
| SF: | 405,108 SF | - |
| Price/SF: | £1.23 | - |

### financing

### Listing Agent

Savills
12-20 Booth St
Manchester, M2 4AW
0161 236 8644
Jonathan Atherton

### Buyer Agent

No Buyer Agent on Deal

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## Land at

Norlands Ln
Widnes, WA8 5AS

Residential Land of 7.01 AC Sold on 31/12/2015




### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 31/12/2015 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 476 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | Level |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 3559935 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 7.01 AC | - |
| Price/Acre: | - | - |
| SF: | 305,356 SF | - |
| Price/SF: | - | - |

### financing

### Listing Agent

SK Real Estate (Liverpool) Ltd
2 Cotton St
Liverpool, L3 7DY
0151 207 9339
Jonathan Owen, Daniel Walsh

Frank Harrington Associates
6 Cross St
Preston, PR1 3LT
01772 880010
Frank Harrington

### Buyer Agent

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## Land

Tan House Ln
Widnes, WA8 0RR

Commercial Land of 3 AC Sold on 01/05/2013 - Research Complete




### buyer

### seller

Broompark Management Ltd
309 Bury New Rd
Salford, M7 2YN
0161 792 8000

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 01/05/2013 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 443 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 2792097 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 3 AC | 3 AC |
| Price/Acre: | - | - |
| SF: | 130,680 SF | 130,680 SF |
| Price/SF: | - | - |

### financing

### Listing Agent

Broompark Management Ltd
309 Bury New Rd
Salford, M7 2YN
0161 792 8000
Michael Clifton

### Buyer Agent

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## Manor Park

Tudor Rd
Runcorn, WA7 1TA

Commercial Land of 0.90 AC Sold on 19/09/2017 - Research Complete



### buyer

### seller

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 19/09/2017 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 379 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 4012371 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 0.90 AC | 0.90 AC |
| Price/Acre: | - | - |
| SF: | 39,204 SF | 39,204 SF |
| Price/SF: | - | - |

### financing

### Listing Agent

Be Group
Unit 501-502 - Dewhurst Quay
Warrington, WA3 7GB
01925 822112
Simon Roddam, Sam Birtwistle

### Buyer Agent

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## Development Site at

Warrington Rd
Widnes, WA8 0SX

Commercial Land of 7.18 AC Sold on 27/03/2018 - Research Complete



### buyer

Russell Homes (UK) Limited
Clarence Ave
Manchester, M17 1QS
0161 868 4310

### seller

BPI plc
1 London Wall
London, EC2Y 5AB
01475 501000

### vital data

| | | | |
|---|---|---|---|
| Sale Date: | 27/03/2018 | Sale Price: | - |
| Escrow/Contract: | - | Status: | - |
| Days on Market: | 652 days | Tenure: | Freehold |
| Conditions: | - | Down Pmnt: | - |
| Density: | - | Pct Down: | - |
| Max No of Units: | - | Corner: | No |
| Price/Unit: | - | Topography: | - |
| Lot Dimensions: | - | Improvements: | - |
| Frontage | - | Off-Site Improv: | - |
| Comp ID: | 4211924 | Submarket: | Halton |
| | | Property Type: | Land |
| | | Proposed Use: | - |

### income expense data

| | Gross | Net |
|---|---|---|
| Acres: | 7.18 AC | 7.18 AC |
| Price/Acre: | - | - |
| SF: | 312,761 SF | 312,761 SF |
| Price/SF: | - | - |

### financing

### Listing Agent

Preston O'Herlihy
19 Albion St
Manchester, M1 5LN
0161 234 6512
Brendan O'Herlihy, Sara-Jane Preston

### Buyer Agent

No Buyer Agent on Deal

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Quick Stats Report

## Comps Statistics

| | Low | Average | Median | High | Count |
|---|---|---|---|---|---|
| Price | | | | | |
| For Sale & UC/Pending | £692,500 | £692,500 | £692,500 | £692,500 | 1 |
| Sold Transactions | £30,000 | £1,699,461 | £300,000 | £7,542,307 | 5 |
| Parcel Size | | | | | |
| For Sale & UC/Pending | 2.77 AC | 2.77 AC | 2.77 AC | 2.77 AC | 1 |
| Sold Transactions | 0.28 AC | 3.88 AC | 1.20 AC | 12 AC | 15 |
| Price per Acre | | | | | |
| For Sale & UC/Pending | £250,000 | £250,000 | £250,000 | £250,000 | 1 |
| Sold Transactions | £53,763 | £355,239 | £117,924 | £628,526 | 5 |
| Days on Market | | | | | |
| For Sale & UC/Pending | 599 | 599 | 599 | 599 | 1 |
| Sold Transactions | 12 | 451 | 411 | 1,095 | 12 |
| Sale Price to Asking Price Ratio | | | | | |
| Sold Transactions | 100.00% | 112.50% | 112.50% | 125.00% | 2 |

### Totals

| | | | | |
|---|---|---|---|---|
| For Sale & UC/Pending | Asking Price Total: | £692,500 | Total For Sale Transactions: | 1 |
| Sold Transactions | Total Sales Volume: | £8,497,307 | Total Sales Transactions: | 15 |
| | Total Included in Analysis: | £9,189,807 | Total Included in Analysis: | 16 |

### Survey Criteria

basic criteria: Type of Property - Land; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Halton (Warrington)

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02/04/2019

# Appendix 10 – Land Registry Development Land Data

| REFVAL | DATEDECI | PROPOSAL | ADDRESS | Hectares | Number of | Number of | % of Afforda | £/ha | £/unit | Price Paid | Land Registry | Date |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 17/00351/FUL | 28-Nov-18 | Demolition and development of 16 apartments | The New Inn, 294 Hale Road, Widnes | 0.090 | 16 | | 0% | £335,196 | £1,875 | £30,000 | CH382929 | 31.08.2011 |
| 18/00083/FUL | 09-Nov-18 | 71 new dwellings | Former Warehouse, Halton Court, Runcorn | 1.670 | 71 | 71 | 100% | £419,162 | £9,859 | £700,000 | CH344238 | 7.4.2016 |
| 18/00142/FUL | 09-Nov-18 | Phase B1, 39 new dwellings | Former Depot Situated Off Stonehills Lane, Runcorn | 1.250 | 39 | 39 | 100% | £268,000 | £8,590 | £335,000 | CH568759/ 568760 /568755/ 568756 | 4.9.2007 |
| 18/00368/FUL | 08-Nov-18 | 3 storey block comprising 13no. apartments | Former Albert Hotel, 160 Albert Road, Widnes | 0.054 | 13 | 13 | 100% | £3,308,824 | £13,846 | £180,000 | CH449536 | 9.11.2018 |
| 18/00174/FUL | 09-Oct-18 | 24 dwellings | Former Riverside College, Percival Lane, Runcorn | 0.720 | 24 | 0 | 0% | #VALUE! | #VALUE! | £1,175,000 / pending | CH479003/ / CH678770 | 13.9.2001/ no date |
| 17/00407/OUTEIA | 28-Sep-18 | Hybrid application for up to 300 dwellings : full planning application for 122 residential dwellings and outline for up to 178 dwellings | Land To The West Of Delph Lane, Daresbury | 19.410 | 122 | 0 | 0% | £9,789 | £1,557 | £190,000 | CH566443 | 5.10.2007 |
| 18/00021/FUL | 14-Sep-18 | 28 apartments in 3 storey block | Sporting Ford, 164 Hough Green Road, Widnes | 0.158 | 28 | 0 | 0% | £1,899,937 | £10,714 | £300,000 | CH469635 | 1.9.2017 |
| 17/00389/FUL | 10-Jul-18 | Demolition and development of 12 one bedroom apartments and 12 two bedroom apartments | Land To The Rear Of Appleton Village Pharmacy, Appleton Village, Widnes | 0.219 | 36 | 0 | 0% | £1,598,174 | £9,722 | £350,000 | CH272207/ CH216483 | 22.8.2012 |
| 17/00455/FUL | 15-Mar-18 | 67 no. dwellings ( 3 no. 2 bed bungalows, 19 no. 2 bed houses, 41 no. 3 bed houses, 4 no. 4 bed houses ) | Former Playing Fields And Car Park, Picow Farm Road, Runcorn | 1.960 | 72 | 57 | 79% | £600,365 | £16,343 | £1,176,715 | CH675241 | 22.3.2018 |
| 17/00304/FUL | 31-Oct-17 | 45 dwellings | Land East Of Castlefields Area, Runcorn | 1.250 | 43 | 0 | 0% | #VALUE! | #VALUE! | No price data | CH513632 | No date |
| 16/00272/FUL | 08-May-17 | Conversion ooffice buildings to 5 dwellings and garages | Ramsbrook Farm, Ramsbrook Lane, Hale | 1.499 | 19 | 0 | 0% | £1,434,768 | £113,158 | £2,150,000 | CH550201 | 30.5.2006 |
| 16/00024/FUL | 19-May-16 | 34 dwellings comprising mews, semi-detached and detached properties | Land To The North East Of Abbots Park, Preston Brook, Runcorn | 1.230 | 34 | 0 | 0% | £1,219,512 | £44,118 | £1,500,000 | CH652399 | 23.9.2016 |
| 15/00430/FUL | 19-Apr-16 | 116. dwellings, road, open space, substation | The Former Marley Eternit Site, Derby Road, Widnes | 5.240 | 116 | | 0% | £1,145,038 | £51,724 | £6,000,000 | CH668863 | 13.10.2017 |
| 15/00551/FUL | 18-Mar-16 | 162 dwellings | Former Fairfield High School Site, Peel House Lane, Widnes | 4.542 | 162 | 0 | 0% | £1,563,085 | £43,827 | £7,100,000 | CH648267 | 15.4.2016 |
| 15/00493/FUL | 21-Jan-16 | 42 dwellings (21 no. houses and 21 no. apartments) | Land Bounded By Grangeway, Pine Road And Thorn Road, Runcorn | 0.890 | 42 | 42 | 100% | #VALUE! | #VALUE! | No price data | CH523401 | No date |
| 15/00325/FUL | 17-Dec-15 | 95 dwellings | Site Of Former Grange Nursery, Infant And Junior School, Latham Avenue, Runcorn | 2.500 | 95 | 83 | 87% | #VALUE! | #VALUE! | No price data | CH591307 | No date |
| 15/00267/FUL | 05-Aug-15 | 20 dwellings, 10 houses and 10 apartments | The Old Bridgewater Centre, Castlefields Avenue North, Runcorn | 0.330 | 20 | 20 | 100% | £636,364 | £10,500 | £210,000 | CH598889 | 12.12.2014 |
| 15/00194/FUL | 15-Jun-15 | 6 town houses, construction of 2 No. detached and 6 No. semi-detached | St Johns Presbyterian Church, Victoria Road, Hgher Runcorn | 0.250 | 14 | 0 | 0% | £800,000 | £14,286 | £200,000 | CH561627 | 26.9.2014 |

# Appendix 11 – Appraisals – Residential Development

*The pages in this appendix are not numbered.*

# Base areas
# Cover

Halton

19/05/2019
11:18

Base areas
Site make up

| Number | 1 | Units | NET Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/ Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **North Widnes** | | **382** | **12.72** | **30.03** | **88** | **33,673** | **2,647** | | **36,232,990** | **1,076.03** | Widnes | Green | Agricultural |

| | | Area | Gross | 18.180 |
|---|---|---|---|---|
| | | | Net | 12.720 |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 17 | | 45.00 | 765.00 | 10% | 1,156 | 972,774 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 43 | | 75.00 | 3,225.00 | | 1,023 | 3,299,175 |
| | 3 | 72 | | 95.00 | 6,840.00 | | 1,023 | 6,997,320 |
| Semi | 2 | 43 | | 85.00 | 3,655.00 | | 1,037 | 3,790,235 |
| | 3 | 72 | | 107.00 | 7,704.00 | | 1,037 | 7,989,048 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 20 | | 135.00 | 2,700.00 | | 1,167 | 3,150,900 |
| | 5 | 20 | | 150.00 | 3,000.00 | | 1,167 | 3,501,000 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 43 | | 40.00 | 1,720.00 | 10% | 1,156 | 2,187,152 |
| | 2 | 10 | | 61.00 | 610.00 | 10% | 1,156 | 775,676 |
| Terrace | 2 | 10 | | 70.00 | 700.00 | | 1,023 | 716,100 |
| | 3 | 13 | | 84.00 | 1,092.00 | | 1,023 | 1,117,116 |
| Semi | 2 | 8 | | 79.00 | 632.00 | | 1,037 | 655,384 |
| | 3 | 10 | | 93.00 | 930.00 | | 1,037 | 964,410 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 100.00 | 100.00 | | 1,167 | 116,700 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Number | 2 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **North East Widnes** | | **818** | **27.12** | **30.16** | **88** | **72,196** | **2,662** | | **77,753,641** | **1,076.98** | Widnes | Green | Agricultural |

| | | Area | Gross | 38.740 |
|---|---|---|---|---|
| | | | Net | 27.120 |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 37 | | 45.00 | 1,665.00 | 10% | 1,156 | 2,117,214 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 92 | | 75.00 | 6,900.00 | | 1,023 | 7,058,700 |
| | 3 | 153 | | 95.00 | 14,535.00 | | 1,023 | 14,869,305 |
| Semi | 2 | 92 | | 85.00 | 7,820.00 | | 1,037 | 8,109,340 |
| | 3 | 153 | | 107.00 | 16,371.00 | | 1,037 | 16,976,727 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 43 | | 135.00 | 5,805.00 | | 1,167 | 6,774,435 |
| | 5 | 44 | | 150.00 | 6,600.00 | | 1,167 | 7,702,200 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 93 | | 40.00 | 3,720.00 | 10% | 1,156 | 4,730,352 |
| | 2 | 20 | | 61.00 | 1,220.00 | 10% | 1,156 | 1,551,352 |
| Terrace | 2 | 20 | | 70.00 | 1,400.00 | | 1,023 | 1,432,200 |
| | 3 | 29 | | 84.00 | 2,436.00 | | 1,023 | 2,492,028 |
| Semi | 2 | 16 | | 79.00 | 1,264.00 | | 1,037 | 1,310,768 |
| | 3 | 20 | | 93.00 | 1,860.00 | | 1,037 | 1,928,820 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 6 | | 100.00 | 600.00 | | 1,167 | 700,200 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

Base areas
Site make up

| Number | 3 | Units | Area ha | Density Units/ha | erage Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **North West Widnes** | | **440** | **14.69** | **29.95** | **88** | **38,866** | **2,646** | **41,820,525** | **1,076.02** | Widnes | Green | Agricultural |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | **Beds** | **No** | | **m2** | **Total** | | **BCIS** | **COST** |
| **Market** | | | | | | | | 0 |
| Flat | 1 | 18 | | 45.00 | 810.00 | 10% | 1,156 | 1,029,996 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 50 | | 75.00 | 3,750.00 | | 1,023 | 3,836,250 |
| | 3 | 83 | | 95.00 | 7,885.00 | | 1,023 | 8,066,355 |
| Semi | 2 | 50 | | 85.00 | 4,250.00 | | 1,037 | 4,407,250 |
| | 3 | 83 | | 107.00 | 8,881.00 | | 1,037 | 9,209,597 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 23 | | 135.00 | 3,105.00 | | 1,167 | 3,623,535 |
| | 5 | 23 | | 150.00 | 3,450.00 | | 1,167 | 4,026,150 |
| Flat 1 High* | 6 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 50 | | 40.00 | 2,000.00 | 10% | 1,156 | 2,543,200 |
| | 2 | 11 | | 61.00 | 671.00 | 10% | 1,156 | 853,244 |
| Terrace | 2 | 11 | | 70.00 | 770.00 | | 1,023 | 787,710 |
| | 3 | 15 | | 84.00 | 1,260.00 | | 1,023 | 1,288,980 |
| Semi | 2 | 9 | | 79.00 | 711.00 | | 1,037 | 737,307 |
| | 3 | 11 | | 93.00 | 1,023.00 | | 1,037 | 1,060,851 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 3 | | 100.00 | 300.00 | | 1,167 | 350,100 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 20.980 |
|---|---|---|
| | Net | 14.690 |

| Number | 4 | Units | Area ha | Density Units/ha | erage Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Halebank** | | **590** | **20.23** | **29.16** | **88** | **52,044** | **2,573** | **56,019,894** | **1,076.39** | Widnes | Green | Agricultural |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | **Beds** | **No** | | **m2** | **Total** | | **BCIS** | **COST** |
| **Market** | | | | | | | | 0 |
| Flat | 1 | 27 | | 45.00 | 1,215.00 | 10% | 1,156 | 1,544,994 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 66 | | 75.00 | 4,950.00 | | 1,023 | 5,063,850 |
| | 3 | 111 | | 95.00 | 10,545.00 | | 1,023 | 10,787,535 |
| Semi | 2 | 66 | | 85.00 | 5,610.00 | | 1,037 | 5,817,570 |
| | 3 | 111 | | 107.00 | 11,877.00 | | 1,037 | 12,316,449 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 31 | | 135.00 | 4,185.00 | | 1,167 | 4,883,895 |
| | 5 | 31 | | 150.00 | 4,650.00 | | 1,167 | 5,426,550 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 66 | | 40.00 | 2,640.00 | 10% | 1,156 | 3,357,024 |
| | 2 | 15 | | 61.00 | 915.00 | 10% | 1,156 | 1,163,514 |
| Terrace | 2 | 15 | | 70.00 | 1,050.00 | | 1,023 | 1,074,150 |
| | 3 | 21 | | 84.00 | 1,764.00 | | 1,023 | 1,804,572 |
| Semi | 2 | 12 | | 79.00 | 948.00 | | 1,037 | 983,076 |
| | 3 | 15 | | 93.00 | 1,395.00 | | 1,037 | 1,446,615 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 3 | | 100.00 | 300.00 | | 1,167 | 350,100 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 28.090 |
|---|---|---|
| | Net | 20.230 |

Base areas
Site make up

| Number | 5 | Units | Area ha | Density erage Unit Size Units/ha | m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality een/Brown lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|
| **Wharford Farm** | | **817** | **29.80** | **27.42** | **88** | **72,046** | **2,418** | **77,578,591** | **1,076.79** | Runcorn Green Agricultural |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 37 | | 45.00 | 1,665.00 | 10% | 1,156 | 2,117,214 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 92 | | 75.00 | 6,900.00 | | 1,023 | 7,058,700 |
| | 3 | 153 | | 95.00 | 14,535.00 | | 1,023 | 14,869,305 |
| Semi | 2 | 92 | | 85.00 | 7,820.00 | | 1,037 | 8,109,340 |
| | 3 | 153 | | 107.00 | 16,371.00 | | 1,037 | 16,976,727 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 43 | | 135.00 | 5,805.00 | | 1,167 | 6,774,435 |
| | 5 | 43 | | 150.00 | 6,450.00 | | 1,167 | 7,527,150 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 93 | | 40.00 | 3,720.00 | 10% | 1,156 | 4,730,352 |
| | 2 | 20 | | 61.00 | 1,220.00 | 10% | 1,156 | 1,551,352 |
| Terrace | 2 | 20 | | 70.00 | 1,400.00 | | 1,023 | 1,432,200 |
| | 3 | 29 | | 84.00 | 2,436.00 | | 1,023 | 2,492,028 |
| Semi | 2 | 16 | | 79.00 | 1,264.00 | | 1,037 | 1,310,768 |
| | 3 | 20 | | 93.00 | 1,860.00 | | 1,037 | 1,928,820 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 6 | | 100.00 | 600.00 | | 1,167 | 700,200 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 42.570 |
|---|---|---|
| | Net | 29.800 |

| Number | 6 | Units | Area ha | Density erage Unit Size Units/ha | m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality een/Brown lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|
| **Land between The Office Village, Dar** | | **411** | **13.72** | **29.96** | **88** | **36,262** | **2,643** | **39,064,384** | **1,077.28** | Runcorn Green Agricultural |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 18 | | 45.00 | 810.00 | 10% | 1,156 | 1,029,996 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 46 | | 75.00 | 3,450.00 | | 1,023 | 3,529,350 |
| | 3 | 77 | | 95.00 | 7,315.00 | | 1,023 | 7,483,245 |
| Semi | 2 | 46 | | 85.00 | 3,910.00 | | 1,037 | 4,054,670 |
| | 3 | 77 | | 107.00 | 8,239.00 | | 1,037 | 8,543,843 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 22 | | 135.00 | 2,970.00 | | 1,167 | 3,465,990 |
| | 5 | 22 | | 150.00 | 3,300.00 | | 1,167 | 3,851,100 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 48 | | 40.00 | 1,920.00 | 10% | 1,156 | 2,441,472 |
| | 2 | 10 | | 61.00 | 610.00 | 10% | 1,156 | 775,676 |
| Terrace | 2 | 10 | | 70.00 | 700.00 | | 1,023 | 716,100 |
| | 3 | 14 | | 84.00 | 1,176.00 | | 1,023 | 1,203,048 |
| Semi | 2 | 8 | | 79.00 | 632.00 | | 1,037 | 655,384 |
| | 3 | 10 | | 93.00 | 930.00 | | 1,037 | 964,410 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 3 | | 100.00 | 300.00 | | 1,167 | 350,100 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 19.100 |
|---|---|---|
| | Net | 13.720 |

Base areas
Site make up

| Number | 7 | Units | Area ha | Density Units/ha | erage Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Preston on the Hill** | | **316** | **10.57** | **29.90** | **88** | **27,938** | **2,643** | **30,080,060** | **1,076.67** | Runcorn | Green | Agricultural |

| | | | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | | | 0 |
| Flat | | 1 | | 13 | | 45.00 | 585.00 | 10% | 1,156 | 743,886 |
| | | 2 | | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | | 2 | | 36 | | 75.00 | 2,700.00 | | 1,023 | 2,762,100 |
| | | 3 | | 59 | | 95.00 | 5,605.00 | | 1,023 | 5,733,915 |
| Semi | | 2 | | 36 | | 85.00 | 3,060.00 | | 1,037 | 3,173,220 |
| | | 3 | | 59 | | 107.00 | 6,313.00 | | 1,037 | 6,546,581 |
| Det | | 3 | | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | | 4 | | 17 | | 135.00 | 2,295.00 | | 1,167 | 2,678,265 |
| | | 5 | | 17 | | 150.00 | 2,550.00 | | 1,167 | 2,975,850 |
| Flat 1 High* | | 1 | | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | | | |
| Flat | | 1 | | 36 | | 40.00 | 1,440.00 | 10% | 1,156 | 1,831,104 |
| | | 2 | | 8 | | 61.00 | 488.00 | 10% | 1,156 | 620,541 |
| Terrace | | 2 | | 8 | | 70.00 | 560.00 | | 1,023 | 572,880 |
| | | 3 | | 11 | | 84.00 | 924.00 | | 1,023 | 945,252 |
| Semi | | 2 | | 6 | | 79.00 | 474.00 | | 1,037 | 491,538 |
| | | 3 | | 8 | | 93.00 | 744.00 | | 1,037 | 771,528 |
| Det | | 3 | | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | | 4 | | 2 | | 100.00 | 200.00 | | 1,167 | 233,400 |
| | | 5 | | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | | 1 | | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 14.390 |
|---|---|---|
| | Net | 10.570 |

| Number | 8 | Units | Area ha | Density Units/ha | erage Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality | een/ Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Large Greenfield** | **300** | **300** | **8.57** | **35.00** | **88** | **26,447** | **3,085** | **28,458,165** | **1,076.05** | Halton | Green | Agricultural |

| | | | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | | | 0 |
| Flat | | 1 | | 13 | | 45.00 | 585.00 | 10% | 1,156 | 743,886 |
| | | 2 | | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | | 2 | | 34 | | 75.00 | 2,550.00 | | 1,023 | 2,608,650 |
| | | 3 | | 56 | | 95.00 | 5,320.00 | | 1,023 | 5,442,360 |
| Semi | | 2 | | 34 | | 85.00 | 2,890.00 | | 1,037 | 2,996,930 |
| | | 3 | | 56 | | 107.00 | 5,992.00 | | 1,037 | 6,213,704 |
| Det | | 3 | | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | | 4 | | 16 | | 135.00 | 2,160.00 | | 1,167 | 2,520,720 |
| | | 5 | | 16 | | 150.00 | 2,400.00 | | 1,167 | 2,800,800 |
| Flat 1 High* | | 1 | | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | | | |
| Flat | | 1 | | 34 | | 40.00 | 1,360.00 | 10% | 1,156 | 1,729,376 |
| | | 2 | | 8 | | 61.00 | 488.00 | 10% | 1,156 | 620,541 |
| Terrace | | 2 | | 8 | | 70.00 | 560.00 | | 1,023 | 572,880 |
| | | 3 | | 11 | | 84.00 | 924.00 | | 1,023 | 945,252 |
| Semi | | 2 | | 6 | | 79.00 | 474.00 | | 1,037 | 491,538 |
| | | 3 | | 8 | | 93.00 | 744.00 | | 1,037 | 771,528 |
| Det | | 3 | | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | | 4 | | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | | 5 | | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | | 1 | | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 12.245 |
|---|---|---|
| | Net | 8.571 |

| Number | 9 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Large Greenfield** | **150** | **150** | **4.29** | **35.00** | **88** | **13,204** | **3,081** | | **14,214,727** | **1,076.55** | Halton | Green | Agricultural |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Area | Gross | 6.122 |
| | Net | 4.286 |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 7 | | 45.00 | 315.00 | 10% | 1,156 | 400,554 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 17 | | 75.00 | 1,275.00 | | 1,023 | 1,304,325 |
| | 3 | 28 | | 95.00 | 2,660.00 | | 1,023 | 2,721,180 |
| Semi | 2 | 17 | | 85.00 | 1,445.00 | | 1,037 | 1,498,465 |
| | 3 | 28 | | 107.00 | 2,996.00 | | 1,037 | 3,106,852 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 8 | | 135.00 | 1,080.00 | | 1,167 | 1,260,360 |
| | 5 | 8 | | 150.00 | 1,200.00 | | 1,167 | 1,400,400 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 17 | | 40.00 | 680.00 | 10% | 1,156 | 864,688 |
| | 2 | 4 | | 61.00 | 244.00 | 10% | 1,156 | 310,270 |
| Terrace | 2 | 4 | | 70.00 | 280.00 | | 1,023 | 286,440 |
| | 3 | 5 | | 84.00 | 420.00 | | 1,023 | 429,660 |
| Semi | 2 | 3 | | 79.00 | 237.00 | | 1,037 | 245,769 |
| | 3 | 4 | | 93.00 | 372.00 | | 1,037 | 385,764 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Number | 10 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Large Greenfield** | **75** | **75** | **2.14** | **35.00** | **89** | **6,661** | **3,108** | | **7,171,513** | **1,076.64** | Halton | Green | Agricultural |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Area | Gross | 2.679 |
| | Net | 2.143 |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 3 | | 45.00 | 135.00 | 10% | 1,156 | 171,666 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 8 | | 75.00 | 600.00 | | 1,023 | 613,800 |
| | 3 | 14 | | 95.00 | 1,330.00 | | 1,023 | 1,360,590 |
| Semi | 2 | 8 | | 85.00 | 680.00 | | 1,037 | 705,160 |
| | 3 | 14 | | 107.00 | 1,498.00 | | 1,037 | 1,553,426 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 4 | | 135.00 | 540.00 | | 1,167 | 630,180 |
| | 5 | 4 | | 150.00 | 600.00 | | 1,167 | 700,200 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 8 | | 40.00 | 320.00 | 10% | 1,156 | 406,912 |
| | 2 | 2 | | 61.00 | 122.00 | 10% | 1,156 | 155,135 |
| Terrace | 2 | 2 | | 70.00 | 140.00 | | 1,023 | 143,220 |
| | 3 | 3 | | 84.00 | 252.00 | | 1,023 | 257,796 |
| Semi | 2 | 2 | | 79.00 | 158.00 | | 1,037 | 163,846 |
| | 3 | 2 | | 93.00 | 186.00 | | 1,037 | 192,882 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 100.00 | 100.00 | | 1,167 | 116,700 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Number | 11 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Medium Greenfield 40** | | **40** | **1.14** | **35.00** | **89** | **3,573** | **3,126** | | **3,822,486** | **1,069.83** | Halton | Green | Agricultural |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Area | Gross | 1.270 |
| | Net | 1.143 |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 5 | | 75.00 | 375.00 | | 1,023 | 383,625 |
| | 3 | 8 | | 95.00 | 760.00 | | 1,023 | 777,480 |
| Semi | 2 | 5 | | 85.00 | 425.00 | | 1,037 | 440,725 |
| | 3 | 8 | | 107.00 | 856.00 | | 1,037 | 887,672 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 2 | | 135.00 | 270.00 | | 1,167 | 315,090 |
| | 5 | 2 | | 150.00 | 300.00 | | 1,167 | 350,100 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 5 | | 40.00 | 200.00 | 10% | 1,156 | 254,320 |
| | 2 | 1 | | 61.00 | 61.00 | 10% | 1,156 | 77,568 |
| Terrace | 2 | 1 | | 70.00 | 70.00 | | 1,023 | 71,610 |
| | 3 | 1 | | 84.00 | 84.00 | | 1,023 | 85,932 |
| Semi | 2 | 1 | | 79.00 | 79.00 | | 1,037 | 81,923 |
| | 3 | 1 | | 93.00 | 93.00 | | 1,037 | 96,441 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Number | 12 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Medium Greenfield 20** | | **20** | **0.57** | **35.00** | **88** | **1,753** | **3,068** | | **1,888,971** | **1,077.56** | Halton | Green | Agricultural |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Area | Gross | 0.635 |
| | Net | 0.571 |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 1 | | 45.00 | 45.00 | 10% | 1,156 | 57,222 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 2 | | 75.00 | 150.00 | | 1,023 | 153,450 |
| | 3 | 4 | | 95.00 | 380.00 | | 1,023 | 388,740 |
| Semi | 2 | 2 | | 85.00 | 170.00 | | 1,037 | 176,290 |
| | 3 | 4 | | 107.00 | 428.00 | | 1,037 | 443,836 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 135.00 | 135.00 | | 1,167 | 157,545 |
| | 5 | 1 | | 150.00 | 150.00 | | 1,167 | 175,050 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 2 | | 40.00 | 80.00 | 10% | 1,156 | 101,728 |
| | 2 | 1 | | 61.00 | 61.00 | 10% | 1,156 | 77,568 |
| Terrace | 2 | 1 | | 70.00 | 70.00 | | 1,023 | 71,610 |
| | 3 | 1 | | 84.00 | 84.00 | | 1,023 | 85,932 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Number | 13 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Medium Greenfield 12** | | **12** | **0.36** | **33.00** | **90** | **1,074** | **2,954** | | **1,165,059** | **1,084.78** | Halton | Green | Agricultural |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 1 | | 45.00 | 45.00 | 10% | 1,156 | 57,222 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 1 | | 75.00 | 75.00 | | 1,023 | 76,725 |
| | 3 | 2.0 | | 95.00 | 190.00 | | 1,023 | 194,370 |
| Semi | 2 | 1 | | 85.00 | 85.00 | | 1,037 | 88,145 |
| | 3 | 2 | | 107.00 | 214.00 | | 1,037 | 221,918 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 135.00 | 135.00 | | 1,167 | 157,545 |
| | 5 | 1 | | 150.00 | 150.00 | | 1,167 | 175,050 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | 0 | |
| Flat | 1 | 1 | | 40.00 | 40.00 | 10% | 1,156 | 50,864 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 2.0 | | 70.00 | 140.00 | | 1,023 | 143,220 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.364 |
|---|---|---|
| | Net | 0.364 |

| Number | 14 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Small Greenfield 7** | | **7** | **0.22** | **32.00** | **100** | **699** | **3,195** | | **738,703** | **1,056.80** | Halton | Green | Paddock |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 1 | | 75.00 | 75.00 | | 1,023 | 76,725 |
| | 3 | 2 | | 95.00 | 190.00 | | 1,023 | 194,370 |
| Semi | 2 | 1.0 | | 85.00 | 85.00 | | 1,037 | 88,145 |
| | 3 | 2.0 | | 107.00 | 214.00 | | 1,037 | 221,918 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 135.00 | 135.00 | | 1,167 | 157,545 |
| | 5 | 0 | | 150.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | 0 | |
| Flat | 1 | 0 | | 40.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 70.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0.0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.219 |
|---|---|---|
| | Net | 0.219 |

