

Whole Plan Viability Assessment (with CIL scoping)



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## 1. Introduction

## Scope

- 1.1 Sunderland City Council (SCC) is in the process of preparing a new Core Strategy and Development Plan (the Plan), covering the period 2015 to 2033. The new Plan will set out planning policies for the SCC area. A viability evidence base which assesses and tests the policies contained within the draft Local Plan is required to support the development of the Plan.
- 1.2 Alongside preparation of the Plan, the Council is further considering the adoption of a Community Infrastructure Levy (CIL) to help in the delivery of known infrastructure needs within the Council's area. In due course, work is required to demonstrate the viability of potential CIL rates that could be charged.
- 1.3 This Viability Assessment has been commissioned to build on the Council's existing viability work, to assess the deliverability of the development sites. In due course, this evidence may inform the process to develop CIL as a mechanism to fund, at least in part, the infrastructure required to support the development set out in the Plan, although this study does not recommend rates of CIL.
- 1.4 HDH Planning and Development Ltd (HDH) has been appointed to advise the Council in connection with several matters:
  - a. Firstly, to advise with regard to affordable housing, in terms of quantum and mix that can be delivered, in the context of the emerging Plan.
  - b. Secondly, to consider the balance of contributions sought from developers, including affordable housing, other policy requirements and the costs of infrastructure and mitigation.
  - c. Thirdly, to assess the effect that CIL may have on development viability. This third element of work will be carried out later in the plan-process, but will be an extension of the work in this study.
- 1.5 This document sets out the methodology used, the key assumptions adopted, and the scope to introduce CIL or similar infrastructure tariffs in the context of the emerging policies and in relation to the potential development sites identified in the SHLAA. This will allow the Council to engage with stakeholders, to ensure that the new Plan is effective. An informal consultation event was held on the 21st November 2016, following which an early iteration was circulated and comments invited. The comments received are presented and addressed through this report.
- 1.6 This Viability Assessment contains fresh work, but it also builds on the Council's existing evidence that has been used to develop the Plan. This present document takes the general advice forward and builds on those conclusions.



- 1.7 Whilst this study stops short of recommending rates of CIL, it is not practical to consider the delivery of the Plan without considering the CIL Regulations, and Guidance. CIL is set having regard to a range of factors, one of which is viability. This report only considers viability. Outside this report the Council will consider the need for infrastructure and other sources of funding.
- 1.2 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 imposed or CIL sought by the Council. It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the Plan is threatened.

## **HDH Planning and Development Ltd**

- 1.3 HDH is a firm of Chartered Surveyors and a specialist planning consultancy providing evidence to support planning authorities. The firm's main areas of expertise are:
  - a. District wide and site-specific viability analysis
  - b. Community Infrastructure Levy testing
  - c. Local and Strategic Housing Market Assessments and Housing Needs Assessments
  - d. Viability and Planning Assessments and Inquiries.
- 1.4 The findings contained in this report are based upon information from various sources including that provided by the Council and by others, upon the assumption that all relevant information has been provided. This information has not been independently verified by HDH. The conclusions and recommendations contained in this report are concerned with policy requirements, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice.
- 1.5 No part of this report constitutes a valuation and the report should not be relied on in that regard.

## Metric or imperial

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

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

 $1m^2 = 10.76 \text{ sqft}$   $1 \text{sqft} = 0.092903 \text{ m}^2$ 

1ha = 2.471acres 1acre = 0.405ha

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



## **Report Structure**

- 1.8 This report follows the following format:
  - **Chapter 2** The reasons for, and approach to, viability testing, including a short review of the requirements of the NPPF, PPG and the CIL Regulations.
  - **Chapter 3** The methodology used.
  - **Chapter 4** An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing (size and tenure) in different areas.
  - **Chapter 5** An assessment of the non-residential markets with the purpose of establishing the worth of different types of commercial uses.
  - **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 appraisals and consideration of non-residential development.
  - **Chapter 12** The consideration and conclusions in relation to the deliverability of development.





# 2. Viability Testing

- Viability testing is an important part of the Development Plan making process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF), is part of the Strategic Housing Land Availability Assessment (SHLAA) process, and is a requirement of the CIL Regulations.
- 2.2 In March 2014, the Government published Planning Practice Guidance (PPG), in the form of a website<sup>1</sup>. The PPG is a live 'document' that is subject to regular updating and change, it cancels a number of pre-existing guidance documents and contains sections on plan-making, viability and CIL. The PPG does not alter the NPPF.

## **NPPF Viability Testing**

- 2.3 The NPPF<sup>2</sup> introduced a requirement to assess the viability of the delivery of the Local Plan and the impact on development of policies contained within it. The NPPF includes the following requirements (with emphasis added):
  - 173. Pursuing sustainable development requires careful attention to viability and costs in planmaking and decision-taking. Plans should be deliverable. Therefore, the sites and 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. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.
  - 174. Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.
- 2.4 The duty to test in the NPPF is a 'broad brush' one, saying 'plans should be deliverable'. It is not a requirement that every site should be able to bear all of the local authority's requirements indeed there will be some sites that are unviable even with no requirements imposed on them. The typical site should be able to bear whatever target or requirement is set, and the Council should be able to show, with a reasonable degree of confidence, that the Development Plan is deliverable.

<sup>&</sup>lt;sup>2</sup> The NPPF was published in March 2012 and the policies within it apply from then.



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<sup>&</sup>lt;sup>1</sup> http://planningguidance.planningportal.gov.uk/

- 2.5 The enabling and delivery of development is a priority of the NPPF. In this regard, it says:
  - 47. To boost significantly the supply of housing, local planning authorities should:
    - use their evidence base to ensure that their Local Plan meets the full, objectively assessed needs for market and affordable housing in the housing market area, as far as is consistent with the policies set out in this Framework, including identifying key sites which are critical to the delivery of the housing strategy over the plan period;
    - identify and update annually a supply of specific deliverable<sup>11</sup> sites sufficient to provide five years' worth of housing against their housing requirements with an additional buffer of 5% (moved forward from later in the plan period) to ensure choice and competition in the market for land. Where there has been a record of persistent under delivery of housing, local planning authorities should increase the buffer to 20% (moved forward from later in the plan period) to provide a realistic prospect of achieving the planned supply and to ensure choice and competition in the market for land;
    - identify a supply of specific, developable<sup>12</sup> sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15;
    - for market and affordable housing, illustrate the expected rate of housing delivery through a
      housing trajectory for the plan period and set out a housing implementation strategy for the full
      range of housing describing how they will maintain delivery of a five-year supply of housing
      land to meet their housing target; and
    - set out their own approach to housing density to reflect local circumstances.
- 2.6 Footnotes 11 and 12 of the NPPF are important in providing detail saying:
  - <sup>11</sup> 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.
  - <sup>12</sup> To be considered developable, sites should be in a suitable location for housing development and there should be a reasonable prospect that the site is available and could be viably developed at the point envisaged.
- 2.7 Some sites within the area will not be viable. In these cases, developers have scope to make specific submissions at the planning application stage; similarly, some sites will be able to bear considerably more than the policy requirements.
- 2.8 This study will consider the development viability of the site types that are most likely to come forward over the plan-period building on the Council's existing viability evidence base. This study will specifically examine the development viability of the sites identified in the SHLAA. It will also consider the smaller sites expected to come forward over the plan-period that are not included within the SHLAA but which would still be subject to CIL.

#### **CIL Economic Viability Assessment**

2.9 Whilst this study is not specifically to set CIL, it is necessary to consider have regard to the CIL Regulations and CIL Guidance (as included within the PPG) as these impact on the whole planning process. In November 2015, the Government launched the CIL Review. This was a



complete review of the Levy, the results of which were published<sup>3</sup> with the Housing White Paper in February 2017. A range of recommendations were made, which are to be subject to further consultation. Any subsequent changes are expected at the time of the Autumn 2017 Budget. It will be necessary for the Council to keep this under review.

2.10 The CIL Regulations came into effect in April 2010 and have been subject to several subsequent amendments<sup>4</sup>. CIL Regulation 14 (as amended) sets out the core principle for setting CIL.:

#### Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—
  - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
  - (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.
- (2) In setting rates ...
- 2.11 Viability testing in the context of CIL will assess the 'effects' on development viability of the imposition of CIL. Ultimately the test that will be applied to CIL is as set out the examination section of the PPG:

documents containing appropriate available evidence ... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole (for England, see National Planning Policy Framework paragraph 173)

Reference ID: 25-038-20140612

- 2.12 The financial impact of introducing CIL is an important factor, but the provision of infrastructure (or lack of it) will also have an impact on the ability of the Council to meet its objectives through development and deliver its Development Plan. The Plan may not be deliverable in the absence of CIL.
- 2.13 The test applied when setting CIL is:

<sup>&</sup>lt;sup>4</sup> SI 2010 No. 948. The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* SI 2011 No. 987. The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* SI 2011 No. 2918. The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011.* SI 2012 No. 2975. The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* SI 2013 No. 982. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* SI 2014 No. 385. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014.* S1 2015 No. 836. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015.* 



<sup>&</sup>lt;sup>3</sup> See *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).

The levy is expected to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.

This balance is at the centre of the charge-setting process. In meeting the regulatory requirements (see Regulation 14(1)), charging authorities should be able to show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant plan and support development across their area.

As set out in the National Planning Policy Framework in England (paragraphs 173 – 177), the sites and 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. The same principle applies in Wales.

PPG ID: 25-009-20140612

- 2.14 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to be developed viably is threatened by CIL. This is somewhat more cautious than the approach set out in earlier guidance. In the March 2010 CIL Guidance, the test was whether the Plan was put at 'serious risk', and in the December 2012 / April 2013 CIL Guidance, the test was whether CIL 'threatened the development plan as a whole' although it is important to note that the CIL Regulation 14 is clear that the purpose of the viability testing is to establish 'the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area' rather than specific sites.
- 2.15 On preparing the evidence base on economic viability, the Guidance says:

A charging authority must use 'appropriate available evidence' (as defined in the Planning Act 2008 section 211(7A)) 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.

In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in order to supplement existing data. This will require support from local developers. The exercise should focus on strategic sites on which the relevant Plan (the Local Plan in England, Local Development Plan in Wales, and the London Plan in London)] relies, and those sites where the impact of the levy on economic viability is likely to be most significant (such as brownfield sites).

The sampling should reflect a selection of the different types of sites included in the relevant Plan, and should be consistent with viability assessment undertaken as part of plan-making.

PPG ID: 25-019-20140612

- 2.16 This study has drawn on the existing available evidence. In due course, this study will form one part of the evidence that the Council may use to set CIL. The Council will also consider other 'existing available evidence', the comments of stakeholders and wider priorities.
- 2.17 From April 2015, councils have been restricted in relation to pooling S106 contributions from more than five developments<sup>5</sup> (where the obligation in the s106 agreement / undertaking is a

<sup>&</sup>lt;sup>5</sup> CIL Regulations 123(3)



reason for granting consent). This restriction will encourage councils to adopt CIL – particularly where there are large items of infrastructure to be delivered that relate to multiple sites.

- 2.18 A council is still able to raise additional s106 funds for infrastructure, 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<sup>6</sup>. 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.
- 2.19 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. The Council will need to consider whether the threshold has already been exceeded for some items of infrastructure.

#### Differential Rates

2.20 CIL Regulation 13 (as amended) provides scope for CIL to be set at different levels by different area (zones) and type and size of developments.

#### Differential rates

- (1) A charging authority may set differential rates—
  - (a) for different zones in which development would be situated;
  - (b) by reference to different intended uses of development,
  - (c) by reference to the intended gross internal area of development;
  - (d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.
- (2) In setting differential rates, a charging authority may set supplementary charges, nil rates, increased rates or reductions.
- 2.21 The PPG expands on this saying:

Charging authorities that decide to set differential rates may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their differential rates. Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use....

... 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

<sup>&</sup>lt;sup>6</sup> This is the list of the items on which the Council will spend CIL.



-

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 ID: 25-019-20140612

The regulations allow charging authorities to apply differential rates in a flexible way, to help ensure the viability of development is not put at risk. Differences in rates need to be justified by reference to the economic viability of development. Differential rates should not be used as a means to deliver policy objectives.

Differential rates may be appropriate in relation to

- geographical zones within the charging authority's boundary
- types of development; and/or
- scales of development.

A charging authority that plans to set differential rates should seek to avoid undue complexity. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities should consider the views of developers at an early stage.

If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development.

In all cases, differential rates must not be set in such a way that they constitute a notifiable state aid under European Commission regulations (see 'State aid' section for further information). One element of state aid is the conferring of a selective advantage to any 'undertaking'. A charging authority which chooses to differentiate between classes of development, or by reference to different areas, should do so only where there is consistent economic viability evidence to justify this approach. It is the responsibility of each charging authority to ensure that their charging schedules are state aid compliant.

PPG ID: 25-021-20140612

- 2.22 Differential rates must only be set with regard to viability. It would be contrary to the guidance, for example, to set a high rate to deter a type of development, or to set a low rate to encourage it a consistent approach must be taken across all development types.
- 2.23 CIL, once introduced, is mandatory on all developments (with a very few exceptions), that fall 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.

## **Planning Practice Guidance (PPG)**

2.24 Viability is a recurring theme through the PPG, and it includes specific sections on viability in both the plan making and the development management processes. As set out above, the NPPF says that plans should be deliverable and that 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. The PPG says:

Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.



.... viability can be important where planning obligations or other costs are being introduced. In these cases decisions must be underpinned by an understanding of viability, ensuring realistic decisions are made to support development and promote economic growth. Where the viability of a development is in question, local planning authorities should look to be flexible in applying policy requirements wherever possible.

PPG ID: 10-001-20140306

- 2.25 These requirements are not new and are simply stating best practice and are wholly consistent with the approach taken through the preparation of the Plan. An example is the inclusion of viability testing in relation to the Council's affordable housing policy.
- 2.26 In the section on considering land availability, the PPG says:

A site is considered achievable for development where there is a reasonable prospect that the particular type of development will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and sell the development over a certain period.

PPG ID: 3-021-20140306

2.27 The PPG does not prescribe a single approach for assessing viability. The NPPF and the PPG both set out the policy principles relating to viability assessments.

There is no standard answer to questions of viability, nor is there a single approach for assessing viability. The National Planning Policy Framework, informed by this Guidance, sets out the policy principles relating to viability assessment. A range of sector led guidance on viability methodologies in plan making and decision taking is widely available.

PPG 10-002-20140306.

- 2.28 As set out later in this chapter, this study is carried out under the Harman Guidance and is broadly in accordance with the RICS Guidance, it also draws on the Planning Advisory Service (PAS) resources and was informed by appeal decisions and CIL Examiner's reports.
- 2.29 The PPG does not require every site to be tested:

Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable; site typologies may be used to determine viability at policy level. Assessment of samples of sites may be helpful to support evidence and more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.

PPG ID: 10-006-20140306

- 2.30 This supports the approach where the analysis is based on a set of typologies that represent the development expected to come forward over the plan-period.
- Viability Thresholds are a controversial matter and it is clear that different landowners will take different approaches depending on their personal and corporate priorities. The assessment is based on an informed assumption being made about the 'uplift' being the margin above the Existing Use Value which would be sufficient to incentivise the landowner to sell. Both the RICS Guidance and the PPG make it clear that, when considering land value, this must be done in the context of current and emerging policies:



**Site Value definition** Site Value either as an input into a scheme specific appraisal or as a benchmark is defined in the guidance note as follows: 'Site Value should equate to 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.'

Box 7, Page 12, RICS Guidance

In all cases, estimated land or site value should: ...reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;...

PPG ID 10-014-20140306

- 2.32 In this context, it is important to note that the Council has had affordable housing policies in place for over 15 years so it is unlikely that any developer would be unaware of them. Likewise, CIL was enacted in 2008. This supports the approach taken where the process is informed by past land transactions as well as considering an appropriate uplift.
- 2.33 The PPG stresses the importance of working from evidence and in collaboration with the development industry:

**Evidence based judgement**: assessing viability requires judgements which are informed by the relevant available facts. It requires a realistic understanding of the costs and the value of development in the local area and an understanding of the operation of the market.

Understanding past performance, such as in relation to build rates and the scale of historic planning obligations can be a useful start. Direct engagement with the development sector may be helpful in accessing evidence.

**Collaboration**: a collaborative approach involving the local planning authority, business community, developers, landowners and other interested parties will improve understanding of deliverability and viability. Transparency of evidence is encouraged wherever possible. Where communities are preparing a neighbourhood plan (or Neighbourhood Development Order), local planning authorities are encouraged to share evidence to ensure that local viability assumptions are clearly understood.

2.34 The meaning of competitive returns is discussed in the Chapter 6 below. The RICS Guidance (see below) 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.

RICS Guidance, Financial viability in Planning, Page 43

- 2.35 The methodology and assumptions were put to the development industry at a consultation event on 21<sup>st</sup> November 2016. There was a consensus that the overall method and approach was appropriate (though there was disagreement on some of the inputs). The analysis in this report reflects the comments of stakeholders.
- 2.36 The PPG adds to this saying:

The National Planning Policy Framework states that viability should consider "competitive returns to a willing landowner and willing developer to enable the development to be deliverable." This return will vary significantly between projects to reflect the size and risk profile of the development and the risks



to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PPG ID: 10-015-20140306.

## Changes to the PPG

- 2.37 In November 2014 the Government introduced a national threshold for affordable housing and developer contributions with contributions not being sought from developments of 10-units or less, and which have a maximum combined gross floor space of 1,000 square metres. In Designated Rural Areas under section 157 of the Housing Act 1985, (which includes National Parks and Areas of Outstanding Natural Beauty), authorities may choose to implement a lower threshold of 5-units or fewer, beneath which affordable housing and tariff style contributions should not be sought. There are no designated areas within the SCC area.
- 2.38 In August 2015, the changes were reversed (as a result of a legal challenge) and the PPG was amended and a new paragraph (paragraph 30) was added as follows<sup>7</sup>:
  - 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).
- 2.39 The Government appealed<sup>8</sup> and the national thresholds were reintroduced in May 2016. These will apply to future development in SBC and have been incorporated into the base appraisals.

## Summer 2015 Budget

2.40 In July 2015, the Chancellor of the Exchequer gave his post-election Summer Budget to Parliament. With the budget a number of changes were announced that relate to planning.

Affordable Housing

2.41 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' and other providers' business plans. The result was that housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or

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



<sup>&</sup>lt;sup>7</sup> http://planningguidance.planningportal.gov.uk/revisions/23b/030/

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.

2.42 In the Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduces the value of affordable housing. The values of affordable housing have been reviewed in Chapter 4 below.

Starter Homes

2.43 The Budget included the following statement<sup>9</sup>:

Starter Homes – 58,000 people have already signed up to show their interest in owning one of these new homes – exclusively for first time buyers under 40, at a 20% discount. 200,000 of these new homes will be built over the next 5 years. And to deliver this, the government is today announcing that every reasonable sized housing site must include starter homes – and a new duty will be placed on councils to make sure they include starter homes in their future housing plans for their area

- 2.44 The Planning and Housing Act (2016) sets out:
  - (1) In this Chapter "starter home" means a building or part of a building that—
    - (a)is a new dwelling,
    - (b)is available for purchase by qualifying first-time buyers only,
    - (c)is to be sold at a discount of at least 20% of the market value,
    - (d)is to be sold for less than the price cap, and
    - (e)is subject to any restrictions on sale or letting specified in regulations made by the Secretary of State.
  - (2) "New dwelling" means a building or part of a building that—
    - (a)has been constructed for use as a single dwelling and has not previously been occupied, or (b)has been adapted for use as a single dwelling and has not been occupied since its
  - (3) "Qualifying first-time buyer" means an individual who—
    - (a)is a first-time buyer,

adaptation.

- (b) is at least 23 years old but has not yet reached the age of 40, and
- (c) meets any other criteria specified in regulations made by the Secretary of State (for example, relating to nationality).
- 2.45 The initial 'cap' is to be £250,000 outside London. The PPG has not been updated in this regard since the Budget, and at the time of this update the Starter Homes sections of the PPG<sup>10</sup> only relate to 'exception' sites.

<sup>&</sup>lt;sup>10</sup> From PPG Paragraph: 001 Reference ID: 55-001-20150318



https://www.gov.uk/government/news/pm-and-chancellor-announce-one-nation-plans-to-spread-homeownership-across-the-country

- 2.46 Uncertainty remains around whether Starter Homes will be in addition to, or instead of, some or all affordable housing. A Starter Home must remain available at, at least 20% below market value for the first five years, meaning any first-time buyer who looks to resell within the first five years will have to offer this discount to the next buyer. Starter Homes are not subject to CIL.
- 2.47 In March 2016, the Government launched *Starter Homes Regulations: Technical Consultation*. This sets out the Government's preferred options as to what the requirements will be, these were further developed in the Housing White Paper (February 2017) where several significant alterations were put forward. The first being to reduce the amount sought from 20% to 10% of the units on the site, and the second to increase the period of the discount from 5 to 15 years. In addition, it says the Government will not introduce a statutory requirement for Starter Homes, and instead local authorities should deliver Starter Homes as part of a mixed package of affordable housing of all tenures that can respond to local needs and local markets, and which could allow tenants to become homeowners over a period of time, including Starter Homes, shared ownership homes and discounted market sales products.
- 2.48 A scenario has been tested whereby 10% of the housing is delivered as Starter Homes. It is assumed that the Starter Homes will be instead of the equivalent amount of affordable housing.

#### Environmental Standards

- 2.49 The Government also confirmed within the *Fixing the foundations productivity report*<sup>11</sup> 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
- 2.50 As a result, there will be 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 will be dropped, including the Allowable Solutions programme. This is considered in Chapter 7 below.

#### 2017 Housing White Paper and CIL Review

2.51 The Government published the Housing White Paper<sup>12</sup> (February 2017), which sets out, for consultation, the Government's plans to deal with some aspects of the housing market and

<sup>&</sup>lt;sup>12</sup> https://www.gov.uk/government/collections/housing-white-paper



<sup>&</sup>lt;sup>11</sup> https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation

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)<sup>13</sup> was released suggesting some changes to the existing CIL Process. It is highly likely that these two documents will lead to changes in the planning system, however what those changes may be is not yet certain. In an effort to 'future proof' this study, testing around the provision of Starter Homes has been carried out.

2.52 One of the recommendation of the CIL Review<sup>14</sup> was a new Local Infrastructure Tariff (LIT) that would apply to all development and be set at between 1.75% and 2.5% of the Gross Development Value (GDV). Whilst the details are not known, such a potential tariff has been tested.

## **Viability Guidance**

- 2.53 There is no mandatory technical guidance on how to test the viability. Paragraph 173 of the NPPF says: '...... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable......' This seems quite straightforward although 'competitive returns' is not defined.
- 2.54 There are several sources of guidance and appeal decisions<sup>15</sup> that support the methodology followed. The primary guidance is *Viability Testing in Local Plans Advice for planning practitioners* (LGA/HBF Sir John Harman) June 2012<sup>16</sup> (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.

2.55 The planning appeal decisions, and the HCA good practice publication suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of

<sup>&</sup>lt;sup>16</sup> Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

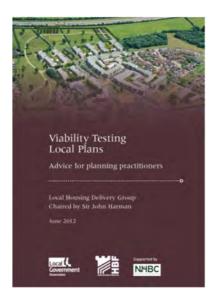


<sup>&</sup>lt;sup>13</sup> https://www.gov.uk/government/publications/community-infrastructure-levy-review-report-to-government

<sup>&</sup>lt;sup>14</sup> From section 5.1.1

<sup>&</sup>lt;sup>15</sup> Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve; APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme Road, APP/M0933/A/13/2193338, Former Territorial Army Centre, Parkhurst Road, Islington APP/V5570/W/16/3151698, Vannes: Court of Appeal 22 April 2010, [2010] EWHC 1092 (Admin) 2010 WL 1608437.

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 a competitive return and the 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)<sup>17</sup> provides viability guidance and manuals for local authorities.





2.56 There is considerable common ground between the RICS and the Harman Guidance but they are not consistent. The RICS Guidance recommends against the 'current/alternative use value 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)

2.57 The Harman Guidance advocates an approach based on Threshold Land Value. Viability Testing in Local Plans says:

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.

<sup>&</sup>lt;sup>17</sup> 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).



23

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)

2.58 The RICS 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.

- 2.59 On face value these statements are contradictory. To avoid later disputes and delays, the approach taken in this study brings these two sources of guidance together. The methodology adopted is to compare the Residual Value generated by the viability appraisals, with the Existing Use Value (EUV) or an Alternative Use Value (AUV) 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 'competitive returns' 18 to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is also made to the market value of the land both with and without the benefit of planning.
- 2.60 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. It is relevant to note that the Harman methodology was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012<sup>19</sup>. In his report, the Inspector dismissed the theory that using historical market value (i.e. as proposed by the RICS) to assess the value of land was a more appropriate methodology than using EUV plus a margin.

<sup>&</sup>lt;sup>19</sup> Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27<sup>th</sup> January 2012



<sup>&</sup>lt;sup>18</sup> As required by 173 of the NPPF

# 3. Methodology

## Viability Testing – Outline Methodology

3.1 There is no statutory technical guidance on how to go about viability testing. This study is based on the Harman Guidance. 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)

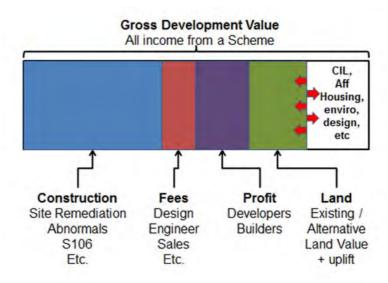
**LESS** 

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 a developer could offer for a site and make a satisfactory profit margin.
- 3.3 In the following graphic, the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority) so is fixed. The developer has relatively little control over the costs of development (construction and fees) and whilst there is scope to build to different standards and with different levels of efficiency the costs are largely out of the developer's direct control they are what they are depending on the development.



3.4 It is well recognised in viability testing that the developer should be rewarded for taking the risks of development. The NPPF terms this the 'competitive return'. The essential balance in viability testing is around the land value and whether land will come forward for development.



The more policy requirements and developer contributions the planning authority asks for the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council's various policies on development and then make a judgement as to whether land prices are squeezed to such an extent that, in the NPPF context, the Development Plan is put at 'serious risk' or in the context of the CIL Guidance, whether development is 'threatened' to such an extent that the Plan is not delivered.

- 3.5 The 'likely land value' is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift': the margin above the 'existing use value' which would make the landowner sell. Both the RICS Guidance and the PPG make it clear that when considering land value, this must be done in the context of current and emerging policies:
- 3.6 It is important to note that this study is not trying to exactly mirror any particular developer's business model rather it is making a broad assessment of viability in the context of planmaking and the requirements of the NPPF and CIL Regulations.
- 3.7 At the consultation event, it was unanimously agreed that it was appropriate to follow the Harman Guidance.

## Limitations of viability testing in the context of CIL and the NPPF

- 3.8 The high level and broad brush viability testing that is appropriate to be used to assess the effect of CIL (or other planning obligations) 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.
- 3.9 This sets the Council a challenge when considering its proposals. It needs to determine whether the impact of introducing CIL 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. It is clear that some development comes forward for operational reasons, rather than for property development purposes.

## The meaning of 'competitive return'

3.10 The meaning of 'competitive return' is at the core of a viability assessment. The 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.

3.11 Whilst this is useful it does not provide guidance as to the size of that return. The PPG does provide further guidance:

## Competitive return to developers and land owners

The National Planning Policy Framework states that viability should consider "competitive returns to a willing landowner and willing developer to enable the development to be deliverable." This return will vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

Paragraph: 015 Reference ID: 10-015-20140306

- 3.12 To date there has been much discussion within the industry as to what may and may not be a competitive return, as yet the term has not been given a firm definition through the appeal, planning examination or legal processes.
- 3.13 Competitive return was considered at the Shinfield Appeal (January 2013)<sup>20</sup>. This is discussed further in Chapter 6 below. Clarification has been added in the Oxenholme Road Appeal (October 2013)<sup>21</sup> where the inspector confirmed that the methodology set out in Shinfield is very site specific and should only be given limited weight.
- 3.14 It should be noted that this study is about the economics of development. Viability brings in a wider range than just financial factors. The PPG says:

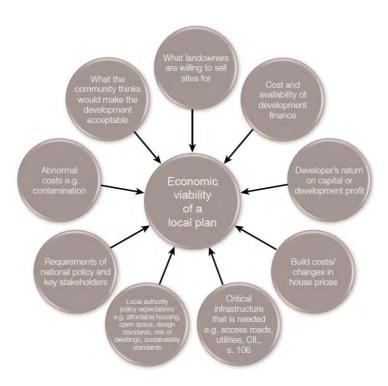
Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.

3.15 The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan making process but it is one of many factors.

<sup>&</sup>lt;sup>21</sup> APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)



<sup>&</sup>lt;sup>20</sup> APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)



3.16 The above methodology and in particular the differences between the Harman Guidance and the RICS Guidance were presented and discussed through the consultation process.

## **Existing Available Evidence**

- 3.17 The NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of the potential impact of CIL should, wherever possible be based on existing available evidence rather than new evidence. The existing available evidence falls into three broad types:
- 3.18 Firstly is that which has been prepared by the Council to inform the emerging Plan and previous plans:
  - a) Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014).
  - b) South Sunderland Growth Area Infrastructure Delivery Study Viability Assessment, HDH Planning and Development (December 2014).
- 3.19 Secondly is that which the Council holds, in the form of development appraisals that have been submitted by developers about specific developments most often to support negotiations around the provision of affordable housing or s106 contributions. This has been drawn on.
- 3.20 Thirdly, the Council also holds evidence of what is being collected from developers under the s106 regime. This is being collated outside this study and is a good indication of what is achievable.



## **Stakeholder Engagement**

- 3.21 The PPG and the CIL Guidance require stakeholder engagement particularly with members of the development industry. The preparation of this viability assessment that covers CIL, affordable housing, whole plan and the SHLAA, includes specific consultation and engagement with the industry. On 21<sup>st</sup> November 2016, an informal consultation event was held. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited with a good attendance. In addition, representatives from neighbouring authorities attended. **Appendix 1** includes the details of those invited and the attendees and **Appendix 2** includes the presentation given. **Appendix 3** includes a summary of the notes taken and subsequent comments made.
- 3.22 The event was divided into three parts:
  - a) An introduction to viability testing in the context of Paragraph 173 of the NPPF and CIL Regulation 14.
  - b) Viability Assumptions. The mains assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.
  - c) Discussion. The consultants and consultees talked through the main points. The feedback was recorded.
- 3.23 A wide-ranging discussion took place. The comments of the consultees are reflected through this report and the assumptions have been adjusted where appropriate. There was not agreement on all points although there was a broad consensus on most matters. Where there was disagreement we have made a judgement, and set out why we have used the assumptions we have. The main points from the consultation event were:
  - a) Residential land values are greater than those suggested.
  - b) An area specific approach to land values may be more appropriate.
- 3.24 Following the event, copies of the presentation were circulated to all those invited and the attendees were asked to make any further representations by email. One housebuilder took up this opportunity. We take this opportunity to thank those developers, landowners and agents who attended the event and provided written responses. We believe that the consultation process has been carried out fully in accordance with the requirements of the Harman Guidance.

## **Viability Process**

3.25 The assessment of viability as required under the NPPF and the CIL Regulations is not done using a set formula or calculation. It is a quantitative and qualitative process. The NPPF requires that 'the sites and 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<sup>22</sup>' and whether 'the cumulative impact of these standards and policies should not put implementation of the plan at serious risk<sup>23</sup>'. The CIL Regulations require that 'councils 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<sup>24</sup>'.

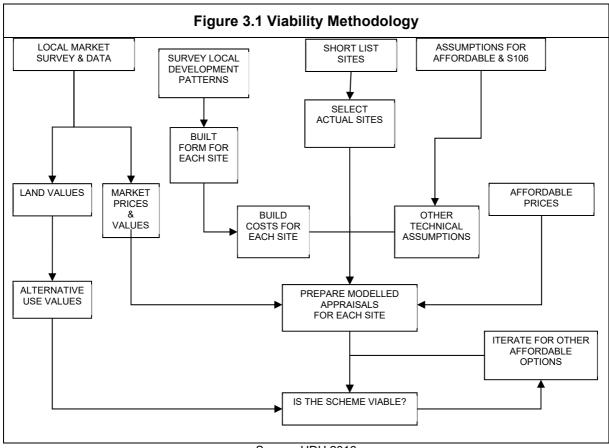
3.26 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for the larger sites in the Plan (the South Sunderland Growth Area (SSGA) and a representative range of other sites, and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own 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 within the SCC area over the plan-period.

<sup>&</sup>lt;sup>24</sup> CIL Regulation 14 (with deletions as per the February 2014 amendments).



<sup>&</sup>lt;sup>22</sup> NPPF Paragraph 173

<sup>&</sup>lt;sup>23</sup> NPPF Paragraph 174



Source: HDH 2016

- 3.27 In addition to modelling a range of representative sites further consideration has been given to the South Sunderland Growth Area (SSGA) and the Vaux Brewery site. Both these sites are considered core to the delivery of the Plan. The delivery of the SSGA was considered by HDH (working with ARUP) in the South Sunderland Growth Area Infrastructure Delivery Study Viability Assessment, HDH (December 2014). The analysis in that report has been updated.
- 3.28 The former Vaux Brewery site is a proposal for an office-led mixed-use development on the north-western edge of the city centre. The site has full planning permission for the first office building and outline permission for the remainder of the site consisting of further office buildings, 201 residential units, hotel, leisure and retail uses. The site is being delivered by Siglion which is a Joint Venture Partnership between Sunderland City Council and Carillion. It is proposed that the allocation in the Plan would be consistent with the approved planning application. Bearing in mind the recent approval of this site and footnote 11 of the NPPF<sup>25</sup> this site has not been specifically assessed in this study.

<sup>11.</sup> 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



<sup>&</sup>lt;sup>25</sup> Footnote 11 says:

- 3.29 The local housing and commercial markets have been surveyed, to obtain a picture of sales values. Land values have also been assessed to calibrate the appraisals and to assess existing and alternative use values. Alongside this local development patterns have been considered (in the context of the emerging policies). These in turn informed the appropriate build cost figures. Several other technical assumptions are required before appraisals can be produced.
- 3.30 The appraisal results are in the form of £/ha 'residual' land values, showing the maximum value that a developer can pay for the site and still return a target profit level (the competitive return). The Residual Value is compared to the Existing Use Value (EUV). Only if the Residual Value exceeds the EUV, and by a satisfactory margin, can a scheme be judged to be viable.
- 3.31 The appraisals are based on the policies set out in the emerging Plan (a full 'policy on' scenario). For appropriate sensitivity testing a range of scenarios including different levels of affordable housing provision and different levels of developer contributions have been assessed.
- 3.32 It is important to note that should the Council develop further policies over and above those tested in this study, that it may be necessary to revisit viability and consider the impact of those further requirements.
- 3.33 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the NPPF and CIL Regulations<sup>26</sup> has been used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Local Plan and to set CIL.

<sup>&</sup>lt;sup>26</sup> This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England (and, to a lesser extent, Wales).



example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

## 4. Residential Market

- 4.1 This chapter sets out an assessment of the housing market (including sheltered and extracare housing), providing the basis for the assumptions on house prices to be used in the financial appraisals for the sites tested in the study. The assessment is concerned not just with the prices but the differences across different areas.
- 4.2 Although development schemes do have similarities, every scheme is unique, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be localities, and ultimately site-specific factors, that generate different values and costs.

#### Sunderland's Residential Market

- 4.3 Sunderland City Council area lies to the south of the Tyneside conurbation (made up of Newcastle, Gateshead and North Tyneside and South Tyneside) and to the north of County Durham. The housing market varies across the area:
  - a. Sunderland City is the focus of the SCC area, at the mouth of the River Wear. Sunderland has a mixed housing market with some strong areas but also some areas where the market is challenging. Historically the docks and coal mining were at the core of the local economy although this element has declined.
  - b. The town of Washington is a higher value area to the west of the Sunderland city centre area. It was designated a new town in the 1960s and this resulted in a rapid expansion.
  - c. The area to the south of the SCC area includes the former coalfield communities including Hetton-le-Hole and Houghton-le-Spring.
  - d. The A19 trunk road runs north-south between Sunderland and Washington and the parallel A1(M) is located to the west of Washington providing the area with good highways connections.
  - e. The Tyne and Wear Metro links the city with other centres in the Tyne and Wear conurbation. The City is not on the East Coast main line, however there are several direct trains to London (3.35 hours) and regular connections via Newcastle.

National Trends and Sunderland's relationship with the wider area

- 4.4 This update is being completed following the United Kingdom's referendum which resulted in a vote to leave the European Union, and the subsequent June 2017 General Election. It is not yet 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 (Brexit) are at an early stage so the future of trade with the EU and wider world are not yet known.
- 4.5 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. Bearing in mind the Sunderland housing market's long-term



stability as illustrated in the graph below (the 2007 crash was less in the Sunderland area than much of the rest of the UK while recovery has been less pronounced) it is relatively unlikely that any extreme market reactions that may be seen in the southeast of England would be as extreme in the northeast. The impact in the Sunderland area is nevertheless likely to be very much influenced by Nissan's decisions on continued investment in their Sunderland plant.

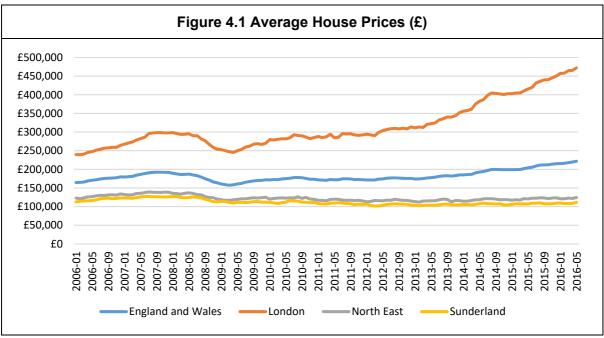
- 4.6 It is not the purpose of this report to attempt to predict the direction of the housing market so it is our firm recommendation that the Council continues to monitor the market and be prepared to review policies if there is a significant change in viability (up or down). Having said this, it notable that property agents Savills are predicting a 0% increase in 2017, a 1% increase in 2018 and a 14% increase over the next 5 years in the Prime Regional Markets<sup>27</sup>. They are predicting a 2.5% decrease in 2017, a 1.5% increase in 2018, and a 9% increase over the next 5 years in the mainstream North East residential markets.
- 4.7 Having said this, the current direction and state of the housing market has improved markedly since the earlier viability reports were prepared. 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'.
- 4.8 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 of the 2007/2008 peak but, as can be seen in the figure below, the recovery has been less strong in Sunderland and average house prices remain below the 2007 peak<sup>28</sup>.

<sup>&</sup>lt;sup>28</sup> Land Registry Data show the market peaked at £127,268 in June 2007, reached a trough of £101,769 in March 2012 and the latest data shoes and average price of £111,360 in May 2016.



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<sup>&</sup>lt;sup>27</sup> Residential Property Focus. http://pdf.euro.savills.co.uk/uk/residential-property-focus-

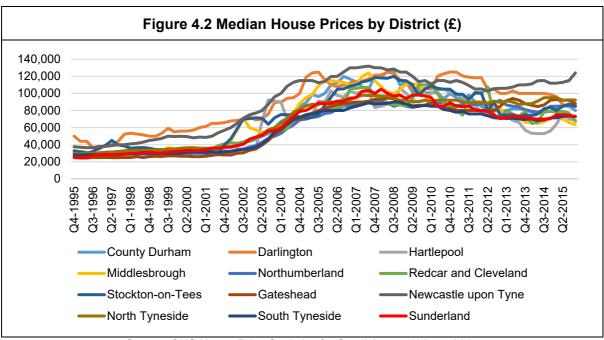


Source: Land Registry (July 2016)

- 4.9 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 complex financial instruments and engineering through which, amongst other things, they borrowed money in the international 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.).
- 4.10 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.
- 4.11 It is important to note that at the time of this report (Summer 2017) the housing market is actively supported by the current Government with about one third of mortgages being provided through a state backed entity or scheme (a publicly controlled financial institution or assisted purchase scheme such as shared ownership).



4.12 There are various commentators talking about a recovery in house prices. As shown in the figure above, average prices in the North East remain a little below their 2007 peak. The ONS District data shows Sunderland has seen a less strong recovery than some of its neighbours.



Source: ONS House Price Statistics for Small Areas, 1995 to 2015

4.13 There has been considerable coverage in the national press covering the state of the market. The May 2017 RICS UK Residential Market Survey says:

The May 2017 RICS UK Residential Market Survey results point to a lacklustre set of overall conditions once more, with enquiries, instructions and sales all declining over the month. In addition, price growth (although still positive) appears to have lost momentum in the latest report and expectations suggest a further cooling is likely in the near term. The General Election is again commonly cited as a factor hindering activity, causing some hesitancy from both buyers and vendors.

The headline price growth indicator moved from +22% to +17%, the softest reading since August 2016, but still consistent with modest gains nonetheless. Beneath the national trend, prices continue to slide in London, with the price growth gauge remaining entrenched in negative territory for a fourteenth consecutive month. Away from the capital, house price inflation in East Anglia has moderated noticeably since the start of 2017, with little change now reported in each of the last two months. Elsewhere, prices continue to rise to a greater or lesser degree across all other UK regions/countries.

Looking ahead, the near term price expectations series slipped to -1% from +5% in April (the third straight report in which this indicator has softened). London continues to exhibit sentiment more negative in comparison to all other parts of the UK, although, at the twelve month horizon, the outlook is more or less flat. Interestingly, expectations point to potential weakness across the South East in the near term, but signal a return to solid growth twelve months ahead. Overall, the national twelve month expectations net balance remained solid, at +54%. Further out, over the next five years, respondents envisage house price inflation averaging 3.5% per annum across the UK as a whole.

A sheer lack of supply continues to support prices for the time being, and the sustained deterioration in new sales instructions over the past two years shows no sign of abating. Indeed, during May, 25% more respondents cited a decline in fresh listings (compared to those noting an increase), producing the most negative reading since

July 2016. Although a fall in new instructions is a recurring theme, anecdotal evidence suggests this month's drop may have been exacerbated by the General Election, as some vendors adopt a wait and



see approach. Consequently, stock levels remain stuck at all-time lows with the average number of unsold homes on estate agents' books at 43.

Alongside this, new buyer enquiries fell modestly at the national level, having remained stagnant over much of the past six months. As with new vendors, a large portion of contributors suspect the General Election is having an adverse impact on demand, although some appear more sanguine about the effect. At the same time, agreed sales continued to decline for a second month running as the national indicator returned a net balance of -8% (compared to -9% previously). Despite the slight drop in sales, the average time taken to complete a transaction held steady at 16 weeks in May.

Going forward, near term sales expectations continue to imply transactions will see little change over the coming three months. Looking beyond this, over the next twelve months, respondents appear slightly more optimistic on the outlook for sales growth, with a net balance of 26% anticipating an increase in activity. Nevertheless, this remains somewhat subdued in comparison to the long run average reading (since the series was started in 2012) of +38%. When broken down, respondents in the South West of England and Wales display the most upbeat view on the prospects for sales over the next twelve months.

In the lettings market, tenant demand rose only marginally (on a non seasonally adjusted basis), with the pace of increase the most moderate since December 2016. New landlord instructions were again broadly flat, while 17% more respondents nationally expect rents to rise (rather than fall) over the coming three months. In terms of twelve month expectations, contributors are pencilling in around 2% headline rental growth over the year ahead.

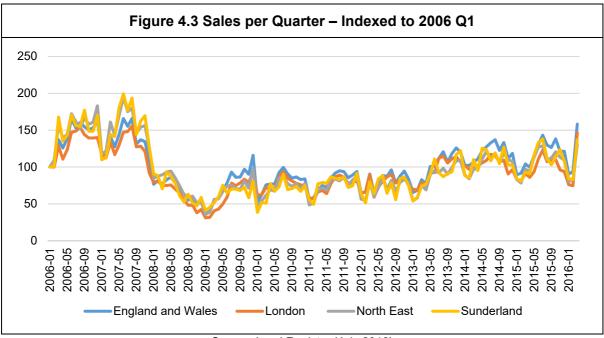
Again, London remains an exception to the national picture. Near term expectations are still negative in the capital, an ongoing trend stretching back to August 2016. At the twelve month horizon, London rental projections are broadly flat and have not shown any improvement in recent months.

- 4.14 When ranked across England, the average house price for SCC is 313<sup>th</sup> (out of 348) at just over £127,880<sup>29</sup>. To set this in context, the Council at the middle of the rank (174), Lichfield has an average price of just over £202,300. It is relevant to note that SCC's median price in is a little lower than the mean at £112,500<sup>30</sup>.
- 4.15 The rate of sales (i.e. sales per month) in the SCC is in line with the wider market and is still somewhat below the peak.

<sup>30</sup> CLG Live Table 582



<sup>&</sup>lt;sup>29</sup> CLG Live Table 581



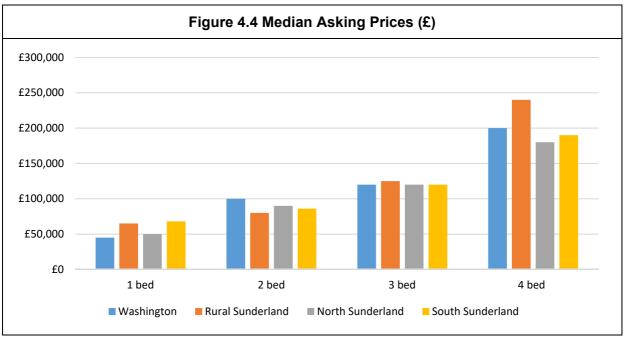
Source: Land Registry (July 2016)

- 4.16 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 there will be a further increase in house prices.
- 4.17 To assist the Council to 'strike the balance' in an informed way, we have run further sets of appraisals to show the effect of a 5%, 10% and a 15% increase, and a 5% and a 10% decrease in house prices.

#### **The Local Market**

4.18 A survey of asking prices across the SCC area in Summer 2016 was carried out. Using online tools such as Rightmove.com and zoopla.co.uk the median asking prices were estimated.

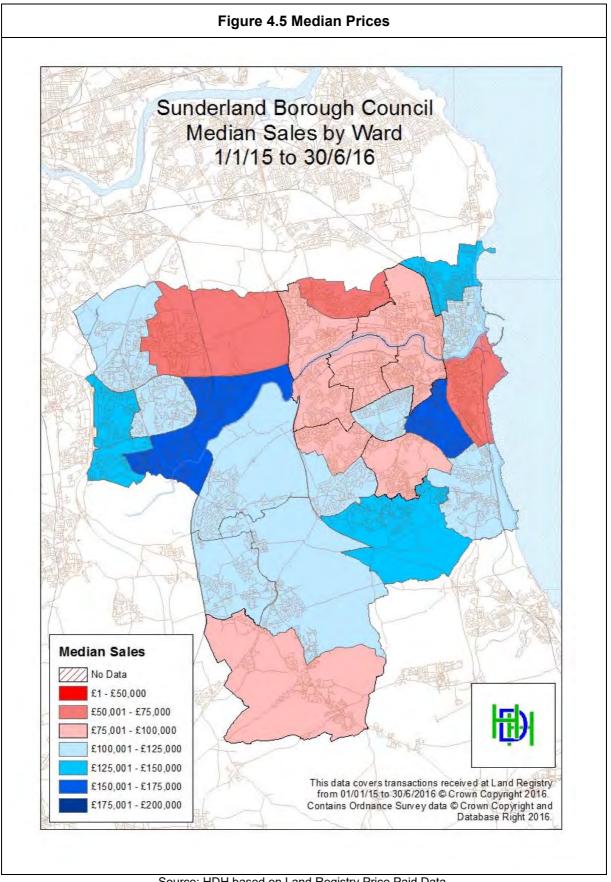




Source: Rightmove.com (August 2016)

4.19 The geographical differences in prices are illustrated in the following map showing the median price.







Source: HDH based on Land Registry Price Paid Data

4.20 The Land Registry publishes data of all homes sold<sup>31</sup>. These transactions are summarised, by the main settlements, as follows:

Table 4.1 All Residential Sales – from 1/1/2015						
	Detached	Flats	Semi- detached	Terraced	All	
		scc	Area			
Count	813	420	1,833	1,818	4,884	
Average	£226,777	£73,304	£126,672	£94,444	£126,750	
		Northea	st SCC			
Count	15	2	16	21	54	
Average	£233,248	£105,750	£139,141	£109,986	£152,707	
		Houghton	-le-Spring			
Count	294	17	299	298	908	
Average	£209,905	£61,024	£113,280	£79,355	£132,454	
		Sunderl	and City			
Count	282	271	1,228	1,146	2,927	
Average	£223,396	£84,902	£128,402	£97,523	£121,436	
Washington						
Count	222	130	290	352	994	
Average	£252,979	£50,235	£132,864	£95,975	£135,821	

Source: Based on Land Registry Data (August 2016)

# Newbuild Sales Prices

- 4.21 This study is concerned with the viability of newbuild residential property so the key input for the appraisals are the prices of units on new developments. Across the SCC area 258 newbuild home sales were recorded by the Land Registry in the period from the start of June 2015 to July 2016. These transactions are detailed in **Appendix 4**.
- 4.22 Each house sold requires an Energy Performance Certificate. This is a public document that can be viewed on the EPC Register. The EPC contains the floor area (the Gross Internal Area GIA) as well as a wide range of other information about the construction and energy performance of the building. This internal area information is also included in **Appendix 4**.
- 4.23 One consultee raised concerns about the use of EPC data highlighting a discrepancy between unit sizes on the EPC Register and their own records. It would appear that this concerns the

<sup>&</sup>lt;sup>31</sup> The Land Registry makes all transactions available as and when they are registered via the 'beta' format tool at https://www.gov.uk/government/statistical-data-sets/price-paid-data-downloads. It does take some time for transactions to be registered – about 4 to 6 months.



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treatment of internal garages which are included within the EPC area but not the developers own records. Whilst some new homes do have internal garages this is a minority (8 out of the 32 or so being advertised for sale at the time of this report). Bearing in mind the need to establish the values on a £/m² basis this data is given considerable weight.

4.24 Further concerns were raised by a housebuilder who suggested that the EPC information was not reliable and understated the size of the buildings in question – with the consequence of overstating the value when considered on a £/m² basis. Examples of a number of specific discrepancies were made. Whilst we note these concerns we have checked the guidance for undertaking EPCs and this states<sup>32</sup>:

When undertaking internal dimensions measure between the inner surfaces of the external or party walls. Any internal elements (partitions, internal floors, walls, roofs) are disregarded.

In general, rooms and other spaces, such as built in cupboards, should be included in the calculation of the floor area where these directly accessible from the occupied dwelling. However, unheated spaces clearly divided from the dwelling should not be included.

4.25 Additionally the DCLG guidance describes the floor area as follows<sup>33</sup>:

The total useful floor area is the total area of all enclosed spaces measured to the internal face of the external walls, that is to say it is the gross floor area as measured in accordance with guidance issued to surveyors:

- a. the area of sloping surfaces such as staircases, galleries, raked auditoria, and tiered terraces should be taken as their area on the plan; and
- b. areas that are not enclosed, such as open floors, covered ways and balconies, are excluded.
- 4.26 As set out in Chapters 2 and 3 above the work in this study is based on existing available evidence and is proportionate. It is our firm view that the use of EPC data is appropriate in a study of this type. As with any dataset there are bound to be discrepancies and occasions where there is an element of human error, however the substantial sample size and use of averages should minimise this.
- 4.27 We have married the price paid data from the Land Registry with the homes' floor area from the EPC Register:

<sup>&</sup>lt;sup>33</sup> Improving the energy efficiency of our buildings. A guide to energy performance certificates for the marketing, sale and let of dwellings. April 2014, Department for Communities and Local Government.



<sup>&</sup>lt;sup>32</sup> Page 6, Energy Performance Certificates for Existing Dwellings. RdSAP Manual. Version 8.0

	Та	ble 4.2 Averag	e Values by Ar	ea			
	June 2015 to July 2016						
	Detached	Flats	Semi- detached	Terraced	All		
		scc	Area				
Count	160	2	77	19	258		
Average	£221,023	£91,250	£154,731	£144,259	£194,579		
£/m2	£1,951	£1,480	£1,849	£1,754	£1,902		
		Houghton	-le-Spring				
Count	76	0	24	9	109		
Average	£217,384		£147,263	£150,396	£196,413		
£/m2	£1,717		£1,571	£1,456	£1,663		
		Sunde	erland				
Count	43	2	33	3	81		
Average	£200,424	£91,250	£149,308	£136,617	£174,540		
£/m2	£1,880	£1,480	£1,833	£1,882	£1,851		
Washington							
Count	46	0	22	8	76		
Average	£249,027		£168,303	£134,688	£213,624		
£/m2	£2,191		£2,010	£1,822	£2,100		

Source: Land Registry Price Paid Data and EPC Register

4.28 This research has been updated at the time of the completion of this report (and added to **Appendix 4**). Across the SCC area 521 newbuild home sales were recorded by the Land Registry in the period from the start of April 2016 to July 2017.



	Table 4.3	Average Valı	ues by Area					
	April 2016 to July 2017							
	Detached	Flat	Semi- detached	Terraced	All			
	Но	oughton-le-Sp	ring	<u> </u>				
Count	131	0	58	18	207			
Average Paid (£)	£206,001		£154,641	£148,092	£186,575			
Average Paid (£/m²)	£1,912		£1,816	£1,651	£1,861			
	•	Sunderland						
Count	66	25	66	21	178			
Average Paid (£)	£193,156	£54,795	£126,409	£126,162	£141,071			
Average Paid (£/m²)	£1,924	£948	£1,740	£1,480	£1,668			
	•	Washington	1					
Count	46	49	17	24	136			
Average Paid (£)	£271,481	£46,510	£177,307	£139,617	£155,383			
Average Paid (£/m²)	£2,161	£986	£2,070	£2,067	£1,701			
SCC Area								
Count	243	74	141	63	521			
Average Paid (£)	£214,908	£49,309	£144,159	£137,553	£162,886			
Average Paid (£/m²)	£1,964	£974	£1,810	£1,747	£1,754			

Source: Land Registry Price Paid Data and EPC Register

- 4.29 These are largely unchanged since the earlier work.
- 4.30 At the time of initial iteration of this study there were just 32 new houses and one flat being advertised for sale in the SCC Area (although on some of these, construction had yet to start). The analysis of these showed that asking prices for newbuild homes vary, very considerably, starting from about £1,200/m² up to nearly £2,727/m² although it is important to note that the lower prices related to Help to Buy and other discounted shared ownership products. These are summarised in **Appendix 5** note this only shows values where asking price and the area were available.



Table 4.4 Newbuild Asking Prices 2016						
Developer	Address	Town		Price per m	2	
			Minimum	Average	Maximum	
Barrratt	Teal Park Farm	Washington	£1,805	£2,023	£2,279	
David Wilson	Teal Farm Village	Washington		£2,294		
David Wilson	Elba Park	Houghton-le- Spring	£1,439	£2,055	£2,419	
Miller Homes	Scholars Gate	Houghton-le- Spring	£1,795	£2,136	£2,727	
Kimmitt Roberts	Tivoli Buildings	Houghton le Spring		£1,200		
Martin & Co	Tunstall Village Green	Sunderland		£1,655		
Gleeson Homes	Henry Court	Sunderland	£1,512	£1,642	£1,827	

Source: HDH Market Survey (August 2016)

- 4.31 One consultee suggested that due to the small sample size that this data should be treated with caution. This is accepted, it is necessary to draw on the widest possible range of data sources to inform a study of this type.
- 4.32 This research was updated in July 2017 when there were 43 new homes being advertised for sale. The analysis of these shows that asking prices for newbuild homes vary considerably, starting from about £110,000 up to nearly £700,000 with an average of £255,687 (although, as above) it is important to note that the lower prices related to Help to Buy and other discounted shared ownership products. These are summarised in **Appendix 5**.