Base areas
Site make up

| Number | 15 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/ Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Small Greenfield** | 3 | **3** | **0.10** | **30.00** | **135** | **405** | **4,050** | | **472,635** | **1,167.00** | Halton | Green | Agricultural |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 75.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 95.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 85.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 107.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 3 | | 135.00 | 405.00 | | 1,167 | 472,635 |
| | 5 | 0 | | 150.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | 0 | |
| Flat | 1 | 0 | | 40.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 70.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.100 |
|---|---|---|
| | Net | 0.100 |

| Number | 16 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Green Plot** | | **1** | **0.05** | **20.00** | **150** | **150** | **3,000** | | **175,050** | **1,167.00** | Halton | Green | Agricultural |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 75.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 95.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 85.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 107.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 135.00 | 0.00 | | 1,167 | 0 |
| | 5 | 1 | | 150.00 | 150.00 | | 1,167 | 175,050 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | 0 | |
| Flat | 1 | 0 | | 40.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 70.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.050 |
|---|---|---|
| | Net | 0.050 |

Base areas
Site make up

| Number | 17 | Units | NET Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Large Brownfield** | **300** | **300** | **6.67** | **45.00** | **88** | **26,447** | **3,967** | | **28,458,165** | **1,076.05** | Halton | Brown | Industrial |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 13 | | 45.00 | 585.00 | 10% | 1,156 | 743,886 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 34 | | 75.00 | 2,550.00 | | 1,023 | 2,608,650 |
| | 3 | 56 | | 95.00 | 5,320.00 | | 1,023 | 5,442,360 |
| Semi | 2 | 34 | | 85.00 | 2,890.00 | | 1,037 | 2,996,930 |
| | 3 | 56 | | 107.00 | 5,992.00 | | 1,037 | 6,213,704 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 16 | | 135.00 | 2,160.00 | | 1,167 | 2,520,720 |
| | 5 | 16 | | 150.00 | 2,400.00 | | 1,167 | 2,800,800 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | 0 | |
| Flat | 1 | 34 | | 40.00 | 1,360.00 | 10% | 1,156 | 1,729,376 |
| | 2 | 8 | | 61.00 | 488.00 | 10% | 1,156 | 620,541 |
| Terrace | 2 | 8 | | 70.00 | 560.00 | | 1,023 | 572,880 |
| | 3 | 11 | | 84.00 | 924.00 | | 1,023 | 945,252 |
| Semi | 2 | 6 | | 79.00 | 474.00 | | 1,037 | 491,538 |
| | 3 | 8 | | 93.00 | 744.00 | | 1,037 | 771,528 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 9.524 |
|---|---|---|
| | Net | 6.667 |

| Number | 18 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Large Brownfield** | **150** | **150** | **3.33** | **45.00** | **88** | **13,204** | **3,961** | | **14,214,727** | **1,076.55** | Halton | Brown | Industrial |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 7 | | 45.00 | 315.00 | 10% | 1,156 | 400,554 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 17 | | 75.00 | 1,275.00 | | 1,023 | 1,304,325 |
| | 3 | 28 | | 95.00 | 2,660.00 | | 1,023 | 2,721,180 |
| Semi | 2 | 17 | | 85.00 | 1,445.00 | | 1,037 | 1,498,465 |
| | 3 | 28 | | 107.00 | 2,996.00 | | 1,037 | 3,106,852 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 8 | | 135.00 | 1,080.00 | | 1,167 | 1,260,360 |
| | 5 | 8 | | 150.00 | 1,200.00 | | 1,167 | 1,400,400 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 17 | | 40.00 | 680.00 | 10% | 1,156 | 864,688 |
| | 2 | 4 | | 61.00 | 244.00 | 10% | 1,156 | 310,270 |
| Terrace | 2 | 4 | | 70.00 | 280.00 | | 1,023 | 286,440 |
| | 3 | 5 | | 84.00 | 420.00 | | 1,023 | 429,660 |
| Semi | 2 | 3 | | 79.00 | 237.00 | | 1,037 | 245,769 |
| | 3 | 4 | | 93.00 | 372.00 | | 1,037 | 385,764 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 4.167 |
|---|---|---|
| | Net | 3.333 |

Base areas
Site make up

| Number | | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Large Brownfield** | **75** | **75** | **1.67** | **45.00** | **89** | **6,661** | **3,997** | | **7,171,513** | **1,076.64** | Halton | Brown | Industrial |

| | | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | | 0 |
| Flat | | 1 | 3 | | 45.00 | 135.00 | 10% | 1,156 | 171,666 |
| | | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | | 2 | 8 | | 75.00 | 600.00 | | 1,023 | 613,800 |
| | | 3 | 14 | | 95.00 | 1,330.00 | | 1,023 | 1,360,590 |
| Semi | | 2 | 8 | | 85.00 | 680.00 | | 1,037 | 705,160 |
| | | 3 | 14 | | 107.00 | 1,498.00 | | 1,037 | 1,553,426 |
| Det | | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | | 4 | 4 | | 135.00 | 540.00 | | 1,167 | 630,180 |
| | | 5 | 4 | | 150.00 | 600.00 | | 1,167 | 700,200 |
| Flat 1 High* | | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | | |
| Flat | | 1 | 8 | | 40.00 | 320.00 | 10% | 1,156 | 406,912 |
| | | 2 | 2 | | 61.00 | 122.00 | 10% | 1,156 | 155,135 |
| Terrace | | 2 | 2 | | 70.00 | 140.00 | | 1,023 | 143,220 |
| | | 3 | 3 | | 84.00 | 252.00 | | 1,023 | 257,796 |
| Semi | | 2 | 2 | | 79.00 | 158.00 | | 1,037 | 163,846 |
| | | 3 | 2 | | 93.00 | 186.00 | | 1,037 | 192,882 |
| Det | | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | | 4 | 1 | | 100.00 | 100.00 | | 1,167 | 116,700 |
| | | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 2.083 |
|---|---|---|
| | Net | 1.667 |

| Number | | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Medium Brownfield** | **40** | **40** | **0.89** | **45.00** | **89** | **3,573** | **4,020** | | **3,822,486** | **1,069.83** | Halton | Brown | Industrial |

| | | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | | 0 |
| Flat | | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | | 2 | 5 | | 75.00 | 375.00 | | 1,023 | 383,625 |
| | | 3 | 8 | | 95.00 | 760.00 | | 1,023 | 777,480 |
| Semi | | 2 | 5 | | 85.00 | 425.00 | | 1,037 | 440,725 |
| | | 3 | 8 | | 107.00 | 856.00 | | 1,037 | 887,672 |
| Det | | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | | 4 | 2 | | 135.00 | 270.00 | | 1,167 | 315,090 |
| | | 5 | 2 | | 150.00 | 300.00 | | 1,167 | 350,100 |
| Flat 1 High* | | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | | |
| Flat | | 1 | 5 | | 40.00 | 200.00 | 10% | 1,156 | 254,320 |
| | | 2 | 1 | | 61.00 | 61.00 | 10% | 1,156 | 77,568 |
| Terrace | | 2 | 1 | | 70.00 | 70.00 | | 1,023 | 71,610 |
| | | 3 | 1 | | 84.00 | 84.00 | | 1,023 | 85,932 |
| Semi | | 2 | 1 | | 79.00 | 79.00 | | 1,037 | 81,923 |
| | | 3 | 1 | | 93.00 | 93.00 | | 1,037 | 96,441 |
| Det | | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.988 |
|---|---|---|
| | Net | 0.889 |

| Number | 21 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Medium Brownfield 20** | | **20** | **0.44** | **45.00** | **88** | **1,753** | **3,944** | | **1,888,971** | **1,077.56** | Halton | Brown | Industrial |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 1 | | 45.00 | 45.00 | 10% | 1,156 | 57,222 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 2 | | 75.00 | 150.00 | | 1,023 | 153,450 |
| | 3 | 4 | | 95.00 | 380.00 | | 1,023 | 388,740 |
| Semi | 2 | 2 | | 85.00 | 170.00 | | 1,037 | 176,290 |
| | 3 | 4 | | 107.00 | 428.00 | | 1,037 | 443,836 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 135.00 | 135.00 | | 1,167 | 157,545 |
| | 5 | 1 | | 150.00 | 150.00 | | 1,167 | 175,050 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 2 | | 40.00 | 80.00 | 10% | 1,156 | 101,728 |
| | 2 | 1 | | 61.00 | 61.00 | 10% | 1,156 | 77,568 |
| Terrace | 2 | 1 | | 70.00 | 70.00 | | 1,023 | 71,610 |
| | 3 | 1 | | 84.00 | 84.00 | | 1,023 | 85,932 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.494 |
|---|---|---|
| | Net | 0.444 |

| Number | 22 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Medium Brownfield 12** | | **12** | **0.27** | **45.00** | **90** | **1,074** | **4,028** | | **1,165,059** | **1,084.78** | Halton | Brown | Industrial |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 1 | | 45.00 | 45.00 | 10% | 1,156 | 57,222 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 1 | | 75.00 | 75.00 | | 1,023 | 76,725 |
| | 3 | 2 | | 95.00 | 190.00 | | 1,023 | 194,370 |
| Semi | 2 | 1 | | 85.00 | 85.00 | | 1,037 | 88,145 |
| | 3 | 2 | | 107.00 | 214.00 | | 1,037 | 221,918 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 135.00 | 135.00 | | 1,167 | 157,545 |
| | 5 | 1 | | 150.00 | 150.00 | | 1,167 | 175,050 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 1 | | 40.00 | 40.00 | 10% | 1,156 | 50,864 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 2 | | 70.00 | 140.00 | | 1,023 | 143,220 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.267 |
|---|---|---|
| | Net | 0.267 |

| Number | 23 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Small Brownfield** | **7** | **7** | **0.17** | **42.00** | **100** | **699** | **4,194** | | **738,703** | **1,056.80** | Halton | Brown | Industrial |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 1 | | 75.00 | 75.00 | | 1,023 | 76,725 |
| | 3 | 2 | | 95.00 | 190.00 | | 1,023 | 194,370 |
| Semi | 2 | 1 | | 85.00 | 85.00 | | 1,037 | 88,145 |
| | 3 | 2 | | 107.00 | 214.00 | | 1,037 | 221,918 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 1 | | 135.00 | 135.00 | | 1,167 | 157,545 |
| | 5 | 0 | | 150.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 0 | | 40.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 70.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.167 |
|---|---|---|
| | Net | 0.167 |

| Number | 24 | Units | Area | Density | erage Unit Size | Developed | Density | | Total Cost | Rate | Locality | een/Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | | | |
| **Small Brownfield** | **3** | **3** | **0.08** | **40.00** | **95** | **285** | **3,800** | | **291,555** | **1,023.00** | Halton | Brown | Industrial |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 75.00 | 0.00 | | 1,023 | 0 |
| | 3 | 3 | | 95.00 | 285.00 | | 1,023 | 291,555 |
| Semi | 2 | 0 | | 85.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 107.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 135.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 150.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 45.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 75.00 | 0.00 | 10% | 1,186 | 0 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 0 | | 40.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 70.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 10% | 1,186 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| Area | Gross | 0.075 |
|---|---|---|
| | Net | 0.075 |

Base areas
Site make up

| Number | 25 | Units | Area | Density erage | Unit Size | Developed | Density | | Total Cost | Rate | Locality een/Brown lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ha | Units/ha | m2 | m2 | m2/ha | | | £/m2 | |
| **Urban Flats** | | **60** | **0.60** | **100.00** | **57** | **3,402** | **5,670** | | **4,438,249** | **1,304.60** | Halton Brown Industrial |

| | Beds | No | | m2 | Total | | BCIS | COST |
|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 |
| Flat | 1 | 0 | | 45.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 75.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 95.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 85.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 107.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 112.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 135.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 150.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 18 | | 45.00 | 810.00 | 10% | 1,186 | 1,056,726 |
| Flat 2 High* | 2 | 18 | | 65.00 | 1,170.00 | 10% | 1,186 | 1,526,382 |
| Flat 3 High* | 3 | 9 | | 75.00 | 675.00 | 10% | 1,186 | 880,605 |
| **Affordable** | | | | | | | | |
| Flat | 1 | 0 | | 40.00 | 0.00 | 10% | 1,156 | 0 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,156 | 0 |
| Terrace | 2 | 0 | | 70.00 | 0.00 | | 1,023 | 0 |
| | 3 | 0 | | 84.00 | 0.00 | | 1,023 | 0 |
| Semi | 2 | 0 | | 79.00 | 0.00 | | 1,037 | 0 |
| | 3 | 0 | | 93.00 | 0.00 | | 1,037 | 0 |
| Det | 3 | 0 | | 93.00 | 0.00 | | 1,167 | 0 |
| | 4 | 0 | | 100.00 | 0.00 | | 1,167 | 0 |
| | 5 | 0 | | 110.00 | 0.00 | | 1,167 | 0 |
| Flat 1 High* | 1 | 8 | | 40.00 | 320.00 | 10% | 1,186 | 417,472 |
| Flat 2 High* | 2 | 7 | | 61.00 | 427.00 | 10% | 1,186 | 557,064 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 10% | 1,186 | 0 |

| | | |
|---|---|---|
| Area | Gross | 1.000 |
| | Net | 0.600 |

**Base areas**
**For Apps**

| | | | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | North Widnes | North East Widnes | North West Widnes | Halebank | Wharford Farm | Land between The Office Village | Preston on the Hill | Large Greenfield 300 | Large Greenfield 150 | Large Greenfield 75 | Medium Greenfield 40 | Medium Greenfield 20 | Medium Greenfield 12 | Small Greenfield 7 | Small Greenfield 3 | Green Plot | Large Brownfield 300 | Large Brownfield 150 | Large Brownfield 75 | Medium Brownfield 40 | Medium Brownfield 20 | Medium Brownfield 12 | Small Brownfield 7 | Small Brownfield 3 | Urban Flats |
| | **Green/brown field** | | 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 |
| | **Use** | | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Paddock | Agricultural | Agricultural | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial |
| | **Locality** | | Widnes | Widnes | Widnes | Widnes | Runcorn | Runcorn | Runcorn | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton | Halton |
| **Site Area** | **Gross** | **ha** | 18.18 | 38.74 | 20.98 | 28.09 | 42.57 | 19.10 | 14.39 | 12.24 | 6.12 | 2.68 | 1.27 | 0.63 | 0.36 | 0.22 | 0.10 | 0.05 | 9.52 | 4.17 | 2.08 | 0.99 | 0.49 | 0.27 | 0.17 | 0.08 | 1.00 |
| | **Net** | ha | 12.72 | 27.12 | 14.69 | 20.23 | 29.80 | 13.72 | 10.57 | 8.57 | 4.29 | 2.14 | 1.14 | 0.57 | 0.36 | 0.22 | 0.10 | 0.05 | 6.67 | 3.33 | 1.67 | 0.89 | 0.44 | 0.27 | 0.17 | 0.08 | 0.60 |
| **Units** | | | 382 | 818 | 440 | 590 | 817 | 411 | 316 | 300 | 150 | 75 | 40 | 20 | 12 | 7 | 3 | 1 | 300 | 150 | 75 | 40 | 20 | 12 | 7 | 3 | 60 |
| **Average Unit Size** | | m2 | 88.15 | 88.26 | 88.33 | 88.21 | 88.18 | 88.23 | 88.41 | 88.16 | 88.03 | 88.81 | 89.33 | 87.65 | 89.50 | 99.86 | 135.00 | 150.00 | 88.16 | 88.03 | 88.81 | 89.33 | 87.65 | 89.50 | 99.86 | 95.00 | 56.70 |
| **Mix** | Intermediate to Buy | | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | | | | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | | | 6.00% |
| | Affordable Rent | | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | | | | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | | | 19.00% |
| | Social Rent | | 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% |
| **Price** | Market | £/m2 | 2,350 | 2,350 | 2,350 | 2,350 | 2,350 | 2,350 | 2,350 | 2,350 | 2,350 | 2,350 | 2,300 | 2,300 | 2,300 | 2,600 | 2,600 | 2,600 | 2,200 | 2,200 | 2,200 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,150 |
| | Intermediate to Buy | £/m2 | 1,645 | 1,645 | 1,645 | 1,645 | 1,645 | 1,645 | 1,645 | 1,645 | 1,645 | 1,645 | 1,610 | 1,610 | 1,610 | 1,820 | 1,820 | 1,820 | 1,540 | 1,540 | 1,540 | 1,400 | 1,400 | 1,400 | 1,400 | 1,400 | 1,505 |
| | Affordable Rent | £/m2 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 |
| | Social Rent | £/m2 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 |
| **Grant and Subsi** | Intermediate to Buy | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Affordable Rent | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Social Rent | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Sales per Quarter** | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Unit Build Time** | | | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| **Alternative Use Value** | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 50,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 |
| **Up Lift %** | | % | | | | | | | | | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| **Additional Uplift** | | £/ha | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | | | | | | | | | |
| **Easements etc** | | £ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Legals / Acquisition** | | % land | 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% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% |
| **Planning Fee** | <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 |
| | >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 |
| **Architects** | | % | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% |
| **QS / PM** | | % | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% |
| **Planning Consultants** | | % | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% |
| **Other Professional** | | % | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| **BCIS** | | £/m2 | 1,076 | 1,077 | 1,076 | 1,076 | 1,077 | 1,077 | 1,077 | 1,076 | 1,077 | 1,077 | 1,070 | 1,078 | 1,085 | 1,057 | 1,167 | 1,167 | 1,076 | 1,077 | 1,077 | 1,070 | 1,078 | 1,085 | 1,057 | 1,023 | 1,305 |
| **CfSH** | | % | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Energy** | | £/m2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| **Design** | | £/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 |
| **Acc & Adpt** | | £/m2 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 | 11.0 |
| **Water** | | £/m2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| **Small Sites** | | % | | | | | | | | | | | | | | 6% | 13% | 13% | | | | | | | 6% | 13% | 13% |
| **Site Costs** | | % | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 10.0% | 10.0% | 10.0% | 10.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 10.0% | 10.0% | 10.0% | 5.0% |
| **Pre CIL s106** | | £/Unit | 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 |
| **Post CIL s106** | | £/Unit | 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 |
| | | £/m2 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| **LIT** | | % | | 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% |
| **Contingency** | | % | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| **Abnormals** | | % | | | | | | | | | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | £/site | | | | | | | | | | | | | | | | | | | | | | | | | |
| **FINANCE** | Fees | £ | 96,000 | 243,000 | 139,000 | 181,000 | 242,000 | 130,000 | 101,000 | 96,000 | 86,000 | 51,000 | 30,000 | 24,000 | 15,000 | 13,000 | 7,000 | 3,000 | 60,000 | 69,000 | 42,000 | 22,000 | 20,000 | 12,000 | 10,000 | 4,000 | 27,000 |
| | Interest | % | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% |
| | Legal and Valuation | £ | | | | | | | | | | | | | | | | | | | | | | | | | |
| **SALES** | Agents | % | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% |
| | Legals | % | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% |
| | 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 |
| **Developers Prof** | Market Housing | | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% |
| | Affordable Housing | | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% | 17.50% |

**Base areas**
**Site 1**

| SITE NAME | Site 1 | North Widnes |
|---|---|---|

| INCOME | | Av Size m2 | | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 97.2 | 75% | 287 | | 2,350 | 65,424,970 | 27,840 |
| Shared Ownership | | 60.9 | 6% | 23 | | 1,645 | 2,295,542 | 1,395 |
| Affordable Rent | | 60.9 | 19% | 73 | | 1,685 | 7,445,975 | 4,419 |
| Social Rent | | 60.9 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | | 12.72 ha | | 30 | /ha | | **75,166,487** | **33,655** |
| SITE AREA - Gross | | 18.18 ha | | 21 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 7,696,430 | 605,065 | 423,346 |
| Alternative Use Value | 409,050 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 8,181,000 | | 450,000 |
| **Viability Threshold** | **8,590,050** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | **-375,782** | | **-13** |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | |
|---|---|---|---|---|---|
| **LAND** | | Land | 20,148 | 7,696,430 | |
| | | Stamp Duty | | 374,321 | |
| | | Easements etc. | | 0 | |
| | | Legals Acquisition | 2.00% | 153,929 | 528,250 |
| **PLANNING** | | | | | |
| | | Planning Fee | | 68,916 | |
| | | Architects | 4.00% | 1,809,926 | |
| | | QS / PM | 0.50% | 226,241 | |
| | | Planning Consultants | 1.00% | 452,482 | |
| | | Other Professional | 2.50% | 1,131,204 | 3,688,769 |
| **CONSTRUCTION** | | | | | |
| | | Build Cost - BCIS Based | 1,253 | 42,183,963 | |
| | | s106 / CIL | | 955,000 | |
| | | Contingency | 5.00% | 2,109,198 | |
| | | Abnormals | | 0 | 45,248,161 |
| **FINANCE** | | | | | |
| | | Fees | | 96,000 | |
| | | Interest | 6.00% | | |
| | | Legal and Valuation | | 0 | 96,000 |
| **SALES** | | | | | |
| | | Agents | 3.0% | 2,254,995 | |
| | | Legals | 0.5% | 375,832 | |
| | | Misc. | | 0 | 2,630,827 **59,888,437** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **11,449,370** |
| | Affordable Housing | 17.50% | **1,704,765** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 382 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 332 | 138 | 45,816 |
| | | **Total** | 68,916 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 7,696,430 |
| | **Total** | 374,321 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 8,590,050 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | **Total** | 429,503 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **955,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 955,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **955,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,076 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,253** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 32 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | | | | | | | | | | | | | | | | |
| Market Housing | | 5,480,626 | 8,563,478 | 8,563,478 | 8,563,478 | 8,563,478 | 8,563,478 | 8,563,478 | 8,563,478 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 192,297 | 300,464 | 300,464 | 300,464 | 300,464 | 300,464 | 300,464 | 300,464 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 623,747 | 974,604 | 974,604 | 974,604 | 974,604 | 974,604 | 974,604 | 974,604 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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** | **6,296,669** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 374,321 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 153,929 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 68,916 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 1,809,926 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 226,241 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 452,482 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 1,131,204 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 3,533,735 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 80,000 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 176,687 | 276,073 | 276,073 | 276,073 | 276,073 | 276,073 | 276,073 | 276,073 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 96,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 188,900 | 295,156 | 295,156 | 295,156 | 295,156 | 295,156 | 295,156 | 295,156 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 31,483 | 49,193 | 49,193 | 49,193 | 49,193 | 49,193 | 49,193 | 49,193 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **4,313,019** | **4,010,805** | **6,266,883** | **6,266,883** | **6,266,883** | **6,266,883** | **6,266,883** | **6,266,883** | **6,266,883** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **7,696,430** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 720,567 | 626,649 | 449,948 | 262,646 | 64,105 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 11,449,370 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,704,765 |
| Cash Flow | -12,009,449 | 1,565,297 | 2,945,013 | 3,121,714 | 3,309,017 | 3,507,558 | 3,571,662 | 3,571,662 | 3,571,662 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -13,154,135 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -12,009,449 | -10,444,152 | -7,499,139 | -4,377,425 | -1,068,409 | 2,439,149 | 6,010,811 | 9,582,473 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 13,154,135 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **6,296,669** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **9,838,545** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 8,590,050 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 429,503 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 171,801 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 68,916 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 1,809,926 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 226,241 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 452,482 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 1,131,204 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 3,533,735 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 5,521,461 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -53,683 | -53,683 | -53,683 | -53,683 | -53,683 | -53,683 | -53,683 | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 80,000 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 176,687 | 276,073 | 276,073 | 276,073 | 276,073 | 276,073 | 276,073 | 276,073 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 96,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 188,900 | 295,156 | 295,156 | 295,156 | 295,156 | 295,156 | 295,156 | 295,156 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 31,483 | 49,193 | 49,193 | 49,193 | 49,193 | 49,193 | 49,193 | 49,193 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **12,922,439** | **3,957,122** | **6,213,200** | **6,213,200** | **6,213,200** | **6,213,200** | **6,213,200** | **6,266,883** | **6,266,883** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 775,346 | 681,494 | 504,863 | 317,634 | 119,172 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 10,583,883 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,704,765 |
| Cash Flow | -12,922,439 | 1,564,201 | 2,943,851 | 3,120,482 | 3,307,711 | 3,506,174 | 3,625,345 | 3,571,662 | 3,571,662 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -12,288,648 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -12,922,439 | -11,358,239 | -8,414,388 | -5,293,906 | -1,986,195 | 1,519,978 | 5,145,324 | 8,716,986 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 12,288,648 | 0 |