Table 4.5 Newbuild Asking Prices 2017						
Developer	Address	Town	Minimum	Average	Maximum	
Miller Homes	Scholars Gate	Houghton-le-Spring	£2,101		£2,133	
Kimmett & Roberts		Hetton-le-Hole				
DWH	Elba Park	Houghton-le-Spring	£1,779	£2,096	£2,356	
Taylor Wimpey	Signet Grange	Houghton-le-Spring		£2,067		
Avant	Rainton Green	Durham	£2,154	£2,444	£3,057	
Avant	Barleygate	Chester-le-Street	£2,122	£2,358	£2,851	
Reeds Rains	Durham Rd	Houghton-le-Spring		£1,507		
Linden	The Aspens	Birtley	£1,953	£2,153	£2,554	
Barratt	Teal Park Farm	Washington	£1,783	£2,097	£2,456	
Gleeson	Forge Court	Sunderland				
Michael Hodgson	Belford House	Sunderland				
Hopwood Homes	Dunn House	Sunderland				
	All Saints House	Sunderland				
Martin and Co	Sherbourne Rd	Sunderland		£1,603		
Andrew Craig	Swan Court					

Source: HDH Market Survey (July 2017)

- 4.33 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that the units were 'realistically priced' or 'priced to sell', or that market is improving, demand strong and that significant discounts are no longer offered. When pressed, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 2.5% less than the above asking prices.
- 4.34 It is not possible to compare the above data to that uses in the Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014) as the assumptions are not set out.
- 4.35 In the South Sunderland Growth Area Infrastructure Delivery Study Viability Assessment, HDH Planning and Development (December 2014) the following values were used.



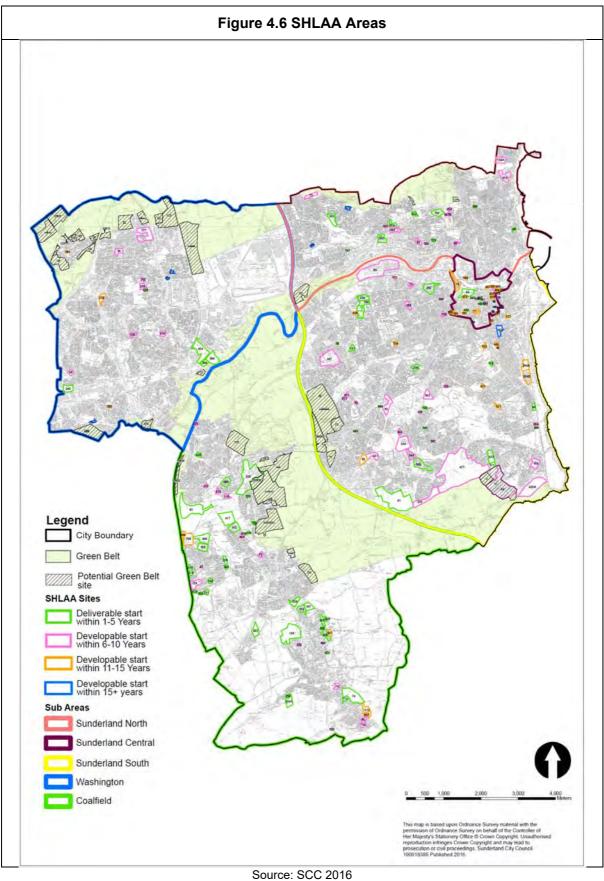
Table 4.6 Residential Values – Market Housing						
	Beds	m <sup>2</sup>	£/Unit	£/m2		
Flat	1	45	65,000	1,444		
	2	62	85,000	1,371		
Terrace	2	65	110,000	1,692		
	3	75	150,000	2,000		
Semi-detached	2	85	130,000	1,529		
	3	95	180,000	1,895		
Detached	3	110	190,000	1,727		
	4	135	370,000	2,741		
	5	150	425,000	2,833		
	6	200	550,000	2,750		

Source: JKPC December 2014

# **Price Assumptions for Financial Appraisals**

- 4.36 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. Agents (and the above research) suggest that the principle drivers of price are the situation rather than the location of a site or unit for sale. Whist there are some marked differences in prices a good quality modern house in a reasonable location and situation is likely to have similar value in most parts of the SCC area.
- 4.37 The Council's SHLAA includes the most up-to-date information concerning land supply. In broad terms future development can be divided into several distinct types and areas. These areas are based on geographical boundaries (such as the River Wear) or district areas. They also, broadly align with different house price areas and are shown in the following plan:







- a) <u>Large Greenfield Sites.</u> These are the potential urban extensions and are generally sites over 300 units. These have the potential to be distinctly different from the existing housing offer and due to the existing lack of supply a relatively optimistic view of the prices has been taken.
- b) <u>Medium Greenfield Sites</u>. These are the greenfield sites in the range of 50 to 300 units that are likely to be brought forward by a single developer.
- c) <u>Small Greenfield Sites.</u> These areas are on the urban edge / edges of settlements and within the smaller settlements and villages. A premium value is applied in these areas.
- d) <u>Medium and Large Brownfield Sites</u>. The SHLAA identifies a broad range of sites that are suitable, available and achievable for development.

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 which particular ward or postcode sector in which the scheme is located. Development is likely to be of a higher density than the large greenfield sites and to 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 ability of the developer to create a sense of place.

- e) <u>Smaller Infill Sites</u>. As with the larger 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.
  - 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.
  - As slightly lower value has been attributed to the smaller brownfield sites than the larger brownfield sites.
- f) <u>Urban Flatted Schemes</u>. This is a separate development type that is only likely to take place on the larger sites the Sunderland urban area.
- 4.38 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area the following prices are used in the appraisals. It is important to note at this stage that this is a broad brush, high level study to test the Council's policy as required by the NPPF and to inform the setting of CIL as required by CIL Regulation 14. The values between new developments and within new developments will vary considerably.



Table 4.7 Initial Price Assumptions £/m²							
	Central Sunderland	North Sunderland	South Sunderland	Washington Area	Coalfield area		
Large Greenfield	N/A	N/A	£2,500	£2,300	£2,300		
Medium Greenfield	N/A	2,325	£2,400	£2,275	£2,275		
Small Greenfield	N/A	£2,500	£2,500	£2,500	£2,500		
Large and Medium Brownfield	£1,900	£1,800	£1,800	£1,800	£1,800		
Small Brown Infill	£1,850	£1,750	£1,750	£1,750	£1,750		
Urban Flat	£1,650	£1,600	£1,600	N/A	N/A		

Source: HDH September 2016

- 4.39 Initially, the values used in the SSGA Viability study were been carried forward into this study.
- 4.40 Following the consultation, a developer provided the additional information:
  - a. <u>Elba Park, Houghton-le-Spring</u> (an HCA led scheme) The average selling price to date measured against GIA is £1,703m<sup>2</sup>. A 6% reduction on asking price through discounts and sales incentives was typical. For properties registered for sale (November 2016), the average asking price against GIA is £1,855m<sup>2</sup>, with a minimum of £1,596m<sup>2</sup> and a maximum of £2,094m<sup>2</sup>.
  - b. <u>Teal Park Farm, Washington</u> The average selling price to date measured against GIA is £1,921m². A typical reduction on asking price through discounts and sales incentives was 3%. For properties registered for sale (November 2016), the average asking price against GIA is £2,120m², with a minimum of £1,550m² and a maximum of £2,241m². However, this is skewed by the number of apartments currently for sale. Without apartments, the average asking price is £1,807m².
  - c. <u>Teal Farm Village, Washington</u> The average revenue is £1,900m² against GIA. This is similar to its neighbouring site Teal Park Farm 'despite Teal Farm Village's superior design and specification. This demonstrates that although the product may be different it is primarily the location which sets the price ceiling for a development site. Another noticeable trait is that both developments were able to command a slight premium for smaller properties because of greater demand within the market. The sale of large properties were generally associated with part exchange for which it is common for BDW to incur a loss'. The average price paid per property at Teal Farm Village was £239,980 against an asking price of £251,435 being a 5% reduction on asking price through discounts and sales incentives.
- 4.41 Having considered the consultation comments and the evidence provided, the price assumptions have been updated (and reduced) as follows:



Table 4.8 Revised Price Assumptions £/m²							
	Central Sunderland	North Sunderland	South Sunderland	Washington Area	Coalfield Area		
Large Greenfield	N/A	N/A	£2,250	£2,150	£2,150		
Medium Greenfield	N/A	£2,200	£2,200	£2,150	£2,150		
Small Greenfield	N/A	£2,450	£2,450	£2,450	£2,450		
Large and Medium Brownfield	£1,900	£1,800	£1,800	£1,800	£1,800		
Small Brown Infill	£1,850	£1,750	£1,750	£1,750	£1,750		
Urban Flat	£1,650	£1,600	£1,600	N/A	N/A		

Source: HDH July 2017

- 4.42 Whilst these revised prices remain somewhat higher than those suggested by some consultees, they to reflect the evidence and prices at the time of this study.
- 4.43 It is necessary to consider whether the presence of affordable housing would have a discernible impact on sales prices. Affordable housing will be present on many of the sites whose selling prices have informed our analysis. The impact can and should be minimised through an appropriate quality design solution.

#### **Ground Rents**

- 4.44 Over the last 10 or so years many new homes have been sold subject to a ground rent. Recently such ground rents have become controversial and political topic.
- 4.45 A typical ground rent of say £250/year is likely to have value of £5,000 or so (being based on a yield of 5%). In this study, a cautious position is taken and no allowance is made for residential ground rents in mainstream housing schemes.

# Affordable Housing

- 4.46 The Council has a draft policy for the provision of affordable housing. 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 schemes overall developer.
- 4.47 There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing Products for Sale. The draft Policy H4 Affordable Housing sets out a requirement for residential schemes of 11 or more dwellings and/or on development sites of 0.5ha or more to provide 15% affordable housing. The analysis in this iteration of the report is based on a tenure mix of 75% affordable rented and 25% intermediate tenure. It is likely that this will be adjusted to a tenure mix of 80% affordable rented and 20% intermediate tenure in the Plan.
- 4.48 In this study the draft policy is taken at face value and affordable housing for rent is assumed to be provided as Affordable Rent rather than Social Rent.



- 4.49 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.
- 4.50 In the Budget it was announced that social and affordable rents would be reduced by 1% per year for 4 years<sup>34</sup>. The effect of this is to reduce the value of affordable housing to rent. There are a number of views as to what impact this change may have. Savills said in their paper *Impact On The Housing Sector of the July Budget (July 2015)*:

#### **VALUATIONS**

## Valuations for Accounts - Existing Use Value Social Housing

The effect of the proposed rent reductions on valuations for accounts is significant.

The scale of the effect is broadly similar across different Provider types and we estimate will result in a reduction in current values of around 25%-30%. The impact will increase in future years. Relative to what they would have been, we estimate valuations will be some 30%-40% lower in ten years time.

The RPs at the higher end of the reduction scale tend to be those with smaller surpluses.

## Valuations for Loan Security - Existing Use Value for Social Housing

Valuations for loan security on an EUV-SH basis are undertaken against the background of the rent freedoms granted to mortgagees in possession (and the landlord they sell the stock to) under the insolvency provisions originally in the Rent Influencing Guidance and now in the Rent Standard. Similar exemptions for mortgagees are contained in the Welfare Reform and Work Bill now before Parliament.

Our interpretation of these provisions is that Mortgagees and their successors would be able to charge a rent that they consider 'affordable' to those in low paid employment, and would be able to increase that rent in line with earnings in order to maintain a level affordability ratio (rent over household income). In our view valuations for loan security can therefore be based on rents and rent growth that sit outside the new rent regime.

As a result – on the assumption that the insolvency provisions in the Bill remain as they are - it is our view that the proposal to reduced rents by 1% per annum for the next four years should not significantly affect current loan security valuations. Our valuations would assume the current rent could quickly converge to our opinion of an appropriate 'affordable' rent and continue to grow in line with earnings – which we generally assume over the longer term is broadly equivalent to CPI+1% - and keep in step with growth in the sector over the long term.

However valuations in future years valuations will not grow as previously expected (eg circa 5% relative reduction by year 10) as the starting rent for future valuations will be lower than it otherwise would have been.

Of course the Budget provisions may impact on bad debts, voids and discount rates which may adversely feed through into EUV-SH valuations.

4.51 It is clearly necessary to consider the value of affordable housing in this context. Whilst this is a rapidly changing area it is possible to make some assumptions. From a valuation

<sup>&</sup>lt;sup>34</sup> The objective is to reduce the overall costs of Housing Benefit / Local Housing Allowance / Universal Credit to the Exchequer.



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perspective, we reconsidered the value of affordable housing from first principles and adjusted the yield by up to 50 basis points (BPS) (i.e. 0.5%)<sup>35</sup>.

## Social Rent

4.52 The value of a rented property is strongly influenced by the passing rent – although factors such as the condition and demand for the units also have a strong impact. Social Rents are set at a local level through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent. This data has been updated from the 2015 data presented to the consultation:

Table 4.9 Social Rent (£) Fiscal Calendar 2016						
1 Bedroom 2 Bedrooms 3 Bedrooms 4 Bedrooms						
Per Week	£71	£80	£88	£97		
Per Month	£306	£345	£382	£418		
Per Year	£3,669	£4,139	£4,581	£5,018		

Source: HCA Statistical Return (2016)

4.53 This study concerns only the value of newly built homes. In spite of the differences in rents there seems to be relatively little difference in the amounts paid by RPs for such units across the study area – and there is very little such housing being developed. In this study the value of social rents has been assessed, assuming 10% management costs, 4% voids and bad debts and 6% repairs. The rent is capitalised the income at 5.5%, reflecting the changes due to the Summer Budget.

Table 4.10 Capitalisation of Social Rents					
	1 Bedroom	2 Bedrooms	3+ Bedrooms		
Gross Rent	£3,669	£4,139	£4,581		
Net Rent	£2,935.42	£3,311.30	£3,664.56		
Value	£53,371	£60,205	£66,628		
m <sup>2</sup>	50	70	84		
£/m²	£1,067	£860	£793		

Source: HDH (July 2017)

4.54 Social Rent is assumed to have a value of £910/m² across the study area.

<sup>&</sup>lt;sup>35</sup> An increase in yields leads to a reduction in prices.



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- 4.55 This is at the lower end of the range of values used in the Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014), however this is to be expected as the EVAH was carried out before the reforms to the rent regime.
- 4.56 Likewise, this is a little lower than that assessed in the South Sunderland Growth Area Infrastructure Delivery Study Viability Assessment, HDH Planning and Development (December 2014).
- 4.57 We have discussed this aspect of the study with housing associations. They have indicated the fall in values of Social Rent is likely to be in the range of 3% to 15%, with the smallest falls being seen on the largest sites and the largest falls being on sites with just a few units that are relatively unattractive due to the difficulties around management.

#### Affordable Rent

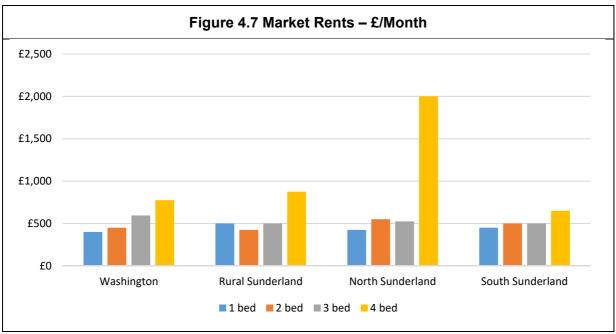
- 4.58 The Government introduced Affordable Rent as a 'new' type of affordable housing. It is important to note that the modelling in this study is based on Affordable Rent, in line with the Councils normal request.
- 4.59 Under Affordable Rent a rent of no more than 80% of the open market rent for that unit can be charged. One of the aims of the Government's policy on affordable housing is to make the HCA budget go further. The Affordable Rent that is over and above the Social Rent is used by Registered Providers (RPs) to raise capital through borrowing or securitisation<sup>36</sup>. This supports the building of the affordable units the extra borrowing replacing grant.
- 4.60 The objective of Affordable Rent is that by charging higher rents for the affordable housing, less grant and subsidy is required and thus the development of affordable housing would be self-funded as, on market housing led schemes, grant is only now available in exceptional circumstances, for example on high priority sites where there is still a funding gap after the higher Affordable Rent has been allowed for. As the amount is uncertain we have assumed no grant will be available in the future.
- 4.61 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. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.).
- 4.62 Following discussion with the Council's housing officers, it has been assumed the rent is to be set at 80% of the full open market rent. As a typical Affordable Rent unit will be new, it will command a premium rent that is a little higher than equivalent older private sector accommodation. In estimating the likely level of Affordable Rent, a survey of market rents

<sup>&</sup>lt;sup>36</sup> The creation and issuance of tradable securities, such as bonds, that are backed by the income generated by an asset, a loan, a public works project or other revenue source. (Source FT Lexicon)



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across the SCC area has been undertaken. There is relatively little variation in rents, except for the larger units.



Source: Rightmove.co.uk (August 2016)

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

Table 4.11 BHMA Caps					
Per Week	Sunderland	Tyneside			
Shared Accommodation Rate:	£45.00	£60.00			
One Bedroom Rate:	£88.00	£90.90			
Two Bedrooms Rate:	£97.81	£103.56			
Three Bedrooms Rate:	£109.32	£115.07			
Four Bedrooms Rate:	£138.08	£149.59			
Per Month					
Shared Accommodation Rate:	£195.00	£260.00			
One Bedroom Rate:	£381.33	£393.90			
Two Bedrooms Rate:	£423.84	£448.76			
Three Bedrooms Rate:	£473.72	£498.64			
Four Bedrooms Rate:	£598.35	£648.22			

Source: VOA (August 2016)

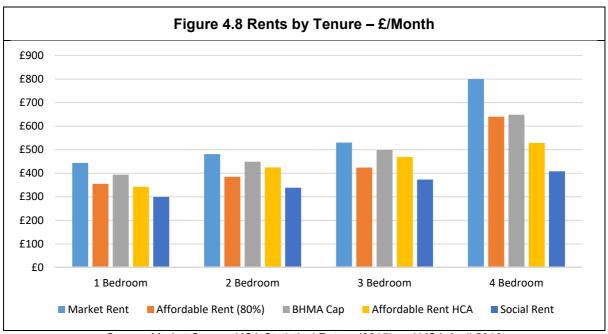


4.64 This data is consistent with the Affordable Rents being charged, as reported in the most recent HCA data release.

Table 4.12 Affordable Rent (£) Fiscal Calendar 2016						
1 Bedroom 2 Bedrooms 3 Bedrooms 4 Bedrooms						
Per Week	£80	£99	£109	£123		
Per Month	£349	£428	£474	£532		
Per Year	£4,183	£5,130	£5,682	£6,378		

Source: HCA Statistical Return (2016)

4.65 The prevailing rents in the main settlements (i.e. where the development will take place) can be summarised as follows and forms the basis of the appraisals.



Source: Market Survey, HCA Statistical Return (2015) and VOA April 2016

- 4.66 It has been assumed that Affordable Rent will be set at 80% of market rent or the LHA Cap, whichever is the lower in all areas.
- 4.67 In calculating the value of Affordable Rents an allowance has been made for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 6%. On this basis affordable rented property has the following worth. It is important to note that prior to the changes in the rent regime, a yield of 5.5% rather than 6% would have been used.



Table 4.13 Capitalisation of Affordable Rents								
	1 Bedroom 2 Bedrooms 3+ Bedroom							
Affordable Rent	£4,183	£5,130	£5,682					
Net Rent	£3,346.54	£4,104.26	£4,546.00					
Value	£55,776	£68,404	£75,767					
m <sup>2</sup>	50	70	84					
£/m²	£1,116	£977	£902					

Source: HDH (July 2017)

- 4.68 For affordable housing, under the Affordable Rent tenure, a value of £1,000/m² is assumed across all areas.
- 4.69 Housing associations have indicated that whilst this valuation approach is sound, when it comes to bidding for affordable housing, the relationship with market value is also important. Prior to the changes, the normal range of bids for Affordable Rent accommodation was around 55% of open market value with, in exceptional circumstances, bids of up to 60%. Bids are anticipated to fall to be around 50%, being a fall of around 8%.
- 4.70 As with Social Rents and set out earlier, this assumption is at the lower end of the range of values used in the Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014), however this is to be expected as the EVAH was carried out before the reforms to the rent regime. Likewise, this is a little lower than that assessed in the South Sunderland Growth Area Infrastructure Delivery Study Viability Assessment, HDH Planning and Development (December 2014).

## Intermediate Products for Sale

- 4.71 Intermediate products for sale include shared ownership and shared equity products. The market for these is very difficult at present and we have found little evidence of the availability of such products in the study area. We have assumed a value of 65% of open market value for these units. Although we have also run a scenario where the price paid is in line with the transfer price set by the Council which is somewhat lower.
- 4.72 These values were based on purchasers buying an initial 50% share of a property and a 2.75%<sup>37</sup> per annum rent payable on the equity retained. The rental income is capitalised at 5.5% having made a 10% management allowance.
- 4.73 As set out in Chapter 2 above, the Government is consulting in relation to Starter Homes. If introduced, these changes are certainly going to impact on viability; however, the impact is going to be positive rather than negative. Housing provided as Starter Homes would have a

<sup>&</sup>lt;sup>37</sup> A rent of up to 3% may be charged – although we understand this is rare in the area.



- value of 80% of Market Value, compared to 65% of market value if provided as intermediate housing or £1,260/m² for Affordable Rent.
- 4.74 In the base appraisals, it is assumed that the transfer price is the price paid. Both intermediate housing and Starter Homes would have a higher price that the transfer price.

## **Grant Funding**

- 4.75 For many years, the HCA and Local Planning Authorities (LPAs) have aspired to ensure that affordable housing is delivered without grant. When LPAs have negotiated with developers during the planning process, about the number and type of affordable housing to be provided through s106 agreements and planning conditions, the initial basis of those discussions has usually been that the affordable units would be made available without any grant.
- 4.76 In this study, we have assumed that grant is not available. It is important to note that this is distinctly different to the approach taken in some of the earlier viability work where grant was allowed for.

# **Older People's Housing**

- 4.77 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.
- 4.78 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.
- 4.79 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 residential care home. Schemes can be brought forward in the open market or in the social sector (normally with the help of subsidy).
- 4.80 Most residents are older people, but this type of housing is becoming popular with people with disabilities regardless of their age. Usually, it is seen as a long-term housing solution. Extracare housing residents still have access to means-tested local authority services.
- 4.81 The Council's SHMA has identified the need for both market and affordable older people's housing. The Council therefore asked that this study should test the viability of providing affordable housing within this sector.
- 4.82 We have received representations from the Retirement Housing Group (RHG) being 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. In line with the RHG representations it has been assumed the price of a 1 bed sheltered property 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 is assumed extracare housing is 25% more expensive than sheltered.
- 4.83 A typical price of a 3 bed semi-detached home of £157,000 is assumed. On this basis it is assumed retirement and extracare housing has the following worth:

Table 4.14 Worth of Retirement and Extracare									
Sunderland	Area (m²) £ £/m								
3 bed semi-detached		157,000							
I bed Sheltered	50	117,750	2,355						
2 bed Sheltered	75	147,188	1,963						
1 bed Extracare	65	157,000	2,415						
2 bed Extracare	80	193,797	2,422						

Source: HDH August 2016

- 4.84 In addition to the above, an allowance<sup>38</sup> has been made for ground rents that are commonly found in older peoples housing schemes.
- 4.85 The value of the units where provided as affordable housing has also been considered. It has not been possible to find any direct comparable where housing associations have purchased social units in a market led extracare scheme. Private sector developers have been consulted. They have indicated that whilst they have never disposed of any units in this way they would expect the value to be in line with other affordable housing however they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.
- 4.86 In practice, it is unlikely that a private sector developer would develop extracare housing where some of it is affordable housing. It is more likely that a scheme will be developed by or for a Registered Provider. It is assumed that in such a case the affordable housing is valued, at the Affordable Rent value, as assessed above of £1,000/m².

<sup>&</sup>lt;sup>38</sup> £3000, being based on a ground rent of £150/year, capitalised at 5%.



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# 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.
- 5.2 The CIL Regulations and CIL Guidance require the use of existing available evidence and for the viability testing to be appropriate to the likelihood of raising CIL. 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 or which are unlikely to be viable.
- 5.3 Although development schemes do have similarities, every scheme is unique, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances and local supply and demand factors. However even within a town there will be particular localities, and ultimately site specific factors, that generate different values and costs.

#### **National Overview**

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

The Q1 2017 RICS UK Commercial Property Market Survey shows both rental and capital value growth projections strengthening at an aggregate level, with sentiment still strongest across the industrial sector. Meanwhile, the office and retail areas of the market appear a little flatter in comparison. Demand indicators remain mixed across the London occupier market, although activity on the investment side saw some improvement according to the latest results.

Nationally, tenant demand increased at the all-sector level for the third consecutive quarter, albeit the pace of growth remained only modest. The sector breakdown again shows office and retail demand struggling for momentum, posting net balances of -1% and +4%, respectively. Availability continues to decline sharply in the industrial sector, with 33% more respondents noting a fall (as opposed to an increase) during Q1. By way of contrast, space available for occupancy increased marginally in the retail segment (the first reported rise since 2013). Given these demand and supply dynamics, rents are expected to rise most firmly in the industrial sector, both over the near term and at the twelve month horizon. At the same time, offices are expected to see only modest growth, while rents are anticipated to hold steady in the retail segment.

Looking more closely at the twelve month view, prime and secondary industrial rents are projected to chalk up the strongest growth on a sectoral comparison. Prime office rents are expected to post some gains but the outlook is broadly flat for secondary locations. Projections remain negative across the secondary retail sector although respondents do envisage marginal growth in prime retail rents.

The regional breakdown again shows subdued trends in the London occupier market. Indeed, occupier demand fell in both the office and retail segments, although the industrial sector did see an increase. Consequently, rental expectations for the year ahead are negative in both the prime and secondary office sectors across the capital. Secondary retail rents are also anticipated to decline but prime retail space may prove more resilient. Across all other parts of the UK, headline rental expectations remain positive to a greater or lesser degree. The East and South East of England display the strongest twelve month projections, with prime office and industrial leading the way in each case.

On the investment side of the market, enquiries continue to increase across all sectors with a net balance of +18% of respondents reporting a pick-up in demand in Q1. Overseas investment demand grew at a similar pace in each market segment, although the overall demand indicator remains most



elevated in the industrial sector. Alongside this, the supply of property for investment purposes fell significantly in the office and industrial sectors while the decline was more modest in the retail sector.

Capital value expectations rose noticeably in the industrial sector, with a net balance of 44% respondents anticipating prices to rise over the next three months (the firmest reading since Q4 2015). What's more, the twelve month view on capital values also strengthened across both prime and secondary areas of the industrial market. Near term projections across the office sector also ticked up slightly and the twelve month view for prime offices remained solid as a net balance of 42% of respondents anticipate capital value growth (43% previously). Prime retail assets are expected to see growth over the coming twelve months although projections are flat for properties in secondary locations.

Across the UK, the headline investment demand indicator has now turned positive, to a greater or lesser degree, in virtually all areas. Scotland is the sole exception, but even here investment enquiries reportedly stabilised (having fallen in the three previous quarters). Feedback continues to highlight uncertainty surrounding a second independence referendum as an impediment to momentum.

In central London, investment enquiries rose at the sharpest pace since the tail end of 2015, while demand from overseas buyers continued to increase across all sectors. Interestingly, Northern Ireland was the only part of the UK to see a fall in foreign investment enquiries, marking the fourth straight quarter of declining demand. It also recorded the highest proportion of respondents seeing enquiries from businesses looking to relocate because of uncertainty about the future relationship with the EU (42% against a headline UK figure of 16%).

All-property capital value expectations have moved into positive territory in London for the first time since Q1 2016, although respondents anticipate secondary retail assets may continue to come under slight downward pressure. Meanwhile, the East of England is now the area in which the strongest capital value gains are expected over the year ahead, with prime office and industrial units anticipated to outperform.

The vast majority of respondents continue to view commercial real estate prices to be either at or below fair at present (83%), with the proportion taking this view holding fairly constant over recent quarters. In London, around 50% of contributors sense current valuations are somewhat stretched relative to fundamentals. Nevertheless, this is still noticeably less than the 68% who were of this opinion at the start of 2016.

RICS Commercial Market Survey UK Q1 2017

## **Sunderland City Council Area Overview**

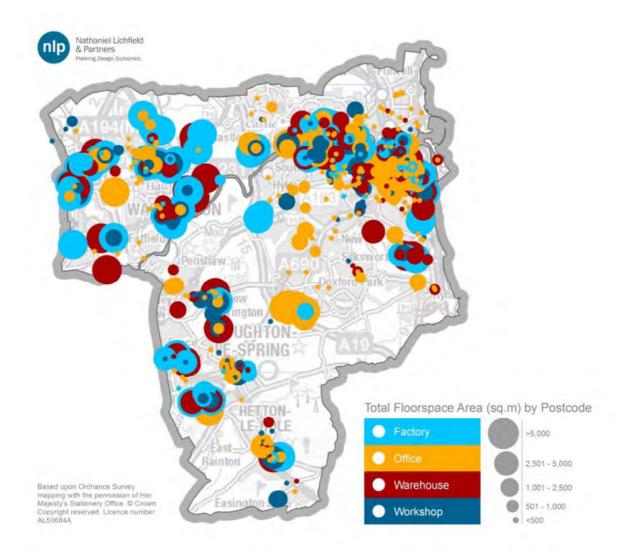
5.5 The local markets are driven by local factors – however the strong influence of the Newcastle-focused Tyneside conurbation underpins the market. Sunderland City is a significant centre, as is Washington to a lesser extent. The market is described in some detail in the Council's Sunderland Employment Land Review: Final Report NLP (March 2016) so that will not be repeated in full here. It is usefully summarised as follows:

## Market Area Profiles

5.15 As noted above the market for employment premises in Sunderland can be divided into three distinct market areas: the Sunderland urban area; the Washington urban area; and the more dispersed settlements of the former Coalfield. The graphic below illustrates some of the differences between these market areas, by identifying amounts of floorspace in different uses across the local authority area.

5.16 In the Sunderland urban area there is a clear concentration of employment floorspace along the riverbanks, where there is a range of different uses; whereas there are substantial clusters of office floorspace in the city centre and at Doxford. In Washington, much of the office floorspace is located in the town centre, whereas elsewhere in the town employment floorspace largely comprises factories, workshops and warehouses. In the former Coalfield area the various towns have a mix of uses but overall the scale of provision tends to be smaller.





Source Page 38 Sunderland Employment Land Review: Final Report NLP (March 2016)

- 5.6 This study is concerned with new property that is likely to be purpose built, there is little variance in price for newer premises more suited to modern business across the area.
- 5.7 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.com). In addition, information from CoStar (a 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 (and be subject to CIL), 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.
- 5.8 **Appendix 6** includes a selection of non-residential properties currently available (September 2016) in and around the District. There are very few units available. **Appendix 7** includes market data from CoStar.



## **Offices**

- 5.9 Feedback from local agents suggests that the very best offices are likely to achieve rents in excess of £120/m². Generally good quality modern offices are in the £90/m²/annum to £110/m²/annum range. Rents for non-purpose built units are rather lower than this, being below £50/m²/annum for older accommodation with less good parking for example in the town centres.
- 5.10 There is little evidence to support different levels of rent for different sized units.
- 5.11 The capital value of offices is dependent on a range of factors including the quality of the tenant, the terms of the letting, the flexibility of the accommodation as well as the passing rent and location of the building. Nationally, typical yields are in the range of 5.25%<sup>39</sup> for good units to 9% or 10% for units that are less attractive to investors. It is unlikely that units in Sunderland would achieve prime yields. A yield of 6.5% had been assumed to give a value of £1,690/m<sup>2</sup>.
- 5.12 These findings are in line with the findings of the ELR that said (at page 45):

Of importance to this study is the level of rent that is achievable for new office premises as this determines the viability of development and thus demand for employment land. In the recent fragile market conditions not only have there confidential achieved rents and incentives to avoid setting unwelcome precedents for future lettings or rent reviews. As a result reported rents may not tell the whole story. In particular long rent free periods have been granted to attract occupiers to new out-of town office parks. At Spectrum Point, Seaham, Durham County Council took 30,000 sq ft on a 20 year lease and was able to negotiate a 7½ year rent free period, which reduced the headline rent of £12 psf to an effective rent of £7.70 psf. The table below provides examples of recent lettings of modern office stock within Sunderland.

Table 5.10

Property	Size		Date of letting	Analysis
	(Sq m)	(sq ft)		£ psf
Alexander House, Rainton Bridge S	2,897	31,183	15 yrs wef Dec 2014	£14.50 asking
Teleport, Grayling Ct, Doxford	411	4,429	9 yrs wef Dec 2014	£10.00
Unit 3, Colima Ave, Sunderland EP	215	2,312	5 yrs wef Aug 2014	£8.00
1 Victory Way, Doxford	2,983	32,104	Aug 2014	£10.25
Chase House, Rainton Bridge South	1,254	13,500	Nov 2013	£13.50 asking
Quayside House, Low Street	220	2,370	June 2013	£9.00
Suite 1a, Echo 24, West Wear St	326	3,506	Dec 2009	£13.00
Quay West Business Park	56	602	Nov 2009	£12.00

# **Industrial and Distribution**

5.13 The rents for good quality modern industrial buildings are generally in the range of £27/m²/annum (£2.50/sqft) to £75/m²/annum (£7/sqft). For less good space, rents are as low as £21.50/m² (£2/sqft) – although these should be considered exceptional. Generally, and

<sup>&</sup>lt;sup>39</sup> The capitalisation of rents using the yields and Year's Purchase is widely used by Chartered Surveyors and others. The Year's Purchase is the factor by which the rent is multiplied to calculate the capital value (calculated at 1/yield).



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- dependent on the quality and situation of the building, rents for new units are about  $£55/m^2/annum$  (£6/sqft).
- 5.14 There is little evidence to support different levels of rent for different sized units or to differentiate between industrial (B1 and B2) used and distribution (B8) uses.
- 5.15 As with the office sector, the capital value of industrial space is dependent on a range of factors including the quality of the tenant, the terms of the letting, the flexibility of the accommodation as well as the passing rent and location of the building. Typically, yields are in the range of 5.25% for large units, to 9% or 10% for older units that are less attractive to investors. As for office uses it is unlikely that developments in SCC will achieve prime yields so 6.5% is assumed to give a value of £850/m².

#### Retail

- 5.16 Activity in the retail property market is concentrated in Sunderland City Centre and, to a lesser extent Washington town centre. Houghton-le-Spring is a significantly smaller centre. The major regional centre of Newcastle (with its good transport links) has rather overshadowed the local shopping offer.
- 5.17 In addition, there is some out of town retail activity. There is little recent activity recorded outside of these areas. Rents for small units in the best central locations are currently over £250/m² although generally they are well below this level in all than the best locations. A capital value of £3,850/m² is assumed for shop based retail (based on a 6.5% yield).
- 5.18 The rents for town centre shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents normally range from below £100/m²/annum (£9.30/sqft) to £150/m²/annum (£14/sqft), although yields are rather higher at around 8% to give a value of £1,875/m² or so.
- 5.19 Consideration has been given to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the area, however drawing on wider experience it is assumed that supermarket rents are generally in the region of £220/m² with a yield of 5.5% to give a value of £4,000/m². This yield is somewhat higher than would have been used a year or so ago. This reflects the current challenges facing the traditional supermarket operators.
- 5.20 As well as mainstream supermarkets, the smaller units developed by operators such as Lidl and Aldi have been considered, in this case a rent of £215/m² and a 6.0% yield is assumed, to give a value of £3,580/m².
- 5.21 In the case of retail warehouses, a rent of £150/m² and a yield of 6.5% is assumed giving a value of £2,300/m².



## Hotels

- 5.22 As well as the above development types we have assumed a rental of £5,000/room/year for newbuild hotels to apply across the area. Assuming a yield of 6% and room size of 22m² this equates to a value of about £83,300. Having factored in 30% or so circulation space this equates to £2,910/m².
- 5.23 It is important to note that this study is only concerned with newbuild hotels. We do acknowledge that there are older units available at substantially lower values than these.

# **Appraisal Assumptions**

5.24 There is a large variance in the levels of rents and values. The following rents and yields are used in reaching the assumptions for non-residential capital values:

Table 5.1 Non- Residential Value Assumptions									
		Rent £/m²/year	Yield	Capitalised Rent £/m²	Appraisal Assumption £/m²				
Office		110	6.50%	1,690	1,700				
Industrial		55	6.50%	850	850				
Retail	Primary Shop	250	6.50%	3,850	3,850				
	Secondary Shop	150	8.00%	1,875	1,900				
	Supermarkets	220	5.50%	4,000	4,000				
	Smaller Supermarkets	215	6.00%	3,580	3,580				
	Retail Warehouses	150	6.50%	2,300	2,300				
Hotel					2,900				

Source: HDH May 2016

5.25 The above prices were presented to consultees on 28<sup>th</sup> June 2016. No substantive comments were received.



# 6. Land Prices

- 6.1 The methodology used in this study to assess viability is set out in Chapters 2 and 3. An important element of the assessment, under both sets of guidance, is the value of the land. Under the method recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted though a planning consent, is the Existing Use Value (EUV) or Alternative Use Value (AUV). This is the starting point for the assessment as this is one of the key variables in the financial development appraisals.
- 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; however, as this is a high level study, the three main uses, being agricultural, residential and industrial have been assessed. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.

#### **Current and Alternative Use Values**

- 6.3 In order to assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use <u>before planning consent is granted</u>, for example, as agricultural land. AUV refers to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land, generally the EUV and AUV are interchangeable.
- 6.4 The PPG includes a definition of land value as follows:

## Land Value

Central to the consideration of viability is the assessment of land or site value. The most appropriate way to assess land or site value will vary but there are common principles which should be reflected.

In all cases, estimated land or site value should:

- reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;
- provide a competitive return to willing developers and land owners (including equity resulting from those building their own homes); and
- be informed by comparable, market-based evidence wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.

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A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

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- 6.5 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.
- 6.6 To assess viability, the value of the land for the particular scheme needs to be compared with the AUV, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the AUV, 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 pay CIL.
- 6.7 For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the alternative use value. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis the outcome might still be contentious.
- 6.8 Our 'model' approach is outlined below:
  - i. For sites previously in agricultural use, then agricultural land represents the existing use value. It is assumed that the 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 a 'paddock' value has been adopted. It is assumed the sites of less than 0.5ha fall in this category.
  - iii. Where the development is on brownfield land an industrial value is assumed.

#### **Residential Land**

- 6.9 Data from the Valuation Office Agency (VOA) relating to residential land values has been considered. Land values vary dramatically depending upon the development characteristics (size and nature of the site, density permitted etc.) and any affordable or other development contribution.
- 6.10 The VOA published figures for residential land in the Property Market Report. These cover areas which generate sufficient activity to discern a market pattern. That means locally there are figures for Leeds and Newcastle. These values can only provide broad guidance, they can therefore be only indicative, and it is likely that values for 'oven ready' land (i.e. land with planning consent and ready for immediate building) with no affordable provision or other contribution, or servicing requirement, are in fact higher.

Table 6.1 Residential Land Values at January 2011 Bulk Land					
£/ha (£/acre)					
Leeds 1,360,000 (550,000)					
Newcastle	1,280,000 (518,000)				

Source: VOA Property Market Report 2011



- 6.11 The values in the Property Market Report are based on the assumption that land is situated in a typically average greenfield edge of centre/suburban location for the area and it has been assumed that services are available to the edge of the site and that it is ripe for development with planning permission being available. The values provided assume a maximum of a two storey construction with density, S106 provision and affordable housing ratios to be based on market expectations for the locality. The report cautions that the values should be regarded as illustrative rather than definitive and represent typical levels of value for sites with no abnormal site constraints and a residential planning permission of a type generally found in the area. It is important to note that these values are net that is to say they relate to the net developable area and do not take into account open space that may form part of the scheme.
- 6.12 It should be noted that the above values may assume that grant was available to assist the delivery of affordable housing. This grant is now very restricted so these figures should be given limited weight. Further, due to the date of the report, these values are before the introduction of CIL or similar tariff, so do not reflect this potential new charge on development. As acknowledged by the RICS Guidance, a new charge such as CIL will inevitably have an impact (a negative one) on land values.
- 6.13 More recently (December 2015) DCLG published *Land value estimates for policy appraisal*<sup>40</sup>. This sets out land values as at 1<sup>st</sup> March 2015 and was prepared by the VOA. The Sunderland figure is £1,320,000/ha. <u>It is important to note this figure assumes nil affordable housing</u>. As stressed in the paper this is a hypothetical situation and 'the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market'<sup>41</sup>.
- 6.14 The Valuation Office Agency 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 storey, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.
- 6.15 There is little building land being marketed for sale at the time of this study and that that there is tends to be small sites for just a few units (so not a good indication of values for larger schemes).

<sup>&</sup>lt;sup>41</sup> Point 2, Page 14, Land value estimates for policy appraisal. DCLG, February 2015



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<sup>&</sup>lt;sup>40</sup> Land value estimates for policy appraisal. Department for Communities and Local Government, February 2015

Table 6.2 Residential Development Land for Sale – September 2016								
Location	Consent	Existing use	Area (ha)	£/site	£/plot			
Silksworth, Silksworth Hall Drive	3 large detached houses	Residential	0.61	£1,400,000	£466,667			
Humbledon Hill	8 serviced plots for sale individually	Greenfield	0.7465	£1,800,000	£225,000			
Roker Marina, Beacon Drive	8 to 10 story building	Brownfield		£850,000	£106,250			
Hetton-le-Hole, Front Street	30 Unit Scheme for Private Residential Nursing Home	Brownfield	0.106	£300,000	£10,000			
Houghton-le-Spring, Church Street	6 two storey houses	Residential	0.2	£300,000	£50,000			
Murton, Church Street	14 dwellings	Ex Club	0.356	£165,000	£11,786			
Washington, Vigo Lane	Single Plot			£145,000	£145,000			
Houghton-le-Spring, Easington Lane	7 units	Brownfield / Industrial	0.107	£140,000	£20,000			
Hetton-le-Hole, Houghton Rd	2 units	Backland		£140,000	£70,000			
Houghton-le-Spring, Newbottle	Garden and paddock	Paddock		£140,000				
Philadelphia, Wetherby Close	6 individual fully servided plots			£125,000	£125,000			
Hetton-le-Hole, Edward St	7 terraced houses	Urban infil	0.083	£120,000	£17,143			
Murton	Single Plot			£55,000	£55,000			
Sunderland, Empress St	Single Plt	End of terrace		£16,000	£16,000			

Source: Market Survey (September 2016)

- 6.16 These are asking prices rather than achieved prices. It is not easy to draw conclusions from what are a very varied group of sites in a range of situations and of differing characteristics. The average asking price is about £70,000 per unit.
- 6.17 Following the consultation event recent transactions have been researched based on planning consents over the last few years and price paid information from the Land Registry:



		7	Table 6.3	Rec	ent S	Sales of	Dev	elo	pm	ent L	and			
£/unit						£13,760	£39,724					£41,429		
£/ha						£320,374	£854,058		£847,563			£1,453,634		
Price Paid						£1,073,252	£1,708,115		£8,975,694			£5,800,000		
Sale Date			03.10.2007	28.6.2016		07.04.2016	18.06.2015	22.09.2004	17.03.2016			28.06.2005		
s106 £	326,144	80,000	120,108	61,688	398,239	292,941	71,334	67,524.72	1,058,375			324,031	380,728	478,524
Affordable %	40%	%0		28%	40%		%0	%6		10%		40%	%0	%0
TOTAL /	96	102	27	88	02	78	43	22		147	130	140	170	63
SITE	4.4	4.17	1.45	4.3	4.5	3.35	2	99.0	10.59			3.99	6.14	2.46
PROPOSAL	Outline application for residential development all matters reserved except for access.	Construction of 102 dwellings with associated garages, roads and infastructure and public open space. Development to include stopping up of section of bridleway and change of use of section of bridleway to all-purpose highway and provision of new crossing point for bridleway users.	y Outline application for residential development of Sites A & B consisting of 27 no. dwellings - approval sought for layout, scale & access.	The erection of 88 dwellings consisting of 2,3 and 4 bed homes with associated hard and soft landscaping. To include stopping up and diversion of highway.	Erection of 70no. residential dwellings with associated infrastructure and landscaping. Stopping up and diversion of public footpath and associated highway improvements	Land at Former Homelands Estate - 78 dwellings with associated garages and landscaping, incorporating Chestnut Crescent, Construction of new estate roads and site access from Coaley Coronation Crescent and part of Beechwood Lane and demolition of 2 existing dwellings, and associated stopping up of highway	Residential development comprising 43no. dwellings and associated access, infrastructure and landscaping. (Resubmission)	<del></del>	Hybrid planning application	Full planning application for proposed development of 147 residential dwellings with associated infrastructure, landscaping, open space and highway improvements; and	Outline planning application for the proposed development of approximately 130 residential dwellings with associated infrastructure landscaping, open space and highway improvements with all matters reserved except for access.	Erection of 140 dwellings with associated access (Amended Drawings received 29.07.2014).	Residential development comprising of 170 houses with associated access, parking and landscaping, to include public open space. Stopping up of highways and change of use to residential.	Erection of 63no. dwellings with associated landscaping, public open space and infrastructure.
Address	Land Bounded by Durham Road, Hetton Bridleway/Footpath 9, and Markle Grove, Hetton-le-Hole, Sunderland	Land to the East of Former Broomhill Estate, Hetton-le-Hole, Houghton-le-Spring	Land South of Redburn Road and Black Boy Outline application for Road, Chilton Moor, Houghton-le-Spring consisting of 27 no. dacess.	Land at Kidderminster Road, Rhondda Road, Ravenna Road and Robertson Square, Sunderland	Land North of Redburn Row, Houghton-le- Spring		Land South East of Pattinson Road, Pattinson Industrial Estate, Washington	Land at Grangetown Autos, Ryhope Road, Sunderland, SR2 0SP	_			Land at Castletown Way/Riverside Road, Sunderland, SR5 3JF	Land North of Station Road/North West of Pattinson Road and Adjacent to Barmston Road, Washington	Land East of Gillas Lane, Houghton-le- Spring
Planning Refernce	14/00506/OUT	14/00090/FUL	14/01804/OUT	15/00123/FUL	14/01647/FUL	14/02833/FUL	14/02837/SUB	15/01629/OU4	15/00815/HYB			14/00292/OUT	12/00333/FUL	13/01617/FUL

Source: SCC and Land Registry



- 6.18 There is little transactional evidence available. The lack of evidence is recognised in the PPG that says that comparable evidence should be used 'wherever possible' (PPG ID: 10-014-20140306).
- 6.19 It is necessary to make an assumption about the value of residential land. We have assumed a value of £450,000/ha (net) for residential land. This amount is on a net basis so does not include the areas of open space.

#### **Industrial Land**

6.20 The VOA's typical industrial land values for the nearby locations are set out in the table below.

Table 6.4 Industrial land values £/ha (/acre)				
Leeds	600,000 (243,000)			
Newcastle	235,000 (95,000)			

Source: VOA Property Market Report 2011

- 6.21 The more recent (December 2015) DCLG published *Land value estimates for policy appraisal*<sup>42</sup> referred to above sets out industrial land values as at 1<sup>st</sup> March 2015 as typically being around £400,000/ha in the North West.
- 6.22 We have sought further evidence as to industrial values in Sunderland and there is very little. **Appendix 4** includes data from CoStar with regard to land transactions. This suggests that industrial land values may be a little lower than the DCLG figure. From informal discussions with agents there is a general feeling that prices have improved somewhat and the best land does achieve higher values. There are however sites that have been available for many years that have little prospect of being sold.
- 6.23 In this study a value of £380,000/ ha (£140,000/acre) is used.

# **Agricultural and Paddocks**

- 6.24 The RICS/RAU Rural Land Market Survey reports agricultural land values on a regular basis. The most recent report (H2 2015) suggests values of £25,000/ha (£10,000/acre) for arable land and £16,000/ha (£6,500/acre) for pasture. A benchmark of £20,000/ha is assumed to apply here.
- 6.25 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive

<sup>&</sup>lt;sup>42</sup> Land value estimates for policy appraisal. Department for Communities and Local Government, February 2015



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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.

#### **Use of Alternative Use Benchmarks**

- 6.26 The results from the appraisals are compared with the Existing Use Values set out above in order to form a view about each of the sites' viability. This is a controversial part of the viability process and the area of conflicting guidance (the Harman Guidance versus the RICS Guidance). In the context of this report, it is important to note that it does not automatically follow that, if the Residual Value produces a surplus over the Existing Use Value (EUV) or Alternative Use Value (AUV) benchmark, the site is viable. The land market is more complex than this and as recognised by paragraph 173 of the NPPF, the landowner and developer must receive a 'competitive return'. The phrase *competitive return* is not defined in the NPPF, nor in the Guidance.
- 6.27 Competitive return has not been fully defined through planning appeals and the court system<sup>43</sup>. The 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.

6.28 As set out above, the PPG includes the following section:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PPG ID: 10-015-20140306.

6.29 Whilst this is useful it does not provide any guidance as to the size of that return. To date there has been much discussion within the industry and amongst planners as to what may and may not be a competitive return, as yet the term has not been given a firm definition through the appeal, planning examination or legal processes. The Shinfield Appeal (January 2013) does shed some light in this. A number of key paragraphs are copied below as, whilst these do not provide a strict definition of competitive return, the inspector (Clive Hughes BA (Hons) MA

<sup>&</sup>lt;sup>43</sup> In this context the following CIL Examination are relevant. Mid Devon District Council by David Hogger BA MSc MRTPI MCIHT, Date: 20 February 2013 and Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council. by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012



DMS MRTPI) does set out his analysis clearly. The following paragraphs are the only current steer, in this regard we have included all that are relevant.

64. Determining what constitutes a competitive return inevitably involves making a subjective judgement based upon the evidence. Two very different viewpoints were put forward at the Inquiry with the appellants seeking a land value of £4,750,000 which is roughly the mid-point between the EUV/CUV and the RLV with planning permission for housing and no obligations. This ties in with the 50:50 split between the community and the landowner sought by the appellants. The Council considered that a sum of £1.865m would ensure a competitive return; that is to say the Council's calculation of the EUV/CUV.

65. Paragraph 173 of the Framework says that the costs of any requirements should provide competitive returns to a willing landowner and willing developer to enable the development to be deliverable. The paragraph heading is "Ensuring viability and deliverability"; it is clear that its objective is to ensure that land comes forward for development. I am not convinced that a land value that equates to the EUV/CUV would provide any incentive to the landowner to sell the site. Due to the particular circumstances of this site, including the need to remediate the highly significant level of contamination, such a conclusion would not provide any incentive to the landowner to carry out any remediation work. There would be no incentive to sell the land and so such a low return would fail to achieve the delivery of this site for housing development. In these circumstances, and given the fact that in this case only two very different viewpoints on what constitutes a competitive return have been put forward, the appellants' conclusions are to be preferred. In the scenario preferred by the Council, I do not consider that the appellants would be a willing vendor.

## Viable amount of Affordable Housing

66. The RICS GN says that any planning obligations imposed on a development will need to be paid out of the uplift in the value of the land but it cannot use up the whole of the difference, other than in exceptional circumstances, as that would remove the likelihood of land being released for development. That is exactly what is at issue here in that the Council's valuation witness, in cross examination, stated that a landowner should be content to receive what the land is worth, that is to say the SV. In his opinion this stands at £1.865m. I accept that, if this figure was agreed (and it is not), it would mean that the development would be viable. However, it would not result in the land being released for development. Not only is this SV well below that calculated by the appellants, there is no incentive to sell. In short, the appellants would not be willing landowners. If a site is not willingly delivered, development will not take place. The appellants, rightly in my opinion, say that this would not represent a competitive return. They argue that the uplift in value should be split 50:50 between the landowner and the Council. This would, in this instance, represent the identified s106 requirements being paid as well as a contribution of 2% of the dwellings as affordable housing.

70. I conclude on this issue that, allowing the landowner a competitive return of 50% of the uplift in value, the calculations in the development appraisal allowing for 2% affordable housing are reasonable and demonstrate that at this level of affordable housing the development would be viable (Document 26). The only alterations to these calculations are the relatively minor change to the s106 contribution to allow for a contribution to country parks and additions to the contributions to support sustainable modes of travel. These changes would have only a limited impact on the return to the landowner. The development would remain viable and I am satisfied that the return would remain sufficiently competitive to enable the land to come forward for development. Overall, therefore I conclude that the proposed amount of affordable housing (2%) would be appropriate in the context of the viability of the development, the Framework, development plan policy and all other material planning considerations.

- 6.30 Further clarification has been added in the Oxenholme Road Appeal (October 2014). The inspector confirmed that the principle set out in Shinfield is very site specific and should only be given limited weight. At Oxenholme Road, the inspector said:
  - 47. The parties refer to an appeal decision for land at Shinfield, Berkshire, which is quoted in the LADPD Viability Study. However, little weight can be given to that decision in the present case, as the nature of the site was quite different, being partly previously developed, and the positions taken by the parties on the proportion of uplift in site value that should be directed to the provision of affordable housing were



at odds with those now proposed. There is no reason in the present case to assume that either 100% or 50% of the uplift in site value is the correct proportion to fund community benefits.

48. Both the RICS Guidance Note and the Harman report comment on the danger of reliance on historic market land values, which do not take adequate account of future policy demands.....

- 6.31 It is clear that for land to be released for development, the uplift over the EUV needs to be sufficiently large to provide an incentive to the landowner to release the site and cover any other appropriate costs required to bring the site forward for development. It is therefore appropriate and an important part of this assessment to have regard to the market value of land as it stands. However, the Shinfield appeal was determined on the specific circumstances that were put forward to the inspector. Whilst it sets out an approach it does not form a binding precedent, appeals will continue to be determined on the facts that relate to the particular site in question. At Shinfield the inspector only considered the two approaches put to him and did not consider the landowners' competitive return in any other ways. The appellant's method and approach was preferred to the Council's but it should not be considered to be the only acceptable approach.
- 6.32 The RICS Guidance recognises that the value of land will be influenced by the requirements imposed by planning authorities. It recognises that the cost to the developer of providing affordable housing, building to increased environmental standards, and paying CIL, all have a cumulative effect on viability and are reflected in the ultimate price of the land. A central question for this study is at what point do the requirements imposed by the planning authorities make the price payable for land so unattractive that it does not provide competitive returns to the landowner, and so does not induce the owner to make the land available for development?
- 6.33 The reality of the market is that each and every landowner has different requirements and different needs and will judge whether or not to sell by their own criteria. We therefore have to consider how large such an 'uplift' or 'cushion' should be for each type of site to broadly provide a competitive return. The assumptions must be a generalisation as, in practice, the size of the uplift will vary from case to case depending on how many landowners are involved, each landowner's attitude and their degree of involvement in the current property market, the location of the site and so on. An 'uplift' of, say, 5% or £25,000/ha might be sufficient in some cases, whilst in a particular case it might need to be five times that figure, or even more. As set out in Chapter 2 above the PPG refers to an incentive for the landowner to sell 'in comparison with the other options available'.
- 6.34 Initially and as discussed at the consultation event, it was assumed that the Viability Threshold (being the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 20% uplift on all sites would be sufficient. This is supported both by work done elsewhere and by appeal decisions (see Chapter 2). A further adjustment for those sites coming forward on greenfield land has been made, based on our knowledge of rural development, and from working with farmers, landowners and their agents. A further £250,000/ha (£100,000/acre) has been added to reflect this premium. This amount is also added to sites that were modelled on land that was previously paddock. It is fully accepted that this is a simplification of the market, however in a high-level study of this type that is based on modelled sites, simplifications and general assumptions need to be made.



- 6.35 This methodology does reflect a very considerable uplift for a landowner selling a greenfield site with consent for development<sup>44</sup>. In the event of the grant of planning consent they would receive over ten times the value compared with before consent was granted. This approach is the one suggested in the Harman Guidance (see Chapter 2 above) and by the Planning Advisory Service (PAS). The approach was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012<sup>45</sup>.
- 6.36 Consideration has been given as to how these amounts relate to prices for land in the market (see above) and with a view to providing competitive returns to the landowner. Whilst there are certainly land transactions at higher values than these are not appropriate for a study of this type.
- 6.37 It is useful to consider the assumptions used in other studies in other parts of England. These are set out in the table below.