**Base areas**
**Site 2**

| SITE NAME | Site 2 | North East Widnes |
|---|---|---|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 97.2 | 75% | 614 | 2,350 | 140,171,361 | 59,647 |
| Shared Ownership | 61.3 | 6% | 49 | 1,645 | 4,947,096 | 3,007 |
| Affordable Rent | 61.3 | 19% | 155 | 1,685 | 16,046,734 | 9,523 |
| Social Rent | 61.3 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 27.12 ha | | 30 /ha | | **161,165,191** | **72,178** |
| SITE AREA - Gross | 38.74 ha | | 21 /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 15,074,084 | 555,829 | 389,109 |
| Alternative Use Value | 871,650 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 17,433,000 | | 450,000 |
| **Viability Threshold** | **18,304,650** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | **-2,452,947** | **-41** | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 18,428 | | 15,074,084 | |
| | Stamp Duty | | 743,204 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 301,482 | 1,044,686 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 129,084 | | |
| | Architects | 4.00% | 3,884,869 | | |
| | QS / PM | 0.50% | 485,609 | | |
| | Planning Consultants | 1.00% | 971,217 | | |
| | Other Professional | 2.50% | 2,428,043 | 7,898,823 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,255 | 90,549,273 | | |
| | s106 / CIL | | 2,045,000 | | |
| | Contingency | 5.00% | 4,527,464 | | |
| | Abnormals | | 0 | 97,121,737 | |
| **FINANCE** | | | | | |
| | Fees | | 243,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 243,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 4,834,956 | | |
| | Legals | 0.5% | 805,826 | | |
| | Misc. | | 0 | 5,640,782 | **127,023,111** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **24,529,988** |
| | Affordable Housing | 17.50% | **3,673,920** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 818 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 768 | 138 | 105,984 |
| | | **Total** | 129,084 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 15,074,084 |
| | **Total** | 743,204 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 18,304,650 |
| 125,000 | 0% | 1% |
| 250,000 | 1% | 3% |
| 500,000 | 3% | 4% |
| 1,000,000 | 4% | 5% |
| above | 5% | 5% |
| | **Total** | 915,233 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **2,045,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 2,045,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **2,045,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 162 | 15% |
| | **1,255** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 43 | | | | | | | | | | | | | | |
| Market Housing | | 4,283,966 | 8,567,932 | 17,135,863 | 17,135,863 | 17,135,863 | 17,135,863 | 17,135,863 | 17,135,863 | 17,135,863 | 7,368,421 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 151,195 | 302,390 | 604,779 | 604,779 | 604,779 | 604,779 | 604,779 | 604,779 | 604,779 | 260,055 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 490,426 | 980,852 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 843,532 | 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 |
| 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** | **4,925,587** | **9,851,173** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **8,472,009** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 743,204 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 301,482 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 129,084 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 3,884,869 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 485,609 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 971,217 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 2,428,043 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,767,398 | 5,534,797 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 4,759,925 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 107,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,370 | 276,740 | 553,480 | 553,480 | 553,480 | 553,480 | 553,480 | 553,480 | 553,480 | 237,996 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 243,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 147,768 | 295,535 | 591,070 | 591,070 | 591,070 | 591,070 | 591,070 | 591,070 | 591,070 | 254,160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,628 | 49,256 | 98,512 | 98,512 | 98,512 | 98,512 | 98,512 | 98,512 | 98,512 | 42,360 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **9,186,509** | **3,140,664** | **6,281,328** | **12,562,655** | **12,562,655** | **12,562,655** | **12,562,655** | **12,562,655** | **12,562,655** | **12,562,655** | **5,401,942** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | 15,074,084 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,455,636 | 1,435,878 | 1,307,840 | 957,929 | 587,024 | 193,864 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 24,529,988 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 3,673,920 |
| Cash Flow | -24,260,593 | 329,287 | 2,133,967 | 5,831,851 | 6,181,762 | 6,552,667 | 6,945,827 | 7,139,691 | 7,139,691 | 7,139,691 | 3,070,067 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -28,203,908 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -24,260,593 | -23,931,306 | -21,797,339 | -15,965,488 | -9,783,727 | -3,231,059 | 3,714,768 | 10,854,459 | 17,994,150 | 25,133,841 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 28,203,908 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,925,587** | **9,851,173** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **19,702,346** | **8,472,009** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 18,304,650 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 915,233 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 366,093 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 129,084 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 3,884,869 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 485,609 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 971,217 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 2,428,043 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,767,398 | 5,534,797 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 11,069,593 | 4,759,925 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -245,295 | -245,295 | -245,295 | -245,295 | -245,295 | -245,295 | -245,295 | -245,295 | -245,295 | -245,295 | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 107,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,370 | 276,740 | 553,480 | 553,480 | 553,480 | 553,480 | 553,480 | 553,480 | 553,480 | 237,996 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 243,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 147,768 | 295,535 | 591,070 | 591,070 | 591,070 | 591,070 | 591,070 | 591,070 | 591,070 | 254,160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,628 | 49,256 | 98,512 | 98,512 | 98,512 | 98,512 | 98,512 | 98,512 | 98,512 | 42,360 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **27,482,504** | **2,895,369** | **6,036,033** | **12,317,360** | **12,317,360** | **12,317,360** | **12,317,360** | **12,317,360** | **12,317,360** | **12,317,360** | **5,401,942** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,648,950 | 1,626,074 | 1,494,730 | 1,141,315 | 766,695 | 369,597 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 22,406,540 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 3,673,920 |
| Cash Flow | -27,482,504 | 381,267 | 2,189,066 | 5,890,255 | 6,243,671 | 6,618,291 | 7,015,389 | 7,384,986 | 7,384,986 | 7,384,986 | 3,070,067 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -26,080,460 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -27,482,504 | -27,101,236 | -24,912,170 | -19,021,915 | -12,778,244 | -6,159,953 | 855,436 | 8,240,421 | 15,625,407 | 23,010,393 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 26,080,460 | 0 |

**Base areas**
**Site 3**

| SITE NAME | Site 3 | North West Widnes |
|---|---|---|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 97.4 | 75% | 330 | 2,350 | 75,507,850 | 32,131 |
| Shared Ownership | 61.2 | 6% | 26 | 1,645 | 2,658,978 | 1,616 |
| Affordable Rent | 61.2 | 19% | 84 | 1,685 | 8,624,841 | 5,119 |
| Social Rent | 61.2 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 14.69 ha | | 30 /ha | | **86,791,669** | **38,866** |
| SITE AREA - Gross | 20.98 ha | | 21 /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 8,877,022 | 604,290 | 423,118 |
| Alternative Use Value | 472,050 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 9,441,000 | | 450,000 |
| **Viability Threshold** | **9,913,050** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | -394,931 | | -12 |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | |
|---|---|---|---|---|
| **LAND** | | | | |
| | Land | 20,175 | | 8,877,022 |
| | Stamp Duty | | 433,351 | |
| | Easements etc. | | 0 | |
| | Legals Acquisition | 2.00% | 177,540 | 610,892 |
| **PLANNING** | | | | |
| | Planning Fee | | 76,920 | |
| | Architects | 4.00% | 2,090,049 | |
| | QS / PM | 0.50% | 261,256 | |
| | Planning Consultants | 1.00% | 522,512 | |
| | Other Professional | 2.50% | 1,306,281 | 4,257,019 |
| **CONSTRUCTION** | | | | |
| | Build Cost - BCIS Based | 1,253 | 48,715,459 | |
| | s106 / CIL | | 1,100,000 | |
| | Contingency | 5.00% | 2,435,773 | |
| | Abnormals | | 0 | 52,251,232 |
| **FINANCE** | | | | |
| | Fees | | 139,000 | |
| | Interest | 6.00% | | |
| | Legal and Valuation | | 0 | 139,000 |
| **SALES** | | | | |
| | Agents | 3.0% | 2,603,750 | |
| | Legals | 0.5% | 433,958 | |
| | Misc. | | 0 | 3,037,708 **69,172,872** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **13,213,874** |
| | Affordable Housing | 17.50% | **1,974,668** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 440 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5 | 390 | 138 | 53,820 |
| | | **Total** | 76,920 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 8,877,022 |
| | **Total** | 433,351 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 9,913,050 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | **Total** | 495,653 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **1,100,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 1,100,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,100,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,076 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,253** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 100 | 100 | 100 | 50 | 15 | | | | | | | | | | | | | | | | | |
| Market Housing | | 4,290,219 | 8,580,438 | 17,160,875 | 17,160,875 | 17,160,875 | 8,580,438 | 2,574,131 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 151,078 | 302,157 | 604,313 | 604,313 | 604,313 | 302,157 | 90,647 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 490,048 | 980,096 | 1,960,191 | 1,960,191 | 1,960,191 | 980,096 | 294,029 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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** | **4,931,345** | **9,862,690** | **19,725,379** | **19,725,379** | **19,725,379** | **9,862,690** | **2,958,807** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 433,351 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 177,540 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 76,920 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 2,090,049 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 261,256 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 522,512 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 1,306,281 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,767,924 | 5,535,848 | 11,071,695 | 11,071,695 | 11,071,695 | 5,535,848 | 1,660,754 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 125,000 | 37,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,396 | 276,792 | 553,585 | 553,585 | 553,585 | 276,792 | 83,038 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 139,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 147,940 | 295,881 | 591,761 | 591,761 | 591,761 | 295,881 | 88,764 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,657 | 49,313 | 98,627 | 98,627 | 98,627 | 49,313 | 14,794 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **5,006,910** | **3,141,417** | **6,282,834** | **12,565,668** | **12,565,668** | **12,565,668** | **6,282,834** | **1,884,850** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **8,877,022** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 833,036 | 775,622 | 607,368 | 214,228 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 13,213,874 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,974,668 |
| Cash Flow | -13,883,932 | 956,892 | 2,804,233 | 6,552,343 | 6,945,483 | 7,159,711 | 3,579,855 | 1,073,957 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -15,188,542 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -13,883,932 | -12,927,040 | -10,122,807 | -3,570,464 | 3,375,019 | 10,534,730 | 14,114,585 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 15,188,542 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,931,345** | **9,862,690** | **19,725,379** | **19,725,379** | **19,725,379** | **9,862,690** | **2,958,807** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 9,913,050 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 495,653 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 198,261 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 76,920 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 2,090,049 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 261,256 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 522,512 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 1,306,281 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,767,924 | 5,535,848 | 11,071,695 | 11,071,695 | 11,071,695 | 5,535,848 | 1,660,754 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -56,419 | -56,419 | -56,419 | -56,419 | -56,419 | -56,419 | -56,419 | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 125,000 | 37,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,396 | 276,792 | 553,585 | 553,585 | 553,585 | 276,792 | 83,038 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 139,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 147,940 | 295,881 | 591,761 | 591,761 | 591,761 | 295,881 | 88,764 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,657 | 49,313 | 98,627 | 98,627 | 98,627 | 49,313 | 14,794 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **14,946,563** | **3,084,998** | **6,226,415** | **12,509,250** | **12,509,250** | **12,509,250** | **6,226,415** | **1,884,850** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 896,794 | 839,821 | 672,033 | 279,388 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 12,231,974 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,974,668 |
| Cash Flow | -14,946,563 | 949,553 | 2,796,454 | 6,544,096 | 6,936,742 | 7,216,130 | 3,636,274 | 1,073,957 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -14,206,642 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -14,946,563 | -13,997,011 | -11,200,557 | -4,656,461 | 2,280,281 | 9,496,411 | 13,132,685 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 14,206,642 | 0 |

**Base areas**
**Site 4**

| SITE NAME | Site 4 | Halebank |
|---|---|---|

| INCOME | | Av Size m2 | | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|---|
| Market Housing | | 97.1 | | 75% | 443 | | 2,350 | 101,011,063 | 42,983 |
| Shared Ownership | | 61.3 | | 6% | 35 | | 1,645 | 3,570,039 | 2,170 |
| Affordable Rent | | 61.3 | | 19% | 112 | | 1,685 | 11,580,022 | 6,872 |
| Social Rent | | 61.3 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | | 0 | 0 | |
| | Affordable Rent | | | | | | 0 | 0 | |
| | Social Rent | | | | | | 0 | 0 | |
| SITE AREA - Net | | 20.23 | ha | | 29 | /ha | | **116,161,124** | **52,026** |
| SITE AREA - Gross | | 28.09 | ha | | 21 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 11,459,740 | **566,473** | 407,965 |
| Alternative Use Value | 632,025 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 12,640,500 | | 450,000 |
| **Viability Threshold** | **13,272,525** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | **-1,081,534** | | **-25** |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | 11,459,740 | |
| | | Land | 19,423 | | | |
| | | Stamp Duty | | 562,487 | | |
| | | Easements etc. | | 0 | | |
| | | Legals Acquisition | 2.00% | 229,195 | 791,682 | |
| **PLANNING** | | | | | | |
| | | Planning Fee | | 97,620 | | |
| | | Architects | 4.00% | 2,798,791 | | |
| | | QS / PM | 0.50% | 349,849 | | |
| | | Planning Consultants | 1.00% | 699,698 | | |
| | | Other Professional | 2.50% | 1,749,244 | 5,695,202 | |
| **CONSTRUCTION** | | | | | | |
| | | Build Cost - BCIS Based | 1,254 | 65,233,118 | | |
| | | s106 / CIL | | 1,475,000 | | |
| | | Contingency | 5.00% | 3,261,656 | | |
| | | Abnormals | | 0 | 69,969,774 | |
| **FINANCE** | | | | | | |
| | | Fees | | 181,000 | | |
| | | Interest | 6.00% | | | |
| | | Legal and Valuation | | 0 | 181,000 | |
| **SALES** | | | | | | |
| | | Agents | 3.0% | 3,484,834 | | |
| | | Legals | 0.5% | 580,806 | | |
| | | Misc. | | 0 | 4,065,639 | **92,163,037** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **17,676,936** |
| | Affordable Housing | 17.50% | **2,651,261** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 590 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 540 | 138 | 74,520 |
| | | **Total** | 97,620 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 11,459,740 |
| | **Total** | 562,487 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 13,272,525 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | **Total** | 663,626 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **1,475,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 1,475,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,475,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,076 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,254** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 100 | 100 | 100 | 100 | 100 | 15 | | | | | | | | | | | | | | | | |
| Market Housing | | 4,280,130 | 8,560,260 | 17,120,519 | 17,120,519 | 17,120,519 | 17,120,519 | 17,120,519 | 2,568,078 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 151,273 | 302,546 | 605,091 | 605,091 | 605,091 | 605,091 | 605,091 | 90,764 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 490,679 | 981,358 | 1,962,716 | 1,962,716 | 1,962,716 | 1,962,716 | 1,962,716 | 294,407 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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** | **4,922,082** | **9,844,163** | **19,688,326** | **19,688,326** | **19,688,326** | **19,688,326** | **19,688,326** | **2,953,249** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 562,487 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 229,195 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 97,620 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 2,798,791 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 349,849 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 699,698 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 1,749,244 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,764,115 | 5,528,230 | 11,056,461 | 11,056,461 | 11,056,461 | 11,056,461 | 11,056,461 | 1,658,469 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 37,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,206 | 276,412 | 552,823 | 552,823 | 552,823 | 552,823 | 552,823 | 82,923 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 181,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 147,662 | 295,325 | 590,650 | 590,650 | 590,650 | 590,650 | 590,650 | 88,597 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,610 | 49,221 | 98,442 | 98,442 | 98,442 | 98,442 | 98,442 | 14,766 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **6,667,884** | **3,137,094** | **6,274,188** | **12,548,375** | **12,548,375** | **12,548,375** | **12,548,375** | **12,548,375** | **1,882,256** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | 11,459,740 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,087,657 | 1,045,818 | 894,368 | 519,633 | 122,414 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 17,676,936 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 2,651,261 |
| Cash Flow | -18,127,623 | 697,330 | 2,524,158 | 6,245,583 | 6,620,318 | 7,017,537 | 7,139,951 | 7,139,951 | 1,070,993 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -20,328,197 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -18,127,623 | -17,430,293 | -14,906,135 | -8,660,552 | -2,040,235 | 4,977,302 | 12,117,253 | 19,257,204 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 20,328,197 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,922,082** | **9,844,163** | **19,688,326** | **19,688,326** | **19,688,326** | **19,688,326** | **19,688,326** | **2,953,249** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 13,272,525 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 663,626 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 265,451 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 97,620 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 2,798,791 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 349,849 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 699,698 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 1,749,244 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,764,115 | 5,528,230 | 11,056,461 | 11,056,461 | 11,056,461 | 11,056,461 | 11,056,461 | 1,658,469 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -135,192 | -135,192 | -135,192 | -135,192 | -135,192 | -135,192 | -135,192 | -135,192 | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 37,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,206 | 276,412 | 552,823 | 552,823 | 552,823 | 552,823 | 552,823 | 82,923 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 181,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 147,662 | 295,325 | 590,650 | 590,650 | 590,650 | 590,650 | 590,650 | 88,597 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,610 | 49,221 | 98,442 | 98,442 | 98,442 | 98,442 | 98,442 | 14,766 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **19,942,612** | **3,001,902** | **6,138,996** | **12,413,183** | **12,413,183** | **12,413,183** | **12,413,183** | **12,413,183** | **1,882,256** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,196,557 | 1,153,139 | 1,000,018 | 623,510 | 224,412 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 16,280,545 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 2,651,261 |
| Cash Flow | -19,942,612 | 723,623 | 2,552,028 | 6,275,125 | 6,651,633 | 7,050,731 | 7,275,143 | 7,275,143 | 1,070,993 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -18,931,805 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -19,942,612 | -19,218,989 | -16,666,961 | -10,391,836 | -3,740,203 | 3,310,527 | 10,585,670 | 17,860,813 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 18,931,805 | 0 |

**Base areas**
**Site 5**

| SITE NAME | Site 5 | Wharford Farm |
|---|---|---|

| INCOME | Av Size m2 | | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 97.1 | | 75% | 613 | | 2,350 | 139,876,031 | 59,522 |
| Shared Ownership | 61.3 | | 6% | 49 | | 1,645 | 4,941,048 | 3,004 |
| Affordable Rent | 61.3 | | 19% | 155 | | 1,685 | 16,027,117 | 9,512 |
| Social Rent | 61.3 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | 29.80 | ha | | 27 | /ha | | **160,844,196** | **72,037** |
| SITE AREA - Gross | 42.57 | ha | | 19 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 15,056,504 | 505,252 | 353,688 |
| Alternative Use Value | 957,825 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 19,156,500 | | 450,000 |
| **Viability Threshold** | **20,114,325** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | **-4,829,088** | | **-81** |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | | |
|---|---|---|---|---|
| **LAND** | | /unit or m2 | **Total** | |
| | Land | 18,429 | 15,056,504 | |
| | Stamp Duty | | 742,325 | |
| | Easements etc. | | 0 | |
| | Legals Acquisition | 2.00% | 301,130 | 1,043,455 |
| **PLANNING** | | | | |
| | Planning Fee | | 128,946 | |
| | Architects | 4.00% | 3,876,689 | |
| | QS / PM | 0.50% | 484,586 | |
| | Planning Consultants | 1.00% | 969,172 | |
| | Other Professional | 2.50% | 2,422,930 | 7,882,323 |
| **CONSTRUCTION** | | | | |
| | Build Cost - BCIS Based | 1,254 | 90,356,869 | |
| | s106 / CIL | | 2,042,500 | |
| | Contingency | 5.00% | 4,517,843 | |
| | Abnormals | | 0 | 96,917,213 |
| **FINANCE** | | | | |
| | Fees | | 242,000 | |
| | Interest | 6.00% | | |
| | Legal and Valuation | | 0 | 242,000 |
| **SALES** | | | | |
| | Agents | 3.0% | 4,825,326 | |
| | Legals | 0.5% | 804,221 | |
| | Misc. | | 0 | 5,629,547 **126,771,042** |

| Developers Profit | | |
|---|---|---|
| Market Housing | 17.50% | **24,478,305** |
| Affordable Housing | 17.50% | **3,669,429** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 817 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 50 | 767 | 138 | 105,846 |
| | | **Total** | 128,946 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 15,056,504 |
| | **Total** | 742,325 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 20,114,325 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | **Total** | 1,005,716 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **2,042,500** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 2,042,500 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **2,042,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 162 | 15% |
| | **1,254** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 42 | | | | | | | | | | | | | | |
| Market Housing | | 4,280,172 | 8,560,345 | 17,120,689 | 17,120,689 | 17,120,689 | 17,120,689 | 17,120,689 | 17,120,689 | 17,120,689 | 7,190,689 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 151,195 | 302,390 | 604,779 | 604,779 | 604,779 | 604,779 | 604,779 | 604,779 | 604,779 | 254,007 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 490,426 | 980,852 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 1,961,703 | 823,915 | 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 |
| 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** | **4,921,793** | **9,843,586** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **8,268,612** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 742,325 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 301,130 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 128,946 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 3,876,689 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 484,586 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 969,172 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 2,422,930 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,764,898 | 5,529,796 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 4,645,029 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 105,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,245 | 276,490 | 552,980 | 552,980 | 552,980 | 552,980 | 552,980 | 552,980 | 552,980 | 232,251 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 242,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 147,654 | 295,308 | 590,615 | 590,615 | 590,615 | 590,615 | 590,615 | 590,615 | 590,615 | 248,058 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,609 | 49,218 | 98,436 | 98,436 | 98,436 | 98,436 | 98,436 | 98,436 | 98,436 | 41,343 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **9,167,778** | **3,137,906** | **6,275,811** | **12,551,623** | **12,551,623** | **12,551,623** | **12,551,623** | **12,551,623** | **12,551,623** | **12,551,623** | **5,271,682** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | 15,056,504 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,453,457 | 1,433,631 | 1,305,583 | 955,785 | 584,999 | 191,966 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 24,478,305 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 3,669,429 |
| Cash Flow | -24,224,282 | 330,430 | 2,134,143 | 5,829,967 | 6,179,765 | 6,550,550 | 6,943,583 | 7,135,549 | 7,135,549 | 7,135,549 | 2,996,931 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -28,147,734 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -24,224,282 | -23,893,852 | -21,759,709 | -15,929,742 | -9,749,978 | -3,199,427 | 3,744,156 | 10,879,705 | 18,015,255 | 25,150,804 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 28,147,734 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,921,793** | **9,843,586** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **19,687,172** | **8,268,612** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 20,114,325 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 1,005,716 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 402,287 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 128,946 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 3,876,689 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 484,586 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 969,172 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 2,422,930 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,764,898 | 5,529,796 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 11,059,592 | 4,645,029 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -482,909 | -482,909 | -482,909 | -482,909 | -482,909 | -482,909 | -482,909 | -482,909 | -482,909 | -482,909 | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 105,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,245 | 276,490 | 552,980 | 552,980 | 552,980 | 552,980 | 552,980 | 552,980 | 552,980 | 232,251 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 242,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 147,654 | 295,308 | 590,615 | 590,615 | 590,615 | 590,615 | 590,615 | 590,615 | 590,615 | 248,058 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,609 | 49,218 | 98,436 | 98,436 | 98,436 | 98,436 | 98,436 | 98,436 | 98,436 | 41,343 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **29,163,742** | **2,654,997** | **5,792,903** | **12,068,714** | **12,068,714** | **12,068,714** | **12,068,714** | **12,068,714** | **12,068,714** | **12,068,714** | **5,271,682** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,749,825 | 1,718,806 | 1,578,894 | 1,216,520 | 832,403 | 425,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 22,288,756 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 3,669,429 |
| Cash Flow | -29,163,742 | 516,972 | 2,331,877 | 6,039,564 | 6,401,938 | 6,786,054 | 7,193,218 | 7,618,458 | 7,618,458 | 7,618,458 | 2,996,931 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -25,958,185 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -29,163,742 | -28,646,770 | -26,314,893 | -20,275,329 | -13,873,391 | -7,087,337 | 105,881 | 7,724,339 | 15,342,797 | 22,961,255 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 25,958,185 | 0 |

**Base areas**
**Site 6**

| SITE NAME | Site 6 | Land between The Office Village, Daresbury Park and Bridgewater Canal |
|---|---|---|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 97.4 | 75% | 308 | 2,350 | 70,543,113 | 30,018 |
| Shared Ownership | 60.9 | 6% | 25 | 1,645 | 2,468,600 | 1,501 |
| Affordable Rent | 60.9 | 19% | 78 | 1,685 | 8,007,318 | 4,752 |
| Social Rent | 60.9 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy — Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 13.72 ha | | 30 /ha | | **81,019,031** | **36,271** |
| SITE AREA - Gross | 19.10 ha | | 22 /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 8,308,770 | 605,595 | 435,014 |
| Alternative Use Value | 429,750 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 8,595,000 | | 450,000 |
| **Viability Threshold** | **9,024,750** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | -65,421 | | -2 |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | 20,216 | | 8,308,770 | |
| | Stamp Duty | | 404,939 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 166,175 | 571,114 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 72,918 | | |
| | Architects | 4.00% | 1,952,759 | | |
| | QS / PM | 0.50% | 244,095 | | |
| | Planning Consultants | 1.00% | 488,190 | | |
| | Other Professional | 2.50% | 1,220,474 | 3,978,436 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,255 | 45,515,693 | | |
| | s106 / CIL | | 1,027,500 | | |
| | Contingency | 5.00% | 2,275,785 | | |
| | Abnormals | | 0 | 48,818,978 | |
| **FINANCE** | | | | | |
| | Fees | | 130,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 130,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 2,430,571 | | |
| | Legals | 0.5% | 405,095 | | |
| | Misc. | | 0 | 2,835,666 | **64,642,965** |
| **Developers Profit** | | | | | |
| | Market Housing | 17.50% | | | **12,345,045** |
| | Affordable Housing | 17.50% | | | **1,833,286** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 411 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 361 | 138 | 49,818 |
| | | **Total** | 72,918 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 8,308,770 |
| | **Total** | 404,939 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 9,024,750 |
| 125,000 | 0% | 1% |
| 250,000 | 1% | 3% |
| 500,000 | 3% | 4% |
| 1,000,000 | 4% | 5% |
| above | 5% | 5% |
| | **Total** | 451,238 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **1,027,500** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 1,027,500 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,027,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 162 | 15% |
| | **1,255** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 100 | 100 | 100 | 36 | | | | | | | | | | | | | | | | | | |
| Market Housing | | 4,290,944 | 8,581,887 | 17,163,774 | 17,163,774 | 17,163,774 | 6,178,959 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 150,158 | 300,316 | 600,633 | 600,633 | 600,633 | 216,228 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 487,063 | 974,126 | 1,948,253 | 1,948,253 | 1,948,253 | 701,371 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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** | **4,928,165** | **9,856,330** | **19,712,660** | **19,712,660** | **19,712,660** | **7,096,557** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 404,939 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 166,175 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 72,918 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 1,952,759 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 244,095 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 488,190 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 1,220,474 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,768,594 | 5,537,189 | 11,074,378 | 11,074,378 | 11,074,378 | 3,986,776 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 90,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,430 | 276,859 | 553,719 | 553,719 | 553,719 | 199,339 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 130,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 147,845 | 295,690 | 591,380 | 591,380 | 591,380 | 212,897 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,641 | 49,282 | 98,563 | 98,563 | 98,563 | 35,483 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **4,679,550** | **3,142,010** | **6,284,020** | **12,568,040** | **12,568,040** | **12,568,040** | **4,524,494** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **8,308,770** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 779,299 | 718,888 | 547,683 | 151,866 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 12,345,045 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,833,286 |
| Cash Flow | -12,988,320 | 1,006,856 | 2,853,422 | 6,596,937 | 6,992,753 | 7,144,620 | 2,572,063 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -14,178,330 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -12,988,320 | -11,981,465 | -9,128,043 | -2,531,106 | 4,461,648 | 11,606,267 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 14,178,330 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,928,165** | **9,856,330** | **19,712,660** | **19,712,660** | **19,712,660** | **7,096,557** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 9,024,750 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 451,238 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 180,495 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 72,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 1,952,759 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 244,095 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 488,190 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 1,220,474 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,768,594 | 5,537,189 | 11,074,378 | 11,074,378 | 11,074,378 | 3,986,776 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -10,904 | -10,904 | -10,904 | -10,904 | -10,904 | -10,904 | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 250,000 | 250,000 | 250,000 | 90,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,430 | 276,859 | 553,719 | 553,719 | 553,719 | 199,339 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 130,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 147,845 | 295,690 | 591,380 | 591,380 | 591,380 | 212,897 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,641 | 49,282 | 98,563 | 98,563 | 98,563 | 35,483 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **13,754,015** | **3,131,106** | **6,273,116** | **12,557,136** | **12,557,136** | **12,557,136** | **4,524,494** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 825,241 | 766,932 | 597,955 | 204,501 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 11,436,975 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,833,286 |
| Cash Flow | -13,754,015 | 971,818 | 2,816,281 | 6,557,568 | 6,951,022 | 7,155,523 | 2,572,063 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -13,270,261 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -13,754,015 | -12,782,198 | -9,965,916 | -3,408,348 | 3,542,674 | 10,698,197 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 13,270,261 | 0 |

**Base areas**
**Site 7**

| SITE NAME | Site 7 | Preston on the Hill |
|---|---|---|

| INCOME | | Av Size m2 | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 97.5 | 75% | 237 | | 2,350 | 54,303,800 | 23,108 |
| Shared Ownership | | 61.1 | 6% | 19 | | 1,645 | 1,906,884 | 1,159 |
| Affordable Rent | | 61.1 | 19% | 60 | | 1,685 | 6,185,298 | 3,671 |
| Social Rent | | 61.1 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | | 10.57 ha | | 30 | /ha | | **62,395,982** | **27,938** |
| SITE AREA - Gross | | 14.39 ha | | 22 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 6,459,538 | **611,120** | 448,891 |
| Alternative Use Value | 323,775 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 6,475,500 | | 450,000 |
| **Viability Threshold** | **6,799,275** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | 193,268 | 8 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 20,442 | | 6,459,538 | |
| | Stamp Duty | | 312,477 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 129,191 | 441,668 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 59,808 | | |
| | Architects | 4.00% | 1,503,241 | | |
| | QS / PM | 0.50% | 187,905 | | |
| | Planning Consultants | 1.00% | 375,810 | | |
| | Other Professional | 2.50% | 939,526 | 3,066,290 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,254 | 35,039,077 | | |
| | s106 / CIL | | 790,000 | | |
| | Contingency | 5.00% | 1,751,954 | | |
| | Abnormals | | 0 | 37,581,031 | |
| **FINANCE** | | | | | |
| | Fees | | 101,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 101,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 1,871,879 | | |
| | Legals | 0.5% | 311,980 | | |
| | Misc. | | 0 | 2,183,859 | **49,833,386** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **9,503,165** |
| | Affordable Housing | 17.50% | **1,416,132** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 316 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 266 | 138 | 36,708 |
| | | **Total** | 59,808 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 6,459,538 |
| | **Total** | 312,477 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 6,799,275 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | **Total** | 339,964 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **790,000** |
| Post CIL s106 | 2,500 | £/ Unit (all) | 790,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **790,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 162 | 15% |
| | **1,254** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 50 | 50 | 50 | 50 | 41 | | | | | | | | | | | | | | | | | |
| Market Housing | | 4,296,187 | 8,592,373 | 8,592,373 | 8,592,373 | 8,592,373 | 8,592,373 | 7,045,746 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 150,861 | 301,722 | 301,722 | 301,722 | 301,722 | 301,722 | 247,412 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 489,343 | 978,686 | 978,686 | 978,686 | 978,686 | 978,686 | 802,523 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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** | **4,936,391** | **9,872,782** | **9,872,782** | **9,872,782** | **9,872,782** | **9,872,782** | **8,095,681** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 312,477 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 129,191 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 59,808 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 1,503,241 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 187,905 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 375,810 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 939,526 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,772,079 | 5,544,158 | 5,544,158 | 5,544,158 | 5,544,158 | 5,544,158 | 4,546,209 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 102,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,604 | 277,208 | 277,208 | 277,208 | 277,208 | 277,208 | 227,310 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 101,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 148,092 | 296,183 | 296,183 | 296,183 | 296,183 | 296,183 | 242,870 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,682 | 49,364 | 49,364 | 49,364 | 49,364 | 49,364 | 40,478 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **3,608,958** | **3,145,956** | **6,291,913** | **6,291,913** | **6,291,913** | **6,291,913** | **6,291,913** | **5,159,369** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **6,459,538** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 604,110 | 532,930 | 350,054 | 156,205 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 9,503,165 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,416,132 |
| Cash Flow | -10,068,496 | 1,186,325 | 3,047,939 | 3,230,815 | 3,424,664 | 3,580,869 | 3,580,869 | 2,936,313 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -10,919,297 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -10,068,496 | -8,882,171 | -5,834,233 | -2,603,418 | 821,246 | 4,402,115 | 7,982,984 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 10,919,297 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,936,391** | **9,872,782** | **9,872,782** | **9,872,782** | **9,872,782** | **9,872,782** | **8,095,681** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 6,799,275 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 339,964 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 135,986 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 59,808 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 1,503,241 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 187,905 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 375,810 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 939,526 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,772,079 | 5,544,158 | 5,544,158 | 5,544,158 | 5,544,158 | 5,544,158 | 4,546,209 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | 27,610 | 27,610 | 27,610 | 27,610 | 27,610 | 27,610 | 27,610 | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 102,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,604 | 277,208 | 277,208 | 277,208 | 277,208 | 277,208 | 227,310 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 101,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 148,092 | 296,183 | 296,183 | 296,183 | 296,183 | 296,183 | 242,870 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,682 | 49,364 | 49,364 | 49,364 | 49,364 | 49,364 | 40,478 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **10,470,124** | **3,173,566** | **6,319,523** | **6,319,523** | **6,319,523** | **6,319,523** | **6,319,523** | **5,159,369** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 628,207 | 560,130 | 380,543 | 190,180 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 8,820,118 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,416,132 |
| Cash Flow | -10,470,124 | 1,134,617 | 2,993,129 | 3,172,717 | 3,363,080 | 3,553,259 | 3,553,259 | 2,936,313 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -10,236,249 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -10,470,124 | -9,335,507 | -6,342,378 | -3,169,661 | 193,418 | 3,746,678 | 7,299,937 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 10,236,249 | 0 |