Table 6.5 Viability thresholds 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)			
	£1,235,000/ha (serviced)			
East Hampshire	£450,000/ha			
Erewash	£300,000/ha			
Fenland	£1-2m/ha (serviced)			
GNDP	£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)

6.38 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies, but generally the assumptions used in this work are within the range.

<sup>&</sup>lt;sup>45</sup> Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27<sup>th</sup> January 2012



<sup>&</sup>lt;sup>44</sup> See Chapter 2 for further details and debate around EUV plus v Market Value methodologies.

- 6.39 There is no doubt that CIL will be an additional cost on some development sites, and that some sites may not be able to bear the costs of all the requirements a planning authority makes such as delivering affordable homes and higher environmental standards. This is noted in the RICS Guidance which recognises that there may well be a period of adjustment in the price of land following the introduction of CIL.
- 6.40 The following alternative land prices were put to the consultation event:

i. Agricultural Land £20,000/ha
 ii. Paddock Land £50,000/ha
 iii. Industrial Land £400,000/ha
 iv. Residential Land £450,000/ha.

6.41 It is acknowledged that there are sales of development land that are well above this level, however when considered against the requirements of the PPG that says (at paragraph 10-015-20140306).

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

- 6.42 There is no doubt that a threshold at these levels provides a very substantial return relative to the existing use value of the land.
- 6.43 Through the consultation process it was suggested it was suggested that Threshold Land Values ranging from £500,000/ha in North Sunderland to £900,000/ha in the Washington and South Sunderland areas should be used. Alternatively, it was suggested assumptions from £617,000/net developable ha in the Coalfields, to £1,482,600/ha in South Sunderland.
- 6.44 When considering the approach to be taken it is necessary to do so in the context of the PPG that says:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PPG ID: 10-015-20140306

6.45 When considering the viability threshold, it is clearly necessary to consider the uplift over and above the EUV. It is not clear that this does vary for area to place across the SCC area. Following the consultation process and consideration of the above data, the land price assumptions have been updated as follows:

i. Agricultural Land £20,000/haii. Paddock Land £50,000/haiii. Industrial Land £400,000/ha



- iv. Residential Land
- £550,000/ha.
- 6.46 In this iteration of the report, it has been assumed that the Viability Threshold (being the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 20% uplift on brownfield sites is sufficient in all areas. A further £350,000/ha is added on greenfield sites.
- 6.47 In addition, in recognition of the consultation responses, a second test is applied in relation to greenfield sites where, rather than the 20% plus £350,000/ha, the following viability thresholds have been used to reflect the competitive return to the willing developer. This amount is taken to apply on both agricultural and paddock land and applied to the net area.

a.	Central Sunderland	No greenfield
b.	North Sunderland	£500,000
C.	South Sunderland	£900,000
d.	Washington Area	£900,000
e.	Coalfield area	£500,000.



## 7. Development Costs

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

## **Development Costs**

Construction costs: baseline costs

- 7.2 The cost assumptions are based on the Building Cost Information Service (BCIS)<sup>46</sup> data using the figures re-based for Sunderland. There has been an increase in construction costs since the earlier viability work and this is an important area of change. The cost figure for 'Estate Housing Generally' is £945/m² at the time of this study<sup>47</sup> (being a 4% increase from £907/m² at the time of the first draft). Consultees confirmed that this was the appropriate basis for assessing build costs.
- 7.3 The Council is involved in the direct procurement of housing development. Over the 12 months, we understand that costs range from a low of £795/m² excluding site costs etc (so directly comparable to the basis of the BCIS costs). This is notably lower than the BCIS Lower Quartile costs of £829/m². The average 'all in' figure (so including site works, etc see below), but excluding abnormals is £1,024/m² and £1,151/m² for high quality schemes. Bearing in mind the allowances set out below, the construction costs in this study are taken to be the mid-point between the median figure and the lower quartile figure, which is £887/m² for Estate Housing Generally.
- 7.4 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 the 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. These adjustments have been made to the small schemes modelled in this report.
- 7.5 At this stage the Council has not reached a decision in relation to policies relating to the construction and environmental standards of new buildings. 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

 $<sup>^{47}</sup>$  BCIS Rebased to Sunderland £/m<sup>2</sup> study, Rate per m<sup>2</sup> gross internal floor area for the building cost including prelims. Last updated: 22nd July 2017.



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

at the time of the Summer Budget in the *Fixing the foundations productivity report*<sup>48</sup> concerning its intention not to proceed with the zero carbon buildings policy.

... 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

- 7.6 As a result, there will be 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 will be dropped, including the Allowable Solutions programme.
- 7.7 The Department for Communities and Local Government (DCLG) publishes occasional reviews of the costs of building to the Code for Sustainable Homes (CfSH). Whilst the CfSH is not being pursued as a result of the Standards Review, these provide useful guidance as to the costs of the implementation of the various environmental standards. Bearing in mind the move towards higher standards with the amendments to Building Regulations, we have referred to Cost of building to the Code for Sustainable Homes, Updated cost review. (DCLG, Aug 2011). The national policies in relation to climate change and overall national minimum building standards have been clarified and not all the requirements of CfSH Level 4 will become mandatory (and are not a requirement of the emerging Local Plan). Having said this, environmental standards are increasing.
- 7.8 Based on the best currently available information, the costs of building to the now clarified, enhanced building standards is estimated to be between 1% and 2% of the BCIS costs. In this viability assessment, the median BCIS costs are used. For residential property this has been increased by 1.5% to reflect the increases in environmental standards contained in the Building Regulations.
- 7.9 It is assumed that all new non-residential development is built to the BREEAM Very Good standard. It is assumed the additional cost of this is negligible as outlined in recent research<sup>49</sup> by BRE.

Construction costs: affordable dwellings

7.10 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

<sup>&</sup>lt;sup>49</sup> Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014



 $<sup>^{48}\</sup> https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation$ 

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

- 7.11 In addition to the BCIS £/m² build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.
- 7.12 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.
- 7.13 In the light of these considerations a scale of allowances for the residential sites has been used, ranging from 10% of build costs for the smaller sites, to 20% for the larger greenfield, multi outlet/phase schemes. On the high density, flatted schemes 5% is assumed.

Abnormal development costs and brownfield sites

7.14 The NPPF says (with emphasis) at Paragraph 174:

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

- 7.15 To a large extent, 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 a study of this type to standardise land prices across an area.
- 7.16 The treatment of abnormals was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling<sup>50</sup>, that it may not be appropriate for abnormals to be built into appraisals in a high level study of this type. Councils should not plan for the worst case scenario 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

 $<sup>^{50}</sup>$  REPORT TO GEDLING BOROUGH COUNCIL, THE PLANNING INSPECTORATE REF PINS/N3020/429/4, MAY 2015



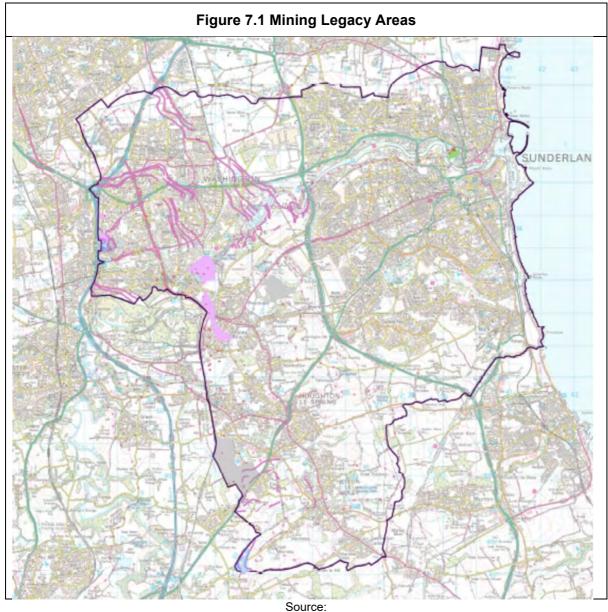
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the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:

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

- 7.17 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An allowance for abnormal costs associated with brownfield sites has been made of 10% of the BCIS costs. This is an increase from 5% put to consultees and a change in response to the comments received.
- 7.18 Some of the area is subject to mining legacy issues. These are shown on the following plans:





https://www.gov.uk/government/uploads/system/uploads/attachment\_data/file/531915/2016\_Sunderland\_District \_\_B\_\_Specific\_Risk\_Map.pdf

- 7.19 These are very constrained and very little development is anticipated in such areas. It is not appropriate to make a general assumption in this regard.
- 7.20 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 a study of this type to standardise land prices across an area.
- 7.21 This approach was not accepted by some consultees who contended that a more substantial allowance should be made in all cases. We do not accept this, instead preferring the Gedling approach set out above.



#### Fees

- 7.22 For residential development on reasonably sized sites professional fees are assumed to amount to 10% of build costs. This is an increase from the 8% put to the consultation.
- 7.23 For non-residential development 8% is assumed.

## Contingencies

- 7.24 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% is made, with a higher figure of 5% on more risky types of development, previously developed land and on central locations. So the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.
- 7.25 A developer contended that 5% should be used in all cases. We do not agree as this will vary depending on the risks associated with the scheme.
  - S106 Contributions and the costs of infrastructure
- 7.26 For many years, the Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The Council has a number of 'calculators' to work out the contributions per development. The Council is now working towards the possible introduction of a CIL (subject to the outcome of the ongoing Government review expected to be announced alongside the Autumn Statement).
- 7.27 In this study, it is important that the costs of mitigation are reflected in the analysis. As a starting point, it has been assumed, that all the modelled sites will contribute £1,000 per unit towards infrastructure either site specific or more general. A developer sought clarification of how the £1,000/unit assumption was derived. The Council's recent track record of receiving s106 costs is summarised below:



	Table 7.1 S106 Track Record					
Planning Refence	ADDRESS	AREA	Units	s106 £	£/unit	
14/00506/OU T	Land Bounded by Durham Road, Hetton Bridleway/Footpath 9, and Markle Grove, Hetton-le-Hole, Sunderland	4.4	96	326,144	3,397	
14/00090/FUL	Land to the East of Former Broomhill Estate, Hetton-le-Hole, Houghton-le- Spring	4.17	102	80,000	784	
14/01804/OU T	Land South of Redburn Road and Black Boy Road, Chilton Moor, Houghton-le-Spring	1.45	27	120,108	4,448	
15/00123/FUL	Land at Kidderminster Road, Rhondda Road, Ravenna Road and Robertson Square, Sunderland	4.3	88	61,688	701	
14/01647/FUL	Land North of Redburn Row, Houghton-le-Spring	4.5	70	398,239	5,689	
14/02833/FUL	Land at Former Homelands Estate - Incorporating Chestnut Crescent, Coronation Crescent and part of Beechwood Terrace.	3.35	78	292,941	3,756	
14/02837/SUB	Land South East of Pattinson Road, Pattinson Industrial Estate, Washington	2	43	71,334	1,659	
15/01629/OU4	Land at Grangetown Autos, Ryhope Road, Sunderland, SR2 0SP	0.66	22	67,524.72	3,069	
15/00815/HYB	Land at Coaley Lane, Houghton-le- Spring	10.59	277	1,058,375	3,821	
14/00292/OU T	Land at Castletown Way/Riverside Road, Sunderland, SR5 3JF	3.99	140	324,031	2,315	
12/00333/FUL	Land North of Station Road/North West of Pattinson Road and Adjacent to Barmston Road, Washington	6.14	170	380,728	2,240	
13/01617/FUL	Land East of Gillas Lane, Houghton- le-Spring	2.46	63	478,524	7,596	

Source: SCC Data

- 7.28 Historically the average payment, on sites where a payment is made (not all sites contribute), is £3,122/unit.
- 7.29 The CIL Regulations will result in changes to this area of policy. Historically many of the contributions from smaller sites either relate to very local matters (such as improvements to the highway close to or adjacent to the site) or more usually to more general contributions to off-site education and open spaces that are now limited though the restrictions on pooling s106 payments from five or more sites that came into effect on April 2015 (see Chapter 2 above). In the analysis in relation to CIL it is assumed that a s106 payment of £1,000 per unit will continue after the adoption of CIL or other similar infrastructure tariff. This is a cautious approach that it may be appropriate to revisit when the local impacts of CIL Regulations 122 and 123 are better known.



7.30 A range of infrastructure costs have been tested ranging from £0 to £30,000 per unit. No distinction is made as to how this is paid, be that through s106 or through CIL.

## **Financial and Other Appraisal Assumptions**

VAT

- 7.31 For simplicity, it has been assumed throughout, that either VAT does not arise, or that it can be recovered in full.
- 7.32 One developer suggested that VAT should be allowed for on the site assessment costs at the early stage of the project when the developer is assessing whether or not to take the project forward at all. Costs of this nature are overhead costs and not included in these appraisals.
- 7.33 It is acknowledged (in line with a developer's comment) that in some cases VAT may be due on the land price, and that this will have the consequence of increasing the Stamp Duty (as the SDLT is paid on the land plus VAT price. No adjustment is made in this regard as it is not possible to know whether VAT will be due or not it will depend on the vendor's VAT status.

Interest rate

- 7.34 Initially the appraisals assume 6% per year for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.
- 7.35 The 6% assumption may seem high given the very low base rate figure (0.25% September 2016). 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, we have prepared a simple cashflow to calculate interest.
- 7.36 For the non-residential appraisals, and in line with the 'high level' nature of this study, a developer's rule of thumb to calculate the interest has been used—being the amount due over one year on half the total cost. This is a simplification, however, due to the high level and broad-brush nature of this analysis, we believe that it is proportionate bearing in mind the requirements of the NPPF and CIL Regulations.
- 7.37 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, so we believe this is a sound assumption.
- 7.38 An arrangement fee of 1% of the peak borrowing requirement is included.



7.39 Several developers commented that that a higher cost of borrowing should be used, and point to examples used in other nearby authorities. It is important to note that in this study additional adjustments are made for finance fees, so no adjustment is made.

Developers' profit

- 7.40 An allowance needs to be made for developers' profit / return and to reflect the risk of development. Neither the NPPF, nor the CIL Regulations, nor the CIL Guidance provide useful guidance in this regard so, in reaching this decision, the RICS's 'Financial Viability in Planning' (August 2012), the Harman Guidance Viability Testing Local Plans, Advice for planning practitioners (June 2012), have been considered and referred to the HCA's Economic Appraisal Tool. None of these documents are prescriptive, but they do set out some different approaches.
- 7.41 RICS's 'Financial Viability in Planning' (August 2012) says:
  - 3.3.2 The benchmark return, which is reflected in a developer's profit allowance, should be at a level reflective of the market at the time of the assessment being undertaken. It will include the risks attached to the specific scheme. This will include both property-specific risk, i.e. the direct development risks within the scheme being considered, and also broader market risk issues, such as the strength of the economy and occupational demand, the level of rents and capital values, the level of interest rates and availability of finance. The level of profit required will vary from scheme to scheme, given different risk profiles as well as the stage in the economic cycle. For example, a small scheme constructed over a shorter timeframe may be considered relatively less risky and therefore attract a lower profit margin, given the exit position is more certain, than a large redevelopment spanning a number of years where the outturn is considerably more uncertain. .......
- 7.42 The Harman Guidance says:

#### Return on development and overhead

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

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

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

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

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



This sort of modelling – with residential developer margin expressed as a percentage of GDV – should be the default methodology, with alternative modelling techniques used as the exception. Such an exception might be, for example, a complex mixed use development with only small scale specialist housing such as affordable rent, sheltered housing or student accommodation.

7.43 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.

- 7.44 It is unfortunate that the above are not consistent, but it is clear that the purpose of including a developers' profit figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' profit in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.
- 7.45 At the Shinfield appeal<sup>51</sup> (January 2013) the inspector considered this specifically saying:

#### Developer's profit

- 43. The parties were agreed that costs<sup>52</sup> should be assessed at 25% of costs or 20% of gross development value (GDV). The parties disagreed in respect of the profit required in respect of the affordable housing element of the development with the Council suggesting that the figure for this should be reduced to 6%. This does not greatly affect the appellants' costs, as the affordable housing element is 2%, but it does impact rather more upon the Council's calculations.
- 44. The appellants supported their calculations by providing letters and emails from six national housebuilders who set out their net profit margin targets for residential developments. The figures ranged from a minimum of 17% to 28%, with the usual target being in the range 20-25%. Those that differentiated between market and affordable housing in their correspondence did not set different profit margins. Due to the level and nature of the supporting evidence, I give great weight [to] it. I conclude that the national housebuilders' figures are to be preferred and that a figure of 20% of GDV, which is at the lower end of the range, is reasonable.
- 7.46 Generally, linking the developer's profit to GDV is not reflective of risk, as the risk relates to the cost of a scheme the cost being the money put at risk as the scheme is developed. As an example (albeit an extreme one to illustrate the point) two schemes, A and B, each with a GDV £1,000,000, but scheme A has a development cost of £750,000 and scheme B a lesser

<sup>&</sup>lt;sup>52</sup> i.e. the developers profit / competitive return.



<sup>&</sup>lt;sup>51</sup> APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

cost of £500,000. All other things being equal, in A the developer stands to lose £750,000 (and make a profit of £250,000), but in B 'only' £500,000 (and make a profit of £500,000). Scheme A is therefore more risky, and it therefore follows that the developer will wish (and need) a higher return. By calculating profit on costs, the developer's return in scheme A would be £150,000 and in scheme B would be £100,000 and so reflect the risk – whereas if calculated on GDV the profits would be £200,000 in both.

- 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 this study is not trying 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 the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs, but they will also consider a wide range of other factors, including the amount of equity the developer is contributing both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantee, and the number of pre-sold units.
- 7.50 In the 2014 *Economic viability of affordable housing requirements study* for SCC (arc4) it was assumed that Developers' Profit would be 20% of gross development value.
- 7.51 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing) it is appropriate to make some broad assumptions.
- 7.52 The developer's return (profit) is calculated to reflect risk from development as 20% of Gross Development Value. This assumption should be considered with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development



cost. Further consideration should also be given to the contingency sum in the appraisals which is also reflective of the risks.

7.53 It is useful to consider the assumptions used in other studies in other parts of England. These are set out in the table below.

Table 7.2 Developer's Return Assumptions Used Elsewhere				
Local Authority	Developer's Profit			
Babergh	17%			
Cannock Chase	20% on GDV			
Christchurch & East Dorset	20% on GDC			
East Hampshire	20% market/ 6% Affordable			
Erewash	17%			
Fenland	15-20%			
GNDP	20% market/17.5% large sites/ 6% Affordable			
Reigate & Banstead	17.5% market/ 6% Affordable			
Stafford	20% (comprising 5% for internal overheads).			
Staffordshire Moorlands	17.5% market/ 6% Affordable			
Warrington	17.5%			

Source: Planning Advisory Service (collated by URS)

7.54 The assumptions with regard to developers' return / profit are at the upper end of the range. Together these assumptions illustrate the generally cautious approach taken through the viability work and the comments made by the development industry through the consultation process.

Voids

- 7.55 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.
- 7.56 For the present study, a three-month void period is assumed for residential developments. A nine-month void period is assumed for non-residential developments.

Phasing and timetable

7.57 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. A consultee suggested that these rates were optimistic. In practice the appraisals are based on a quarterly cash flow, a cautious set of assumptions are used and the modelling is based



- on the receipt on the sales proceeds in the 7<sup>th</sup> quarter (i.e. during months 19 to 21) after the purchase of the site. No adjustment has been made.
- 7.58 The rate of delivery will be an important factor when the Council is considering the release of sites so as to manage the delivery of housing and infrastructure. Two aspects have been considered, the first is the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.
- 7.59 It is assumed a <u>maximum</u>, per outlet, delivery rate of 40 units per year. On the smaller sites it is have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward.
- 7.60 These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and Harman Guidance.

## **Site Acquisition and Disposal Costs**

Site holding costs and receipts

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

Acquisition costs

7.62 A simplistic approach is taken and an allowance 1.5% assumed for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates. One developer pointed out that these vary and the norm may be a little higher. No adjustment has been made.

Disposal costs

- 7.63 For the market and the affordable housing, sales and promotion and legal fees are assumed to amount to some 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.
- 7.64 One developer suggested an uplift in this assumption however there was a general consensus that 3.5% was appropriate.





# 8. Local Plan Requirements

- 8.1 Sunderland City Council published the Draft Core Strategy and Development Management Policies in August 2013. Since then the Council has continued to develop the Plan and the policies within it although at the time of the draft report produced at the time of the November 2016 consultation the next iterations of policy wordings had not been worked up. In this version of this study the policies set out in the June 2017 iteration of the **Draft Core Strategy and Development Plan 2017-2033 Draft Plan** have been considered.
- 8.2 The purpose of this study is to assess the deliverability of development set out in the new Plan and the effect that CIL or similar infrastructure tariff may have on development viability. In this chapter, the main topics to be tested are set out. To assist readers the main headings from the draft Plan are used as headings. It is important to note that the policies tested are taken from a working document and may be subject to further change through the plan making process.
- 8.3 In each case it is considered whether or not they add to the costs of development over and above the base costs (derived from the BCIS costs etc. as set out in Chapter 7 above). In due course, when the policy wording is finalised, it may be necessary to revisit this part of this report at the publication stage if significant changes are made.

## **Spatial Strategy**

- 8.4 The policies in this section set out the overall principles of the distribution of development and sustainable development. In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.
- 8.5 The general principles of development has informed the modelling of the development (in terms of typologies see Chapter 9) used to assess viability.

## **Health and Wellbeing**

- 8.6 The overall principle is:
  - SP1 Improving and protecting citizens' health, promoting healthy lifestyles and ensuring the development of facilities to enable lifelong learning to reduce inequality and ensure a high quality of life.
- 8.7 The policies in this section set out the overall principles of the distribution of development and sustainable development. In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.

#### **Homes**

8.8 The policies in this section have a significant impact on the nature of development in the SCC area. The overriding principles are:



SP1. Providing enough land to meet the city's housing requirement and ensuring a range and choice of housing types and tenures, including increased provision of affordable and larger family homes.

SP2. Developing cohesive, inclusive and attractive sustainable neighbourhoods and neighbourhoods that are well integrated with schools, shops, services, facilities and open space whilst ensuring that the diverse needs of the city's different communities are met.

8.9 The principle requirements, for this study, are:

H3: Housing Mix

8.10 H3 seeks to deliver housing that meets local requirements. The modelling in this report is informed by the Sunderland Strategic Housing Market Assessment Update 2017 - Final Report (arc4, May 2017) (the SHMA) which researched housing aspirations (rather than need)<sup>53</sup>, exploring the types of property that households would like and expect, comparing this to the current housing stock. The following housing mix is recommended:

Table 8.1 Suggested dwelling mix by market and affordable dwellings						
Overall dwelling size mix  Market (%)  Affordable (%)  Overall (%)						
1/2 Beds	32.1	93.9	41.3			
3 Beds	43.0	6.1	37.4			
4 Beds	25.0	0.0	21.2			
Total	100.0	100.0	100.0			
Base	653	115	768			

Table 7.11 Sunderland Strategic Housing Market Assessment Update 2017 - Final Report (arc4, May 2017)

- 8.11 This has informed the mix of housing in the modelling with affordable units generally being smaller (in terms of bedrooms).
- 8.12 The SHMA also sets out the housing aspirations of various groups, including those of older people. One of the preferences expressed is for bungalows. Whilst the requirements of older people can often be met through 'level access' and building to Lifetime Homes Standards there is clearly a demand for this format of housing. This is tested in the modelling.
- 8.13 The policy seeks 'Lifetime Homes Standards where possible'. As set out in Chapter 2, Lifetime Homes Standards (and other standards that go above national standards) have largely been superseded by part M of the building regulations:
- 8.14 The additional costs of building the increased standards (as set out in the draft Approved Document M amendments included at Appendix B4) are set out in the table below. The key

<sup>&</sup>lt;sup>53</sup> Chapter 7, Sunderland Strategic Housing Market Assessment Update 2017 - Final Report (arc4, May 2017)



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features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Cost Impacts* (EC Harris, September 2014)), 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.

Table 8.2 Additional Costs of Building to the draft Approved Document M amendments included at Appendix B4. Table 45 - Access costs summary 3B Semi-2B Terrace detached Apartment **Apartment** Detached Cost all dwellings (extra over current industry practice) Category 1 Category 2 £940 £907 £523 £521 £520 Category 3 Adaptable £7,607 £7,891 £9,754 £10,307 £10,568 Category 3 Accessible £23,052 £7,764 £8.048 £22,238 £22.791 Table 45a - Access related space cost summary 1B Apartment 2B Apartment 2B Terrace 3B Semi-detached 4B Detached Cost increase for additional m2 Category 2 + 1 sq.m £722 + 1 sq.m £722 + 2 sq.m £1,444 + 3 sq.m £2,166 + 3 sq.m £2,166 Category 3 + 8 sq.m £5,776 + 14 sq.m £10,108 + 21 sq.m £15,162 + 24 sq.m £17,328 + 24 sq.m £17,328 Table 45b - Access related space cost after Space cost recovery 1B Apartment 3B Semi-detached 4B Detached 2B Apartment 2B Terrace Category 2 £289 £289 £866 + 1 sq.m + 1 sq.m + 2 sq.m £578 + 3 sq.m £866 + 3 sq.m Category 3 + 8 sq.m £2,310 + 14 sq.m £4,043 + 21 sq.m £6,065 + 24 sq.m £6,931 + 24 sq.m £6,931

Source: Page 38, DCLG publication Housing Standards Review – Cost Impacts (EC Harris, September 2014)

- 8.15 The additional costs of building to the 'accessible and adaptable' are considered.
- 8.16 The Council is not currently seeking to introduce minimum space standards. 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.



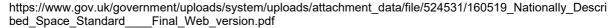
8.17 The following unit sizes are set out<sup>54</sup>:

Table 8.3 National Space Standards. Minimum gross internal floor areas and storage (m²)					
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39(37)*			1
	2p	50	58		1.5
2b	3р	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6р	95	102	108	
4b	5p	90	97	103	3
	6р	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6р	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

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

- 8.18 The modelling in this study is based on these National Space Standards, although it is understood that the majority of new homes delivered in SCC have been above these sizes.
- 8.19 The Council is not currently planning to introduce these optional space standards (which would apply to both market and affordable housing) however the modelling in this study is generally in compliance with these standards.
- 8.20 The policy also seeks consideration 'of self-build and custom housebuilding plots as part of larger housing developments and identifying appropriate small sites, where there is an identified need'. This is assessed.







- 8.21 In addition to the above it is necessary to consider the Residential Design Guide SPD (October 2008). It is understood that the requirements will be carried forward following the implementation of the new Core Strategy Plan. It is however necessary to note that this is an advisory document, rather than one that is prescriptive, recognising that design will be site specific and locally appropriate.
- 8.22 This SPD does not add to the costs of development over and above the costs included in the BCIS costs.

H4: Affordable Housing

## 8.23 This policy requires:

In order to deliver affordable housing to meet identified needs, all housing developments over 10 dwellings, or on sites of 0.5ha or more, will be expected to provide at least 15% affordable housing provision in accordance with the following requirements:

- Affordable housing provision should be provided on-site as part of the development;
- 2. The size and tenure split of the affordable housing provided should be consistent with local needs as identified through the Council's most up-to- date SHMA;
- 3. All affordable housing provided as part of a development scheme should be retained in affordable use in perpetuity; and
- 4. Affordable housing should be provided to the same design and building standard as the market housing and be pepper-potted throughout the site
- 5. Where an applicant considers that the provision of affordable housing in accordance with the requirements of this policy would make a scheme unviable, they must submit a full detailed viability assessment to demonstrate that this is the case and to show the maximum level of affordable housing that could be delivered on the site. The applicant will be expected to deliver the maximum level of affordable housing achievable.
- 6. The Council will expect all affordable housing to be delivered on site, in order to help achieve mixed and balanced communities, however, in exceptional circumstances the Council may agree to the provision of affordable housing off-site. In very exceptional circumstances the council may accept a financial contribution to be made in lieu of on-site provision.
- 8.24 This is a policy that is costly to developers so has been tested.

## **Economic Prosperity**

- 8.25 The policies in this section are enabling policies and generally do not impose additional requirements on developers.
- 8.26 In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.

#### **Environment**

8.27 The policies in this section concern protecting an improving the natural and build environment. Some of the policies will impact directly of developers (in terms of cost):



## E7: Biodiversity and Geodiversity

- 8.28 Parts of the SCC area fall under the European coastal SPA and SAC designations. The Council will seek planning obligation contributions from developers towards habitats impact mitigation where applications fall within the Council's Habitats Regulations Assessment (HRA) impact zones. Further details will be set out in the forthcoming Planning Obligations SPD. A range of developer contributions has been tested.
- 8.29 An HRA is required by the applicant of all planning applications in close proximity to these European designations, but the Council's wider Plan-based HRA evidence base studies of protected coastal bird species and visitors to the coast evidence base studies suggest that developments within a much wider area should contribute towards mitigation of the likely potential impacts on the Northumbria Coast Special Protection Area (SPA) and Durham Coast Special Area of Conservation (SAC). The HRAs for planning applications are at the cost of the applicants, but the Council is required to keep the evidence base on HRA coastal birds and visitors surveys up-to-date on a regular basis through commissioning specialist studies to support the Local Plan and justify the need for requiring mitigation and associated contributions.
- 8.30 The costs of an HRA are covered in the 10% assumption for professional fees.
  - E9: Greenspace
- 8.31 This a broad policy but includes specific requirements for greenspace to be incorporated into developments:
  - 6. In new residential developments of more than 40 bedspaces, amenity greenspace / casual playspace should be provided as follows:
    - i. A minimum of 0.9ha per 1,000 bedspaces where the site lies within an area shown to have quantities of amenity greenspace below the city average, as identified in the Greenspace Report
    - ii. A minimum of 0.4ha per 1,000 bedspaces where the site lies within an area shown to have quantities of amenity greenspace above the city average.
- 8.32 These requirements are incorporated into the modelling.

## **Climate Change**

8.33 These policies have two main parts, Carbon Management and Flooding.

## Carbon Management

8.34 In themselves they do not introduce specific requirements that add to the cost of development that are over and above national standards.

Water and Flooding

8.35 It is assumed that the requirements of these policies will largely be met though Sustainable Drainage Schemes (SuDS).



- 8.36 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 SuDS are covered in the additional 10% of construction costs on brownfield sites. On the larger greenfield sites it is assumed that SuDS will be incorporated into the green spaces and be delivered through soft landscaping within the wider site costs.
  - CM8: Sustainable Design and Construction
- 8.37 This is a broad policy but it is understood that the Council is not seeking to impose or seek standards that areover and above the national standards. The modelling in this report is based on the national standards.
- 8.38 In relation to new non-domestic developments, as set out in Chapter 7 above, it is assumed that all new non-residential development is built to the BREEAM Very Good standard. It is assumed the additional cost of this is negligible as outlined in recent research<sup>55</sup> by BRE.

## **Transport and Accessibility**

- 8.39 These are a broad set of policies that, amongst other things, require developers to mitigate the impact of development and make contributions to the transport system.
- 8.40 A range of developer contributions are tested.

### **Minerals and Waste**

- 8.41 The policies in this section are enabling policies and generally do not impose additional requirements on developers.
- 8.42 In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.

## Infrastructure

- 8.43 The overall purpose of these policies is to 'ensure that the City has the infrastructure in place to support its future growth and prosperity'.
  - ID1: Delivering Infrastructure & ID2: Planning Obligations
- 8.44 For this study, these policies need to be read together They require developers to contribute towards mitigating the impact of development under a range of headings,

<sup>&</sup>lt;sup>55</sup> Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014



either directly or through developer contributions. The main headings are (taken from ID2):

- i. provision of infrastructure, whether transport, education, health, libraries, sport and leisure, emergency services and cultural and community provision;
- ii. local public realm improvements including streetscape, local public open space, Green Infrastructure, play facilities and community safety;
- iii. mitigation of impacts on and or enhancement to habitats
- iv. mitigation of impacts on and/or enhancement of heritage assets;
- v. transport improvement including highways and traffic works; and local walking and cycling improvements; and
- vi. maintenance and management arrangements.
- 8.45 It is necessary to consider these in the context of the CIL Regulations 122 and 123 which restrict the use of tariff based systems. The Council is preparing separate guidance on developer contributions<sup>56</sup>.
- 8.46 These requirements may be met through any CIL or similar tariff and s106 contributions. The future approach to such payments is, as set out in Chapter 2 above, restricted by CIL Regulations 122 and 123. At this stage, a range of developer contributions up to £30,000 per unit have been tested.

<sup>&</sup>lt;sup>56</sup> http://www.sunderland.gov.uk/index.aspx?articleid=3241



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## 9. Modelled Sites

- 9.1 The previous chapters set out the general assumptions to be inputted into the development appraisals. This chapter sets out the modelling. It is timely to stress that this is a high level study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of the Council's policies on development viability and to inform the CIL setting process. This information will be used with the other information gathered by the Council to assess whether or not the sites are actually deliverable.
- 9.2 The approach is to model a set of residential development sites that are broadly representative of the type of development that is likely to come forward in the SCC area.

## **Residential Development**

- 9.3 The Council's database that will be used for its Strategic Housing Availability Assessment (SHLAA) includes the 134 sites that are being considered for allocation. This has been refined since the initial iteration of this report so the analysis has been updated<sup>57</sup>.
- 9.4 The site selection process is ongoing but a good deal of information is known about many of the sites because they have been previously identified. The modelling in this study is based on the SHLAA sites.
- 9.5 The range of sites has been considered by current use, by size and by geographic distribution:

<sup>&</sup>lt;sup>57</sup> Being based on the July 2017 version.



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Table 9.1 SHLAA Sites – Current Use						
			Coalfield			
	Count		Units		На	
Greenfield	23	51.11%	1,926	45.46%	80.23	42.83%
Mixed	11	24.44%	1,269	29.95%	62.16	33.18%
PDL	11	24.44%	1,042	24.59%	44.94	23.99%
Total	45	100.00%	4,237	100.00%	187.33	100.00%
		Su	inderland Cent	ral		
	Count		Units		На	
Greenfield	0	0.00%	0	0.00%	0.00	0.00%
Mixed	1	6.25%	69	9.49%	4.59	26.33%
PDL	15	93.75%	658	90.51%	12.84	73.67%
Total	16	100.00%	727	100.00%	17.43	100.00%
		S	underland Nort	th		
	Count		Units		На	
Greenfield	6	33.33%	407	33.01%	18.35	40.76%
Mixed	4	22.22%	496	40.23%	15.44	34.30%
PDL	8	44.44%	330	26.76%	11.23	24.94%
Total	18	100.00%	1,233	100.00%	45.02	100.00%
		S	underland Sou	th		
	Count Units Ha					
Greenfield	15	36.59%	3,105	47.70%	182.86	57.62%
Mixed	2	4.88%	938	14.41%	36.43	11.48%
PDL	24	58.54%	2,467	37.90%	98.04	30.90%
Total	41	100.00%	6,510	100.00%	317.33	100.00%
			Washington			
	Count		Units		На	
Greenfield	5	35.71%	211	16.63%	11.30	25.75%
Mixed	2	14.29%	246	19.39%	13.44	30.63%
PDL	7	50.00%	812	63.99%	19.14	43.62%
Total	14	100.00%	1,269	100.00%	43.88	100.00%
	SCC					
	Count		Units		На	
Greenfield	49	36.57%	5,649	40.42%	292.73	47.91%
Mixed	20	14.93%	3,018	21.59%	132.06	21.61%
PDL	65	48.51%	5,309	37.99%	186.19	30.47%
Total	134	100.00%	13,976	100.00%	610.99	100.00%

Source: SCC SHLAA (HDH Analysis. July 2017)



9.6 Overall, just under 40% of sites are greenfield and about 50% brownfield. In terms of capacity, about 50% of units are on greenfield sites and nearly 50% of the area is greenfield.



Table 9.2 SHI	LAA Sites by Area (ha) an	d Capacity (units)
	На	Units
	Coalfield	,
Count	45	45
Total	187.33	4,237
Minimum	0.08	1
Average	4.16	94
Maximum	27.36	500
	Sunderland Central	
Count	16	16
Total	17.43	727
Minimum	0.01	5
Average	1.09	45
Maximum	5.86	201
	Sunderland North	
Count	18	18
Total	45.02	1,233
Minimum	0.18	6
Average	2.50	69
Maximum	5.65	279
	Sunderland South	
Count	41	41
Total	317.33	6,510
Minimum	0.05	2
Average	7.74	159
Maximum	84.50	955
	Washington	
Count	14	14
Total	43.88	1,269
Minimum	0.05	6
Average	3.13	91
Maximum	12.46	566
	scc	
Count	134	134
Total	610.99	13,976
Minimum	0.01	1
Average	4.56	104
Maximum	84.50	955

Source: SCC SHLAA (HDH Analysis. July 2017)



9.7 Many of the sites already benefit from planning consent or are subject to live planning applications:

	Table 9.3 SHLAA Sites by Planning Status					
	Coalfield	Sunderland Central	Sunderland North	Sunderland South	Washington	Total
Application	8	0	2	4	2	16
	5.97%	0.00%	1.49%	2.99%	1.49%	11.94%
Lapsed	1	0	0	1	0	2
	0.75%	0.00%	0.00%	0.75%	0.00%	1.49%
None	16	5	12	14	7	54
	11.94%	3.73%	8.96%	10.45%	5.22%	40.30%
Permitted	11	9	3	12	4	39
	8.21%	6.72%	2.24%	8.96%	2.99%	29.10%
Under construction	9	2	1	9	1	22
	6.72%	1.49%	0.75%	6.72%	0.75%	16.42%
Unknown	0	0	0	1	0	1
	0.00%	0.00%	0.00%	0.75%	0.00%	0.75%
Grand Total	45	16	18	41	14	134
	33.58%	11.94%	13.43%	30.60%	10.45%	100.00%

Source: SCC SHELAA (HDH Analysis. July 2017)

9.8 The sites to be used in the SHELAA have been modelled through a relatively detailed process in which development densities have been applied to each site based on its location and context. The following illustrates the open space assumptions that have been used:

Table 9.4 – Residential Net Developable Areas		
up to 0.4ha	100%	
0.4ha – 2ha	75%-90%	
2ha and larger	50%-75%	

Source: Paragraph 2.7 SCC SHLAA - Draft for Consultation (May 2016)

9.9 The density assumptions are based on the sites characteristics but are typically in the range of 20 to 40 units/ha on greenfield sites, with greater densities in the central areas.



- 9.10 To inform the modelling the characteristics of the sites were considered in terms of location, size and suggested use as set out in the tables above and a set of typologies developed. In addition, the appraisals for the South Sunderland Growth Area<sup>58</sup> have been updated.
- 9.11 In discussion with the Council it has been decided not to model the former Vaux Brewery site. The former Vaux Brewery site is a proposal for an office-led mixed-use development on the north-western edge of the city centre. The site has full planning permission<sup>59</sup> for the first office building and outline permission for the remainder of the site consisting of further office buildings, 201 residential units, hotel, leisure and retail uses. The site is being delivered by Siglion which is a Joint Venture Partnership between Sunderland City Council and Carillion. It is proposed that the allocation in the Plan would be consistent with the approved planning application.
- 9.12 The following sites have been modelled:
  - a. 4 large greenfield sites representative of the sites on the South Sunderland Growth Area.
  - b. 7 larger and medium greenfield sites representative of those larger sites in the Plan. 2 of these are modelled at lower density with an element of bungalows.
  - c. 4 larger and medium brownfield sites representative of those in the main urban areas.
  - d. A range of small sites of 10 or fewer units so to be able to consider the impact on smaller sites.
  - e. 2 sites of urban flats of the type that may come forward in the urban centre.
- 9.13 It is acknowledged that modelling is never totally representative, however the aim of this work is to broadly test development viability of sites likely to come forward over the plan-period. This will assist with developing the Plan and the policies within it as well as to inform the Council's CIL setting process. The work is high level, so there are likely to be sites that will not be able to deliver the affordable housing target and indeed, as set out at the start of this report, there are some sites that will be unviable even without any policy requirements (for example brownfield sites with high remediation costs). If CIL is adopted, there is little scope for exemptions to be granted, however, where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The planning authority will have to weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled

<sup>&</sup>lt;sup>59</sup> Details of the approved permission can be accessed at http://www.sunderland.gov.uk/online-applications/applicationDetails.do?activeTab=summary&keyVal=NZPGCNBB00Q00



<sup>&</sup>lt;sup>58</sup> As set out in the South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment, HDH Planning and Development (December 2014).

sites are reflective of development sites in the study area that are likely to come forward during the plan-period.

- 9.14 The set of typologies developed responds to the variety of development situations and densities typical in the SCC area, and this is used to inform development assumptions for sites. The typology enables a view about floorspace density, based on the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).
- 9.15 The 'normal' expected density in the current market is used as a base or benchmark typical of post-PPG3/PPS3 built form which would provide development at between 3,000m²/ha to 3,550m²/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be between 30 and 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.
- 9.16 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m²/ha and dwelling densities of 100units/ha upwards; and schemes of lower density, in the rural edge situations.
- 9.17 The main characteristics of the modelled sites, based on the SHLAA and the SHMA are set out in the tables below. It is important to note that these are modelled sites and not actual sites. These modelled typologies have been informed by the sites that are included in the SHLAA, both in terms of scale and location. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.
- 9.18 The modelling incorporates two sites (7 and 10, marked LD) that are modelled with 10% of the units as bungalows. On these sites, the density has been reduced to reflect the greater land requirements.



Ta	able 9.5 S	ummary	of modelled sites
SSGA Chapel Garth	Units	650	Part of the SSGA. Modelling carried forward
	Area	49.93	from SSGA Viability Study.
1	Units/ha	29.55	
SSGA North of Burdon Lane	Units	955	Part of the SSGA. Modelling carried forward
	Area	88.61	from SSGA Viability Study.
2	Units/ha	35.01	
SSGA Cherry Knowle	Units	770	Part of the SSGA. Modelling carried forward
	Area	37.48	from SSGA Viability Study.
3	Units/ha	25.00	
SSGA South Ryhope	Units	450	Part of the SSGA. Modelling carried forward
	Area	22.50	from SSGA Viability Study.
4	Units/ha	34.99	
Large Green 350	Units	350	Mix of family housing as per SHMA. 75% net
	Area	13.33	developable (10ha).
5	Units/ha	35.00	
Large Green 175	Units	175	Mix of family housing as per SHMA. 75% net
	Area	6.67	developable (5ha).
6	Units/ha	35.00	
Large Green 175 LD	Units	175	Mix of family housing as per SHMA with 10%
	Area	7.78	bungalows. 75% net developable (5.83ha).
7	Units/ha	30.00	
Large Green 75	Units	75	Mix of family housing as per SHMA. 75% net
	Area	2.86	developable (2.14ha).
8	Units/ha	35.00	
Medium Green 35	Units	35	Mix of family housing as per SHMA. 85% net
	Area	1.18	developable (1ha).
9	Units/ha	35.00	
Medium Green 35 LD	Units	35	Mix of family housing as per SHMA with 10%
	Area	1.30	bungalows. 90% net developable (1.17ha).
10	Units/ha	30.00	



Medium Green 15	Units	15	Mix of family housing as per SHMA. 90% net
	Area	0.48	developable (0.43ha).
11	Units/ha	35.00	
Large Brown 500	Units	500	Brownfield site. Mix of family housing. 75% net
	Area	19.05	developable area (14.29ha).
12	Units/ha	35.00	
Large Brown 150	Units	150	Brownfield site. Mix of family housing. 75% net
	Area	5.00	developable area (3.75ha).
13	Units/ha	40.00	
Large Brown 60	Units	60	Brownfield site. Mix of family housing. 89% net
	Area	1.92	developable area (1.71ha) as per policy E9.
14	Units/ha	35.00	
Medium Brown 25	Units	25	Brownfield site. Mix of family housing. 87% net
	Area	0.71	developable area (3.75ha) as per policy E9.
15	Units/ha	40.00	
Medium Brown 15	Units	15	Brownfield site. Mix of family housing. 89% net
	Area	0.48	developable area (3.75ha) as per policy E9.
16	Units/ha	35.00	
Small Green 7	Units	7	Small greenfield site. 100% net developable
	Area	0.23	area.
17	Units/ha	30.00	
Small Green 4	Units	4	Small greenfield site. 100% net developable
	Area	0.16	area.
18	Units/ha	25.00	
Green Plot	Units	1	Small greenfield site. 100% net developable
	Area	0.05	area.
19	Units/ha	20.00	
Small Brown 11	Units	11	Small brownfield. 100% net developable area.
	Area	0.28	
20	Units/ha	40.00	
Small Brown 7	Units	7	Small brownfield. 100% net developable area.
	Area	0.14	
21	Units/ha	50.00	



Small Brown 4	Units	4	Small brownfield. 100% net developable area.
	Area	0.10	
22	Units/ha	40.00	
Brown Plot	Units	1	Small brownfield. 100% net developable area.
	Area	0.03	
23	Units/ha	30.00	
Urban Flats 75	Units	75	Town centre site. 73% net developable area
	Area	0.69	(0.5ha) as per policy E9.
24	Units/ha	150.00	
Urban Flats 20	Units	20	Town centre site. 73% net developable area
	Area	0.69	(0.27ha) as per policy E9.
25	Units/ha	75.00	

Source: HDH 2017. Note Area given as gross area but density calculated on net area

9.19 The gross and net areas and the site densities are summarised below.



	1	Гal	ole	9.	6 S	un	nm		у о	f N	/loc		lec	ı s		s -					d C	)er	sit	ties	5	
Density	m2/ha	3,735	3,828	3,014	3,585	3,222	3,241	2,745	3,227	3,284	2,823	3,179	3,224	3,693	3,189	3,730	3,179	3,009	2,650	2,600	3,287	4,343	3,170	3,450	10,333	5,025
nits/ha	Net	29.55	36.47	25.00	34.99	35.00	35.00	30.00	35.00	35.00	30.00	35.00	35.00	40.00	35.00	40.00	35.00	30.00	25.00	20.00	40.00	20.00	40.00	30.00	150.00	75.00
Density Units/ha	Gross	13.02	11.23	20.54	20.00	26.25	26.25	22.50	26.25	29.75	27.00	31.38	26.25	30.00	31.33	35.19	31.38	30.00	25.00	20.00	40.00	20.00	40.00	30.00	110.22	65.30
a	Net	22.00	27.28	30.80	12.86	10.00	2.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	0.27
Area Ha	Gross	49.93	88.61	37.48	22.50	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	2.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68	0.31
Units		029	966	770	450	350	175	175	75	35	35	15	200	150	09	25	15	7	4	_	11	2	4	_	22	20
Current Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
		Green	aneGreen	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown
		SSGA Chapel Garth	SSGA North of Burdon Lane	SSGA Cherry Knowle	SSGA South Ryhope			TD GT		35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
		1	2	3	4	5	9	7	8	6	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25

Source: HDH 2017

9.20 The price of units is one of the most significant inputs into the appraisals. This applies not just to the market homes but also the affordable uses (intermediate, social rented and affordable rented). Informed by the findings set out in Chapter 4, we have used the prices set out towards the end of that chapter.



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

- 9.21 A private sheltered/retirement and an extracare scheme have been modelled, each on a 0.5ha site as follows.
- 9.22 A private sheltered/retirement scheme of 20 x 1 bed units of 50m² and 25 x 2 bed units of 75m² to give a net saleable area (GIA) of 2,875m². A further 20% non-saleable service and common areas is assumed to give a scheme GIA of 3,450m².
- 9.23 An extracare scheme of 36 x 1 bed units of 65m² and 24 x 2 bed units of 80m² to give a net saleable area (GIA) of 4,260m². A further 35% non-saleable service and common areas is assumed to give a scheme GIA of 5,751m².

#### **Non-Residential Sites**

- 9.24 For the purpose of this study a number of non-residential development types have also been modelled:
  - a. **Offices.** These typically are more than 500m², will be of steel frame construction, and will be located on larger business parks. Typical units in the SCC area are around 750m² this is the basis of the modelling. Two storey construction and 10% circulation space is assumed. 66% coverage is assumed, which based on the two stories.
  - b. **Large industrial.** Modern industrial units of over 500m<sup>2</sup>. There is little new space being constructed. Typical units in the SCC area are around 1,000m<sup>2</sup> with 5% circulation space—this is the basis of the modelling. 40% site coverage is assumed, which based on the single storey construction.
  - c. **Distribution.** A large 'shed' of 3,000m<sup>2</sup> of steel portal frame construction. 50% site coverage is assumed which based on the single storey.
- 9.25 The plethora of other types of commercial and employment development beyond office and industrial/storage uses have not been explored in this study. The NPPF, the PPG and CIL Regulations require the use of 'proportionate' evidence and the purpose of the viability testing is in the context of the delivery of the Plan. There is no need to explore every conceivable development type rather to test those main development types being planned for by the Council.

## **Hotels and Leisure**

9.26 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and a number of units have come forward recently. Having considered this with the Council, a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area) has been modelled.



9.27 A 60 bedroom product (60x22.5m²+30% circulation space = 1,755m²) with ample car parking on a 0.4 ha (1 acre) site has been modelled.

## **Community and Institutional**

9.28 This includes development used for the provision of any medical or health services and development used wholly or mainly for the provision of education as a school or college under the Education Acts or as an institution of higher education. The majority of development in this sector is mainly brought forward by the public sector or by not-for-profit organisations – many of which have charitable status (thus making them potentially exempt from CIL).

### Retail

- 9.29 This assessment is looking at the ability of new projects to bear the Council's policy requirements and an element of CIL it is only therefore necessary to look at the main types of development likely to come forward in the future. The following distinct types of retail development have been modelled although it should be noted that no such development is scheduled to take place on the specific sites.
  - a. **Supermarkets.** Two typologies have been modelled.

First is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m<sup>2</sup>. It is assumed to require 400 car parking spaces, and to occupy a total site area of 1.6ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

Second is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. We have assumed a 1,200m<sup>2</sup> unit on a 0.4ha site (30% coverage) to allow for car parking.

- b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m<sup>2</sup>. It is assumed to require 150 car parking spaces, and 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<sup>2</sup>. No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.019ha.
- 9.30 In line with the CIL Regulations, developments of over 100m² have been modelled. There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. These are not included in this high-level study due to the great diversity of project that may arise.





# 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 or set CIL. In due course, the evidence will be used to inform the plan-making process and to inform the CIL setting process. The results of this study are one of a number of factors that the Council will consider, including the need for infrastructure, other available evidence, such as the Council's track record in delivering affordable housing and collecting payments under s106 and, importantly, the results of the consultation process with developers. The purpose of the appraisals is to provide an indication of the viability in different areas under different scenarios. In due course, the Council will have to take a view as to whether or not to proceed with CIL.
- 10.2 The appraisals use the residual valuation approach that is, they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developers' profit. The Residual Value would represent the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the Existing Use Value by a satisfactory margin. This is discussed in Chapter 6 above.
- 10.3 In order to assist the Council, several sets of appraisals have been run. The appraisals' main output is the Residual Value.
- 10.4 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.
- 10.5 As set out above, for each development type the Residual Value has been calculated. In the tables in this chapter the results are colour-coded using a simple traffic light system:
  - a. **Green** Viable where the Residual Value per hectare exceeds the indicative Viability Threshold Value per hectare (being the EUV plus the appropriate uplift to provide a competitive return for the landowner).
  - b. **Amber Marginal** where the Residual Value per hectare exceeds the EUV, but not the Viability Threshold Value 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.
- 10.6 The results are set out and presented for each site and per gross hectare to allow comparison between sites.
- 10.7 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.

10.8 The detailed appraisal base results are included in **Appendix 8**.

# Base Appraisals - full draft policy requirements

10.9 The financial appraisals for each of the modelled and strategic residential sites are based on the following assumptions:

a) Affordable Housing 15% (25% as Intermediate to buy and 75% Affordable

Rent)<sup>60</sup> on sites of 11 and larger.

b) Environmental Standards Enhanced Building Regulations (Part L) (BCIS +1.5%) and

accessible and adaptable.

c) CIL and s106 £1,000 per unit (market and affordable).

<sup>&</sup>lt;sup>60</sup> At the time of this report the Council are considering a 10% affordable housing target on the SSGA sites. The analysis in this report is based on the draft policy wording of 15%. In addition, the analysis in this iteration of the report is based on a tenure mix of 75% affordable rented and 25% intermediate tenure. It is likely that this will be adjusted to a tenure mix of 80% affordable rented and 20% intermediate tenure in the Plan.