**Base areas**
**Site 8**

| SITE NAME | Site 8 | Large Greenfield 300 |
|---|---|---|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 97.3 | 75% | 225 | 2,350 | 51,457,950 | 21,897 |
| Shared Ownership | 60.7 | 6% | 18 | 1,645 | 1,796,340 | 1,092 |
| Affordable Rent | 60.7 | 19% | 57 | 1,685 | 5,826,730 | 3,458 |
| Social Rent | 60.7 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy — Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 8.57 ha | | 35 /ha | | **59,081,020** | **26,447** |
| SITE AREA - Gross | 12.24 ha | | 25 /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 6,175,835 | 720,514 | 504,360 |
| Alternative Use Value | 275,510 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 5,510,204 | | 450,000 |
| **Viability Threshold** | **5,785,714** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | 1,047,681 | 48 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 20,586 | | 6,175,835 | |
| | Stamp Duty | | 298,292 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 123,517 | 421,808 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 57,600 | | |
| | Architects | 4.00% | 1,422,302 | | |
| | QS / PM | 0.50% | 177,788 | | |
| | Planning Consultants | 1.00% | 355,575 | | |
| | Other Professional | 2.50% | 888,939 | 2,902,203 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,253 | 33,150,042 | | |
| | s106 / CIL | | 750,000 | | |
| | Contingency | 5.00% | 1,657,502 | | |
| | Abnormals | | 0 | 35,557,544 | |
| **FINANCE** | | | | | |
| | Fees | | 96,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 96,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 1,772,431 | | |
| | Legals | 0.5% | 295,405 | | |
| | Misc. | | 0 | 2,067,836 | **47,221,226** |

| **Developers Profit** | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **9,005,141** |
| | Affordable Housing | 17.50% | **1,334,037** |

**Planning fee calc**

| Planning app fe | dwgs | rate | |
|---|---|---|---|
| No dwgs | 300 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 250 | 138 | 34,500 |
| | | **Total** | 57,600 |

**Stamp duty calc - Residual**

| Land payment | | 6,175,835 |
|---|---|---|
| | **Total** | 298,292 |

**Stamp duty calc - Add Profit**

| Land payment | | 5,785,714 |
|---|---|---|
| 125,000 | 0% | 1% |
| 250,000 | 1% | 3% |
| 500,000 | 3% | 4% |
| 1,000,000 | 4% | 5% |
| above | 5% | 5% |
| | **Total** | 289,286 |

| Pre CIL s106 | 2,500 | £/ Unit (all) | |
|---|---|---|---|
| | | Total | **750,000** |

| Post CIL s106 | 2,500 | £/ Unit (all) | 750,000 |
|---|---|---|---|
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **750,000** |

| **Build Cost** | /m2 | |
|---|---|---|
| BCIS | 1,076 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,253** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 50 | 50 | 50 | 50 | 25 | | | | | | | | | | | | | | | | | |
| Market Housing | | 4,288,163 | 8,576,325 | 8,576,325 | 8,576,325 | 8,576,325 | 8,576,325 | 4,288,163 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 149,695 | 299,390 | 299,390 | 299,390 | 299,390 | 299,390 | 149,695 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 485,561 | 971,122 | 971,122 | 971,122 | 971,122 | 971,122 | 485,561 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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** | **4,923,418** | **9,846,837** | **9,846,837** | **9,846,837** | **9,846,837** | **9,846,837** | **4,923,418** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 298,292 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 123,517 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 57,600 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 1,422,302 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 177,788 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 355,575 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 888,939 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,762,503 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 2,762,503 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 62,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,125 | 276,250 | 276,250 | 276,250 | 276,250 | 276,250 | 138,125 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 96,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 147,703 | 295,405 | 295,405 | 295,405 | 295,405 | 295,405 | 147,703 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,617 | 49,234 | 49,234 | 49,234 | 49,234 | 49,234 | 24,617 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **3,420,012** | **3,135,448** | **6,270,897** | **6,270,897** | **6,270,897** | **6,270,897** | **6,270,897** | **3,135,448** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | 6,175,835 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 575,751 | 503,018 | 318,642 | 123,204 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 9,005,141 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,334,037 |
| Cash Flow | -9,595,847 | 1,212,219 | 3,072,922 | 3,257,298 | 3,452,736 | 3,575,940 | 3,575,940 | 1,787,970 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -10,339,179 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -9,595,847 | -8,383,628 | -5,310,705 | -2,053,407 | 1,399,328 | 4,975,268 | 8,551,208 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 10,339,179 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,923,418** | **9,846,837** | **9,846,837** | **9,846,837** | **9,846,837** | **9,846,837** | **4,923,418** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 5,785,714 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 289,286 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 115,714 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 57,600 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 1,422,302 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 177,788 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 355,575 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 888,939 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,762,503 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 2,762,503 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | 149,669 | 149,669 | 149,669 | 149,669 | 149,669 | 149,669 | 149,669 | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 62,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,125 | 276,250 | 276,250 | 276,250 | 276,250 | 276,250 | 138,125 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 96,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 147,703 | 295,405 | 295,405 | 295,405 | 295,405 | 295,405 | 147,703 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 24,617 | 49,234 | 49,234 | 49,234 | 49,234 | 49,234 | 24,617 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **9,338,586** | **3,285,117** | **6,420,565** | **6,420,565** | **6,420,565** | **6,420,565** | **6,420,565** | **3,135,448** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 560,315 | 495,636 | 319,798 | 133,409 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 8,375,846 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,334,037 |
| Cash Flow | -9,338,586 | 1,077,986 | 2,930,635 | 3,106,474 | 3,292,862 | 3,426,271 | 3,426,271 | 1,787,970 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -9,709,883 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -9,338,586 | -8,260,600 | -5,329,965 | -2,223,491 | 1,069,371 | 4,495,642 | 7,921,913 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 9,709,883 | 0 |

**Base areas**
**Site 9**

| SITE NAME | Site 9 | Large Greenfield 150 |
|---|---|---|

| INCOME | Av Size m2 | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 97.1 | 75% | 113 | | 2,350 | 25,667,771 | 10,922 |
| Shared Ownership | 60.4 | 6% | 9 | | 1,645 | 893,502 | 543 |
| Affordable Rent | 60.4 | 19% | 29 | | 1,685 | 2,898,223 | 1,720 |
| Social Rent | 60.4 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 4.29 ha | | 35 | /ha | | **29,459,496** | **13,186** |
| SITE AREA - Gross | 6.12 ha | | 25 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 2,571,777 | 600,081 | 420,057 |
| Alternative Use Value | 137,755 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 2,755,102 | | 450,000 |
| **Viability Threshold** | **2,892,857** | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | -35,749 | -3 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 17,145 | | 2,571,777 | |
| | Stamp Duty | | 118,089 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 51,436 | 169,524 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 36,900 | | |
| | Architects | 4.00% | 709,477 | | |
| | QS / PM | 0.50% | 88,685 | | |
| | Planning Consultants | 1.00% | 177,369 | | |
| | Other Professional | 2.50% | 443,423 | 1,455,854 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,254 | 16,535,166 | | |
| | s106 / CIL | | 375,000 | | |
| | Contingency | 5.00% | 826,758 | | |
| | Abnormals | | 0 | 17,736,924 | |
| **FINANCE** | | | | | |
| | Fees | | 86,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 86,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 883,785 | | |
| | Legals | 0.5% | 147,297 | | |
| | Misc. | | 0 | 1,031,082 | **23,051,162** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **4,491,860** |
| | Affordable Housing | 17.50% | **663,552** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 150 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 100 | 138 | 13,800 |
| | | **Total** | 36,900 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,571,777 |
| | **Total** | 118,089 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 2,892,857 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | **Total** | 144,643 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **375,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 375,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **375,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,254** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 6 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 1,026,711 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 2,053,422 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 35,740 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 71,480 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 115,929 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 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 |
| 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** | **1,178,380** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 118,089 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 51,436 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 36,900 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 354,738 | | 354,738 | | | | | | | | | | | | | | | | | | | | | |
| QS | 44,342 | | 44,342 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 88,685 | | 88,685 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 221,712 | | 221,712 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 220,469 | 661,407 | 1,102,344 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 881,876 | 440,938 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 5,000 | 15,000 | 25,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 20,000 | 10,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 11,023 | 33,070 | 55,117 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 44,094 | 22,047 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 86,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 35,351 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,892 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **1,001,901** | **0** | **945,969** | **709,477** | **1,182,462** | **1,418,954** | **1,460,197** | **1,501,441** | **1,501,441** | **1,501,441** | **1,501,441** | **1,501,441** | **1,501,441** | **1,501,441** | **1,501,441** | **1,028,456** | **555,471** | **82,487** | **82,487** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **2,571,777** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 53,605 | 54,409 | 69,415 | 81,098 | 100,052 | 122,837 | 128,907 | 118,010 | 106,951 | 95,725 | 84,331 | 72,767 | 61,028 | 49,114 | 37,021 | 17,652 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 4,491,860 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 663,552 |
| Cash Flow | -3,573,679 | -53,605 | -1,000,379 | -778,892 | -1,263,560 | -1,519,006 | -404,654 | 726,413 | 737,309 | 748,368 | 759,594 | 770,988 | 782,553 | 794,291 | 806,205 | 1,291,283 | 1,783,637 | 2,274,273 | 2,274,273 | 0 | 0 | 0 | 0 | -5,155,412 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -3,573,679 | -3,627,284 | -4,627,662 | -5,406,554 | -6,670,114 | -8,189,120 | -8,593,774 | -7,867,362 | -7,130,053 | -6,381,685 | -5,622,091 | -4,851,103 | -4,068,550 | -3,274,259 | -2,468,054 | -1,176,771 | 606,866 | 2,881,139 | 5,155,412 | 5,155,412 | 5,155,412 | 5,155,412 | 5,155,412 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,178,380** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **2,356,760** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 2,892,857 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 144,643 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 57,857 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 36,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 354,738 | 0 | 354,738 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 44,342 | 0 | 44,342 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 88,685 | 0 | 88,685 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 221,712 | 0 | 221,712 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 220,469 | 661,407 | 1,102,344 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 881,876 | 440,938 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -3,250 | -3,250 | -3,250 | -3,250 | -3,250 | -3,250 | -3,250 | -3,250 | -3,250 | -3,250 | -3,250 | | | | | | | | | | | |
| Post CIL s106 | | | | | 15,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 11,023 | 33,070 | 55,117 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 44,094 | 22,047 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 86,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 35,351 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 70,703 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,892 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 11,784 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **3,927,734** | **0** | **937,719** | **691,227** | **1,169,212** | **1,415,704** | **1,456,947** | **1,498,191** | **1,498,191** | **1,498,191** | **1,498,191** | **1,498,191** | **1,498,191** | **1,501,441** | **1,501,441** | **1,038,456** | **575,471** | **82,487** | **82,487** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 58,916 | 59,800 | 74,763 | 86,252 | 105,084 | 127,896 | 133,993 | 123,124 | 112,093 | 100,896 | 89,531 | 77,995 | 66,286 | 54,451 | 42,438 | 23,300 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 4,089,657 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 663,552 |
| Cash Flow | -3,927,734 | -58,916 | -997,519 | -765,990 | -1,255,464 | -1,520,788 | -406,464 | 724,576 | 735,445 | 746,476 | 757,673 | 769,038 | 780,574 | 789,033 | 800,868 | 1,275,866 | 1,757,989 | 2,274,273 | 2,274,273 | 0 | 0 | 0 | 0 | -4,753,209 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -3,927,734 | -3,986,650 | -4,984,169 | -5,750,159 | -7,005,623 | -8,526,411 | -8,932,875 | -8,208,299 | -7,472,855 | -6,726,378 | -5,968,705 | -5,199,667 | -4,419,093 | -3,630,060 | -2,829,192 | -1,553,326 | 204,663 | 2,478,936 | 4,753,209 | 4,753,209 | 4,753,209 | 4,753,209 | 4,753,209 | 0 |

**Base areas**
**Site 10**

| SITE NAME | Site 10 | Large Greenfield 75 |
|---|---|---|

| INCOME | Av Size m2 | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| | | | 75 | | | | |
| Market Housing | 97.9 | 75% | 56 | | 2,350 | 12,937,551 | 5,505 |
| Shared Ownership | 63.9 | 6% | 5 | | 1,645 | 473,020 | 288 |
| Affordable Rent | 63.9 | 19% | 14 | | 1,685 | 1,534,319 | 911 |
| Social Rent | 63.9 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 2.14 ha | | 35 | /ha | | **14,944,890** | **6,703** |
| SITE AREA - Gross | 2.68 ha | | 28 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 1,299,907 | 606,623 | 485,299 |
| Alternative Use Value | 60,268 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 1,205,357 | | 450,000 |
| **Viability Threshold** | 1,265,625 | | **472,500** |
| | £/m2 | | |
| **Additional Profit** | 193,406 | 35 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 17,332 | | 1,299,907 | |
| | Stamp Duty | | 54,495 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 25,998 | 80,494 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 26,550 | | |
| | Architects | 4.00% | 360,597 | | |
| | QS / PM | 0.50% | 45,075 | | |
| | Planning Consultants | 1.00% | 90,149 | | |
| | Other Professional | 2.50% | 225,373 | 747,744 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,254 | 8,407,074 | | |
| | s106 / CIL | | 187,500 | | |
| | Contingency | 5.00% | 420,354 | | |
| | Abnormals | | 0 | 9,014,928 | |
| **FINANCE** | | | | | |
| | Fees | | 51,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 51,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 448,347 | | |
| | Legals | 0.5% | 74,724 | | |
| | Misc. | | 0 | 523,071 | **11,717,144** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **2,264,071** |
| | Affordable Housing | 17.50% | **351,284** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 75 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 25 | 138 | 3,450 |
| | | **Total** | 26,550 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,299,907 |
| | **Total** | 54,495 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 1,265,625 |
| 125,000 | 0% | 1% |
| 250,000 | 1% | 3% |
| 500,000 | 3% | 4% |
| 1,000,000 | 4% | 5% |
| above | 5% | 5% |
| | **Total** | 63,281 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **187,500** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 187,500 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **187,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,254** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 7 | 8 | 7 | 8 | 7 | 8 | 7 | 8 | 7 | 8 | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 1,207,505 | 1,380,005 | 1,207,505 | 1,380,005 | 1,207,505 | 1,380,005 | 1,207,505 | 1,380,005 | 1,207,505 | 1,380,005 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 44,149 | 50,455 | 44,149 | 50,455 | 44,149 | 50,455 | 44,149 | 50,455 | 44,149 | 50,455 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 143,203 | 163,661 | 143,203 | 163,661 | 143,203 | 163,661 | 143,203 | 163,661 | 143,203 | 163,661 | 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 |
| 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** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 54,495 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 25,998 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 26,550 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 180,299 | | 180,299 | | | | | | | | | | | | | | | | | | | | | |
| QS | 22,537 | | 22,537 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 45,075 | | 45,075 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 112,687 | | 112,687 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 261,553 | 560,472 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 560,472 | 298,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 5,833 | 12,500 | 18,333 | 19,167 | 18,333 | 19,167 | 18,333 | 19,167 | 18,333 | 19,167 | 12,500 | 6,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 13,078 | 28,024 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 28,024 | 14,946 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 51,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 41,846 | 47,824 | 41,846 | 47,824 | 41,846 | 47,824 | 41,846 | 47,824 | 41,846 | 47,824 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 6,974 | 7,971 | 6,974 | 7,971 | 6,974 | 7,971 | 6,974 | 7,971 | 6,974 | 7,971 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **518,641** | **0** | **641,062** | **600,995** | **881,460** | **921,526** | **930,280** | **977,320** | **930,280** | **977,320** | **930,280** | **977,320** | **649,815** | **376,325** | **48,820** | **55,794** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **1,299,907** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 27,278 | 27,687 | 37,719 | 47,299 | 61,231 | 75,972 | 70,143 | 61,943 | 55,904 | 47,490 | 41,234 | 32,600 | 21,914 | 3,975 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 2,264,071 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 351,284 |
| Cash Flow | -1,818,548 | -27,278 | -668,749 | -638,714 | -928,759 | -982,757 | 388,605 | 546,658 | 402,634 | 560,898 | 417,087 | 575,567 | 712,441 | 1,195,883 | 1,342,061 | 1,538,327 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,615,356 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -1,818,548 | -1,845,826 | -2,514,575 | -3,153,289 | -4,082,048 | -5,064,805 | -4,676,200 | -4,129,542 | -3,726,908 | -3,166,010 | -2,748,924 | -2,173,356 | -1,460,915 | -265,033 | 1,077,028 | 2,615,356 | 2,615,356 | 2,615,356 | 2,615,356 | 2,615,356 | 2,615,356 | 2,615,356 | 2,615,356 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **1,394,856** | **1,594,122** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 1,265,625 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 63,281 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 25,313 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 26,550 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 180,299 | 0 | 180,299 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 22,537 | 0 | 22,537 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 45,075 | 0 | 45,075 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 112,687 | 0 | 112,687 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 261,553 | 560,472 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 560,472 | 298,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | 24,176 | 24,176 | 24,176 | 24,176 | 24,176 | 24,176 | 24,176 | 24,176 | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 17,500 | 20,000 | 17,500 | 20,000 | 17,500 | 20,000 | 17,500 | 20,000 | 17,500 | 20,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 13,078 | 28,024 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 28,024 | 14,946 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 51,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 41,846 | 47,824 | 41,846 | 47,824 | 41,846 | 47,824 | 41,846 | 47,824 | 41,846 | 47,824 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 6,974 | 7,971 | 6,974 | 7,971 | 6,974 | 7,971 | 6,974 | 7,971 | 6,974 | 7,971 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **1,792,366** | **0** | **659,404** | **612,671** | **904,802** | **946,535** | **953,622** | **1,002,329** | **953,622** | **1,002,329** | **929,446** | **978,154** | **654,815** | **389,658** | **48,820** | **55,794** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 26,885 | 27,289 | 37,589 | 47,343 | 61,625 | 76,748 | 71,280 | 63,473 | 57,806 | 49,796 | 43,562 | 34,976 | 24,400 | 6,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 2,079,764 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 351,284 |
| Cash Flow | -1,792,366 | -26,885 | -686,693 | -650,260 | -952,145 | -1,008,160 | 364,487 | 520,512 | 377,762 | 533,986 | 415,614 | 572,406 | 705,065 | 1,180,063 | 1,339,337 | 1,538,327 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,431,049 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -1,792,366 | -1,819,251 | -2,505,944 | -3,156,204 | -4,108,349 | -5,116,510 | -4,752,023 | -4,231,511 | -3,853,749 | -3,319,763 | -2,904,150 | -2,331,744 | -1,626,679 | -446,616 | 892,721 | 2,431,049 | 2,431,049 | 2,431,049 | 2,431,049 | 2,431,049 | 2,431,049 | 2,431,049 | 2,431,049 | 0 |

**Base areas**
**Site 11**

| SITE NAME | Site 11 | Medium Greenfield 40 |
|---|---|---|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 99.5 | 75% | 30 | 2,300 | 6,867,800 | 2,986 |
| Shared Ownership | 58.7 | 6% | 2 | 1,610 | 226,817 | 141 |
| Affordable Rent | 58.7 | 19% | 8 | 1,685 | 751,712 | 446 |
| Social Rent | 58.7 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 1.14 ha | | 35 /ha | | **7,846,329** | **3,573** |
| SITE AREA - Gross | 1.27 ha | | 32 /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 642,689 | 562,353 | 506,117 |
| Alternative Use Value | 28,571 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 571,429 | | 450,000 |
| **Viability Threshold** | **600,000** | | **472,500** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 140,908 | 47 |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | 16,067 | | 642,689 | |
| | Stamp Duty | | 21,634 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 12,854 | 34,488 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 18,480 | | |
| | Architects | 4.00% | 191,027 | | |
| | QS / PM | 0.50% | 23,878 | | |
| | Planning Consultants | 1.00% | 47,757 | | |
| | Other Professional | 2.50% | 119,392 | 400,534 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,246 | 4,453,026 | | |
| | s106 / CIL | | 100,000 | | |
| | Contingency | 5.00% | 222,651 | | |
| | Abnormals | | 0 | 4,775,678 | |
| **FINANCE** | | | | | |
| | Fees | | 30,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 30,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 235,390 | | |
| | Legals | 0.5% | 39,232 | | |
| | Misc. | | 0 | 274,622 | **6,158,011** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **1,201,865** |
| | Affordable Housing | 17.50% | **171,243** |

**Planning fee calc**

| Planning app fe | dwgs | rate | |
|---|---|---|---|
| No dwgs | 40 | | |
| No dwgs under | 40 | 462 | 18,480 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 18,480 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 642,689 |
| | **Total** | 21,634 |

**Stamp duty calc - Add Profit**

| Land payment | | 600,000 |
|---|---|---|
| 125,000 | 0% | 1% |
| 250,000 | 1% | 3% |
| 500,000 | 3% | 4% |
| 1,000,000 | 4% | 0% |
| above | 5% | 4% |
| | **Total** | 24,000 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **100,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 100,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **100,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,070 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 160 | 15% |
| | **1,246** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 5 | 5 | 5 | 5 | 5 | | 5 | 5 | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 858,475 | 858,475 | 858,475 | 858,475 | 858,475 | 858,475 | 858,475 | 858,475 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 28,352 | 28,352 | 28,352 | 28,352 | 28,352 | 28,352 | 28,352 | 28,352 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 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 |
| 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** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 21,634 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 12,854 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 18,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 95,514 | | 95,514 | | | | | | | | | | | | | | | | | | | | | |
| QS | 11,939 | | 11,939 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 23,878 | | 23,878 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 59,696 | | 59,696 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 185,543 | 371,086 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 371,086 | 185,543 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 4,167 | 8,333 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 8,333 | 4,167 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 9,277 | 18,554 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 18,554 | 9,277 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 30,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **273,995** | **0** | **390,014** | **397,973** | **596,960** | **596,960** | **631,287** | **631,287** | **631,287** | **631,287** | **432,301** | **233,314** | **34,328** | **34,328** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **642,689** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 13,750 | 13,957 | 20,016 | 26,286 | 35,635 | 45,124 | 40,558 | 35,924 | 31,220 | 26,446 | 18,615 | 7,682 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,201,865 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 171,243 |
| Cash Flow | -916,684 | -13,750 | -403,970 | -417,989 | -623,246 | -632,594 | 304,380 | 308,946 | 313,580 | 318,284 | 522,045 | 728,862 | 938,781 | 946,463 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,373,108 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -916,684 | -930,434 | -1,334,405 | -1,752,394 | -2,375,639 | -3,008,234 | -2,703,854 | -2,394,908 | -2,081,328 | -1,763,044 | -1,240,999 | -512,137 | 426,644 | 1,373,108 | 1,373,108 | 1,373,108 | 1,373,108 | 1,373,108 | 1,373,108 | 1,373,108 | 1,373,108 | 1,373,108 | 1,373,108 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **980,791** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 600,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 24,000 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 12,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 18,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 95,514 | 0 | 95,514 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 11,939 | 0 | 11,939 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 23,878 | 0 | 23,878 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 59,696 | 0 | 59,696 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 185,543 | 371,086 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 371,086 | 185,543 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | **23,485** | 23,485 | 23,485 | 23,485 | 23,485 | 23,485 | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 9,277 | 18,554 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 18,554 | 9,277 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 30,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 29,424 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 4,904 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **875,507** | **0** | **409,332** | **413,124** | **620,444** | **620,444** | **654,772** | **654,772** | **631,287** | **631,287** | **436,468** | **241,648** | **34,328** | **34,328** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 13,133 | 13,330 | 19,670 | 26,161 | 35,861 | 45,705 | 41,500 | 37,233 | 32,549 | 27,794 | 20,046 | 9,260 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,095,105 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 171,243 |
| Cash Flow | -875,507 | -13,133 | -422,661 | -432,794 | -646,606 | -656,305 | 280,314 | 284,519 | 312,271 | 316,955 | 516,529 | 719,097 | 937,204 | 946,463 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,266,347 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -875,507 | -888,640 | -1,311,301 | -1,744,095 | -2,390,701 | -3,047,006 | -2,766,692 | -2,482,173 | -2,169,902 | -1,852,946 | -1,336,417 | -617,320 | 319,884 | 1,266,347 | 1,266,347 | 1,266,347 | 1,266,347 | 1,266,347 | 1,266,347 | 1,266,347 | 1,266,347 | 1,266,347 | 1,266,347 | 0 |

**Base areas**
**Site 12**

| SITE NAME | Site 12 | Medium Greenfield 20 |
|---|---|---|

| INCOME | Av Size m2 | % | Number 20 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 97.2 | 75% | 15 | 2,300 | 3,353,400 | 1,458 |
| Shared Ownership | 59.0 | 6% | 1 | 1,610 | 113,988 | 71 |
| Affordable Rent | 59.0 | 19% | 4 | 1,685 | 377,777 | 224 |
| Social Rent | 59.0 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.57 ha | | 35 /ha | | 3,845,165 | 1,753 |
| SITE AREA - Gross | 0.63 ha | | 32 /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 293,264 | 513,211 | 461,890 |
| Alternative Use Value | 14,286 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 285,714 | | 450,000 |
| **Viability Threshold** | **300,000** | | **472,500** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 34,188 | 23 |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | 14,663 | | 293,264 | |
| | Stamp Duty | | 4,163 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 5,865 | 10,028 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 9,240 | | |
| | Architects | 4.00% | 94,415 | | |
| | QS / PM | 0.50% | 11,802 | | |
| | Planning Consultants | 1.00% | 23,604 | | |
| | Other Professional | 2.50% | 59,010 | 198,071 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,255 | 2,200,364 | | |
| | s106 / CIL | | 50,000 | | |
| | Contingency | 5.00% | 110,018 | | |
| | Abnormals | | 0 | 2,360,382 | |
| **FINANCE** | | | | | |
| | Fees | | 24,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 24,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 115,355 | | |
| | Legals | 0.5% | 19,226 | | |
| | Misc. | | 0 | 134,581 | **3,020,326** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **586,845** |
| | Affordable Housing | 17.50% | **86,059** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 20 | | |
| No dwgs under | 20 | 462 | 9,240 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 9,240 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 293,264 |
| | **Total** | 4,163 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 300,000 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 3% | |
| | | **Total** | 9,000 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **50,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 50,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **50,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,078 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 162 | 15% |
| | **1,255** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 5 | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 838,350 | 838,350 | 838,350 | 838,350 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 28,497 | 28,497 | 28,497 | 28,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 94,444 | 94,444 | 94,444 | 94,444 | 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 |
| 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** | **961,291** | **961,291** | **961,291** | **961,291** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 4,163 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 5,865 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 9,240 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 47,208 | | 47,208 | | | | | | | | | | | | | | | | | | | | | |
| QS | 5,901 | | 5,901 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 11,802 | | 11,802 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 29,505 | | 29,505 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 183,364 | 366,727 | 550,091 | 550,091 | 366,727 | 183,364 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 4,167 | 8,333 | 12,500 | 12,500 | 8,333 | 4,167 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 9,168 | 18,336 | 27,505 | 27,505 | 18,336 | 9,168 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 24,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 28,839 | 28,839 | 28,839 | 28,839 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,806 | 4,806 | 4,806 | 4,806 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **137,684** | **0** | **291,114** | **393,397** | **590,096** | **590,096** | **427,042** | **230,344** | **33,645** | **33,645** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **293,264** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 6,464 | 6,561 | 11,026 | 17,093 | 26,200 | 35,445 | 27,963 | 17,418 | 3,765 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 586,845 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 86,059 |
| Cash Flow | -430,947 | -6,464 | -297,675 | -404,423 | -607,188 | -616,296 | 498,804 | 702,985 | 910,228 | 923,881 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -672,904 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -430,947 | -437,412 | -735,087 | -1,139,510 | -1,746,698 | -2,362,994 | -1,864,190 | -1,161,205 | -250,978 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 672,904 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **961,291** | **961,291** | **961,291** | **961,291** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 300,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 9,000 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 6,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 9,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 47,208 | 0 | 47,208 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 5,901 | 0 | 5,901 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 11,802 | 0 | 11,802 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 29,505 | 0 | 29,505 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 183,364 | 366,727 | 550,091 | 550,091 | 366,727 | 183,364 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | 17,094 | 17,094 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 12,500 | 12,500 | 12,500 | 12,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 9,168 | 18,336 | 27,505 | 27,505 | 18,336 | 9,168 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 24,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 28,839 | 28,839 | 28,839 | 28,839 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,806 | 4,806 | 4,806 | 4,806 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **442,655** | **0** | **304,041** | **402,158** | **590,096** | **590,096** | **431,209** | **238,677** | **33,645** | **33,645** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 6,640 | 6,739 | 11,401 | 17,605 | 26,720 | 35,972 | 28,561 | 18,150 | 4,507 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 536,589 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 86,059 |
| Cash Flow | -442,655 | -6,640 | -310,781 | -413,559 | -607,700 | -616,816 | 494,110 | 694,054 | 909,496 | 923,139 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -622,648 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -442,655 | -449,295 | -760,076 | -1,173,635 | -1,781,335 | -2,398,151 | -1,904,041 | -1,209,987 | -300,491 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 622,648 | 0 |