Table 10.1a Residential Development – Residual Values 15% Affordable, s106 £1,000/unit - South Sunderland 375,846 -38,015 -48,586 Site -50,980 198,577 -42,950 -2,212,846 35,230,982 14,141,846 9,442,019 4,617,244 2,038,705 889,408 875,126 -2,232,813 -1,012,003 -103,459366,666 62,103 -17,799 -532,747 33,866,072 -473,281 38,345,667 4.429.222 Residual Value (£) 759,295 -306,786 1,601,408 1.241.425 1,244,989 1,099,677 944,202 923,449 951,395 889,408 750,108 876,975 -533,968 -4,425,692 Net ha -276,080 1,242,058 -1,997,800 -156,297 -269,867 -165,534 -118,954 1,241,107 -485,864 -138,237 1,571,427 -485,864 713,547 Gross ha 628,527 -1,739,486 705,607 692,587 569,471 755,997 786,172 -247,146 -145,614 -306,786 -533,968 -3,252,033 382.192 ,023,097 -106,638 1,241,107 1,242,058 708,151 675,097 -117,223 -202,401 1,571,427 -138,237Units 995 770 175 175 150 450 350 200 650 75 15 75 35 35 9 25 15 20 4 4 30.80 12.86 10.00 22.00 27.28 14.29 5.00 2.14 1.00 0.43 3.75 0.63 0.43 0.16 0.05 0.14 0.10 0.03 0.50 5.83 1.71 0.23 0.28 0.27 1.17 Set Area (ha) Gross 37.48 49.93 88.61 22.50 13.33 19.05 7.78 0.48 5.00 0.48 0.16 0.28 0.14 0.10 0.03 2.86 1.18 1.30 0.23 0.05 0.68 6.67 1.91 0.71 0.31 Agricultural Industrial Industrial ndustrial Industrial Industrial ndustrial Industrial Paddock ndustrial ndustrial Industrial Industrial Paddock Paddock Brown Brown Brown Brown Brown Brown Brown Brown Green Green Green Green Green Green Brown Green Green Green Brown Green Green Green Green S Sunderland Sunderland S Sunderland Sunderland S Sunderland S Sunderland S Sunderland S Sunderland Sunderland SSGA **YSSS** SSGA SSGA SSGA North of Burdon Lane SSGA Cherry Knowle SSGA South Ryhope Medium Green 35 LD SSGA Chapel Garth Large Green 175 LD Medium Brown 15 Medium Green 35 Site 11 Medium Green 15 Medium Brown 25 Large Green 350 Large Green 175 Large Brown 500 Large Brown 150 Large Green 75 Large Brown 60 Small Brown 11 Urban Flats 75 Urban Flats 20 Small Brown 4 Small Brown 7 Site 18 Small Green 4 Small Green Site 19 Green Plot **Brown Plot** Site 21 8 Site 24 1 Site 14 Site 25 Site 10 Site 13 Site 15 Site 16 Site 20 Site 22 Site 23 Site 12 Site 8 Site 17 Site 3 Site 4 Site 6 Site 7 Site 5 Site 9 Site 1 Site 2



7		le										-												
	15	5%	Aff	or	aa	ble	, s		o £	.1,	υ <b>U</b> (	J/U		<u> </u>	NO				de	ria	ınc	l 		
(3)	Site	5,414,906	4,188,016	4,005,722	1,846,590	889,408	875,126	375,846	-2,232,813	-1,011,017	-472,295	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-16,814	-2,211,861	-532,747		
Residual Value (	Net ha	541,491	837,603	686,695	861,742	889,408	750,108	876,975	-156,297	-269,605	-275,506	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-504,412	-4,423,721	-1,997,800		
Res	Gross ha	406,118	628,202	515,021	646,306	755,997	675,097	786,172	-117,223	-202,203	-246,631	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-504,412	-3,250,585	-1,739,486		
Units		350	175	175	75	35	32	15	200	150	09	25	15	7	4	-	1	7	4	-	75	20		
(ha)	Net	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	0.27		
Area	Gross	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68	0.31		
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial		
		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown		
		N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland		
		5 Large Green 350	Large Green 175	Large Green 175 LD	3 Large Green 75	Medium Green 35	10 Medium Green 35 LD	Site 11 Medium Green 15	Large Brown 500	Site 13 Large Brown 150	Site 14 Large Brown 60	Site 15 Medium Brown 25	Site 16 Medium Brown 15	Site 17 Small Green 7	18 Small Green 4	19 Green Plot	Site 20 Small Brown 11	Site 21 Small Brown 7	Site 22 Small Brown 4	Site 23 Brown Plot	Site 24 Urban Flats 75	Site 25 Urban Flats 20		
		Site 5	Site 6	Site 7	Site 8	Site 9	Site 1	Site 1	Site 12	Site 1	Site 1	Site 1	Site 1	Site 1	Site 18	Site 19	Site 2	Site 2	Site 2	Site 2	Site 2	Site 2		



Table 10.1c	R	esi	de	nti	al	De	ve	lop	m	en	t –	Re	esi
15% Afford	ab												
	£)	Site	326,901	-229,275	-146,659	37,830	31,065	25,047	-1,889	-26,198	-9,633	-2,049,745	-491,278
	Residual Value (£)	Net ha	22,883	-61,140	-85,551	60,529	72,484	91,079	-13,493	-261,984	-288,989	-4,099,491	-1,842,292
	Res	Gross ha	17,162	-45,855	-76,585	53,245	64,979	91,079	-13,493	-261,984	-288,989	-3,012,338	-1,604,085
	Units		200	150	09	25	15	11	7	4	1	75	20
	(ha)	Net	14.29	3.75	1.71	0.63	0.43	0.28	0.14	0.10	0.03	0.50	0.27
	Area (ha)	Gross	19.05	5.00	1.91	0.71	0.48	0.28	0.14	0.10	0.03	0.68	0.31
			Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
			Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
			C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland
			Large Brown 500	Large Brown 150	Large Brown 60	Site 15 Medium Brown 25	Site 16 Medium Brown 15	Site 20 Small Brown 11	Site 21 Small Brown 7	Site 22 Small Brown 4	Brown Plot	Urban Flats 75	Site 25 Urban Flats 20
			Site 12	Site 13	Site 14	Site 15	Site 16	site 20	site 21	site 22	Site 23	Site 24	ite 25



٦	Tak	ole 15	10. 5%									-										es	
	Site	_			_		_	_		_		_	-50,980	366,666	198,577	62,103	-38,015	-42,950	985,84	-17,799	922,926	928	
(4)	<u>1</u>	7,830,610	3,756,910	3,580,345	1,652,597	794,954	780,387	335,841	-2,232,813	-1,012,003	-473,281	-103,459	-50	366,	198,	62,	-38	-42,	-48,	-17,	-922,	-199,958	
Residual Value (	Net ha	783,061	751,382	613,773	771,212	794,954	668,903	783,628	-156,297	-269,867	-276,080	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-1,845,851	-749,842	
ă K	Gross ha	587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-1,356,346	-652,888	
vi ci	3 5	350	175	175	75	35	35	15	200	150	09	25	15	7	4	-	11	7	4	-	75	50	
(ha)	Net	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	0.27	
Area (ha	Gross	13.33	29.9	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	99.0	0.31	
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	
		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	
		Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	
		Site 5 Large Green 350	Site 6 Large Green 175	Site 7 Large Green 175 LD	Site 8 Large Green 75	Site 9 Medium Green 35	Site 10 Medium Green 35 LD	Site 11 Medium Green 15	Site 12 Large Brown 500	Site 13 Large Brown 150	Site 14 Large Brown 60	Site 15 Medium Brown 25	Site 16 Medium Brown 15	Site 17 Small Green 7	Site 18 Small Green 4	Site 19 Green Plot	Site 20 Small Brown 11	Site 21 Small Brown 7	Site 22 Small Brown 4	Site 23 Brown Plot	Site 24 Urban Flats 75	Site 25 Urban Flats 20	



	Ta	ab											_				Re - (					lue	es
G		Site	7,830,610	3,756,910	3,580,345	1,652,597	794,954		335,841	-2,232,813	-1,012,003	-473,281	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-17,799	-922,926	-199,958
) orley/ lerision	idual value (	Net ha	783,061	751,382	613,773	771,212	794,954	668,903	783,628	-156,297	-269,867	-276,080	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-1,845,851	-749,842
Q	S L	Gross ha	587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-1,356,346	-652,888
- - -	SIIIO		320	175	175	22	35	35	15	200	150	09	25	15	7	4	-	1	7	4	-	75	20
(54)	Alea (IIa)	Net	10.00	2.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	0.27
V	Alea	Gross	13.33	29'9	7.78	2.86	1.18	1.30	0.48	19.05	2.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68	0.31
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
			Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown
			Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield
			Site 5   Large Green 350	Site 6 Large Green 175	Site 7 Large Green 175 LD	Site 8 Large Green 75	Site 9   Medium Green 35	Site 10 Medium Green 35 LD	Site 11 Medium Green 15	Site 12 Large Brown 500	Site 13 Large Brown 150	Site 14 Large Brown 60	Site 15 Medium Brown 25	Site 16 Medium Brown 15	Site 17 Small Green 7	Site 18 Small Green 4	Site 19 Green Plot	Site 20 Small Brown 11	Site 21 Small Brown 7	Site 22 Small Brown 4	Site 23 Brown Plot	Site 24 Urban Flats 75	Site 25 Urban Flats 20

10.10 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each site. The additional costs associated with brownfield



sites result in significantly lower values. The Residual Value is not a good indication of viability by itself, being the maximum price, a developer may bid for a parcel of land and still make an adequate return (competitive return).

10.11 In the following tables, we have compared the Residual Value with the Viability Threshold. The Viability Threshold being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a competitive return and induce them to sell the land for development as set out in Chapter 6 above.

Table 10.2a Residual Values compared to Viability Threshold 15% Affordable, s106 £1,000/unit – South Sunderland

			1	Alternative	Viability	Residual
				Use Value	Threshold	Value
Site 1	SSGA Chapel Garth	Green	Agricultural	20,000	374,000	705,607
Site 2	SSGA North of Burdon Lane	Green	Agricultural	20,000	374,000	382,192
Site 3	SSGA Cherry Knowle	Green	Agricultural	20,000	374,000	1,023,097
Site 4	SSGA South Ryhope	Green	Agricultural	20,000	374,000	628,527
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	708,151
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	692,587
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	569,471
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	713,547
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	755,997
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	675,097
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	786,172
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,401
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-247,146
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,252,033
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,739,486



Table 10.2b Residual Values compared to Viability Threshold 15% Affordable, s106 £1,000/unit – North Sunderland

				Alternative	Viability	Residual
				Use Value	Threshold	Value
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	406,118
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	628,202
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	515,021
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	646,306
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	755,997
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	675,097
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	786,172
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,203
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-246,631
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-504,412
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,250,585
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,739,486

Table 10.2c Residual Values compared to Viability Threshold 15% Affordable, s106 £1,000/unit – Central Sunderland

				Alternative	Viability	Residual
				Use Value	Threshold	Value
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	17,162
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-45,855
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-76,585
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	53,245
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	64,979
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	91,079
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-13,493
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-261,984
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-288,989
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,012,338
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,604,085



Table 10.2d Residual Values compared to Viability Threshold 15% Affordable, s106 £1,000/unit – Washington

				Alternative	Viability	Residual
				Use Value	Threshold	Value
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	587,296
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	563,537
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	460,330
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	578,409
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	675,711
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	602,013
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	702,490
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,401
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-247,146
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-1,356,346
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-652,888



Table 10.2e Residual Values compared to Viability Threshold
15% Affordable, s106 £1,000/unit –Coalfield

				Alternative	Viability	Residual
				Use Value	Threshold	Value
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	587,296
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	563,537
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	460,330
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	578,409
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	675,711
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	602,013
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	702,490
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,401
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-247,146
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-1,356,346
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-652,888

- 10.12 The above results indicate that the typologies representing the brownfield development are unable to bear the 15% affordable housing, however the other sites, including the four SSGA sites are shown as viable. As set out in Chapter 6, some concern was raised about the level of the Viability Threshold. This is explored later in this chapter.
- 10.13 In Chapter 2 above, footnotes 11 and 12 of the NPPF were set out. These are repeated below:

- <sup>12</sup> To be considered developable, sites should be in a suitable location for housing development and there should be a reasonable prospect that the site is available and could be viably developed at the point envisaged.
- 10.14 All the greenfield sites are shown as viable and the Council can be confident that they will be forthcoming. The Council should be cautious about relying on the brownfield sites, including those in Central Sunderland (for example within the five-year land supply assessment).



<sup>&</sup>lt;sup>11</sup> 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.

- 10.15 It is important to note that brownfield sites are coming forward and whilst some of these may have benefitted from some public intervention (maybe, for example, site assembly or site remediation), others are coming forward as the developer may have purchased the site at a lower cost or is able to develop the site at less than the costs used in this study (which are generally cautious). The Council should be cautious about relying on the brownfield sites in the plan-making process, unless they are confident that the schemes will be forthcoming (for example where there is a recent planning consent or known public intervention).
- 10.16 The modelling incorporates two sites (7 and 10, marked LD) that are modelled with 10% of the units as bungalows. On these sites, the density has been reduced to reflect the greater land requirements. In both cases the Residual Value is lower that the similar sized (in terms of units) site indicating less viability. This is a factor of the higher costs of construction and the lower density. It is recommended that the Council is cautious about developing a rigid policy in this regard that could put pressure on the provision of infrastructure or the delivery of affordable housing. In this regard, it is relevant to note that the catalyst for this testing was the Sunderland SHMA Update 2017 Final Report (arc4, May 2017) (the SHMA) which researched housing aspirations (rather than need), exploring the types of property that households would like and expect, comparing this to the current housing stock. To a large extent the housing needs of older people do not require bungalows to meet their housing needs, rather their needs can be met through design such as the provision of level access, ground floor flats or the provision of lifts, or adoption of accessible and adaptable standards (which have been incorporated in the base modelling).
- 10.17 The results do give rise to some concerns about the delivery of some types of site, based on current assumptions. This is explored further below. 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.

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

Alternative Viability Test

10.19 Through the consultation process (as set out at the end of Chapter 6 above) an alternative viability test was suggested. The following alternative viability thresholds have been used to reflect the competitive return to the willing developer. This amount is taken to apply on both agricultural and paddock land and is applied to the net area.

a. Central Sunderland No greenfield

b. North Sunderland £500,000

c. South Sunderland £900,000

d. Washington Area £900,000



- e. Coalfield area £500,000.
- 10.20 The following analysis compares the residual value per net ha with both the £500,000/ha and £900,000/ha.

Table 10.3a Residual Values compared to Alternative Viability Thresholds 15% Affordable, s106 £1,000/unit – South Sunderland

				Viability	Residual	Viability	Residual
				Threshold	Value	Threshold	Value
Site 1	SSGA Chapel Garth	Green	Agricultural	500,000	1,601,408	900,000	1,601,408
Site 2	SSGA North of Burdon Lane	Green	Agricultural	500,000	1,241,425	900,000	1,241,425
Site 3	SSGA Cherry Knowle	Green	Agricultural	500,000	1,244,989	900,000	1,244,989
Site 4	SSGA South Ryhope	Green	Agricultural	500,000	1,099,677	900,000	1,099,677
Site 5	Large Green 350	Green	Agricultural	500,000	944,202	900,000	944,202
Site 6	Large Green 175	Green	Agricultural	500,000	923,449	900,000	923,449
Site 7	Large Green 175 LD	Green	Agricultural	500,000	759,295	900,000	759,295
Site 8	Large Green 75	Green	Agricultural	500,000	951,395	900,000	951,395
Site 9	Medium Green 35	Green	Agricultural	500,000	889,408	900,000	889,408
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	750,108	900,000	750,108
Site 11	Medium Green 15	Green	Agricultural	500,000	876,975	900,000	876,975
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,867	480,000	-269,867
Site 14	Large Brown 60	Brown	Industrial	480,000	-276,080	480,000	-276,080
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-533,968	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	480,000	-4,425,692	480,000	-4,425,692
Site 25	Urban Flats 20	Brown	Industrial	480,000	-1,997,800	480,000	-1,997,800



Table 10.3b Residual Values compared to Alternative Viability Thresholds 15% Affordable, s106 £1,000/unit – North Sunderland

				Viability	Residual	Viability	Residual
				Threshold	Value	Threshold	Value
Site 5	Large Green 350	Green	Agricultural	500,000	541,491	900,000	541,491
Site 6	Large Green 175	Green	Agricultural	500,000	837,603	900,000	837,603
Site 7	Large Green 175 LD	Green	Agricultural	500,000	686,695	900,000	686,695
Site 8	Large Green 75	Green	Agricultural	500,000	861,742	900,000	861,742
Site 9	Medium Green 35	Green	Agricultural	500,000	889,408	900,000	889,408
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	750,108	900,000	750,108
Site 11	Medium Green 15	Green	Agricultural	500,000	876,975	900,000	876,975
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,605	480,000	-269,605
Site 14	Large Brown 60	Brown	Industrial	480,000	-275,506	480,000	-275,506
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-504,412	480,000	-504,412
Site 24	Urban Flats 75	Brown	Industrial	480,000	-4,423,721	480,000	-4,423,721
Site 25	Urban Flats 20	Brown	Industrial	480,000	-1,997,800	480,000	-1,997,800

Table 10.3c Residual Values compared to Alternative Viability Thresholds 15% Affordable, s106 £1,000/unit – Central Sunderland

				Viability	Residual	Viability	Residual
				Threshold	Value	Threshold	Value
Site 12	Large Brown 500	Brown	Industrial	480,000	22,883	480,000	22,883
Site 13	Large Brown 150	Brown	Industrial	480,000	-61,140	480,000	-61,140
Site 14	Large Brown 60	Brown	Industrial	480,000	-85,551	480,000	-85,551
Site 15	Medium Brown 25	Brown	Industrial	480,000	60,529	480,000	60,529
Site 16	Medium Brown 15	Brown	Industrial	480,000	72,484	480,000	72,484
Site 20	Small Brown 11	Brown	Industrial	480,000	91,079	480,000	91,079
Site 21	Small Brown 7	Brown	Industrial	480,000	-13,493	480,000	-13,493
Site 22	Small Brown 4	Brown	Industrial	480,000	-261,984	480,000	-261,984
Site 23	Brown Plot	Brown	Industrial	480,000	-288,989	480,000	-288,989
Site 24	Urban Flats 75	Brown	Industrial	480,000	-4,099,491	480,000	-4,099,491
Site 25	Urban Flats 20	Brown	Industrial	480,000	-1,842,292	480,000	-1,842,292



Table 10.3d Residual Values compared to Alternative Viability Thresholds 15% Affordable, s106 £1,000/unit – Washington

				Viability	Residual	Viability	Residual
				Threshold	Value	Threshold	Value
Site 5	Large Green 350	Green	Agricultural	500,000	783,061	900,000	783,061
Site 6	Large Green 175	Green	Agricultural	500,000	751,382	900,000	751,382
Site 7	Large Green 175 LD	Green	Agricultural	500,000	613,773	900,000	613,773
Site 8	Large Green 75	Green	Agricultural	500,000	771,212	900,000	771,212
Site 9	Medium Green 35	Green	Agricultural	500,000	794,954	900,000	794,954
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	668,903	900,000	668,903
Site 11	Medium Green 15	Green	Agricultural	500,000	783,628	900,000	783,628
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,867	480,000	-269,867
Site 14	Large Brown 60	Brown	Industrial	480,000	-276,080	480,000	-276,080
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-533,968	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	480,000	-1,845,851	480,000	-1,845,851
Site 25	Urban Flats 20	Brown	Industrial	480,000	-749,842	480,000	-749,842



Table 10.3e Residual Values compared to Alternative Viability Thresholds
15% Affordable, s106 £1,000/unit – Coalfield

				Viability	Residual	Viability	Residual
				Threshold	Value	Threshold	Value
Site 5	Large Green 350	Green	Agricultural	500,000	783,061	900,000	783,061
Site 6	Large Green 175	Green	Agricultural	500,000	751,382	900,000	751,382
Site 7	Large Green 175 LD	Green	Agricultural	500,000	613,773	900,000	613,773
Site 8	Large Green 75	Green	Agricultural	500,000	771,212	900,000	771,212
Site 9	Medium Green 35	Green	Agricultural	500,000	794,954	900,000	794,954
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	668,903	900,000	668,903
Site 11	Medium Green 15	Green	Agricultural	500,000	783,628	900,000	783,628
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,867	480,000	-269,867
Site 14	Large Brown 60	Brown	Industrial	480,000	-276,080	480,000	-276,080
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-533,968	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	480,000	-1,845,851	480,000	-1,845,851
Site 25	Urban Flats 20	Brown	Industrial	480,000	-749,842	480,000	-749,842

- 10.21 When considered on this basis, the results comparing the Residual Value with the £500,000/ha Viability Threshold show a similar pattern to those using the 'EUV plus' analysis although the margin (or cushion) between the Residual Value and Viability Threshold is greater that is to say the margin of viability is greater.
- 10.22 The results comparing the Residual Value with the £900,000/ha Viability Threshold are less good, indicating that no sites, greenfield or brownfield, are likely to be viable in either the Washington area or North Sunderland. This does not reflect the Council's experience on the ground where development is coming forward and bearing both developer contributions and affordable housing. In this context it is necessary to refer back to the PPG which provides clear guidance in this regard. As set out in Chapter 2 above, a competitive return for the landowner is defined as follows:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PGG ID: 10-015-20140306

10.23 It is our firm view that this points towards the use of the 'EUV plus' methodology used in the main analysis in this report.



10.24 In order to inform the Council's further policy development several further sets of appraisals have been run.

# Impact of Affordable Housing.

10.25 The Council's current draft policy requirement is for 15% affordable housing. The following tables set out the results for appraisals run with no affordable housing through to 30% affordable housing. This is tested on all sites, including those below the national threshold.



Table 10.4a Residual Values compared to Viability Threshold 0% to 30% Affordable, s106 £1,000/unit – South Sunderland

				Alternative	Viability	Residual						
				Use Value	Threshold	Value						
						%0	2%	10%	15%	20%	72%	30%
Site 1	SSGA Chapel Garth	Green	Agricultural	20,000	374,000	874,647	818,301	761,954	705,607	649,261	592,914	536,568
Site 2	SSGA North of Burdon Lane Green	Green	Agricultural	20,000	374,000	487,725	452,548	417,370	382,192	347,015	311,837	276,660
Site 3	SSGA Cherry Knowle	Green	Agricultural	20,000	374,000	1,270,472	1,188,013	1,105,555	1,023,097	940,638	858,180	775,214
Site 4	SSGA South Ryhope	Green	Agricultural	20,000	374,000	809,721	749,419	688,973	628,527	568,080	507,634	447,187
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	952,796	851,704	779,928	708,151	636,375	564,598	492,822
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	919,719	844,008	768,298	692,587	616,876	541,165	465,454
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	761,912	697,765	633,618	569,471	505,325	441,178	377,031
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	952,482	872,837	793,192	713,547	633,901	554,256	474,611
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	1,016,326	929,549	842,773	755,997	669,220	582,444	495,667
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	911,125	832,449	753,773	675,097	596,421	517,746	439,070
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	1,056,993	966,719	876,446	786,172	695,898	605,624	515,130
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	17,862	-26,550	-71,298	-117,223	-163,857	-212,459	-262,828
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-48,642	-99,695	-150,748	-202,401	-255,132	-307,863	-360,594
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-79,690	-134,948	-190,205	-247,146	-304, 140	-361,134	-418,129
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	54,797	-12,007	-78,811	-145,614	-212,418	-280,868	-349,766
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	57,078	2,506	-52,066	-106,638	-161,210	-216,479	-272,778
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427	1,444,514	1,317,601	1,190,689	1,063,554	932,963	802,372
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107	1,125,140	1,009,174	892,334	774,082	655,831	537,579
Site 19	Green Plot	Green	Paddock	20,000	410,000	1,242,058	1,125,401	1,008,744	892,087	775,429	658,772	542,115
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237	-194,165	-250,429	-308,144	-365,859	-423,575	-481,290
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786	-414,441	-522,557	-630,673	-738,789	-847,139	-956,876
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864	-565,970	-646,077	-726,184	-806,291	-886,398	-966,504
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968	-621,629	-709,290	-796,951	-884,612	-972,273	-1,059,934
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-2,901,247	-3,018,175	-3,135,104	-3,252,033	-3,368,962	-3,485,891	-3,602,820
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,522,003	-1,594,046	-1,666,209	-1,739,486	-1,812,764	-1,886,041	-1,959,318



Table 10.4b Residual Values compared to Viability Threshold 0% to 30% Affordable, s106 £1,000/unit – North Sunderland

	<b>\0</b>	C	C	0	C	2	_	CI	9	7	C	C	_	~	4	ıC	LC	9	4	7	C	CI.		_
	30%	236,540	413,516	333,119	420,330	499,658	442,697	519,172	-261,276	-358,427	-415,556	-345,606	-268,657	810,653	549,894	542,115	-474,125	-949,839	-966,504	-1,030,377	-3,595,580	-1,956,102		
	25%	293,376	485,078	393,753	495,546	584,838	519,919	607,588	-211,425	-306,287	-359,076	-278,095	-214,418	941,245	661,988	658,772	-419,992	-840,101	-886,398	-942,716	-3,480,099	-1,882,824		
	70%	350,283	556,640	454,387	571,090	670,816	597,870	697,862	-163,340	-254,344	-303,111	-211,032	-159, 149	1,071,824	780,240	775,429	-362,277	-731,751	-806, 291	-855,055	-3,366,066	-1,812,764		
	15%	406,118	628,202	515,021	646,306	755,997	675,097	786,172	-117,223	-202,203	-246,631	-145,614	-106,638	1,194,713	898,492	892,087	-304,561	-623,636	-726,184	-767,394	-3,250,585	-1,739,486		
	10%	461,893	699,765	929,575	721,522	841,975	753,049	874,482	-71,764	-151,339	-190,720	-78,811	-52,066	1,321,626	1,015,212	1,008,744	-246,846	-515,520	-646,077	-679,734	-3,136,552	-1,666,209		
	%9	517,598	771,327	636,290	796,738	927,155	830,276	962,791	-27,532	-100,877	-135,977	-13,394	445	1,448,538	1,131,179	1,125,401	-194,165	-414,441	-565,970	-592,073	-3,021,071	-1,597,263		
Residual Value	%0	573,374	842,889	696,924	872,283	1,013,133	908,228	1,053,065	16,482	-50,612	-81,234	52,024	55,017	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-504,412	-2,905,590	-1,525,220		
Viability Threshold		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000		
Alternative Use Value		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000		
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial		
		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown		
		Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20		
		Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15 N	Site 16	Site 17 S	Site 18	Site 19 (	Site 20	Site 21	Site 22	Site 23 E	Site 24	Site 25		



Table 10.4c Residual Values compared to Viability Threshold 0% to 30% Affordable, s106 £1,000/unit – Central Sunderland

1				Alternative	Viability	Residual						
+				Use Value	Ihreshold	Value 0%	2%	10%	15%	20%	25%	30%
12	Large Brown 500	Brown	Industrial	400,000	480,000	158,215	111,248	64,231	17,162	-33,539	-84,543	-137,658
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	124,791	69,284	12,386	-45,855	-104,293	-162,551	-222,199
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	111,728	49,568	-13,766	-76,585	-139,918	-203,277	-268,607
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	278,572	204,349	128,797	53,245	-23,694	-99,246	-174,798
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	253,293	189,835	128,437	64,979	3,581	-59,877	-121,275
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	91,079	28,380	-37,902	-104,183	-166,882	-233,389	-301,772
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-13,493	-130,719	-247,944	-366,474	-487,242	-600,974	-721,742
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-261,984	-351,466	-440,948	-530,430	-619,911	-709,393	-798,875
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-288,989	-386,897	-484,817	-553,180	-651,100	-749,020	-846,940
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-2,632,940	-2,758,923	-2,886,354	-3,012,338	-3,139,769	-3,265,752	-3,393,184
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,370,885	-1,449,690	-1,525,279	-1,604,085	-1,680,305	-1,760,447	-1,840,588
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		30%	392,534	358,761	286,793	362,762	431,054	380,248	446,283	-261,276	-358,427	-415,556	-345,606	-270,718	810,653	543,736	542,115	-474,125	-949,836	-966,50	-1,030,377	-1,975,051	-1,024,890
		25%	457,431	427,019	344,638	434,535	512,872	454,411	532,470	-211,425	-306,484	-359,591	-278,095	-214,418	941,245	661,988	658,772	-419,992	-840,101	-886,398	-942,716	-1,768,816	-901,962
		20%	522,399	495,278	402,484	506,636	593,893	527,850	618,462	-163,340	-254,344	-303,111	-211,032	-161,210	1,071,824	780,240	775,429	-362,277	-731,751	-806,291	-855,055	-1,562,581	-775,816
		15%	587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,194,713	898,492	892,087	-304,561	-623,636	-726,184	-767,394	-1,356,346	-652,888
		10%	652,193	631,795	518,176	650,510	756,731	675,452	786,518	-71,816	-151,339	-190,720	-80,197	-52,066	1,321,626	1,015,212	1,008,744	-246,846	-522,557	-646,077	-679,734	-1,151,559	-526,742
		2%	717,090	700,054	576,142	722,283	838,550	749,615	872,510	-27,532	-101,074	-135,977	-13,394	445	1,448,538	1,125,140	1,125,401	-194,165	-414,441	-565,970	-592,073	-945,324	-403,814
Residual	Value	%0	782,058	768,312	633,988	794,056	919,570	823,053	956,538	16,433	-50,612	-81,748	52,024	55,017	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-739,089	-280,968
Viability	Threshold		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000
Alternative	Use Value		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000
			Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial						
			Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown						

Site 14

Site 13

Large Brown 60

Medium Brown 25 Medium Brown 15

Site 16

Site 17

Site 15

Small Green 7 Small Green 4

Site 18

Small Brown 11 Small Brown 7 Small Brown 4 Brown Plot

Site 20

Site 21 Site 22

Green Plot

Site 19

Urban Flats 75 Urban Flats 20

Site 24 Site 25

Site 23

Medium Green 35 LD Medium Green 15

Site 10

Large Brown 500 Large Brown 150

Site 12

Site 11

Medium Green 35

Site 9

Large Green 75

Large Green 175 LD

Large Green 175

Site 6

Site 7 Site 8

Large Green 350



le 1	0.4 % t											-							_			
	30%	_	358,761	286,793	362,762	431,054	380,248	446,283	-261,276	-358,427	-415,556	-345,606	-270,718	810,653	543,736	542,115	-474,125	6	-966,504	-1,030,377	-1,975,051	-1,024,890
	25%	457,431	427,019	344,638	434,535	512,872	454,411	532,470	-211,425	-306,484	-359,591	-278,095	-214,418	941,245	661,988	658,772	-419,992	-840,101	-886,398	-942,716	-1,768,816	-901,962
	20%	522,399	495,278	402,484	506,636	593,893	527,850	618,462	-163,340	-254,344	-303,111	-211,032	-161,210	1,071,824	780,240	775,429	-362,277	-731,751	-806,291	-855,055	-1,562,581	-775,816
	15%	587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,194,713	898,492	892,087	-304,561	-623,636	-726,184	-767,394	-1,356,346	-652,888
	10%	652,193	631,795	518,176	650,510	756,731	675,452	786,518	-71,816	-151,339	-190,720	-80,197	-52,066	1,321,626	1,015,212	1,008,744	-246,846	-522,557	-646,077	-679,734	-1,151,559	-526,742
	2%	717,090	700,054	576,142	722,283	838,550	749,615	872,510	-27,532	-101,074	-135,977	-13,394	445	1,448,538	1,125,140	1,125,401	-194,165	-414,441	-565,970	-592,073	-945,324	-403,814
Residual	%0%	782,058	768,312	633,988	794,056	919,570	823,053	956,538	16,433	-50,612	-81,748	52,024	55,017	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-739,089	-280,968
Viability	DIGITION	374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000
Alternative	Ose value	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown
		Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
		9 2	9 6	3 7	80	6 0	9 10	11	e 12	e 13	9 14	e 15	e 16	3 17	9 18	9 19	≥ 20	e 21	3 22	e 23	e 24	e 25



10.26 The analysis indicates that whilst the brownfield sites are unlikely to be viable, even without affordable housing, the greenfield sites are likely to be able to bear a greater percentage that the current 15% requirement.