**Base areas**
**Site 13**

| SITE NAME | Site 13 | Medium Greenfield 12 |
|---|---|---|

| INCOME | Av Size m2 | % | Number 12 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 99.3 | 75% | 9 | 2,300 | 2,056,200 | 894 |
| Shared Ownership | 60.0 | 6% | 1 | 1,610 | 69,552 | 43 |
| Affordable Rent | 60.0 | 19% | 2 | 1,685 | 230,508 | 137 |
| Social Rent | 60.0 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.36 ha | | 33 /ha | | **2,356,260** | **1,074** |
| SITE AREA - Gross | 0.36 ha | | 33 /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 232,835 | 640,297 | 640,297 |
| Alternative Use Value | 8,182 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 163,636 | | 450,000 |
| **Viability Threshold** | **171,818** | | **472,500** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 93,212 | 104 |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | 19,403 | | 232,835 | |
| | Stamp Duty | | 1,657 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 4,657 | 6,313 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 5,544 | | |
| | Architects | 4.00% | 55,747 | | |
| | QS / PM | 0.50% | 6,968 | | |
| | Planning Consultants | 1.00% | 13,937 | | |
| | Other Professional | 2.50% | 34,842 | 117,039 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,209 | 1,298,749 | | |
| | s106 / CIL | | 30,000 | | |
| | Contingency | 5.00% | 64,937 | | |
| | Abnormals | | 0 | 1,393,686 | |
| **FINANCE** | | | | | |
| | Fees | | 15,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 15,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 70,688 | | |
| | Legals | 0.5% | 11,781 | | |
| | Misc. | | 0 | 82,469 | **1,847,343** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **359,835** |
| | Affordable Housing | 17.50% | **52,511** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 12 | | |
| No dwgs under | 12 | 462 | 5,544 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 5,544 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 232,835 |
| | **Total** | 1,657 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 171,818 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 1% | |
| | | **Total** | 1,718 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **30,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 30,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **30,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,085 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 108 | 10% |
| | **1,209** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 3 | 3 | 3 | 3 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 514,050 | 514,050 | 514,050 | 514,050 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 17,388 | 17,388 | 17,388 | 17,388 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 57,627 | 57,627 | 57,627 | 57,627 | 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 |
| 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** | **589,065** | **589,065** | **589,065** | **589,065** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 1,657 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 4,657 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 5,544 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 27,874 | | 27,874 | | | | | | | | | | | | | | | | | | | | | |
| QS | 3,484 | | 3,484 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 6,968 | | 6,968 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 17,421 | | 17,421 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 108,229 | 216,458 | 324,687 | 324,687 | 216,458 | 108,229 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 2,500 | 5,000 | 7,500 | 7,500 | 5,000 | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 5,411 | 10,823 | 16,234 | 16,234 | 10,823 | 5,411 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 15,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 17,672 | 17,672 | 17,672 | 17,672 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,945 | 2,945 | 2,945 | 2,945 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **82,605** | **0** | **171,888** | **232,281** | **348,422** | **348,422** | **252,898** | **136,758** | **20,617** | **20,617** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **232,835** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 4,732 | 4,803 | 7,453 | 11,049 | 16,441 | 21,914 | 17,200 | 10,674 | 2,307 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 359,835 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 52,511 |
| Cash Flow | -315,440 | -4,732 | -176,691 | -239,734 | -359,471 | -364,863 | 314,253 | 435,107 | 557,774 | 566,141 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -412,346 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -315,440 | -320,172 | -496,862 | -736,596 | -1,096,067 | -1,460,929 | -1,146,677 | -711,569 | -153,795 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 412,346 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **589,065** | **589,065** | **589,065** | **589,065** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 171,818 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 1,718 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 3,436 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 5,544 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 27,874 | 0 | 27,874 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 3,484 | 0 | 3,484 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 6,968 | 0 | 6,968 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 17,421 | 0 | 17,421 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 108,229 | 216,458 | 324,687 | 324,687 | 216,458 | 108,229 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | 46,606 | 46,606 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 7,500 | 7,500 | 7,500 | 7,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 5,411 | 10,823 | 16,234 | 16,234 | 10,823 | 5,411 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 15,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 17,672 | 17,672 | 17,672 | 17,672 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,945 | 2,945 | 2,945 | 2,945 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **253,264** | **0** | **215,994** | **273,887** | **348,422** | **348,422** | **255,398** | **141,758** | **20,617** | **20,617** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 3,799 | 3,856 | 7,154 | 11,369 | 16,766 | 22,244 | 17,573 | 11,127 | 2,767 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 328,716 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 52,511 |
| Cash Flow | -253,264 | -3,799 | -219,850 | -281,041 | -359,791 | -365,188 | 311,423 | 429,735 | 557,321 | 565,681 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -381,227 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -253,264 | -257,063 | -476,913 | -757,954 | -1,117,745 | -1,482,932 | -1,171,510 | -741,775 | -184,454 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 381,227 | 0 |

**Base areas**
**Site 14**

| SITE NAME | Site 14 | Small Greenfield 7 |
|---|---|---|

| INCOME | Av Size m2 | | % | Number 7 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 99.9 | | 100% | 7 | | 2,600 | 1,817,400 | 699 |
| Shared Ownership | 99.9 | | 0% | 0 | | 1,820 | 0 | 0 |
| Affordable Rent | 99.9 | | 0% | 0 | | 1,685 | 0 | 0 |
| Social Rent | 99.9 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | 0.22 | ha | | 32 | /ha | | **1,817,400** | **699** |
| SITE AREA - Gross | 0.22 | ha | | 32 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | 321,144 | 1,468,089 | 1,468,089 |
| Alternative Use Value | | 10,938 | | 50,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 450,000 | 98,438 | | 450,000 |
| **Viability Threshold** | | **109,375** | | **500,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 279,527 | 400 |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 45,878 | | 321,144 | |
| | Stamp Duty | | 5,557 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 6,423 | 11,980 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 3,234 | | |
| | Architects | 4.00% | 37,159 | | |
| | QS / PM | 0.50% | 4,645 | | |
| | Planning Consultants | 1.00% | 9,290 | | |
| | Other Professional | 2.50% | 23,225 | 77,553 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,242 | 868,079 | | |
| | s106 / CIL | | 17,500 | | |
| | Contingency | 5.00% | 43,404 | | |
| | Abnormals | | 0 | 928,983 | |
| **FINANCE** | | | | | |
| | Fees | | 13,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 13,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 54,522 | | |
| | Legals | 0.5% | 9,087 | | |
| | Misc. | | 0 | 63,609 | **1,416,270** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **318,045** |
| | Affordable Housing | 17.50% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 7 | | |
| No dwgs under | 7 | 462 | 3,234 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 3,234 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 321,144 |
| | **Total** | 5,557 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 109,375 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 3% | |
| | | **Total** | 3,281 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **17,500** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 17,500 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **17,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,057 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 63 | 6% |
| Site Costs | 106 | 10% |
| | **1,242** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 2 | 3 | 2 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 519,257 | 778,886 | 519,257 | 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 |
| 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 |
| 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** | **519,257** | **778,886** | **519,257** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 5,557 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 6,423 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 3,234 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 18,580 | | 18,580 | | | | | | | | | | | | | | | | | | | | | |
| QS | 2,322 | | 2,322 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 4,645 | | 4,645 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 11,612 | | 11,612 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 82,674 | 206,686 | 289,360 | 206,686 | 82,674 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 1,667 | 4,167 | 5,833 | 4,167 | 1,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 4,134 | 10,334 | 14,468 | 10,334 | 4,134 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 13,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 15,578 | 23,367 | 15,578 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,596 | 3,894 | 2,596 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **65,373** | **0** | **125,634** | **221,187** | **309,661** | **221,187** | **106,649** | **27,261** | **18,174** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **321,144** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 5,798 | 5,885 | 7,858 | 11,293 | 16,107 | 19,667 | 13,773 | 2,705 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 318,045 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -386,518 | -5,798 | -131,519 | -229,044 | -320,954 | -237,294 | 392,942 | 737,852 | 498,378 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -318,045 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -386,518 | -392,316 | -523,834 | -752,878 | -1,073,833 | -1,311,127 | -918,185 | -180,333 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 318,045 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **519,257** | **778,886** | **519,257** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 109,375 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 3,281 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 2,188 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 3,234 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 18,580 | 0 | 18,580 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 2,322 | 0 | 2,322 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 4,645 | 0 | 4,645 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 11,612 | 0 | 11,612 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 82,674 | 206,686 | 289,360 | 206,686 | 82,674 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | **279,527** | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 5,000 | 7,500 | 5,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 4,134 | 10,334 | 14,468 | 10,334 | 4,134 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 13,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 15,578 | 23,367 | 15,578 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,596 | 3,894 | 2,596 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **168,237** | **0** | **403,495** | **217,020** | **308,828** | **224,520** | **109,982** | **27,261** | **18,174** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 2,524 | 2,561 | 8,652 | 12,037 | 16,850 | 20,471 | 14,639 | 3,584 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 258,565 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -168,237 | -2,524 | -406,056 | -225,672 | -320,865 | -241,370 | 388,804 | 736,986 | 497,499 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -258,565 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -168,237 | -170,761 | -576,817 | -802,489 | -1,123,354 | -1,364,724 | -975,920 | -238,934 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 258,565 | 0 |

**Base areas**
**Site 15**

| SITE NAME | Site 15 | Small Greenfield 3 |
|---|---|---|

| INCOME | Av Size m2 | | % | Number 3 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 135.0 | | 100% | 3 | | 2,600 | 1,053,000 | 405 |
| Shared Ownership | 135.0 | | 0% | 0 | | 1,820 | 0 | 0 |
| Affordable Rent | 135.0 | | 0% | 0 | | 1,685 | 0 | 0 |
| Social Rent | 135.0 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | 0.10 | ha | | 30 | /ha | | **1,053,000** | **405** |
| SITE AREA - Gross | 0.10 | ha | | 30 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | 103,674 | 1,036,743 | 1,036,743 |
| Alternative Use Value | | 5,000 | | 50,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 450,000 | 45,000 | | 450,000 |
| **Viability Threshold** | | **50,000** | | **500,000** |
| | | £/m2 | | |
| **Additional Profit** | | 87,630 | 216 | |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+i**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | |
|---|---|---|---|---|
| **LAND** | | | | |
| | Land | 34,558 | | 103,674 |
| | Stamp Duty | | 0 | |
| | Easements etc. | | 0 | |
| | Legals Acquisition | 2.00% | 2,073 | 2,073 |
| **PLANNING** | | | | |
| | Planning Fee | | 1,386 | |
| | Architects | 4.00% | 24,988 | |
| | QS / PM | 0.50% | 3,124 | |
| | Planning Consultants | 1.00% | 6,247 | |
| | Other Professional | 2.50% | 15,618 | 51,363 |
| **CONSTRUCTION** | | | | |
| | Build Cost - BCIS Based | 1,451 | 587,821 | |
| | s106 / CIL | | 7,500 | |
| | Contingency | 5.00% | 29,391 | |
| | Abnormals | | 0 | 624,712 |
| **FINANCE** | | | | |
| | Fees | | 7,000 | |
| | Interest | 6.00% | | |
| | Legal and Valuation | | 0 | 7,000 |
| **SALES** | | | | |
| | Agents | 3.0% | 31,590 | |
| | Legals | 0.5% | 5,265 | |
| | Misc. | | 0 | 36,855 **825,678** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **184,275** |
| | Affordable Housing | 17.50% | **0** |

**Planning fee calc**

| Planning app fe | dwgs | rate | |
|---|---|---|---|
| No dwgs | 3 | | |
| No dwgs under | 3 | 462 | 1,386 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 1,386 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 103,674 |
| | **Total** | 0 |

**Stamp duty calc - Add Profit**

| Land payment | | | 50,000 |
|---|---|---|---|
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | **Total** | 0 |

| Pre CIL s106 | 2,500 | £/ Unit (all) | |
|---|---|---|---|
| | | Total | **7,500** |

| Post CIL s106 | 2,500 | £/ Unit (all) | 7,500 |
|---|---|---|---|
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **7,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,167 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 152 | 13% |
| Site Costs | 117 | 10% |
| | **1,451** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 1 | 1 | 1 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 351,000 | 351,000 | 351,000 | 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 |
| 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 |
| 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** | **351,000** | **351,000** | **351,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 2,073 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 1,386 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 12,494 | | 12,494 | | | | | | | | | | | | | | | | | | | | | |
| QS | 1,562 | | 1,562 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 3,124 | | 3,124 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 7,809 | | 7,809 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 65,313 | 130,627 | 195,940 | 130,627 | 65,313 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 833 | 1,667 | 2,500 | 1,667 | 833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 3,266 | 6,531 | 9,797 | 6,531 | 3,266 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 7,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 10,530 | 10,530 | 10,530 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,755 | 1,755 | 1,755 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **35,448** | **0** | **94,401** | **138,825** | **208,237** | **138,825** | **81,697** | **12,285** | **12,285** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **103,674** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 2,087 | 2,118 | 3,566 | 5,702 | 8,911 | 11,127 | 7,254 | 2,282 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 184,275 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -139,122 | -2,087 | -96,519 | -142,391 | -213,939 | -147,736 | 258,176 | 331,461 | 336,433 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -184,275 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -139,122 | -141,209 | -237,728 | -380,119 | -594,058 | -741,794 | -483,618 | -152,158 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 184,275 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **351,000** | **351,000** | **351,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 50,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 1,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 1,386 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 12,494 | 0 | 12,494 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 1,562 | 0 | 1,562 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 3,124 | 0 | 3,124 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 7,809 | 0 | 7,809 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 65,313 | 130,627 | 195,940 | 130,627 | 65,313 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | 87,630 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 2,500 | 2,500 | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 3,266 | 6,531 | 9,797 | 6,531 | 3,266 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 7,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 10,530 | 10,530 | 10,530 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,755 | 1,755 | 1,755 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **84,374** | **0** | **181,197** | **137,158** | **208,237** | **139,658** | **83,364** | **12,285** | **12,285** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,266 | 1,285 | 4,022 | 6,140 | 9,355 | 11,590 | 7,750 | 2,785 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 150,248 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -84,374 | -1,266 | -182,482 | -141,180 | -214,377 | -149,013 | 256,045 | 330,965 | 335,930 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -150,248 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -84,374 | -85,640 | -268,122 | -409,302 | -623,679 | -772,693 | -516,647 | -185,682 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 150,248 | 0 |

**Base areas**
**Site 16**

| SITE NAME | Site 16 | Green Plot |
|---|---|---|

| INCOME | Av Size m2 | | % | Number 1 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 150.0 | | 100% | 1 | | 2,600 | 390,000 | 150 |
| Shared Ownership | 150.0 | | 0% | 0 | | 1,820 | 0 | 0 |
| Affordable Rent | 150.0 | | 0% | 0 | | 1,685 | 0 | 0 |
| Social Rent | 150.0 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | 0.05 | ha | | 20 | /ha | | 390,000 | 150 |
| SITE AREA - Gross | 0.05 | ha | | 20 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 38,307 | 766,147 | 766,147 |
| Alternative Use Value | 2,500 | | 50,000 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 450,000 | 22,500 | | 450,000 |
| **Viability Threshold** | 25,000 | | 500,000 |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 25,879 | 173 |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 38,307 | | 38,307 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 766 | 766 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 462 | | |
| | Architects | 4.00% | 9,244 | | |
| | QS / PM | 0.50% | 1,155 | | |
| | Planning Consultants | 1.00% | 2,311 | | |
| | Other Professional | 2.50% | 5,777 | 18,950 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,451 | 217,712 | | |
| | s106 / CIL | | 2,500 | | |
| | Contingency | 5.00% | 10,886 | | |
| | Abnormals | | 0 | 231,097 | |
| **FINANCE** | | | | | |
| | Fees | | 3,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 3,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 11,700 | | |
| | Legals | 0.5% | 1,950 | | |
| | Misc. | | 0 | 13,650 | 305,770 |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | 68,250 |
| | Affordable Housing | 17.50% | 0 |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 1 | | |
| No dwgs under | 1 | 462 | 462 |
| No dwgs over 5 | 0 | 138 | 0 |
| | | **Total** | 462 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 38,307 |
| | **Total** | 0 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 25,000 |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | **Total** | 0 |

| Pre CIL s106 | 2,500 | £/ Unit (all) | |
|---|---|---|---|
| | | Total | **2,500** |

| Post CIL s106 | 2,500 | £/ Unit (all) | 2,500 |
|---|---|---|---|
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **2,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,167 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 152 | 13% |
| Site Costs | 117 | 10% |
| | **1,451** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 1 | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 390,000 | 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 |
| 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 |
| 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** | **390,000** | **0** | **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 | 766 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 462 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 4,622 | | 4,622 | | | | | | | | | | | | | | | | | | | | | |
| QS | 578 | | 578 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 1,155 | | 1,155 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 2,889 | | 2,889 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 72,571 | 72,571 | 72,571 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 833 | 833 | 833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 3,629 | 3,629 | 3,629 | 0 | 0 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 3,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 11,700 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,950 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **13,472** | **0** | **86,276** | **77,032** | **77,032** | **0** | **13,650** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **38,307** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 777 | 788 | 2,094 | 3,281 | 4,486 | 4,553 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 68,250 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -51,779 | -777 | -87,065 | -79,127 | -80,314 | -4,486 | 371,797 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -68,250 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -51,779 | -52,556 | -139,621 | -218,747 | -299,061 | -303,547 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 68,250 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **390,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 25,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 462 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 4,622 | 0 | 4,622 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 578 | 0 | 578 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 1,155 | 0 | 1,155 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 2,889 | 0 | 2,889 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 72,571 | 72,571 | 72,571 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | 25,879 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 3,629 | 3,629 | 3,629 | 0 | 0 | 0 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 3,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 11,700 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,950 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **38,206** | **0** | **111,322** | **76,199** | **78,699** | **0** | **13,650** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 573 | 582 | 2,260 | 3,437 | 4,669 | 4,739 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 55,663 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -38,206 | -573 | -111,904 | -78,459 | -82,136 | -4,669 | 371,611 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -55,663 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -38,206 | -38,779 | -150,683 | -229,142 | -311,278 | -315,947 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 55,663 | 0 |

**Base areas**
**Site 17**

| SITE NAME | Site 17 | Large Brownfield 300 |
|---|---|---|

| INCOME | | Av Size m2 | | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | % | 300 | | | | |
| Market Housing | | 97.3 | 75% | 225 | | 2,200 | 48,173,400 | 21,897 |
| Shared Ownership | | 60.7 | 6% | 18 | | 1,540 | 1,681,680 | 1,092 |
| Affordable Rent | | 60.7 | 19% | 57 | | 1,685 | 5,826,730 | 3,458 |
| Social Rent | | 60.7 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | | 6.67 ha | | 45 | /ha | | **55,681,810** | **26,447** |
| SITE AREA - Gross | | 9.52 ha | | 32 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 2,695,761 | 404,364 | 283,055 |
| Alternative Use Value | 3,333,333 | | 350,000 |
| Uplift 20% | 666,667 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | **4,000,000** | | **420,000** |
| | £/m2 | | |
| **Additional Profit** | **-1,170,987** | | **-53** |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 8,986 | | 2,695,761 | |
| | Stamp Duty | | 124,288 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 53,915 | 178,203 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 57,600 | | |
| | Architects | 4.00% | 1,488,602 | | |
| | QS / PM | 0.50% | 186,075 | | |
| | Planning Consultants | 1.00% | 372,150 | | |
| | Other Professional | 2.50% | 930,376 | 3,034,804 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,253 | 33,150,042 | | |
| | s106 / CIL | | 750,000 | | |
| | Contingency | 5.00% | 1,657,502 | | |
| | Abnormals | | 1,657,502 | 37,215,046 | |
| **FINANCE** | | | | | |
| | Fees | | 60,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 60,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 1,670,454 | | |
| | Legals | 0.5% | 278,409 | | |
| | Misc. | | 0 | 1,948,863 | **45,132,677** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **8,430,345** |
| | Affordable Housing | 17.50% | **1,313,972** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 300 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 250 | 138 | 34,500 |
| | | **Total** | 57,600 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,695,761 |
| | **Total** | 124,288 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 4,000,000 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | **Total** | 200,000 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **750,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 750,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **750,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,076 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,253** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**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 | 25 | 50 | 50 | 50 | 50 | 50 | 25 | | | | | | | | | | | | | | | | | |
| Market Housing | | 4,014,450 | 8,028,900 | 8,028,900 | 8,028,900 | 8,028,900 | 8,028,900 | 4,014,450 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 140,140 | 280,280 | 280,280 | 280,280 | 280,280 | 280,280 | 140,140 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 485,561 | 971,122 | 971,122 | 971,122 | 971,122 | 971,122 | 485,561 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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** | **4,640,151** | **9,280,302** | **9,280,302** | **9,280,302** | **9,280,302** | **9,280,302** | **4,640,151** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 124,288 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 53,915 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 57,600 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 1,488,602 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| QS | 186,075 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 372,150 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 930,376 | | 0 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 2,762,503 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 2,762,503 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 62,500 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 62,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 138,125 | 276,250 | 276,250 | 276,250 | 276,250 | 276,250 | 138,125 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 138,125 | 276,250 | 276,250 | 276,250 | 276,250 | 276,250 | 138,125 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 60,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 139,205 | 278,409 | 278,409 | 278,409 | 278,409 | 278,409 | 139,205 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 23,201 | 46,402 | 46,402 | 46,402 | 46,402 | 46,402 | 23,201 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **3,273,007** | **3,263,659** | **6,527,318** | **6,527,318** | **6,527,318** | **6,527,318** | **6,527,318** | **3,263,659** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **2,695,761** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 358,126 | 297,024 | 149,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 8,430,345 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,313,972 |
| Cash Flow | -5,968,768 | 1,018,366 | 2,455,959 | 2,603,317 | 2,752,983 | 2,752,983 | 2,752,983 | 1,376,492 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -9,744,317 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -5,968,768 | -4,950,402 | -2,494,442 | 108,875 | 2,861,858 | 5,614,842 | 8,367,825 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 9,744,317 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | 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** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **4,640,151** | **9,280,302** | **9,280,302** | **9,280,302** | **9,280,302** | **9,280,302** | **4,640,151** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 4,000,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 200,000 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 80,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 57,600 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 1,488,602 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 186,075 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 372,150 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 930,376 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 2,762,503 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 5,525,007 | 2,762,503 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -167,284 | -167,284 | -167,284 | -167,284 | -167,284 | -167,284 | -167,284 | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 62,500 | 125,000 | 125,000 | 125,000 | 125,000 | 125,000 | 62,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 138,125 | 276,250 | 276,250 | 276,250 | 276,250 | 276,250 | 138,125 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 138,125 | 276,250 | 276,250 | 276,250 | 276,250 | 276,250 | 138,125 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 60,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 139,205 | 278,409 | 278,409 | 278,409 | 278,409 | 278,409 | 139,205 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 23,201 | 46,402 | 46,402 | 46,402 | 46,402 | 46,402 | 23,201 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **7,207,520** | **3,096,375** | **6,360,034** | **6,360,034** | **6,360,034** | **6,360,034** | **6,360,034** | **3,263,659** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 432,451 | 365,772 | 212,502 | 50,036 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 7,939,352 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,313,972 |
| Cash Flow | -7,207,520 | 1,111,324 | 2,554,496 | 2,707,765 | 2,870,231 | 2,920,267 | 2,920,267 | 1,376,492 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -9,253,324 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -7,207,520 | -6,096,195 | -3,541,700 | -833,934 | 2,036,297 | 4,956,565 | 7,876,832 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 9,253,324 | 0 |

# Base areas
## Site 18

**SITE NAME** Site 18 Large Brownfield 150

| INCOME | | Av Size m2 | | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|---|
| Market Housing | | 97.1 | | 75% | 113 | | 2,200 | 24,029,403 | 10,922 |
| Shared Ownership | | 60.4 | | 6% | 9 | | 1,540 | 836,470 | 543 |
| Affordable Rent | | 60.4 | | 19% | 29 | | 1,685 | 2,898,223 | 1,720 |
| Social Rent | | 60.4 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | | 0 | 0 | |
| | Affordable Rent | | | | | | 0 | 0 | |
| | Social Rent | | | | | | 0 | 0 | |
| SITE AREA - Net | | 3.33 | ha | | 45 | /ha | | **27,764,095** | **13,186** |
| SITE AREA - Gross | | 4.17 | ha | | 36 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | 790,482 | 237,145 | 189,716 |
| Alternative Use Value | 1,458,333 | | 350,000 |
| Uplift 20% | 291,667 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | **1,750,000** | | **420,000** |
| | £/m2 | | |
| **Additional Profit** | **-836,883** | | **-77** |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 5,270 | | 790,482 | |
| | Stamp Duty | | 29,024 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 15,810 | 44,834 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 36,900 | | |
| | Architects | 4.00% | 742,547 | | |
| | QS / PM | 0.50% | 92,818 | | |
| | Planning Consultants | 1.00% | 185,637 | | |
| | Other Professional | 2.50% | 464,092 | 1,521,995 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,254 | 16,535,166 | | |
| | s106 / CIL | | 375,000 | | |
| | Contingency | 5.00% | 826,758 | | |
| | Abnormals | | 826,758 | 18,563,682 | |
| **FINANCE** | | | | | |
| | Fees | | 69,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 69,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 832,923 | | |
| | Legals | 0.5% | 138,820 | | |
| | Misc. | | 0 | 971,743 | **21,961,736** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **4,205,145** |
| | Affordable Housing | 17.50% | **653,571** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 150 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 100 | 138 | 13,800 |
| | | **Total** | 36,900 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 790,482 |
| | **Total** | 29,024 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 1,750,000 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 4% | |
| | | **Total** | 70,000 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **375,000** |
| Post CIL s106 | 2,500 | £/ Unit (all) | 375,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **375,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,254** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 6 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 961,176 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 1,922,352 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 33,459 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 66,918 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 115,929 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 231,858 | 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 |
| 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** | **1,110,564** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 29,024 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 15,810 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 36,900 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 371,274 | | 371,274 | | | | | | | | | | | | | | | | | | | | | |
| QS | 46,409 | | 46,409 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 92,818 | | 92,818 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 232,046 | | 232,046 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 220,469 | 661,407 | 1,102,344 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 881,876 | 440,938 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 5,000 | 15,000 | 25,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 20,000 | 10,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 11,023 | 33,070 | 55,117 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 44,094 | 22,047 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 11,023 | 33,070 | 55,117 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 44,094 | 22,047 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 69,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 33,317 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,553 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **893,281** | **0** | **990,063** | **742,547** | **1,237,579** | **1,485,095** | **1,523,964** | **1,562,834** | **1,562,834** | **1,562,834** | **1,562,834** | **1,562,834** | **1,562,834** | **1,562,834** | **1,562,834** | **1,067,803** | **572,771** | **77,739** | **77,739** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **790,482** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 25,256 | 25,635 | 40,871 | 52,622 | 71,975 | 95,331 | 102,962 | 94,632 | 86,177 | 77,595 | 68,885 | 60,044 | 51,070 | 41,962 | 32,717 | 15,908 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 4,205,145 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 653,571 |
| Cash Flow | -1,683,763 | -25,256 | -1,015,698 | -783,418 | -1,290,201 | -1,557,070 | -508,732 | 555,331 | 563,661 | 572,116 | 580,698 | 589,409 | 598,250 | 607,223 | 616,332 | 1,120,608 | 1,632,449 | 2,143,388 | 2,143,388 | 0 | 0 | 0 | 0 | -4,858,717 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | -1,683,763 | -1,709,020 | -2,724,718 | -3,508,136 | -4,798,337 | -6,355,406 | -6,864,138 | -6,308,807 | -5,745,145 | -5,173,029 | -4,592,331 | -4,002,922 | -3,404,672 | -2,797,449 | -2,181,117 | -1,060,509 | 571,940 | 2,715,329 | 4,858,717 | 4,858,717 | 4,858,717 | 4,858,717 | 4,858,717 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,110,564** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **2,221,128** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 1,750,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 70,000 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 35,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 36,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 371,274 | 0 | 371,274 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 46,409 | 0 | 46,409 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 92,818 | 0 | 92,818 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 232,046 | 0 | 232,046 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 220,469 | 661,407 | 1,102,344 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 1,322,813 | 881,876 | 440,938 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -76,080 | -76,080 | -76,080 | -76,080 | -76,080 | -76,080 | -76,080 | -76,080 | -76,080 | -76,080 | -76,080 | | | | | | | | | | | |
| Post CIL s106 | | | | | 15,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 11,023 | 33,070 | 55,117 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 44,094 | 22,047 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 11,023 | 33,070 | 55,117 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 66,141 | 44,094 | 22,047 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 69,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 33,317 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 66,634 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,553 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 11,106 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **2,703,447** | **0** | **908,983** | **651,467** | **1,151,499** | **1,409,014** | **1,447,884** | **1,486,754** | **1,486,754** | **1,486,754** | **1,486,754** | **1,486,754** | **1,486,754** | **1,562,834** | **1,562,834** | **1,077,803** | **592,771** | **77,739** | **77,739** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 40,552 | 41,160 | 55,412 | 66,015 | 84,278 | 106,677 | 113,337 | 104,022 | 94,567 | 84,969 | 75,228 | 65,341 | 55,306 | 46,261 | 37,080 | 20,487 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 3,875,294 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 653,571 |
| Cash Flow | -2,703,447 | -40,552 | -950,143 | -706,879 | -1,217,514 | -1,493,292 | -443,998 | 621,036 | 630,352 | 639,807 | 649,404 | 659,145 | 669,033 | 602,988 | 612,033 | 1,106,245 | 1,607,870 | 2,143,388 | 2,143,388 | 0 | 0 | 0 | 0 | -4,528,865 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -2,703,447 | -2,743,999 | -3,694,142 | -4,401,021 | -5,618,535 | -7,111,827 | -7,555,825 | -6,934,788 | -6,304,436 | -5,664,629 | -5,015,224 | -4,356,079 | -3,687,046 | -3,084,058 | -2,472,026 | -1,365,781 | 242,089 | 2,385,477 | 4,528,865 | 4,528,865 | 4,528,865 | 4,528,865 | 4,528,865 | 0 |

**Base areas**
**Site 19**

| SITE NAME | Site 19 | Large Brownfield 75 |
|---|---|---|

| INCOME | Av Size m2 | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| | | | 75 | | | | |
| Market Housing | 97.9 | 75% | 56 | | 2,200 | 12,111,750 | 5,505 |
| Shared Ownership | 63.9 | 6% | 5 | | 1,540 | 442,827 | 288 |
| Affordable Rent | 63.9 | 19% | 14 | | 1,685 | 1,534,319 | 911 |
| Social Rent | 63.9 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 1.67 ha | | 45 | /ha | | **14,088,896** | **6,703** |
| SITE AREA - Gross | 2.08 ha | | 36 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **377,957** | **226,774** | **181,420** |
| Alternative Use Value | 729,167 | | 350,000 |
| Uplift 20% | 145,833 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | **875,000** | | **420,000** |
| | £/m2 | | |
| **Additional Profit** | **-432,014** | | **-78** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+i**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | 5,039 | | 377,957 | |
| | Stamp Duty | | 8,398 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | 7,559 | 15,957 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 26,550 | | |
| | Architects | 4.00% | 377,411 | | |
| | QS / PM | 0.50% | 47,176 | | |
| | Planning Consultants | 1.00% | 94,353 | | |
| | Other Professional | 2.50% | 235,882 | 781,373 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,254 | 8,407,074 | | |
| | s106 / CIL | | 187,500 | | |
| | Contingency | 5.00% | 420,354 | | |
| | Abnormals | | 420,354 | 9,435,282 | |
| **FINANCE** | | | | | |
| | Fees | | 42,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 42,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 422,667 | | |
| | Legals | 0.5% | 70,444 | | |
| | Misc. | | 0 | 493,111 | **11,145,680** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **2,119,556** |
| | Affordable Housing | 17.50% | **346,001** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 75 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 25 | 138 | 3,450 |
| | | **Total** | 26,550 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 377,957 |
| | **Total** | 8,398 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 875,000 |
| 125,000 | 0% | 1% | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 3% | |
| | | **Total** | 26,250 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **187,500** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 187,500 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **187,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,077 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 161 | 15% |
| | **1,254** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 7 | 8 | 7 | 8 | 7 | 8 | 7 | 8 | 7 | 8 | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 1,130,430 | 1,291,920 | 1,130,430 | 1,291,920 | 1,130,430 | 1,291,920 | 1,130,430 | 1,291,920 | 1,130,430 | 1,291,920 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 41,331 | 47,235 | 41,331 | 47,235 | 41,331 | 47,235 | 41,331 | 47,235 | 41,331 | 47,235 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 143,203 | 163,661 | 143,203 | 163,661 | 143,203 | 163,661 | 143,203 | 163,661 | 143,203 | 163,661 | 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 |
| 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** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 8,398 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 7,559 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 26,550 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 188,706 | | 188,706 | | | | | | | | | | | | | | | | | | | | | |
| QS | 23,588 | | 23,588 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 47,176 | | 47,176 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 117,941 | | 117,941 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 261,553 | 560,472 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 560,472 | 298,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 5,833 | 12,500 | 18,333 | 19,167 | 18,333 | 19,167 | 18,333 | 19,167 | 18,333 | 19,167 | 12,500 | 6,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 13,078 | 28,024 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 28,024 | 14,946 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 13,078 | 28,024 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 28,024 | 14,946 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 42,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 39,449 | 45,084 | 39,449 | 45,084 | 39,449 | 45,084 | 39,449 | 45,084 | 39,449 | 45,084 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 6,575 | 7,514 | 6,575 | 7,514 | 6,575 | 7,514 | 6,575 | 7,514 | 6,575 | 7,514 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **461,918** | **0** | **670,953** | **629,019** | **922,561** | **964,495** | **968,585** | **1,017,094** | **968,585** | **1,017,094** | **968,585** | **1,017,094** | **675,043** | **388,075** | **46,024** | **52,599** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **377,957** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 12,598 | 12,787 | 23,043 | 32,824 | 47,155 | 62,330 | 58,069 | 51,654 | 47,233 | 40,656 | 36,070 | 29,325 | 20,166 | 3,748 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 2,119,556 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 346,001 |
| Cash Flow | -839,876 | -12,598 | -683,740 | -652,062 | -955,385 | -1,011,650 | 284,049 | 427,653 | 294,725 | 438,488 | 305,723 | 449,651 | 610,596 | 1,094,574 | 1,265,192 | 1,450,217 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,465,557 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -839,876 | -852,474 | -1,536,214 | -2,188,276 | -3,143,661 | -4,155,312 | -3,871,262 | -3,443,610 | -3,148,885 | -2,710,397 | -2,404,673 | -1,955,022 | -1,344,426 | -249,852 | 1,015,340 | 2,465,557 | 2,465,557 | 2,465,557 | 2,465,557 | 2,465,557 | 2,465,557 | 2,465,557 | 2,465,557 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **1,314,964** | **1,502,816** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 875,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 26,250 | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 17,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 26,550 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 188,706 | 0 | 188,706 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 23,588 | 0 | 23,588 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 47,176 | 0 | 47,176 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 117,941 | 0 | 117,941 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 261,553 | 560,472 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 822,025 | 859,390 | 560,472 | 298,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -54,002 | -54,002 | -54,002 | -54,002 | -54,002 | -54,002 | -54,002 | -54,002 | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 17,500 | 20,000 | 17,500 | 20,000 | 17,500 | 20,000 | 17,500 | 20,000 | 17,500 | 20,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 13,078 | 28,024 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 28,024 | 14,946 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 13,078 | 28,024 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 41,101 | 42,969 | 28,024 | 14,946 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 42,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 39,449 | 45,084 | 39,449 | 45,084 | 39,449 | 45,084 | 39,449 | 45,084 | 39,449 | 45,084 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 6,575 | 7,514 | 6,575 | 7,514 | 6,575 | 7,514 | 6,575 | 7,514 | 6,575 | 7,514 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **1,364,711** | **0** | **611,118** | **562,517** | **867,726** | **911,327** | **913,750** | **963,926** | **913,750** | **963,926** | **967,751** | **1,017,927** | **680,043** | **401,409** | **46,024** | **52,599** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 20,471 | 20,778 | 30,256 | 39,148 | 52,751 | 67,212 | 62,202 | 55,052 | 49,859 | 42,524 | 37,953 | 31,249 | 22,194 | 6,006 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,966,738 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 346,001 |
| Cash Flow | -1,364,711 | -20,471 | -631,896 | -592,773 | -906,874 | -964,078 | 334,002 | 476,688 | 346,162 | 489,031 | 304,689 | 446,935 | 603,672 | 1,079,213 | 1,262,934 | 1,450,217 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,312,738 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -1,364,711 | -1,385,182 | -2,017,078 | -2,609,851 | -3,516,725 | -4,480,803 | -4,146,801 | -3,670,113 | -3,323,951 | -2,834,920 | -2,530,231 | -2,083,297 | -1,479,625 | -400,412 | 862,521 | 2,312,738 | 2,312,738 | 2,312,738 | 2,312,738 | 2,312,738 | 2,312,738 | 2,312,738 | 2,312,738 | 0 |

# Base areas
## Site 20

**SITE NAME** Site 20 Medium Brownfield 40

| INCOME | Av Size m2 | % | Number 40 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 99.5 | 75% | 30 | | 2,000 | 5,972,000 | 2,986 |
| Shared Ownership | 58.7 | 6% | 2 | | 1,400 | 197,232 | 141 |
| Affordable Rent | 58.7 | 19% | 8 | | 1,685 | 751,712 | 446 |
| Social Rent | 58.7 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.89 ha | | 45 | /ha | | **6,920,944** | **3,573** |
| SITE AREA - Gross | 0.99 ha | | 41 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **-172,764** | **-194,360** | **-174,924** |
| Alternative Use Value | 345,679 | | 350,000 |
| Uplift 20% | 69,136 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | **414,815** | | **420,000** |
| | £/m2 | | |
| **Additional Profit** | **-570,593** | **-191** | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | -4,319 | | -172,764 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | -3,455 | -3,455 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 18,480 | | |
| | Architects | 4.00% | 199,933 | | |
| | QS / PM | 0.50% | 24,992 | | |
| | Planning Consultants | 1.00% | 49,983 | | |
| | Other Professional | 2.50% | 124,958 | 418,346 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,246 | 4,453,026 | | |
| | s106 / CIL | | 100,000 | | |
| | Contingency | 5.00% | 222,651 | | |
| | Abnormals | | 222,651 | 4,998,329 | |
| **FINANCE** | | | | | |
| | Fees | | 22,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 22,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 207,628 | | |
| | Legals | 0.5% | 34,605 | | |
| | Misc. | | 0 | 242,233 | **5,504,689** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **1,045,100** |
| | Affordable Housing | 17.50% | **166,065** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 40 | | |
| No dwgs under | 40 | 462 | 18,480 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 18,480 |

| Stamp duty calc - Residual | |
|---|---|
| Land payment | -172,764 |
| **Total** | 0 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 414,815 |
| 125,000 | 0% | 0% |
| 250,000 | 1% | 0% |
| 500,000 | 3% | 0% |
| 1,000,000 | 4% | 0% |
| above | 5% | 0% |
| **Total** | | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **100,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 100,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **100,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,070 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 160 | 15% |
| | **1,246** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 5 | 5 | 5 | 5 | 5 | | 5 | 5 | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 746,500 | 746,500 | 746,500 | 746,500 | 746,500 | 746,500 | 746,500 | 746,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 24,654 | 24,654 | 24,654 | 24,654 | 24,654 | 24,654 | 24,654 | 24,654 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 93,964 | 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 |
| 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** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -3,455 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 18,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 99,967 | | 99,967 | | | | | | | | | | | | | | | | | | | | | |
| QS | 12,496 | | 12,496 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 24,992 | | 24,992 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 62,479 | | 62,479 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 185,543 | 371,086 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 371,086 | 185,543 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 4,167 | 8,333 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 8,333 | 4,167 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 9,277 | 18,554 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 18,554 | 9,277 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 9,277 | 18,554 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 18,554 | 9,277 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 22,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **236,958** | **0** | **408,197** | **416,527** | **624,791** | **624,791** | **655,070** | **655,070** | **655,070** | **655,070** | **446,807** | **238,543** | **30,279** | **30,279** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-172,764** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 963 | 977 | 7,115 | 13,470 | 23,044 | 32,761 | 30,102 | 27,403 | 24,663 | 21,882 | 15,936 | 6,776 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 1,045,100 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 166,065 |
| Cash Flow | -64,193 | -963 | -409,174 | -423,642 | -638,261 | -647,835 | 177,287 | 179,946 | 182,645 | 185,385 | 396,429 | 610,640 | 828,063 | 834,839 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,211,165 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -64,193 | -65,156 | -474,331 | -897,973 | -1,536,234 | -2,184,068 | -2,006,782 | -1,826,836 | -1,644,190 | -1,458,805 | -1,062,376 | -451,737 | 376,326 | 1,211,165 | 1,211,165 | 1,211,165 | 1,211,165 | 1,211,165 | 1,211,165 | 1,211,165 | 1,211,165 | 1,211,165 | 1,211,165 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **865,118** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 414,815 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 8,296 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 18,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 99,967 | 0 | 99,967 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 12,496 | 0 | 12,496 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 24,992 | 0 | 24,992 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 62,479 | 0 | 62,479 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 185,543 | 371,086 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 556,628 | 371,086 | 185,543 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -95,099 | -95,099 | -95,099 | -95,099 | -95,099 | -95,099 | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 9,277 | 18,554 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 18,554 | 9,277 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 9,277 | 18,554 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 27,831 | 18,554 | 9,277 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 22,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 25,954 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 4,326 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **663,524** | **0** | **308,931** | **313,095** | **529,692** | **529,692** | **559,971** | **559,971** | **655,070** | **655,070** | **450,973** | **246,876** | **30,279** | **30,279** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 9,953 | 10,102 | 14,888 | 19,807 | 28,050 | 36,416 | 32,385 | 28,294 | 25,567 | 22,800 | 16,930 | 7,910 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 968,350 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 166,065 |
| Cash Flow | -663,524 | -9,953 | -319,034 | -327,983 | -549,500 | -557,742 | 268,731 | 272,761 | 181,754 | 184,480 | 391,345 | 601,312 | 826,929 | 834,839 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,134,415 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -663,524 | -673,477 | -992,511 | -1,320,494 | -1,869,993 | -2,427,736 | -2,159,005 | -1,886,244 | -1,704,490 | -1,520,009 | -1,128,664 | -527,353 | 299,576 | 1,134,415 | 1,134,415 | 1,134,415 | 1,134,415 | 1,134,415 | 1,134,415 | 1,134,415 | 1,134,415 | 1,134,415 | 1,134,415 | 0 |

**Base areas**
**Site 21**

| SITE NAME | Site 21 | Medium Brownfield 20 |
|---|---|---|

| INCOME | Av Size m2 | % | Number 20 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 97.2 | 75% | 15 | | 2,000 | 2,916,000 | 1,458 |
| Shared Ownership | 59.0 | 6% | 1 | | 1,400 | 99,120 | 71 |
| Affordable Rent | 59.0 | 19% | 4 | | 1,685 | 377,777 | 224 |
| Social Rent | 59.0 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.44 ha | | 45 | /ha | | 3,392,897 | 1,753 |
| SITE AREA - Gross | 0.49 ha | | 41 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | -122,990 | -276,728 | -249,055 |
| Alternative Use Value | 172,840 | | 350,000 |
| Uplift 20% | 34,568 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | 207,407 | | 420,000 |
| | £/m2 | | |
| **Additional Profit** | -316,502 | -217 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | -6,150 | | -122,990 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | -2,460 | -2,460 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 9,240 | | |
| | Architects | 4.00% | 98,816 | | |
| | QS / PM | 0.50% | 12,352 | | |
| | Planning Consultants | 1.00% | 24,704 | | |
| | Other Professional | 2.50% | 61,760 | 206,872 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,255 | 2,200,364 | | |
| | s106 / CIL | | 50,000 | | |
| | Contingency | 5.00% | 110,018 | | |
| | Abnormals | | 110,018 | 2,470,401 | |
| **FINANCE** | | | | | |
| | Fees | | 20,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 20,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 101,787 | | |
| | Legals | 0.5% | 16,964 | | |
| | Misc. | | 0 | 118,751 | **2,690,574** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **510,300** |
| | Affordable Housing | 17.50% | **83,457** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 20 | | |
| No dwgs under | 20 | 462 | 9,240 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 9,240 |

| Stamp duty calc - Residual | |
|---|---|
| Land payment | -122,990 |
| **Total** | 0 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 207,407 |
| 125,000 | 0% | 0% |
| 250,000 | 1% | 0% |
| 500,000 | 3% | 0% |
| 1,000,000 | 4% | 0% |
| above | 5% | 0% |
| **Total** | | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **50,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 50,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **50,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,078 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 162 | 15% |
| | **1,255** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 5 | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 729,000 | 729,000 | 729,000 | 729,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 24,780 | 24,780 | 24,780 | 24,780 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 94,444 | 94,444 | 94,444 | 94,444 | 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 |
| 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** | **848,224** | **848,224** | **848,224** | **848,224** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -2,460 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 9,240 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 49,408 | | 49,408 | | | | | | | | | | | | | | | | | | | | | |
| QS | 6,176 | | 6,176 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 12,352 | | 12,352 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 30,880 | | 30,880 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 183,364 | 366,727 | 550,091 | 550,091 | 366,727 | 183,364 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 4,167 | 8,333 | 12,500 | 12,500 | 8,333 | 4,167 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 9,168 | 18,336 | 27,505 | 27,505 | 18,336 | 9,168 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 9,168 | 18,336 | 27,505 | 27,505 | 18,336 | 9,168 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 20,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 25,447 | 25,447 | 25,447 | 25,447 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,241 | 4,241 | 4,241 | 4,241 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **125,596** | **0** | **304,683** | **411,733** | **617,600** | **617,600** | **441,421** | **235,555** | **29,688** | **29,688** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-122,990** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 39 | 40 | 4,611 | 10,856 | 20,283 | 29,851 | 24,196 | 15,369 | 3,322 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 510,300 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 83,457 |
| Cash Flow | -2,606 | -39 | -304,722 | -416,344 | -628,456 | -637,883 | 376,952 | 588,473 | 803,167 | 815,215 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -593,757 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -2,606 | -2,645 | -307,368 | -723,712 | -1,352,167 | -1,990,050 | -1,613,098 | -1,024,625 | -221,458 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 593,757 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **848,224** | **848,224** | **848,224** | **848,224** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 207,407 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 4,148 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 9,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 49,408 | 0 | 49,408 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 6,176 | 0 | 6,176 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 12,352 | 0 | 12,352 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 30,880 | 0 | 30,880 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 183,364 | 366,727 | 550,091 | 550,091 | 366,727 | 183,364 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -158,251 | -158,251 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 12,500 | 12,500 | 12,500 | 12,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 9,168 | 18,336 | 27,505 | 27,505 | 18,336 | 9,168 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 9,168 | 18,336 | 27,505 | 27,505 | 18,336 | 9,168 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 20,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 25,447 | 25,447 | 25,447 | 25,447 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,241 | 4,241 | 4,241 | 4,241 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **339,612** | **0** | **142,265** | **245,149** | **617,600** | **617,600** | **445,588** | **243,888** | **29,688** | **29,688** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 5,094 | 5,171 | 7,382 | 11,170 | 20,602 | 30,175 | 24,588 | 15,892 | 3,852 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 474,439 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 83,457 |
| Cash Flow | -339,612 | -5,094 | -147,435 | -252,531 | -628,770 | -638,202 | 372,462 | 579,749 | 802,645 | 814,685 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -557,895 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -339,612 | -344,706 | -492,141 | -744,672 | -1,373,442 | -2,011,644 | -1,639,183 | -1,059,434 | -256,789 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 557,895 | 0 |

**Base areas**
**Site 22**

| SITE NAME | Site 22 | Medium Brownfield 12 |
|---|---|---|

| INCOME | Av Size m2 | % | Number 12 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 99.3 | 75% | 9 | | 2,000 | 1,788,000 | 894 |
| Shared Ownership | 60.0 | 6% | 1 | | 1,400 | 60,480 | 43 |
| Affordable Rent | 60.0 | 19% | 2 | | 1,685 | 230,508 | 137 |
| Social Rent | 60.0 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.27 ha | | 45 | /ha | | **2,078,988** | **1,074** |
| SITE AREA - Gross | 0.27 ha | | 45 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **-20,201** | **-75,755** | **-75,755** |
| Alternative Use Value | 93,333 | | 350,000 |
| Uplift 20% | 18,667 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | **112,000** | | **420,000** |
| | £/m2 | | |
| **Additional Profit** | **-119,282** | **-133** | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | -1,683 | | -20,201 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | -404 | -404 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 5,544 | | |
| | Architects | 4.00% | 58,345 | | |
| | QS / PM | 0.50% | 7,293 | | |
| | Planning Consultants | 1.00% | 14,586 | | |
| | Other Professional | 2.50% | 36,466 | 122,234 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,209 | 1,298,749 | | |
| | s106 / CIL | | 30,000 | | |
| | Contingency | 5.00% | 64,937 | | |
| | Abnormals | | 64,937 | 1,458,624 | |
| **FINANCE** | | | | | |
| | Fees | | 12,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 12,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 62,370 | | |
| | Legals | 0.5% | 10,395 | | |
| | Misc. | | 0 | 72,765 | **1,645,017** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **312,900** |
| | Affordable Housing | 17.50% | **50,923** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 12 | | |
| No dwgs under | 12 | 462 | 5,544 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 5,544 |

| Stamp duty calc - Residual | |
|---|---|
| Land payment | -20,201 |
| **Total** | 0 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 112,000 |
| 125,000 | 0% | 0% |
| 250,000 | 1% | 0% |
| 500,000 | 3% | 0% |
| 1,000,000 | 4% | 0% |
| above | 5% | 0% |
| **Total** | | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **30,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 30,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **30,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,085 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 108 | 10% |
| | **1,209** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 3 | 3 | 3 | 3 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 447,000 | 447,000 | 447,000 | 447,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 15,120 | 15,120 | 15,120 | 15,120 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 57,627 | 57,627 | 57,627 | 57,627 | 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 |
| 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** | **519,747** | **519,747** | **519,747** | **519,747** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -404 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 5,544 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 29,172 | | 29,172 | | | | | | | | | | | | | | | | | | | | | |
| QS | 3,647 | | 3,647 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 7,293 | | 7,293 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 18,233 | | 18,233 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 108,229 | 216,458 | 324,687 | 324,687 | 216,458 | 108,229 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 2,500 | 5,000 | 7,500 | 7,500 | 5,000 | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 5,411 | 10,823 | 16,234 | 16,234 | 10,823 | 5,411 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 5,411 | 10,823 | 16,234 | 16,234 | 10,823 | 5,411 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 12,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 15,592 | 15,592 | 15,592 | 15,592 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,599 | 2,599 | 2,599 | 2,599 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **75,485** | **0** | **179,897** | **243,104** | **364,656** | **364,656** | **261,295** | **139,743** | **18,191** | **18,191** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-20,201** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 829 | 842 | 3,553 | 7,253 | 12,831 | 18,494 | 14,894 | 9,418 | 2,035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 312,900 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 50,923 |
| Cash Flow | -55,283 | -829 | -180,739 | -246,657 | -371,909 | -377,487 | 239,958 | 365,110 | 492,138 | 499,520 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -363,823 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -55,283 | -56,113 | -236,851 | -483,508 | -855,417 | -1,232,904 | -992,946 | -627,836 | -135,697 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 363,823 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **519,747** | **519,747** | **519,747** | **519,747** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 112,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 2,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 5,544 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 29,172 | 0 | 29,172 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 3,647 | 0 | 3,647 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 7,293 | 0 | 7,293 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 18,233 | 0 | 18,233 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 108,229 | 216,458 | 324,687 | 324,687 | 216,458 | 108,229 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -59,641 | -59,641 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 7,500 | 7,500 | 7,500 | 7,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 5,411 | 10,823 | 16,234 | 16,234 | 10,823 | 5,411 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 5,411 | 10,823 | 16,234 | 16,234 | 10,823 | 5,411 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 12,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 15,592 | 15,592 | 15,592 | 15,592 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,599 | 2,599 | 2,599 | 2,599 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **190,129** | **0** | **117,756** | **178,463** | **364,656** | **364,656** | **263,795** | **144,743** | **18,191** | **18,191** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 2,852 | 2,895 | 4,704 | 7,452 | 13,034 | 18,699 | 15,140 | 9,742 | 2,365 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 290,602 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 50,923 |
| Cash Flow | -190,129 | -2,852 | -120,651 | -183,168 | -372,108 | -377,690 | 237,253 | 359,864 | 491,814 | 499,191 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -341,524 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -190,129 | -192,981 | -313,632 | -496,799 | -868,907 | -1,246,597 | -1,009,344 | -649,480 | -157,666 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 341,524 | 0 |

**Base areas**
**Site 23**

| SITE NAME | Site 23 | Small Brownfield 7 |
|---|---|---|

| INCOME | Av Size m2 | % | Number 7 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| Market Housing | 99.9 | 100% | 7 | 2,000 | 1,398,000 | 699 |
| Shared Ownership | 99.9 | 0% | 0 | 1,400 | 0 | 0 |
| Affordable Rent | 99.9 | 0% | 0 | 1,685 | 0 | 0 |
| Social Rent | 99.9 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.17 ha | | 42 /ha | | 1,398,000 | 699 |
| SITE AREA - Gross | 0.17 ha | | 42 /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | -7,579 | -45,477 | -45,477 |
| Alternative Use Value | 58,333 | | 350,000 |
| Uplift 20% | 11,667 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | 70,000 | | 420,000 |
| | £/m2 | | |
| **Additional Profit** | -40,498 | -58 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | -1,083 | | -7,579 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | -152 | -152 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 3,234 | | |
| | Architects | 4.00% | 38,895 | | |
| | QS / PM | 0.50% | 4,862 | | |
| | Planning Consultants | 1.00% | 9,724 | | |
| | Other Professional | 2.50% | 24,310 | 81,025 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,242 | 868,079 | | |
| | s106 / CIL | | 17,500 | | |
| | Contingency | 5.00% | 43,404 | | |
| | Abnormals | | 43,404 | 972,387 | |
| **FINANCE** | | | | | |
| | Fees | | 10,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 10,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 41,940 | | |
| | Legals | 0.5% | 6,990 | | |
| | Misc. | | 0 | 48,930 | 1,104,611 |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | 244,650 |
| | Affordable Housing | 17.50% | 0 |

**Planning fee calc**

| Planning app fe | dwgs | rate | |
|---|---|---|---|
| No dwgs | 7 | | |
| No dwgs under | 7 | 462 | 3,234 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 3,234 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | -7,579 |
| | **Total** | 0 |

**Stamp duty calc - Add Profit**

| Land payment | | 70,000 |
|---|---|---|
| 125,000 | 0% | 0% |
| 250,000 | 1% | 0% |
| 500,000 | 3% | 0% |
| 1,000,000 | 4% | 0% |
| above | 5% | 0% |
| | **Total** | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | 17,500 |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 17,500 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | 17,500 |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,057 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 63 | 6% |
| Site Costs | 106 | 10% |
| | **1,242** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 2 | 3 | 2 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 399,429 | 599,143 | 399,429 | 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 |
| 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 |
| 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** | **399,429** | **599,143** | **399,429** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -152 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 3,234 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 19,448 | | 19,448 | | | | | | | | | | | | | | | | | | | | | |
| QS | 2,431 | | 2,431 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 4,862 | | 4,862 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 12,155 | | 12,155 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 82,674 | 206,686 | 289,360 | 206,686 | 82,674 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 1,667 | 4,167 | 5,833 | 4,167 | 1,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 4,134 | 10,334 | 14,468 | 10,334 | 4,134 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 4,134 | 10,334 | 14,468 | 10,334 | 4,134 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 10,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 11,983 | 17,974 | 11,983 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,997 | 2,996 | 1,997 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **51,978** | **0** | **131,504** | **231,521** | **324,129** | **231,521** | **106,588** | **20,970** | **13,980** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | -7,579 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 666 | 676 | 2,659 | 6,171 | 11,126 | 14,766 | 10,594 | 2,081 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 244,650 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -44,398 | -666 | -132,180 | -234,179 | -330,300 | -242,647 | 278,075 | 567,578 | 383,368 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -244,650 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -44,398 | -45,064 | -177,244 | -411,424 | -741,724 | -984,371 | -706,296 | -138,718 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 244,650 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **399,429** | **599,143** | **399,429** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 70,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 1,400 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 3,234 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 19,448 | 0 | 19,448 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 2,431 | 0 | 2,431 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 4,862 | 0 | 4,862 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 12,155 | 0 | 12,155 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 82,674 | 206,686 | 289,360 | 206,686 | 82,674 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -40,498 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 5,000 | 7,500 | 5,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 4,134 | 10,334 | 14,468 | 10,334 | 4,134 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 4,134 | 10,334 | 14,468 | 10,334 | 4,134 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 10,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 11,983 | 17,974 | 11,983 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,997 | 2,996 | 1,997 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **123,529** | **0** | **89,339** | **227,354** | **323,296** | **234,854** | **109,922** | **20,970** | **13,980** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 1,853 | 1,881 | 3,249 | 6,708 | 11,658 | 15,356 | 11,244 | 2,740 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 200,068 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -123,529 | -1,853 | -91,220 | -230,603 | -330,004 | -246,512 | 274,151 | 566,929 | 382,709 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -200,068 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -123,529 | -125,382 | -216,602 | -447,205 | -777,209 | -1,023,722 | -749,570 | -182,641 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 200,068 | 0 |

**Base areas**
**Site 24**

| SITE NAME | Site 24 | Small Brownfield 3 |
|---|---|---|

| INCOME | Av Size m2 | | % | Number 3 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 95.0 | | 100% | 3 | | 2,000 | 570,000 | 285 |
| Shared Ownership | 95.0 | | 0% | 0 | | 1,400 | 0 | 0 |
| Affordable Rent | 95.0 | | 0% | 0 | | 1,685 | 0 | 0 |
| Social Rent | 95.0 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | 0.08 | ha | | 40 | /ha | | 570,000 | 285 |
| SITE AREA - Gross | 0.08 | ha | | 40 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | -13,614 | -181,523 | -181,523 |
| Alternative Use Value | 26,250 | | 350,000 |
| Uplift 20% | 5,250 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | 31,500 | | 420,000 |
| | £/m2 | | |
| **Additional Profit** | -30,704 | -108 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | -4,538 | | -13,614 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | -272 | -272 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 1,386 | | |
| | Architects | 4.00% | 16,280 | | |
| | QS / PM | 0.50% | 2,035 | | |
| | Planning Consultants | 1.00% | 4,070 | | |
| | Other Professional | 2.50% | 10,175 | 33,945 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,274 | 363,173 | | |
| | s106 / CIL | | 7,500 | | |
| | Contingency | 5.00% | 18,159 | | |
| | Abnormals | | 18,159 | 406,990 | |
| **FINANCE** | | | | | |
| | Fees | | 4,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 4,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 17,100 | | |
| | Legals | 0.5% | 2,850 | | |
| | Misc. | | 0 | 19,950 | 450,999 |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | 99,750 |
| | Affordable Housing | 17.50% | 0 |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 3 | | |
| No dwgs under | 3 | 462 | 1,386 |
| No dwgs over 5( | 0 | 138 | 0 |
| | | **Total** | 1,386 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -13,614 |
| | **Total** | 0 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 31,500 |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | **Total** | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **7,500** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 7,500 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **7,500** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,023 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 133 | 13% |
| Site Costs | 102 | 10% |
| | **1,274** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 1 | 1 | 1 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 190,000 | 190,000 | 190,000 | 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 |
| 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 |
| 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** | **190,000** | **190,000** | **190,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -272 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 1,386 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 8,140 | | 8,140 | | | | | | | | | | | | | | | | | | | | | |
| QS | 1,017 | | 1,017 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 2,035 | | 2,035 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 5,087 | | 5,087 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 40,353 | 80,705 | 121,058 | 80,705 | 40,353 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 833 | 1,667 | 2,500 | 1,667 | 833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 2,018 | 4,035 | 6,053 | 4,035 | 2,018 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 2,018 | 4,035 | 6,053 | 4,035 | 2,018 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 4,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 5,700 | 5,700 | 5,700 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 950 | 950 | 950 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **21,393** | **0** | **61,501** | **90,442** | **135,663** | **90,442** | **51,871** | **6,650** | **6,650** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | -13,614 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 117 | 118 | 1,043 | 2,415 | 4,486 | 5,910 | 3,927 | 1,235 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 99,750 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -7,779 | -117 | -61,619 | -91,485 | -138,078 | -94,928 | 132,219 | 179,423 | 182,115 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -99,750 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -7,779 | -7,896 | -69,515 | -161,000 | -299,078 | -394,007 | -261,788 | -82,365 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 99,750 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **190,000** | **190,000** | **190,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 31,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 630 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 1,386 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 8,140 | 0 | 8,140 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 1,017 | 0 | 1,017 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 2,035 | 0 | 2,035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 5,087 | 0 | 5,087 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 40,353 | 80,705 | 121,058 | 80,705 | 40,353 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -30,704 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 2,500 | 2,500 | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 2,018 | 4,035 | 6,053 | 4,035 | 2,018 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 2,018 | 4,035 | 6,053 | 4,035 | 2,018 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 4,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 5,700 | 5,700 | 5,700 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 950 | 950 | 950 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **53,796** | **0** | **29,963** | **88,776** | **135,663** | **91,276** | **53,538** | **6,650** | **6,650** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 807 | 819 | 1,281 | 2,632 | 4,706 | 6,146 | 4,191 | 1,504 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 81,604 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -53,796 | -807 | -30,782 | -90,056 | -138,295 | -95,982 | 130,316 | 179,159 | 181,846 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -81,604 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -53,796 | -54,603 | -85,385 | -175,441 | -313,736 | -409,717 | -279,401 | -100,242 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 81,604 | 0 |

**Base areas**
**Site 25**

| SITE NAME | Site 24 | Urban Flats |
|---|---|---|

| INCOME | Av Size m2 | % | Number 60 | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 59.0 | 75% | 45 | | 2,150 | 5,708,250 | 2,655 |
| Shared Ownership | 49.8 | 6% | 4 | | 1,505 | 269,816 | 179 |
| Affordable Rent | 49.8 | 19% | 11 | | 1,685 | 956,608 | 568 |
| Social Rent | 49.8 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.60 ha | | 100 | /ha | | 6,934,675 | 3,402 |
| SITE AREA - Gross | 1.00 ha | | 60 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | -1,166,488 | -1,944,147 | -1,166,488 |
| Alternative Use Value | 350,000 | | 350,000 |
| Uplift 20% | 70,000 | | 70,000 |
| Plus /ha 0 | 0 | | 0 |
| **Viability Threshold** | 420,000 | | 420,000 |
| | £/m2 | | |
| **Additional Profit** | -1,614,057 | -608 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | -19,441 | | -1,166,488 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 2.00% | -23,330 | -23,330 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 24,480 | | |
| | Architects | 4.00% | 238,829 | | |
| | QS / PM | 0.50% | 29,854 | | |
| | Planning Consultants | 1.00% | 59,707 | | |
| | Other Professional | 2.50% | 149,268 | 502,138 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,555 | 5,291,566 | | |
| | s106 / CIL | | 150,000 | | |
| | Contingency | 5.00% | 264,578 | | |
| | Abnormals | | 264,578 | 5,970,723 | |
| **FINANCE** | | | | | |
| | Fees | | 27,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 27,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 208,040 | | |
| | Legals | 0.5% | 34,673 | | |
| | Misc. | | 0 | 242,714 | **5,552,756** |

| Developers Profit | | | |
|---|---|---|---|
| | Market Housing | 17.50% | **998,944** |
| | Affordable Housing | 17.50% | **214,624** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fe | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | |
|---|---|
| Land payment | -1,166,488 |
| **Total** | 0 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 420,000 |
| 125,000 | 0% | 0% |
| 250,000 | 1% | 0% |
| 500,000 | 3% | 0% |
| 1,000,000 | 4% | 0% |
| above | 5% | 0% |
| **Total** | | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 2,500 | £/ Unit (all) | |
| | | Total | **150,000** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 2,500 | £/ Unit (all) | 150,000 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **150,000** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,305 | |
| CfSH | 0 | 0.00% |
| Energy | 4 | |
| Design | 0 | |
| Acc & Adpt | 11 | |
| Water | 1 | |
| Small Sites | 170 | 13% |
| Site Costs | 65 | 5% |
| | **1,555** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 10 | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 951,375 | 951,375 | 951,375 | 951,375 | 951,375 | 951,375 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 44,969 | 44,969 | 44,969 | 44,969 | 44,969 | 44,969 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 159,435 | 159,435 | 159,435 | 159,435 | 159,435 | 159,435 | 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 |
| 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** | **1,155,779** | **1,155,779** | **1,155,779** | **1,155,779** | **1,155,779** | **1,155,779** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -23,330 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 119,414 | | 119,414 | | | | | | | | | | | | | | | | | | | | | |
| QS | 14,927 | | 14,927 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 29,854 | | 29,854 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 74,634 | | 74,634 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 293,976 | 587,952 | 881,928 | 881,928 | 881,928 | 881,928 | 587,952 | 293,976 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 8,333 | 16,667 | 25,000 | 25,000 | 25,000 | 25,000 | 16,667 | 8,333 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 14,699 | 29,398 | 44,096 | 44,096 | 44,096 | 44,096 | 29,398 | 14,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 14,699 | 29,398 | 44,096 | 44,096 | 44,096 | 44,096 | 29,398 | 14,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 27,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 34,673 | 34,673 | 34,673 | 34,673 | 34,673 | 34,673 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,779 | 5,779 | 5,779 | 5,779 | 5,779 | 5,779 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **266,979** | **0** | **570,536** | **663,414** | **995,120** | **995,120** | **1,035,573** | **1,035,573** | **703,866** | **372,159** | **40,452** | **40,452** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-1,166,488** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 0 | 5,017 | 20,019 | 35,246 | 33,971 | 32,678 | 26,389 | 15,031 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 998,944 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 214,624 |
| Cash Flow | 899,509 | 0 | -570,536 | -663,414 | -1,000,137 | -1,015,139 | 84,961 | 86,235 | 419,235 | 757,231 | 1,100,296 | 1,115,327 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,213,568 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 899,509 | 899,509 | 328,973 | -334,440 | -1,334,577 | -2,349,717 | -2,264,756 | -2,178,521 | -1,759,286 | -1,002,055 | 98,241 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 1,213,568 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,155,779** | **1,155,779** | **1,155,779** | **1,155,779** | **1,155,779** | **1,155,779** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 420,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 8,400 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 119,414 | 0 | 119,414 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 14,927 | 0 | 14,927 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 29,854 | 0 | 29,854 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 74,634 | 0 | 74,634 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 293,976 | 587,952 | 881,928 | 881,928 | 881,928 | 881,928 | 587,952 | 293,976 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -1,614,057 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 14,699 | 29,398 | 44,096 | 44,096 | 44,096 | 44,096 | 29,398 | 14,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 14,699 | 29,398 | 44,096 | 44,096 | 44,096 | 44,096 | 29,398 | 14,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 27,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 34,673 | 34,673 | 34,673 | 34,673 | 34,673 | 34,673 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,779 | 5,779 | 5,779 | 5,779 | 5,779 | 5,779 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **718,709** | **0** | **-1,051,854** | **646,747** | **995,120** | **995,120** | **1,035,573** | **1,035,573** | **712,199** | **388,826** | **40,452** | **40,452** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 10,781 | 10,942 | 0 | 5,030 | 20,032 | 35,259 | 33,985 | 32,692 | 26,529 | 15,422 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 972,461 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 214,624 |
| Cash Flow | -718,709 | -10,781 | 1,040,912 | -646,747 | -1,000,150 | -1,015,153 | 84,947 | 86,221 | 410,888 | 740,425 | 1,099,905 | 1,115,327 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,187,085 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -718,709 | -729,490 | 311,422 | -335,325 | -1,335,475 | -2,350,628 | -2,265,681 | -2,179,459 | -1,768,571 | -1,028,147 | 71,758 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 1,187,085 | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | North Widnes | North East Widnes | North West Widnes | Halebank | Wharford Farm | Land between The Office Village, Daresbury Park and | Preston on the Hill | Large Greenfield 300 | Large Greenfield 150 | Large Greenfield 75 | Medium Greenfield 40 | Medium Greenfield 20 | Medium Greenfield 12 | Small Greenfield 7 | Small Greenfield 3 | Green Plot | Large Brownfield 300 | Large Brownfield 150 | Large Brownfield 75 | Medium Brownfield 40 | Medium Brownfield 20 | Medium Brownfield 12 | Small Brownfield 7 | Small Brownfield 3 | Urban Flats |
| Green/brown field | | | 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 |
| | Use | | Agricult | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Paddock | Agricultural | Agricultural | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial |
| Site Are | Gross | ha | 18.18 | 38.74 | 20.98 | 28.09 | 42.57 | 19.10 | 14.39 | 12.24 | 6.12 | 2.68 | 1.27 | 0.63 | 0.36 | 0.22 | 0.10 | 0.05 | 9.52 | 4.17 | 2.08 | 0.99 | 0.49 | 0.27 | 0.17 | 0.08 | 1.00 |
| | Net | ha | 12.72 | 27.12 | 14.69 | 20.23 | 29.80 | 13.72 | 10.57 | 8.57 | 4.29 | 2.14 | 1.14 | 0.57 | 0.36 | 0.22 | 0.10 | 0.05 | 6.67 | 3.33 | 1.67 | 0.89 | 0.44 | 0.27 | 0.17 | 0.08 | 0.60 |
| Units | | | 382 | 818 | 440 | 590 | 817 | 411 | 316 | 300 | 150 | 75 | 40 | 20 | 12 | 7 | 3 | 1 | 300 | 150 | 75 | 40 | 20 | 12 | 7 | 3 | 60 |
| Mix | Market | | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 100.00% | 100.00% | 100.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% | 100.00% | 100.00% | 75.00% |
| | Intermediate to Buy | | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 0.00% | 0.00% | 0.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 0.00% | 0.00% | 6.00% |
| | Affordable Rent | | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 0.00% | 0.00% | 0.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 19.00% | 0.00% | 0.00% | 19.00% |
| | Social Rent | | 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% |
| Alternative Land Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 50,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 | 350,000 |
| | | £ site | 409,050 | 871,650 | 472,050 | 632,025 | 957,825 | 429,750 | 323,775 | 275,510 | 137,755 | 60,268 | 28,571 | 14,286 | 8,182 | 10,938 | 5,000 | 2,500 | 3,333,333 | 1,458,333 | 729,167 | 345,679 | 172,840 | 93,333 | 58,333 | 26,250 | 350,000 |
| Uplift | | £/ha | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 450,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 |
| | | £ site | ######## | 17,433,000 | 9,441,000 | 12,640,500 | 19,156,500 | 8,595,000 | 6,475,500 | 5,510,204 | 2,755,102 | 1,205,357 | 571,429 | 285,714 | 163,636 | 98,438 | 45,000 | 22,500 | 666,667 | 291,667 | 145,833 | 69,136 | 34,568 | 18,667 | 11,667 | 5,250 | 70,000 |
| Viability Threshold | | £/ha | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 472,500 | 500,000 | 500,000 | 500,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 |
| | | £ site | ######## | 18,304,650 | 9,913,050 | 13,272,525 | 20,114,325 | 9,024,750 | 6,799,275 | 5,785,714 | 2,892,857 | 1,265,625 | 600,000 | 300,000 | 171,818 | 109,375 | 50,000 | 25,000 | 4,000,000 | 1,750,000 | 875,000 | 414,815 | 207,407 | 112,000 | 70,000 | 31,500 | 420,000 |
| Residua | Gross | £/ha | 423,346 | 389,109 | 423,118 | 407,965 | 353,688 | 435,014 | 448,891 | 504,360 | 420,057 | 485,299 | 506,117 | 461,890 | 640,297 | 1,468,089 | 1,036,743 | 766,147 | 283,055 | 189,716 | 181,420 | -174,924 | -249,055 | -75,755 | -45,477 | -181,523 | -1,166,488 |
| | Net | £/ha | 605,065 | 555,829 | 604,290 | 566,473 | 505,252 | 605,595 | 611,120 | 720,514 | 600,081 | 606,623 | 562,353 | 513,211 | 640,297 | 1,468,089 | 1,036,743 | 766,147 | 404,364 | 237,145 | 226,774 | -194,360 | -276,728 | -75,755 | -45,477 | -181,523 | -1,944,147 |
| | | £ site | ######## | 15,074,084 | 8,877,022 | 11,459,740 | 15,056,504 | 8,308,770 | 6,459,538 | 6,175,835 | 2,571,777 | 1,299,907 | 642,689 | 293,264 | 232,835 | 321,144 | 103,674 | 38,307 | 2,695,761 | 790,482 | 377,957 | -172,764 | -122,990 | -20,201 | -7,579 | -13,614 | -1,166,488 |
| Additional Profit | | £ site | ######## | -2,452,947 | -394,931 | -1,081,534 | -4,829,088 | -65,421 | 193,268 | 1,047,681 | -35,749 | 193,406 | 140,908 | 34,188 | 93,212 | 279,527 | 87,630 | 25,879 | -1,170,987 | -836,883 | -432,014 | -570,593 | -316,502 | -119,282 | -40,498 | -30,704 | -1,614,057 |
| | | £/m2 | -13 | -41 | -12 | -25 | -81 | -2 | 8 | 48 | -3 | 35 | 47 | 23 | 104 | 400 | 216 | 173 | -53 | -77 | -78 | -191 | -217 | -133 | -58 | -108 | -608 |

# Appendix 12 – Appraisals – Older People's Housing

*The pages in this appendix are not numbered.*

# Sheltered 25% V2 Cover

Older People's

12/05/2019
10:24

Sheltered 25% V2
Site make up

| Number | 1 | Units | NET Area | Density Units/ha | erage Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality | een/ Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Sheltered** | | **60** | **0.50** | **120.00** | **63** | **3,750** | **7,500** | **6,435,000** | **1,716.00** | 40% Area | Green | Agricultural |

| | Area | Gross | 0.500 |
|---|---|---|---|
| | | Net | 0.500 |

| | Beds | No | | m2 | Total | | BCIS | COST | |
|---|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 | **4,500.00** |
| Flat | 1 | 22 | | 50.00 | 1,100.00 | 20% | 1,430 | 1,887,600 | 1,320.00 |
| | 2 | 23 | | 75.00 | 1,725.00 | 20% | 1,430 | 2,960,100 | 2,070.00 |
| Terrace | 2 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | | 0 | 0.00 |
| Semi | 2 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | | 0 | 0.00 |
| Det | 3 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 4 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 5 | 0 | | | 0.00 | | | 0 | 0.00 |
| Flat 1 High* | 1 | 0 | | | 0.00 | 10% | | 0 | 0.00 |
| Flat 2 High* | 2 | 0 | | | 0.00 | 10% | | 0 | 0.00 |
| Flat 3 High* | 3 | 0 | | | 0.00 | 10% | | 0 | 0.00 |
| **Affordable** | | | | | | | | | 0.00 |
| Flat | 1 | 8 | | 50.00 | 400.00 | 20% | 1,430 | 686,400 | 480.00 |
| | 2 | 7 | | 75.00 | 525.00 | 20% | 1,430 | 900,900 | 630.00 |
| Terrace | 2 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| Semi | 2 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| Det | 3 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 4 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 5 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| Flat 1 High* | 1 | 0 | | | 0.00 | 10% | 0 | 0 | 0.00 |
| Flat 2 High* | 2 | 0 | | | 0.00 | 10% | 0 | 0 | 0.00 |
| Flat 3 High* | 3 | 0 | | | 0.00 | 10% | 0 | 0 | 0.00 |

**Sheltered 25% V2**
**For Apps**

| | | | | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered |
| | **Green/brown field** | | | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown |
| | **Use** | | | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial |
| | **Locality** | | | Base | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% | 45% | 50% | Base | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% | 45% | 50% | 50% |
| **Site Area** | **Gross** | **ha** | | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| | **Net** | ha | | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| **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 |
| **Average Unit Size** | | | m2 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 |
| **Mix** | Intermediate to Buy | | | | 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% |
| | Affordable Rent | | | 25.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 40.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | |
| | Social Rent | | | | 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% |
| **Price** | Market | | £/m2 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 | 2,480 |
| | Intermediate to Buy | | £/m2 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 | 1,612 |
| | Affordable Rent | | £/m2 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 |
| | Social Rent | | £/m2 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 |
| **Grant and Subsi** | Intermediate to Buy | | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Affordable Rent | | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Social Rent | | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Sales per Quarter** | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Unit Build Time** | | | | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| **Alternative Use Value** | | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 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 |
| **Up Lift %** | | | % | | | | | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| **Additional Uplift** | | | £/ha | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | | | | | | | | | | | | | |
| **Easements etc** | | | £ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Legals / Acquisition** | | | % land | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% |
| **Planning Fee** | <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 |
| | >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 |
| **Architects** | | | % | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% |
| **QS / PM** | | | % | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% |
| **Planning Consultants** | | | % | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% |
| **Other Professional** | | | % | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| **BCIS** | | | £/m2 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 | 1,716 |
| **Over Extra** | | | % | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Energy** | | | £/m2 | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Design** | | | £/m2 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 |
| **Acc & Adpt** | | | £/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 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Water** | | | £/m2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| **Small Sites** | | | % | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Site Costs** | | | % | 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% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% |
| **Pre CIL s106** | | | £/Unit | | | | | | | | | | | | | | | | | | | | | | | | | |
| **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 |
| | | | £/m2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| **LIT** | | | % | | 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% |
| **Contingency** | | | % | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| **Abnormals** | | | % | | | | | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | | £/site | | | | | | | | | | | | | | | | | | | | | | | | | |
| **FINANCE** | Fees | | £ | 83,000 | 118,000 | 113,000 | 109,000 | 105,000 | 100,000 | 96,000 | 92,000 | 87,000 | 83,000 | 78,000 | 74,000 | 79,000 | 114,000 | 110,000 | 106,000 | 101,000 | 97,000 | 92,000 | 88,000 | 84,000 | 79,000 | 75,000 | 71,000 | 114,000 |
| | Interest | | % | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% |
| | Legal and Valuation | | £ | | | | | | | | | | | | | | | | | | | | | | | | | |
| **SALES** | Agents | | % | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% |
| | Legals | | % | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% |
| | 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 |
| **Developers Prof** | % Market DV | | | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% |
| | % Affordable DV | | | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% |

| | | | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered |
| Green/brown field Use | | | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial |
| Site Are Gross | | ha | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| | Net | ha | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| 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 |
| Mix | Market | | 75.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 65.00% | 60.00% | 55.00% | 50.00% | 60.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 65.00% | 60.00% | 55.00% | 50.00% | 100.00% |
| | Intermediate to Buy | | 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% |
| | Affordable Rent | | 25.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 40.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 0.00% |
| | Social Rent | | 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% |
| Alternative Land Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 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 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 |
| Uplift | | £/ha | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 |
| | | £ site | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 |
| Viability Threshold | | £/ha | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 |
| | | £ site | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 |
| Residua | Gross | £/ha | -3,558,814 | -2,996,448 | -3,112,862 | -3,231,247 | -3,349,632 | -3,466,046 | -3,584,430 | -3,702,815 | -3,819,229 | -3,938,667 | -4,058,349 | -4,180,001 | -5,092,523 | -4,145,340 | -4,262,701 | -4,381,827 | -4,499,149 | -4,618,442 | -4,735,764 | -4,855,057 | -4,974,350 | -5,092,523 | -5,213,140 | -5,333,757 | -4,145,340 |
| | Net | £/ha | -3,558,814 | -2,996,448 | -3,112,862 | -3,231,247 | -3,349,632 | -3,466,046 | -3,584,430 | -3,702,815 | -3,819,229 | -3,938,667 | -4,058,349 | -4,180,001 | -5,092,523 | -4,145,340 | -4,262,701 | -4,381,827 | -4,499,149 | -4,618,442 | -4,735,764 | -4,855,057 | -4,974,350 | -5,092,523 | -5,213,140 | -5,333,757 | -4,145,340 |
| | | £ site | -1,779,407 | -1,498,224 | -1,556,431 | -1,615,623 | -1,674,816 | -1,733,023 | -1,792,215 | -1,851,407 | -1,909,614 | -1,969,333 | -2,029,174 | -2,090,001 | -2,546,261 | -2,072,670 | -2,131,350 | -2,190,913 | -2,249,575 | -2,309,221 | -2,367,882 | -2,427,529 | -2,487,175 | -2,546,261 | -2,606,570 | -2,666,878 | -2,072,670 |
| Additional Profit | | £ site | -1,957,262 | -1,243,663 | -1,378,691 | -1,514,744 | -1,650,798 | -1,785,825 | -1,921,879 | -2,057,933 | -2,383,459 | -2,508,038 | -2,631,534 | -2,756,114 | -3,150,306 | -2,161,295 | -2,285,329 | -2,409,362 | -2,291,257 | -2,656,343 | -2,779,291 | -2,903,325 | -3,027,358 | -3,150,306 | -3,274,339 | -3,398,372 | -2,161,295 |
| | | £/m2 | -693 | -330 | -385 | -447 | -516 | -593 | -680 | -781 | -974 | -1,110 | -1,270 | -1,463 | -1,394 | -574 | -639 | -711 | -716 | -882 | -984 | -1,101 | -1,236 | -1,394 | -1,581 | -1,804 | -574 |

# Sheltered 25% V2
## Site 1

| SITE NAME | Site 1 | Sheltered |
|---|---|---|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|
| | | | 60 | | | |
| Market Housing | 62.8 | 75% | 45 | 2,480 | 7,006,000 | 2,825 |
| Shared Ownership | 61.7 | 0% | 0 | 1,612 | 0 | 0 |
| Affordable Rent | 61.7 | 25% | 15 | 1,685 | 1,558,625 | 925 |
| Social Rent | 61.7 | 0% | 0 | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.50 ha | | 120 /ha | | 8,564,625 | 3,750 |
| SITE AREA - Gross | 0.50 ha | | 120 /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | -1,779,407 | -3,558,814 | -3,558,814 |
| Alternative Use Value | 11,250 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 397,500 | 198,750 | | 397,500 |
| **Viability Threshold** | 210,000 | | 420,000 |
| | £/m2 | | |
| **Additional Profit** | -1,957,262 | -693 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | -29,657 | | -1,779,407 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 1.50% | -26,691 | -26,691 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 24,480 | | |
| | Architects | 4.00% | 306,332 | | |
| | QS / PM | 0.50% | 38,291 | | |
| | Planning Consultants | 1.00% | 76,583 | | |
| | Other Professional | 2.50% | 191,457 | 637,143 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,992 | 7,471,500 | | |
| | s106 / CIL | | 0 | | |
| | Contingency | 2.50% | 186,788 | | |
| | Abnormals | | 0 | 7,658,288 | |
| **FINANCE** | | | | | |
| | Fees | | 83,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 83,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 256,939 | | |
| | Legals | 0.5% | 42,823 | | |
| | Misc. | | 0 | 299,762 | **6,872,094** |

| Developers Profit | | | |
|---|---|---|---|
| | % Market DV | 20.00% | **1,401,200** |
| | % Affordable DV | 6.00% | **93,518** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 60 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -1,779,407 |
| | **Total** | 0 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 210,000 |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | **Total** | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 0 | £/ Unit (all) | |
| | | Total | **0** |
| Post CIL s106 | 0 | £/ Unit (all) | 0 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **0** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,716 | |
| Over Extra | 0 | 0.00% |
| Energy | 0 | |
| Design | 18 | |
| Acc & Adpt | 0 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 257 | 15% |
| | **1,992** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 1,167,667 | 1,167,667 | 1,167,667 | 1,167,667 | 1,167,667 | 1,167,667 | 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 |
| Affordable Rent | | | | 0 | 0 | 0 | 259,771 | 259,771 | 259,771 | 259,771 | 259,771 | 259,771 | 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 |
| 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** | **1,427,438** | **1,427,438** | **1,427,438** | **1,427,438** | **1,427,438** | **1,427,438** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -26,691 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 153,166 | | 153,166 | | | | | | | | | | | | | | | | | | | | | |
| QS | 19,146 | | 19,146 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 38,291 | | 38,291 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 95,729 | | 95,729 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 415,083 | 830,167 | 1,245,250 | 1,245,250 | 1,245,250 | 1,245,250 | 830,167 | 415,083 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 10,377 | 20,754 | 31,131 | 31,131 | 31,131 | 31,131 | 20,754 | 10,377 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 83,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 42,823 | 42,823 | 42,823 | 42,823 | 42,823 | 42,823 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 7,137 | 7,137 | 7,137 | 7,137 | 7,137 | 7,137 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **387,120** | **0** | **731,792** | **850,921** | **1,276,381** | **1,276,381** | **1,326,342** | **1,326,342** | **900,881** | **475,421** | **49,960** | **49,960** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-1,779,407** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 0 | 2,856 | 22,045 | 41,521 | 40,628 | 39,721 | 32,418 | 18,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on Costs | | | | | | | | | | | | | | | | | | | | | | | | 1,401,200 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 93,518 |
| Cash Flow | 1,392,287 | 0 | -731,792 | -850,921 | -1,279,238 | -1,298,426 | 59,575 | 60,468 | 486,836 | 919,599 | 1,358,853 | 1,377,477 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,494,718 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balanc | 1,392,287 | 1,392,287 | 660,495 | -190,426 | -1,469,664 | -2,768,090 | -2,708,515 | -2,648,047 | -2,161,211 | -1,241,613 | 117,240 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 1,494,718 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,427,438** | **1,427,438** | **1,427,438** | **1,427,438** | **1,427,438** | **1,427,438** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 210,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 3,150 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 153,166 | 0 | 153,166 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 19,146 | 0 | 19,146 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 38,291 | 0 | 38,291 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 95,729 | 0 | 95,729 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 415,083 | 830,167 | 1,245,250 | 1,245,250 | 1,245,250 | 1,245,250 | 830,167 | 415,083 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -3,141,376 | | 118,411 | 118,411 | 118,411 | 118,411 | 118,411 | 118,411 | 118,411 | 118,411 | 118,411 | 118,411 | | | | | | | | | | | | |
| Post CIL s106 | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 10,377 | 20,754 | 31,131 | 31,131 | 31,131 | 31,131 | 20,754 | 10,377 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 83,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 42,823 | 42,823 | 42,823 | 42,823 | 42,823 | 42,823 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 7,137 | 7,137 | 7,137 | 7,137 | 7,137 | 7,137 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **-2,514,414** | **0** | **850,203** | **969,332** | **1,394,793** | **1,394,793** | **1,444,753** | **1,444,753** | **1,019,293** | **593,832** | **168,372** | **168,372** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 0 | 0 | 10,499 | 31,578 | 32,311 | 33,056 | 27,430 | 15,337 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on cost | | | | | | | | | | | | | | | | | | | | | | | | 1,386,816 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 93,518 |
| Cash Flow | 2,514,414 | 0 | -850,203 | -969,332 | -1,394,793 | -1,405,291 | -48,894 | -49,627 | 375,089 | 806,176 | 1,243,729 | 1,259,066 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,480,334 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 2,514,414 | 2,514,414 | 1,664,211 | 694,879 | -699,914 | -2,105,205 | -2,154,099 | -2,203,726 | -1,828,637 | -1,022,461 | 221,268 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 1,480,334 | 0 |

# Sheltered 25% V2
## Site 13

| SITE NAME | Site 13 | Sheltered |
|---|---|---|

| INCOME | Av Size m2 | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| | | | 60 | | | | |
| Market Housing | 62.8 | 60% | 36 | | 2,480 | 5,604,800 | 2,260 |
| Shared Ownership | 61.7 | 0% | 0 | | 1,612 | 0 | 0 |
| Affordable Rent | 61.7 | 40% | 24 | | 1,685 | 2,493,800 | 1,480 |
| Social Rent | 61.7 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.50 ha | | 120 | /ha | | **8,098,600** | **3,740** |
| SITE AREA - Gross | 0.50 ha | | 120 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **-2,546,261** | **-5,092,523** | **-5,092,523** |
| Alternative Use Value | 175,000 | 350,000 | |
| Uplift 20% | 35,000 | 70,000 | |
| Plus /ha 0 | 0 | 0 | |
| **Viability Threshold** | **210,000** | | **420,000** |
| | £/m2 | | |
| **Additional Profit** | **-3,150,306** | **-1,394** | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 41,959

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | -42,438 | | -2,546,261 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 1.50% | -38,194 | -38,194 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 24,480 | | |
| | Architects | 4.00% | 327,869 | | |
| | QS / PM | 0.50% | 40,984 | | |
| | Planning Consultants | 1.00% | 81,967 | | |
| | Other Professional | 2.50% | 204,918 | 680,219 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 1,992 | 7,451,576 | | |
| | s106 / CIL | | 0 | | |
| | Contingency | 5.00% | 372,579 | | |
| | Abnormals | | 372,579 | 8,196,734 | |
| **FINANCE** | | | | | |
| | Fees | | 79,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 79,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 242,958 | | |
| | Legals | 0.5% | 40,493 | | |
| | Misc. | | 0 | 283,451 | **6,654,948** |

| Developers Profit | | | |
|---|---|---|---|
| | % Market DV | 20.00% | **1,120,960** |
| | % Affordable DV | 6.00% | **149,628** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 60 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | |
|---|---|
| Land payment | -2,546,261 |
| **Total** | 0 |

| Stamp duty calc - Add Profit | | |
|---|---|---|
| Land payment | | 210,000 |
| 125,000 | 0% | 0% |
| 250,000 | 1% | 0% |
| 500,000 | 3% | 0% |
| 1,000,000 | 4% | 0% |
| above | 5% | 0% |
| **Total** | | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 0 | £/ Unit (all) | |
| | | Total | **0** |
| Post CIL s106 | 0 | £/ Unit (all) | 0 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **0** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 1,716 | |
| Over Extra | 0 | 0.00% |
| Energy | 0 | |
| Design | 18 | |
| Acc & Adpt | 0 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 257 | 15% |
| | **1,992** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 934,133 | 934,133 | 934,133 | 934,133 | 934,133 | 934,133 | 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 |
| Affordable Rent | | | | 0 | 0 | 0 | 415,633 | 415,633 | 415,633 | 415,633 | 415,633 | 415,633 | 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 |
| 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** | **1,349,767** | **1,349,767** | **1,349,767** | **1,349,767** | **1,349,767** | **1,349,767** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -38,194 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 163,935 | | 163,935 | | | | | | | | | | | | | | | | | | | | | |
| QS | 20,492 | | 20,492 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 40,984 | | 40,984 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 102,459 | | 102,459 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 413,976 | 827,953 | 1,241,929 | 1,241,929 | 1,241,929 | 1,241,929 | 827,953 | 413,976 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 20,699 | 41,398 | 62,096 | 62,096 | 62,096 | 62,096 | 41,398 | 20,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 20,699 | 41,398 | 62,096 | 62,096 | 62,096 | 62,096 | 41,398 | 20,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 79,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 40,493 | 40,493 | 40,493 | 40,493 | 40,493 | 40,493 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 6,749 | 6,749 | 6,749 | 6,749 | 6,749 | 6,749 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **393,155** | **0** | **783,243** | **910,748** | **1,366,122** | **1,366,122** | **1,413,364** | **1,413,364** | **957,990** | **502,616** | **47,242** | **47,242** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | -2,546,261 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 0 | 0 | 13,605 | 34,301 | 35,770 | 37,260 | 31,942 | 19,714 | 472 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on Costs | | | | | | | | | | | | | | | | | | | | | | | | 1,120,960 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 149,628 |
| Cash Flow | 2,153,106 | 0 | -783,243 | -910,748 | -1,366,122 | -1,379,727 | -97,898 | -99,367 | 354,517 | 815,208 | 1,282,811 | 1,302,053 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,270,588 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 2,153,106 | 2,153,106 | 1,369,863 | 459,114 | -907,008 | -2,286,735 | -2,384,634 | -2,484,001 | -2,129,484 | -1,314,276 | -31,465 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 1,270,588 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,349,767** | **1,349,767** | **1,349,767** | **1,349,767** | **1,349,767** | **1,349,767** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 210,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 3,150 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 163,935 | 0 | 163,935 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 20,492 | 0 | 20,492 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 40,984 | 0 | 40,984 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 102,459 | 0 | 102,459 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 413,976 | 827,953 | 1,241,929 | 1,241,929 | 1,241,929 | 1,241,929 | 827,953 | 413,976 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -315,031 | -315,031 | -315,031 | -315,031 | -315,031 | -315,031 | -315,031 | -315,031 | -315,031 | -315,031 | | | | | | | | | | | | |
| Post CIL s106 | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 20,699 | 41,398 | 62,096 | 62,096 | 62,096 | 62,096 | 41,398 | 20,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 20,699 | 41,398 | 62,096 | 62,096 | 62,096 | 62,096 | 41,398 | 20,699 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 79,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 40,493 | 40,493 | 40,493 | 40,493 | 40,493 | 40,493 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 6,749 | 6,749 | 6,749 | 6,749 | 6,749 | 6,749 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **644,499** | **0** | **468,213** | **595,718** | **1,051,092** | **1,051,092** | **1,098,334** | **1,098,334** | **642,959** | **187,585** | **-267,789** | **-267,789** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 9,667 | 9,813 | 16,983 | 26,173 | 42,332 | 58,734 | 55,843 | 52,909 | 43,101 | 26,315 | 2,446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on cost | | | | | | | | | | | | | | | | | | | | | | | | 1,260,449 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 149,628 |
| Cash Flow | -644,499 | -9,667 | -478,025 | -612,700 | -1,077,265 | -1,093,424 | 192,699 | 195,590 | 653,898 | 1,119,080 | 1,591,241 | 1,615,109 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,410,077 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -644,499 | -654,167 | -1,132,192 | -1,744,893 | -2,822,158 | -3,915,582 | -3,722,882 | -3,527,292 | -2,873,394 | -1,754,314 | -163,073 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 1,452,036 | 41,959 |

# Extracare 25% V2 Cover

Older People's

12/05/2019
10:26

Extracare 25% V2
Site make up

| Number | 1 | Units | NET Area | Density Units/ha | erage Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 | Locality | een/ Brown | lternative Use |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Extracare** | | **60** | **0.50** | **120.00** | **71** | **4,260** | **8,520** | **8,810,958** | **2,068.30** | 40% Area | Green | Agricultural |

| | Area | Gross | 0.500 |
|---|---|---|---|
| | | Net | 0.500 |

| | Beds | No | | m2 | Total | | BCIS | COST | |
|---|---|---|---|---|---|---|---|---|---|
| **Market** | | | | | | | | 0 | **5,538.00** |
| Flat | 1 | 27 | | 65.00 | 1,755.00 | 30% | 1,591 | 3,629,867 | 2,281.50 |
| | 2 | 18 | | 80.00 | 1,440.00 | 30% | 1,591 | 2,978,352 | 1,872.00 |
| Terrace | 2 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | | 0 | 0.00 |
| Semi | 2 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | | 0 | 0.00 |
| Det | 3 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 4 | 0 | | | 0.00 | | | 0 | 0.00 |
| | 5 | 0 | | | 0.00 | | | 0 | 0.00 |
| Flat 1 High* | 1 | 0 | | | 0.00 | 10% | | 0 | 0.00 |
| Flat 2 High* | 2 | 0 | | | 0.00 | 10% | | 0 | 0.00 |
| Flat 3 High* | 3 | 0 | | | 0.00 | 10% | | 0 | 0.00 |
| **Affordable** | | | | | | | | | 0.00 |
| Flat | 1 | 9 | | 65.00 | 585.00 | 30% | 1,591 | 1,209,956 | 760.50 |
| | 2 | 6 | | 80.00 | 480.00 | 30% | 1,591 | 992,784 | 624.00 |
| Terrace | 2 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| Semi | 2 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 3 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| Det | 3 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 4 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| | 5 | 0 | | | 0.00 | | 0 | 0 | 0.00 |
| Flat 1 High* | 1 | 0 | | | 0.00 | 10% | 0 | 0 | 0.00 |
| Flat 2 High* | 2 | 0 | | | 0.00 | 10% | 0 | 0 | 0.00 |
| Flat 3 High* | 3 | 0 | | | 0.00 | 10% | 0 | 0 | 0.00 |

**Extracare 25% V2**
**For Apps**

| | | | | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare |
| | **Green/brown field** | | | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown |
| | **Use** | | | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial |
| | **Locality** | | | Base | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% | 45% | 50% | Base | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% | 45% | 50% | 50% |
| **Site Area** | **Gross** | **ha** | | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| | **Net** | ha | | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| **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 |
| **Average Unit** | **Size** | m2 | | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 |
| **Mix** | Intermediate to Buy | | | | 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% |
| | Affordable Rent | | | 25.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 40.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | |
| | Social Rent | | | | 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% |
| **Price** | Market | £/m2 | | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 |
| | Intermediate to Buy | £/m2 | | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 | 1,820 |
| | Affordable Rent | £/m2 | | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 | 1,685 |
| | Social Rent | £/m2 | | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 |
| **Grant and Subsi** | Intermediate to Buy | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Affordable Rent | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Social Rent | £/unit | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Sales per Quarter** | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Unit Build Time** | | | | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| **Alternative Use Value** | | £/ha | | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 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 |
| **Up Lift %** | | % | | | | | | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| **Additional Uplift** | | £/ha | | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | | | | | | | | | | | | | |
| **Easements etc** | | £ | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Legals / Acquisition** | | % land | | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% | 1.5% |
| **Planning Fee** | <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 |
| | >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 |
| **Architects** | | % | | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% | 4.00% |
| **QS / PM** | | % | | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% |
| **Planning Consultants** | | % | | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% |
| **Other Professional** | | % | | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| **BCIS** | | £/m2 | | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 | 2,068 |
| **Over Extra** | | % | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Energy** | | £/m2 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Design** | | £/m2 | | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 |
| **Acc & Adpt** | | £/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 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Water** | | £/m2 | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| **Small Sites** | | % | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Site Costs** | | % | | 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% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% | 15.0% |
| **Pre CIL s106** | | £/Unit | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **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 |
| | | £/m2 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| **LIT** | | % | | | 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% |
| **Contingency** | | % | | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| **Abnormals** | | % | | | | | | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | £/site | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **FINANCE** | Fees | £ | | 91,000 | 134,000 | 129,000 | 123,000 | 118,000 | 112,000 | 107,000 | 102,000 | 96,000 | 91,000 | 85,000 | 80,000 | 86,000 | 130,000 | 124,000 | 119,000 | 113,000 | 108,000 | 103,000 | 97,000 | 92,000 | 86,000 | 81,000 | 75,000 | 130,000 |
| | Interest | % | | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% |
| | Legal and Valuation | £ | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **SALES** | Agents | % | | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% |
| | Legals | % | | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% |
| | 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 |
| **Developers Prof** | % Market DV | | | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% |
| | % Affordable DV | | | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% |

| | | | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare |
| Green/brown field | | | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown |
| Use | | | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial |
| Site Are | Gross | ha | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| | Net | ha | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 |
| 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 |
| Mix | Market | | 75.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 65.00% | 60.00% | 55.00% | 50.00% | 60.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 65.00% | 60.00% | 55.00% | 50.00% | 100.00% |
| | Intermediate to Buy | | 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% |
| | Affordable Rent | | 25.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 40.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 0.00% |
| | Social Rent | | 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% |
| Alternative Land Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 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 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 | 175,000 |
| Uplift | | £/ha | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 397,500 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 | 70,000 |
| | | £ site | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 198,750 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 |
| Viability Threshold | | £/ha | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 | 420,000 |
| | | £ site | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 | 210,000 |
| Residua | Gross | £/ha | -7,165,357 | -6,316,434 | -6,493,312 | -6,668,220 | -6,845,098 | -7,020,006 | -7,196,884 | -7,373,762 | -7,548,670 | -7,726,326 | -7,902,775 | -8,081,195 | -9,308,816 | -7,900,894 | -8,075,802 | -8,252,680 | -8,427,588 | -8,604,466 | -8,781,344 | -8,956,252 | -9,133,130 | -9,308,816 | -9,489,173 | -9,668,446 | -7,900,894 |
| | Net | £/ha | -7,165,357 | -6,316,434 | -6,493,312 | -6,668,220 | -6,845,098 | -7,020,006 | -7,196,884 | -7,373,762 | -7,548,670 | -7,726,326 | -7,902,775 | -8,081,195 | -9,308,816 | -7,900,894 | -8,075,802 | -8,252,680 | -8,427,588 | -8,604,466 | -8,781,344 | -8,956,252 | -9,133,130 | -9,308,816 | -9,489,173 | -9,668,446 | -7,900,894 |
| | | £ site | -3,582,678 | -3,158,217 | -3,246,656 | -3,334,110 | -3,422,549 | -3,510,003 | -3,598,442 | -3,686,881 | -3,774,335 | -3,863,163 | -3,951,388 | -4,040,597 | -4,654,408 | -3,950,447 | -4,037,901 | -4,126,340 | -4,213,794 | -4,302,233 | -4,390,672 | -4,478,126 | -4,566,565 | -4,654,408 | -4,744,586 | -4,834,223 | -3,950,447 |
| Additional Profit | | £ site | -3,818,739 | -2,889,665 | -3,067,631 | -3,244,571 | -3,422,536 | -3,599,476 | -3,777,442 | -3,955,408 | -4,367,696 | -4,531,873 | -4,694,965 | -4,859,142 | -5,400,480 | -4,091,404 | -4,254,496 | -4,418,673 | -4,286,326 | -4,745,942 | -4,910,119 | -5,073,211 | -5,237,388 | -5,400,480 | -5,564,657 | -5,727,750 | -4,091,404 |
| | | £/m2 | -1,195 | -678 | -758 | -846 | -945 | -1,056 | -1,182 | -1,326 | -1,577 | -1,773 | -2,004 | -2,281 | -2,113 | -960 | -1,051 | -1,152 | -1,184 | -1,393 | -1,537 | -1,701 | -1,891 | -2,113 | -2,375 | -2,689 | -960 |

# Extracare 25% V2
## Site 1

| SITE NAME | Site 1 | Extracare |
|---|---|---|

| INCOME | Av Size m2 | | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | 60 | | | | |
| Market Housing | 71.0 | | 75% | 45 | | 2,600 | 8,307,000 | 3,195 |
| Shared Ownership | 71.0 | | 0% | 0 | | 1,820 | 0 | 0 |
| Affordable Rent | 71.0 | | 25% | 15 | | 1,685 | 1,794,525 | 1,065 |
| Social Rent | 71.0 | | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | | 0 | 0 | |
| | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| SITE AREA - Net | 0.50 | ha | | 120 | /ha | | 10,101,525 | 4,260 |
| SITE AREA - Gross | 0.50 | ha | | 120 | /ha | | | |

| | | |
|---|---|---|
| Sales per Quarter | 0 | |
| Unit Build Time | 3 | Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | -3,582,678 | -7,165,357 | -7,165,357 |
| Alternative Use Value | 11,250 | | 22,500 |
| Uplift 0% | 0 | | 0 |
| Plus /ha 397,500 | 198,750 | | 397,500 |
| **Viability Threshold** | 210,000 | | 420,000 |
| | £/m2 | | |
| **Additional Profit** | -3,818,739 | -1,195 | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | | | | -3,582,678 | |
| | Land | -59,711 | | | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 1.50% | -53,740 | -53,740 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 24,480 | | |
| | Architects | 4.00% | 418,755 | | |
| | QS / PM | 0.50% | 52,344 | | |
| | Planning Consultants | 1.00% | 104,689 | | |
| | Other Professional | 2.50% | 261,722 | 861,990 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 2,398 | 10,213,542 | | |
| | s106 / CIL | | 0 | | |
| | Contingency | 2.50% | 255,339 | | |
| | Abnormals | | 0 | 10,468,880 | |
| **FINANCE** | | | | | |
| | Fees | | 91,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 91,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 303,046 | | |
| | Legals | 0.5% | 50,508 | | |
| | Misc. | | 0 | 353,553 | **8,139,006** |

| Developers Profit | | | |
|---|---|---|---|
| | % Market DV | 20.00% | **1,661,400** |
| | % Affordable DV | 6.00% | **107,672** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 60 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5( | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -3,582,678 |
| | **Total** | 0 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 210,000 |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | **Total** | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 0 | £/ Unit (all) | |
| | | Total | **0** |
| Post CIL s106 | 0 | £/ Unit (all) | 0 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **0** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 2,068 | |
| Over Extra | 0 | 0.00% |
| Energy | 0 | |
| Design | 18 | |
| Acc & Adpt | 0 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 310 | 15% |
| | **2,398** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 10 | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 1,384,500 | 1,384,500 | 1,384,500 | 1,384,500 | 1,384,500 | 1,384,500 | 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 |
| Affordable Rent | | | | 0 | 0 | 0 | 299,088 | 299,088 | 299,088 | 299,088 | 299,088 | 299,088 | 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 |
| 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** | **1,683,588** | **1,683,588** | **1,683,588** | **1,683,588** | **1,683,588** | **1,683,588** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -53,740 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 209,378 | | 209,378 | | | | | | | | | | | | | | | | | | | | | |
| QS | 26,172 | | 26,172 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 52,344 | | 52,344 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 130,861 | | 130,861 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 567,419 | 1,134,838 | 1,702,257 | 1,702,257 | 1,702,257 | 1,702,257 | 1,134,838 | 567,419 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 14,185 | 28,371 | 42,556 | 42,556 | 42,556 | 42,556 | 28,371 | 14,185 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 91,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 50,508 | 50,508 | 50,508 | 50,508 | 50,508 | 50,508 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 8,418 | 8,418 | 8,418 | 8,418 | 8,418 | 8,418 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **480,495** | **0** | **1,000,360** | **1,163,209** | **1,744,813** | **1,744,813** | **1,803,739** | **1,803,739** | **1,222,134** | **640,530** | **58,926** | **58,926** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | -3,582,678 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 0 | 0 | 12,093 | 38,447 | 40,826 | 43,240 | 36,967 | 21,876 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on Costs | | | | | | | | | | | | | | | | | | | | | | | | 1,661,400 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 107,672 |
| Cash Flow | 3,102,183 | 0 | -1,000,360 | -1,163,209 | -1,744,813 | -1,756,906 | -158,598 | -160,977 | 418,213 | 1,006,090 | 1,602,786 | 1,624,662 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,769,072 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 3,102,183 | 3,102,183 | 2,101,824 | 938,615 | -806,199 | -2,563,105 | -2,721,703 | -2,882,680 | -2,464,467 | -1,458,377 | 144,410 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 1,769,072 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,683,588** | **1,683,588** | **1,683,588** | **1,683,588** | **1,683,588** | **1,683,588** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 210,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 3,150 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 209,378 | 0 | 209,378 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 26,172 | 0 | 26,172 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 52,344 | 0 | 52,344 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 130,861 | 0 | 130,861 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 567,419 | 1,134,838 | 1,702,257 | 1,702,257 | 1,702,257 | 1,702,257 | 1,134,838 | 567,419 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | -3,966,601 | | 14,786 | 14,786 | 14,786 | 14,786 | 14,786 | 14,786 | 14,786 | 14,786 | 14,786 | 14,786 | | | | | | | | | | | | |
| Post CIL s106 | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 14,185 | 28,371 | 42,556 | 42,556 | 42,556 | 42,556 | 28,371 | 14,185 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 91,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 50,508 | 50,508 | 50,508 | 50,508 | 50,508 | 50,508 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 8,418 | 8,418 | 8,418 | 8,418 | 8,418 | 8,418 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **-3,219,216** | **0** | **1,015,146** | **1,177,995** | **1,759,600** | **1,759,600** | **1,818,525** | **1,818,525** | **1,236,921** | **655,316** | **73,712** | **73,712** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 0 | 0 | 11,003 | 37,562 | 40,149 | 42,776 | 36,717 | 21,844 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on cost | | | | | | | | | | | | | | | | | | | | | | | | 1,633,967 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 107,672 |
| Cash Flow | 3,219,216 | 0 | -1,015,146 | -1,177,995 | -1,759,600 | -1,770,602 | -172,500 | -175,087 | 403,891 | 991,554 | 1,588,032 | 1,609,876 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,741,639 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 3,219,216 | 3,219,216 | 2,204,070 | 1,026,075 | -733,525 | -2,504,127 | -2,676,627 | -2,851,714 | -2,447,823 | -1,456,269 | 131,763 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 1,741,639 | 0 |

# Extracare 25% V2
## Site 13

| SITE NAME | Site 13 | Extracare |
|---|---|---|

| INCOME | Av Size m2 | % | Number | | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| | | | 60 | | | | |
| Market Housing | 71.0 | 60% | 36 | | 2,600 | 6,645,600 | 2,556 |
| Shared Ownership | 71.0 | 0% | 0 | | 1,820 | 0 | 0 |
| Affordable Rent | 71.0 | 40% | 24 | | 1,685 | 2,871,240 | 1,704 |
| Social Rent | 71.0 | 0% | 0 | | 1,210 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | | 0 | 0 | |
| | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 0.50 ha | | 120 | /ha | | **9,516,840** | **4,260** |
| SITE AREA - Gross | 0.50 ha | | 120 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **-4,654,408** | **-9,308,816** | **-9,308,816** |
| Alternative Use Value | 175,000 | 350,000 | |
| Uplift 20% | 35,000 | 70,000 | |
| Plus /ha 0 | 0 | 0 | |
| **Viability Threshold** | **210,000** | | **420,000** |
| | £/m2 | | |
| **Additional Profit** | **-5,400,480** | **-2,113** | |

**RUN Residual MACRO ctrl+r**
*Closing balance* = 0

**RUN CIL MACRO ctrl+i**
*Closing balance* = 41,959

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | /unit or m2 | Total | | |
|---|---|---|---|---|---|
| **LAND** | Land | -77,573 | | -4,654,408 | |
| | Stamp Duty | | 0 | | |
| | Easements etc. | | 0 | | |
| | Legals Acquisition | 1.50% | -69,816 | -69,816 | |
| **PLANNING** | | | | | |
| | Planning Fee | | 24,480 | | |
| | Architects | 4.00% | 449,396 | | |
| | QS / PM | 0.50% | 56,174 | | |
| | Planning Consultants | 1.00% | 112,349 | | |
| | Other Professional | 2.50% | 280,872 | 923,272 | |
| **CONSTRUCTION** | | | | | |
| | Build Cost - BCIS Based | 2,398 | 10,213,542 | | |
| | s106 / CIL | | 0 | | |
| | Contingency | 5.00% | 510,677 | | |
| | Abnormals | | 510,677 | 11,234,896 | |
| **FINANCE** | | | | | |
| | Fees | | 86,000 | | |
| | Interest | 6.00% | | | |
| | Legal and Valuation | | 0 | 86,000 | |
| **SALES** | | | | | |
| | Agents | 3.0% | 285,505 | | |
| | Legals | 0.5% | 47,584 | | |
| | Misc. | | 0 | 333,089 | **7,853,033** |

| Developers Profit | | | |
|---|---|---|---|
| | % Market DV | 20.00% | **1,329,120** |
| | % Affordable DV | 6.00% | **172,274** |

| Planning fee calc | dwgs | rate | |
|---|---|---|---|
| Planning app fe | | | |
| No dwgs | 60 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -4,654,408 |
| | **Total** | 0 |

| Stamp duty calc - Add Profit | | | |
|---|---|---|---|
| Land payment | | | 210,000 |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | **Total** | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 0 | £/ Unit (all) | |
| | | Total | **0** |
| Post CIL s106 | 0 | £/ Unit (all) | 0 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **0** |

| Build Cost | /m2 | |
|---|---|---|
| BCIS | 2,068 | |
| Over Extra | 0 | 0.00% |
| Energy | 0 | |
| Design | 18 | |
| Acc & Adpt | 0 | |
| Water | 1 | |
| Small Sites | 0 | 0% |
| Site Costs | 310 | 15% |
| | **2,398** | |

| LIT | % GDV | |
|---|---|---|
| | 0.00% | **0** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 10 | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 1,107,600 | 1,107,600 | 1,107,600 | 1,107,600 | 1,107,600 | 1,107,600 | 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 |
| Affordable Rent | | | | 0 | 0 | 0 | 478,540 | 478,540 | 478,540 | 478,540 | 478,540 | 478,540 | 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 |
| 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** | **1,586,140** | **1,586,140** | **1,586,140** | **1,586,140** | **1,586,140** | **1,586,140** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -69,816 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 224,698 | | 224,698 | | | | | | | | | | | | | | | | | | | | | |
| QS | 28,087 | | 28,087 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 56,174 | | 56,174 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 140,436 | | 140,436 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 567,419 | 1,134,838 | 1,702,257 | 1,702,257 | 1,702,257 | 1,702,257 | 1,134,838 | 567,419 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 28,371 | 56,742 | 85,113 | 85,113 | 85,113 | 85,113 | 56,742 | 28,371 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 28,371 | 56,742 | 85,113 | 85,113 | 85,113 | 85,113 | 56,742 | 28,371 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 86,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 47,584 | 47,584 | 47,584 | 47,584 | 47,584 | 47,584 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 7,931 | 7,931 | 7,931 | 7,931 | 7,931 | 7,931 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **490,060** | **0** | **1,073,557** | **1,248,322** | **1,872,483** | **1,872,483** | **1,927,998** | **1,927,998** | **1,303,837** | **679,676** | **55,515** | **55,515** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-4,654,408** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 0 | 0 | 450 | 28,544 | 34,100 | 39,740 | 36,101 | 23,046 | 432 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on Costs | | | | | | | | | | | | | | | | | | | | | | | | 1,329,120 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 172,274 |
| Cash Flow | 4,164,348 | 0 | -1,073,557 | -1,248,322 | -1,872,483 | -1,872,933 | -370,402 | -375,958 | 242,564 | 870,363 | 1,507,579 | 1,530,193 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,501,394 |
| Opening Balanc | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 4,164,348 | 4,164,348 | 3,090,792 | 1,842,470 | -30,013 | -1,902,946 | -2,273,347 | -2,649,305 | -2,406,741 | -1,536,378 | -28,799 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 1,501,394 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| **INCOME** As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,586,140** | **1,586,140** | **1,586,140** | **1,586,140** | **1,586,140** | **1,586,140** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 210,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 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. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 3,150 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 224,698 | 0 | 224,698 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 28,087 | 0 | 28,087 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 56,174 | 0 | 56,174 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 140,436 | 0 | 140,436 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 567,419 | 1,134,838 | 1,702,257 | 1,702,257 | 1,702,257 | 1,702,257 | 1,134,838 | 567,419 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -540,048 | -540,048 | -540,048 | -540,048 | -540,048 | -540,048 | -540,048 | -540,048 | -540,048 | -540,048 | | | | | | | | | | | | |
| Post CIL s106 | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 28,371 | 56,742 | 85,113 | 85,113 | 85,113 | 85,113 | 56,742 | 28,371 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 28,371 | 56,742 | 85,113 | 85,113 | 85,113 | 85,113 | 56,742 | 28,371 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 86,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 47,584 | 47,584 | 47,584 | 47,584 | 47,584 | 47,584 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 7,931 | 7,931 | 7,931 | 7,931 | 7,931 | 7,931 | 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 |
| **COSTS BEFORE LAND INT AND PROFIT** | **773,026** | **0** | **533,509** | **708,274** | **1,332,435** | **1,332,435** | **1,387,950** | **1,387,950** | **763,789** | **139,628** | **-484,533** | **-484,533** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 11,595 | 11,769 | 19,948 | 30,872 | 51,321 | 72,078 | 70,186 | 68,266 | 56,955 | 36,111 | 5,593 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on cost | | | | | | | | | | | | | | | | | | | | | | | | 1,477,985 |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | 172,274 |
| Cash Flow | -773,026 | -11,595 | -545,278 | -728,222 | -1,363,306 | -1,383,756 | 126,113 | 128,004 | 754,085 | 1,389,558 | 2,034,562 | 2,065,080 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,650,260 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -773,026 | -784,621 | -1,329,899 | -2,058,121 | -3,421,428 | -4,805,184 | -4,679,071 | -4,551,067 | -3,796,981 | -2,407,424 | -372,862 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 1,692,218 | 41,959 |

**HDH Planning and Development Ltd** is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS.
The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

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