Affordable Housing Tenure

- 10.27 The analysis is based on a tenure mix of 75% affordable rented and 25% intermediate tenure. The current preference is for the affordable housing for rent to be provided as Affordable Rent rather than Social Rent.
- 10.28 In the following tables the results of appraisals assuming affordable housing, including those below the national thresholds, are set out for Affordable Rent, Social Rent, intermediate housing to buy and the Council's preferred mix.
- 10.29 Additionally, as set out in Chapter 2 above, the Government is continuing to consult in the introduction of Starter Homes. The following tables also shows the appraisal results where the first 10% of the housing on the site is provided as Starter Homes in lieu of the equivalent amount of Affordable Rent affordable housing.



Table 10.5a Residual Values compared to Viability Threshold Varied Affordable Tenure, s106 £1,000/unit – South Sunderland

				Alternative Use Value	Viability Threshold	Residual Value								
		Starter	ter Homes			0.00%	0.00%	0.00%	%00.0	%00.0	2.00%	10.00%	10.00%	10.00%
		Intermediate Housing	Housing			0.00%	0.00%	0.00%	15.00%	3.75%	%00.0	%00.0	2.00%	10.00%
		Affordat	dable Rent			0.00%	0.00%	15.00%	0.00%	7.50%	%00.0	%00:0	0.00%	0.00%
		Soc	Social Rent			0.00%	15.00%	0.00%	0.00%	%00.0	%00'0	0.00%	0.00%	0.00%
Site 1	SSGA Chapel Garth	Green Agri	Agricultural	20,000	374,000	874,647	684,848	691,731	747,236	705,607	842,330	810,012	749,040	688,068
Site 2	SSGA North of Burdon Lane Green		Agricultural	20,000	374,000	487,725	367,638	373,215	409,125	382,192	469,054	450,383	412,213	374,043
Site 3	SSGA Cherry Knowle	Green Agric	Agricultural	20,000	374,000	1,270,472	993,529	1,003,635	1,081,481	1,023,097	1,222,101	1,173,730	1,084,784	995,839
Site 4	SSGA South Ryhope	Green Agric	Agricultural	20,000	374,000	809,721	603,112	613,272	674,289	628,527	778,051	746,236	680,705	615,174
Site 5	Large Green 350	Green Agric	Agricultural	20,000	374,000	922,796	675,739	689,926	762,829	708,151	887,321	851,846	773,994	696,142
Site 6	Large Green 175	Green Agric	Agricultural	20,000	374,000	919,719	658,165	673,231	750,653	692,587	882,197	844,674	762,511	680,348
Site 7	Large Green 175 LD	Green Agrid	cultural	20,000	374,000	761,912	239,967	552,881	619,243	569,471	730,498	699,084	629,406	559,729
Site 8	Large Green 75	Green Agrid	Agricultural	20,000	374,000	952,482	626,759	692,861	775,604	713,547	913,650	874,817	788,277	701,736
Site 9	Medium Green 35	Green Agric	Agricultural	20,000	374,000	1,016,326	718,212	735,430	817,696	755,997	971,161	925,995	832,363	738,731
Site 10	Medium Green 35 LD	Green Agric	Agricultural	20,000	374,000	911,125	640,805	656,432	731,093	675,097	870,214	829,303	744,405	659,507
Site 11	Medium Green 15	Green Agric	Agricultural	20,000	374,000	1,056,993	746,460	764,557	851,017	786,172	1,010,452	963,912	866,433	768,954
Site 12	Large Brown 500	Brown Indu	ndustrial	400,000	480,000	17,862	-141,293	-124,943	-94,060	-117,223	-3,433	-25,065	-72,285	-120,863
Site 13	Large Brown 150	Brown Indu	ndustrial	400,000	480,000	-48,642	-230,056	-211,271	-176,031	-202,401	-72,885	-97,128	-151,047	-205,735
Site 14	Large Brown 60	Brown Indu	ndustrial	400,000	480,000	-79,690	-277,225	-256,794	-218,201	-247,146	-105,751	-131,811	-190,203	-250,413
Site 15	Medium Brown 25	Brown Indu	Industrial	400,000	480,000	54,797	-179,802	-156,580	-112,717	-145,614	22,181	-10,435	-80,894	-151,353
Site 16	Medium Brown 15	Brown Indu	Industrial	400,000	480,000	57,078	-134,285	-115,506	-80,034	-106,638	30,153	3,228	-54,299	-111,827
Site 17	Small Green 7	Green Pad	Paddock	20,000	410,000	1,571,427	1,121,048	1,147,369	1,320,648	1,190,689	1,523,659	1,475,892	1,334,539	1,193,187
Site 18	Small Green 4	Green Pad	Paddock	20,000	410,000	1,241,107	827,446	851,971	1,011,957	892,334	1,197,460	1,153,812	1,024,651	894,662
- Site 19	Green Plot	Green Pad	Paddock	20,000	410,000	1,242,058	828,074	852,267	1,011,544	892,087	1,198,151	1,154,243	1,024,313	894,383
Site 20	Small Brown 11	Brown Indu	ndustrial	400,000	480,000	-138,237	-338,680	-316,584	-282,825	-308,144	-165,120	-192,003	-251,113	-311,641
Site 21	Small Brown 7	Brown Indu	ndustrial	400,000	480,000	-306,786	-687,044	-646,253	-583,933	-630,673	-359,203	-412,081	-525,390	-638,699
Site 22	Small Brown 4	Brown Indu	ndustrial	400,000	480,000	485,864	-767,951	-737,728	-691,553	-726,184	-525,042	-564,221	-648,176	-732,131
Site 23	Brown Plot	Brown Indu	ndustrial	400,000	480,000	-533,968	-842,657	-809,583	-759,054	-796,951	-576,842	-619,715	-711,587	-803,459
Site 24	Urban Flats 75	Brown Indu	ndustrial	400,000	480,000	-2,901,247	-3,322,166	-3,259,046	-3,230,993	-3,252,033	-2,955,056	-3,008,866	-3,128,132	-3,247,399
Site 25	Urban Flats 20	Brown Indu	ndustrial	400,000	480,000	-1,522,003	-1,781,266	-1,743,664	-1,726,953	-1,739,486	-1,557,001	-1,591,998	-1,665,677	-1,740,347



Table 10.5b Residual Values compared to Viability Threshold Varied Affordable Tenure, s106 £1,000/unit - North Sunderland 10.00% 900,81 197. 1,197,460 527.68 1,198,151 675,097 646,306 628,202 892.08 0.00% 15.00% 0.00% 641,530 0.00% 0.00% 0.00% Viability Threshold 410.000

Agricultural Agricultural

Green

Agricultural

Large Green 175 L Large Green 175

Large Green 75

Large Green 350

Agricultural

Green Brown Brown Brown Brown Green Green Brown Brown

Green

Medium Green 35 LD Medium Green 35

Site 10

Medium Green 15

Large Brown 500 Large Brown 150

Industrial

Industrial Industrial Industrial Industrial

Brown

Medium Brown 25 Medium Brown 15

Large Brown 60

Site 14 13 15 Industrial

Small Brown 11

Site 20

Green Plot

Site 19

Site 18

Small Brown 7 Small Brown 4 Urban Flats **Brown Plot** 

Urban Flats 20

Industrial

Paddock

Paddock Paddock

Green

Small Green 7 Small Green 4

Site 16

Agricultural

Alternative Use Value

Intermediate Housing Affordable Rent Starter Homes

Social Rent Agricultural Agricultural



Table 10.5c Residual Values compared to Viability Threshold Varied Affordable Tenure, s106 £1,000/unit – Central Sunderland

Ī		10.00%	10.00%	0.00%	%00.0	12,715	-50,393	-81,304	45,541	57,510	,291	,800	,117	,310	,550	,026
		10.	10.	0.	ō.	12	-20	-81	45	25	-110,29	-372,800	-535,11	-558,31	-3,008,550	-1,605,026
		10.00%	2.00%	%00.0	%00.0	63,031	11,614	-13,655	126,146	125,055	-39,988	,661	439,968	-483,745	,881	
		10.	5.	Ö	Ö	63	11	-13	126	125	-39	-246,667	439	-483	-2,876,881	-1,523,734
		10.00%	%00.0	%00.0	%00.0	113,145	72,324	53,479	206,751	190,539	30,315	-122,012	-344,820	-379,624	3,661	2,441
		10	0	0	0	113	7.7	53	206	190	3(	-122	-347	-379	-2,746,661	-1,442,441
		2.00%	0.00%	0.00%	0.00%	35,705	98,557	82,844	243,384	221,916	62,488	-67,752	-303,402	-334,301	-2,689,800	-1,408,271
		2	0	0	0	13	6	80	24	22	9	9-	-30	-33	-2,68	-1,40
		%(	%!	%(	%(	62	22	85	45	62	83	74	30	80	38	85
		0.00%	3.75%	7.50%	0.00%	17,162	-45,855	-76,585	53,245	64,979	-104,183	-366,474	-530,430	-553,180	-3,012,338	-1,604,085
		%	%	%	%	99	37	31	34	22		72	27			
		0.00%	15.00%	0.00%	0.00%	45,286	-10,587	-38,267	97,334	101,755	-67,989	-298, 354	479,427	-526,925	-2,975,651	-1,581,703
		%	%	%	%	8	12	21	98	0	82					
		%00.0	0.00%	15.00%	0.00%	7,318	-57,742	-89,531	38,086	52,720	-116,248	-389,419	-547,430	-571,784	-3,025,049	-1,611,545
		9,	,0	9	,0	6	9		4	_			L.			
		0.00%	0.00%	0.00%	15.00%	-8,229	-75,756	-109, 363	14,864	33,941	-137,696	430,210	-577,654	-604,858	-3,088,169	-1,648,591
L	ď				Ì	10			0.				Ĺ			
Residual	Value	0.00%	0.00%	0.00%	0.00%	158,215	124,791	111,728	278,572	253, 293	91,079	-13,493	-261,984	-288,989	-2,632,940	-1,370,885
Viability	Threshold					480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
						4	4	4	4	4	4	4	4	4	4	4
Alternative	Use Value					400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Alter	Use					40	40	40	40	40	40	40	40	40	40	40
		omes	te Housing	Rent	Rent	ial	ial	ial	ial	ial	ial	ial	ial	ial	ial	ial
		Starter Homes	ate Ho	Affordable Rent	Social Rent	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
		St	Intermedia	Affc		Ī	Ī	Ī	Ī	Ī	Ī	Ī	Ī			Ī
			Inte			Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
T							<u> </u>			Ï	Ϊ	<u>"</u>	<u>"</u>	<u>"</u>		
									5	5						
						n 500	n 150	n 60	own 2	own 1:	vn 11	7 m	4 m		s 75	s 20
						Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Brown 11	Small Brown 7	Small Brown 4	<b>Brown Plot</b>	Urban Flats 75	Urban Flats 20
																_
						Site 12	Site 13	Site 14	Site 15	Site 16	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
<u> </u>			<u> </u>		<u> </u>	S	S	S	S	တ	lω	S	S	S	S	S



Table															-								-					ld	
Va	riec	1.0			da	ab	le	~	~	าน	re	, 5	s1	06	3 £	1,	00	00	/u	ni <sup>.</sup>	t -	W	/a	sh			ton		
		10.00%	10.00%	0.00%	0.00%	576,611	552,745	451,863	568,148	660,375	588,187	686,371	-120,812	-205,538	-249,896	-151,353	-111,827	1,197,211	900,818	894,383	-308,059	-631,662	-732,131	-773,902	-1,358,188	-655,548			
		10.00%	2.00%	0.00%	0.00%	646,659	626,549	514,341	645,847	747,732	667,377	779,023	-72,751	-151,638	-190,203	-80,894	-54,299	1,338,563	1,030,689	1,024,313	-247,530	-525,390	-648,176	-682,030	-1,134,679	-519,112			
		10.00%	0.00%	0.00%	0.00%	716,778	700,353	576,939	723,546	835,090	746,567	869,712	-26,047	-98,310	-132,840	-11,822	1,168	1,479,916	1,153,812	1,154,243	-192,003	-412,081	-564,221	-590,159		-385,905			
		2.00%	%00.0	%00.0	0.00%	749,418	734,262	605,464	758,965	877,330	784,810	912,143	4,674	-74,461	-107,294	19,407	28,092	1,523,659	1,197,460	1,198,151	-165,120	-359, 203	-525,042	-576,842	-824,406	-333,437			
		%00.0	3.75%	7.50%	%00.0	587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,194,713	898,492	892,087	-304,561	-623,636	-726,184	-767,394	-1,356,346	-652,888			
									631,416 57			762,435 <b>70</b>		-176,228 <b>-2</b> 0	1	-112,717 -14		1		1,011,544 89	3	2	~	-729,497 <b>-76</b>	١.	-560,274 <b>-65</b>			
			`	15.00% 0								6	0.1	Ļ			_	1	`	`	1	9	8	7					
										31 656,699				52 -211,074		)2     -156,580	35 -115,506	1		74 852,267		7	1	780,02	55 -1,408,168	94 -683,759			
												664,412		-229,662		-179,802	-134,285	1,125,072		828,074	-335,09	9-680,00	-767,95	-813,10	-1,470,355	-720,80			
	Residual	0.00%	0.00%	0.00%	0.00%	782,058	768,312	633,988	794,056	919,570	823,053	956,538	16,433	-50,612	-81,748	52,024	55,017	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-739,089	-280,968			
	Viability Threshold					374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000			
	Alternative Use Value					20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000			
		Starter Homes	Intermediate Housing	Affordable Rent	Social Rent	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial			
		Sta	Intermedia	Affo			Green A	Green <i>A</i>	dreen A	Green A						Brown	Brown II		Green	Green					Brown	Brown			
						<u>ග</u>			9	<sub>O</sub>		9	В	В	В	В	В	9	9	9	В	В	В	В	В	В			
						Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20			
						Site 5	Site 6	Site 7	Site 8 L	Site 9 N		_	-	Site 13 L	Site 14 L	Site 15 N	Site 16 N	Site 17 S	Site 18 S					Site 23 B		Site 25 U			



Table 10.5e Residual Values compared to Viability Threshold Varied Affordable Tenure, s106 £1,000/unit - Coalfield 900,81 197. 784,810 1,198,151 578,409 602,013 563,537 0.00% 15.00% 15.00% 0.00% 0.00% 0.00% 0.00% Viability Threshold 410.000 Alternative Use Value Agricultural Agricultural Intermediate Housing Affordable Rent Starter Homes Social Rent Agricultural Agricultural Agricultural Agricultural Agricultural Industrial Industrial Paddock Industrial Industrial Industrial Industrial Paddock Paddock Industrial Brown Green Green Green Brown Brown Brown Green Green Brown Brown Green Brown Medium Green 35 LD Large Green 175 LD Medium Green 35 Medium Green 15 Medium Brown 25 Medium Brown 15 Large Green 175 Large Brown 500 Large Brown 150 Large Green 350 Large Green 75 Large Brown 60 Small Brown 11 Urban Flats 20 Small Green 7 Small Green 4 Small Brown 7 Small Brown 4 Urban Flats **Brown Plot** Green Plot Site 18 Site 20 Site 16 Site 10 Site 14 13 15 Site 19



- 10.30 The results for the higher value Affordable Rent are better than for the lower value Social Rent. The introduction of intermediate housing to buy results in an increase in the Residual Values and therefore viability. Whilst it is recommended that the Council continues to specify the preferred mix, it should also recognise that some flexibility around the mix may be necessary on sites where viability is marginal or less good as a way of facilitating development.
- 10.31 As would be expected, due to the higher values of Starter Homes relative to the value of affordable homes as affordable to rent or intermediate housing, the Residual Values are somewhat higher than for the current policy requirements. It would be premature to develop a detailed policy prior to the Governmental announcements expected in the Autumn 2017, however the Council can be reassured that should a national requirement be introduced, then it would have a positive impact on viability.
- 10.32 The Council's draft affordable housing policy is based on the national threshold, applying to sites of 11 units and larger). The smaller greenfield sites that are below this threshold are able to bear the 15% affordable housing target.

# **Impact of Developer Contributions**

10.33 The above analysis considers the impact of different levels of affordable housing (and Starter Homes) on viability. In addition to affordable housing, development is required to meet its strategic infrastructure and mitigation costs. The following tables show the results of the appraisals, without affordable housing but with developer contributions of up to £30,000 per unit.

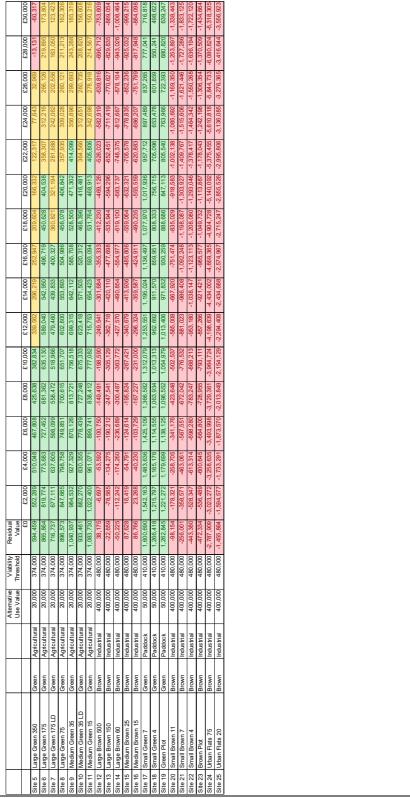


# Table 10.6a Residual Values compared to Viability Threshold <u>Impact of Developer Contributions</u>, 0% Affordable – South Sunderland

Use	Alternative Viability Use Value Threshold	Resid															
				£4,000	£6,000	68,000	£10,000	£12,000	£14,000	£16,000	£18,000	£20,000	£22,000		£26,000	£28,000	£30,000
Agricultural			18 865,277	846,535	827,793	809,052	790,310	771,569	752,827	734,086	715,344	696,602	677,861	659,119	640,112	621,022	601,933
Agricultural		374,000 495,949	19 479,502	463,055	446,608	430,160	413,713	397,266	380,819	364,372	347,925	331,142	314,352	297,563	280,773	263,984	247,195
		374,000 1,285,397	1,255,546	1,225,695	1,195,844	1,165,993	1,136,142	1,106,291	1,076,440	1,046,589	1,016,263	985,875	955,486	925,098	894,710	864,322	833,933
Agricultural	20,000 374	374,000 824,601	794,712	764,404	734,096	703,788	673,480	643,172	612,864	582,556	552,248	521,940	491,632	461,191	430,176	399, 161	368, 146
		374,000 943,676	901,916	859,592	816,999	774,407	731,814	689,222	646,629	604,037	561,444	518,851	476,259	433,118	389,423	345,728	302,034
		374,000 942,976	6 896,463	849,950	803,437	756,924	710,411	663,899	617,386	570,873	524,360	477,847	431,334	384,821	338,308	291,796	245,283
	l	374,000 781,846	16 741,978	702,110	662,242	622,373	582,505	542,637	502,769	462,901	423,032	383,164	343,296	303,428	263,560	223,692	183,823
			927,864	878,628	829,393	780,157	730,921	681,685	632,449	583,213	533,977	484,741	435,505	386,269	337,033	287,797	238,561
		374,000 1,044,92	27 987,724	930,522	873,319	816,116	758,913	701,710	644,507	587,304	530,101	472,898	415,695	358,492	301,289	244,086	186,141
		374,000 937,083	33 885, 167	833,252	781,337	729,422	905'229	625,591	573,676	521,760	469,845	417,930	366,015	314,099	262, 184	210,269	157,353
	20,000 374	374,000 1,087,658	1,026,329	964,999	699'606	842,340	781,010	719,681	658,351	597,022	535,692	472,955	409,848	346,740	283,039	218,689	154,338
Ĺ		480,000 39,75	53 -5,456	-52,765	-100,336	-149,543	-199,055	-250,472	-303,080	-357, 195	-414,092	-470,988	-527,885	-584,781	-641,678	-698,574	-755,471
		ľ	-	-133,093	-189,424	-247,147	-305,129	-363,112	-421,095	-479,078	-537,717	-596,463	-655,209	-714,571	-774,174	-833,776	-893,389
$\frac{1}{1}$			ľ	-172.717	-235.660	-299.458	-363.257	-427.056	-490.854	-554.977	-619.615	-684.252	-748.889	-813.696	-879.133	0	-1.010.007
				-52.018	-123 227	-194 437	-266 035	-330 202	-412 549	-485 806	-559 064	-632 321	-705 578	-778 835	-852 236	0	-1 000 601
			ļ	-38.170	-101,668	-165.166	-228.939	-294, 263	-359.587	-424.911	-490.235	-555,559	-620.883	-686.207	-751.799	+	-884.098
		1.6	1	1.483.636			1 308 054	1 249 527	1 191 000	1.132.473	1.073.946	1.013.795	953.571	893.348	833.124	772 901	712.677
Paddock	50 000 410	1	┸	1 165 176	1	1	1 013 313	269 296	911 570	859 951	808 333	756 715	705 096	653 478	601 859	550 241	498 622
1			┸	1 179 699	┸	1	1 054 979	1 013 406	071 832	930.259	888 686	847 113	805 540	763 966	722 303	680.820	639 247
				202 206			E08 110	E00 E01	674 603	766.067	030 611	022 166	1 005 720	1 000 275	4 472 033	-	4 342 025
			4	-258,705	-341,170	-423,048	err, oue-	-586,59T	-071,503	/cn'cc/-	-838,011	-922,100	-1,005,720	-1,089,275	-1,172,933	,	-1,342,025
		480,000 -256,00	1	-463,061	-567,551	-672,042	-776,532	-881,023	-986,408	-1,092,248	-1, 198,087	-1,303,927	-1,409,767	-1,515,606	-1,621,446	-1,727,286	-1,833,125
		480,000 -443,38	30 -528,347	-613,314	-698,280	-783,247	-868,213	-953, 180	-1,038,147	-1,123,113	-1,208,080	-1,293,046	-1,378,417	-1,464,342	-1,550,268	-1,636,194	-1,722,120
Industrial 40		480,000 -501,89	11 -566,046	-630,201	-694,357	-758,512	-822,667	-886,823	-950,978	-1,015,133	-1,079,289	-1,143,444	-1,207,599	-1,271,755	-1,335,910	-1,400,065	-1,464,221
Industrial 40	400,000 480	480,000 -2,783,565	35 -3,018,928	-3,254,291	-3,489,654 -3	-3,725,017	-3,960,380	4,195,743	4,431,107	-4,666,470	-4,901,833	-5,137,196	-5,372,559	-5,607,922	-5,843,285	-6,079,376	-6,316,858
		_		-	+	+	-	+	-2.431.471	-2.571.750	-	-2.852.309	-2.992.589	-3.132.868	4	+-	-3.553.707
Indiantrial Af								_	14,104,2	-2,011,100	_	-2,002,000	-2,002,000	-0,102,000			0,000,0



### Table 10.6b Residual Values compared to Viability Threshold <u>Impact of Developer Contributions</u>, 0% Affordable – North Sunderland





# Table 10.6c Residual Values compared to Viability Threshold Impact of Developer Contributions, 0% Affordable - Central Sunderland



#### Table 10.6d Residual Values compared to Viability Threshold Impact of Developer Contributions, 0% Affordable – Washington

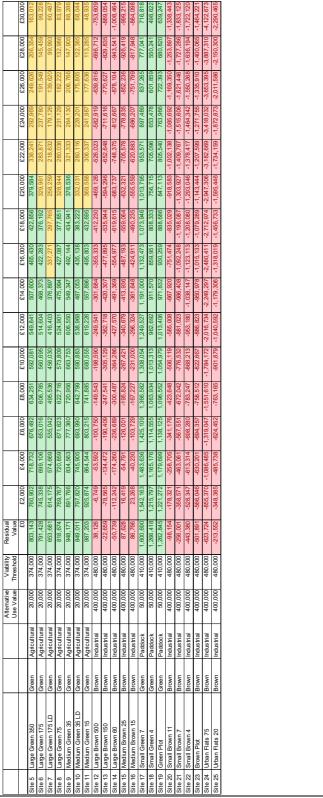




Table 10.6e Residual Values compared to Viability Threshold Impact of Developer Contributions, 0% Affordable - Coalfield



- 10.34 The analysis shows that the Residual Value decreases with the increased levels of developer contributions. The Council should have confidence that the development on greenfield sites has considerable capacity to bear developer contributions where the affordable housing requirement is zero.
- 10.35 The following tables repeat the analysis in the above tables, but based on the 15% affordable housing requirement.



Table 10.7a Residual Values compared to Viability Threshold
Impact of Developer Contributions, 15% Affordable – South Sunderland

				Alternative	Viability	Residual						
				Use Value	Threshold	Value						
						03	£2,500	£2,000	£2,500	£10,000	£15,000	£20,000
Site 1	SSGA Chapel Garth	Green	Agricultural	20,000	374,000	714,978	691,551	668,124	644,697	621,270	574,307	526,583
Site 2	SSGA North of Burdon Lane Green	3 Green	Agricultural	20,000	374,000	390,416	369,857	349,298	328,740	308, 130	266,156	224,182
Site 3	SSGA Cherry Knowle	Green	Agricultural	20,000	374,000	1,038,022	1,000,708	963,395	926,081	888, 141	812,171	736,200
Site 4	SSGA South Ryhope	Green	Agricultural	20,000	374,000	643,680	605,796	567,911	530,026	492, 141	416,340	338,803
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	729,448	676,207	622,966	569,726	516,485	410,002	300,765
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	715,843	657,702	599,561	541,420	483,279	366,996	250,714
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	589,405	539,570	489,735	439,900	390,065	290,394	190,724
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	738,165	676,620	615,075	553,530	491,985	368,895	245,805
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	784,598	713,094	641,591	570,087	498,583	355,576	212,568
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	701,055	636,161	571,267	506,373	441,479	311,690	181,585
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	816,837	740,175	663,513	586,851	509,819	352,051	191,929
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-92,619	-154,128	-217,381	-282,954	-351,773	-494,014	-636,255
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-173,677	-245,888	-318,366	-390,844	-463,537	-610,415	-759,329
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-215,246	-294,995	-374,743	-454,492	-534,866	-696,460	-859,593
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-110,010	-199,022	-289,586	-381,158	-472,729	-655,872	-839,856
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-74,889	-154,261	-234,528	-316,183	-397,838	-561,148	-725,172
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,600,690	1,527,531	1,454,372	1,381,213	1,308,054	1,161,736	1,013,795
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,266,418	1,203,141	1,139,865	1,076,589	1,013,313	885,761	756,715
Site 19	Green Plot	Green	Paddock	20,000	410,000	1,262,845	1,210,879	1,158,912	1,106,945	1,054,979	951,046	847,113
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-98,154	-198,363	-299,941	-403,030	-506,119	-713,280	-922,166
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-256,001	-384,693	-515,306	-645,919	-776,532	-1,039,328	-1,303,927
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-443,380	-549,589	-655,797	-762,005	-868,213	-1,080,630	-1,293,046
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-501,891	-582,085	-662,279	-742,473	-822,667	-983,056	-1,143,444
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,134,352	-3,428,555	-3,722,759	-4,016,963	-4,311,167	-4,899,575	-5,487,982
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,669,347	-1,844,696	-2,020,045	-2,195,395	-2,370,744	-2,721,443	-3,072,141



# Table 10.7b Residual Values compared to Viability Threshold Impact of Developer Contributions, 15% Affordable – North Sunderland

				Alternative Use Value	Viability Threshold	Residual Value						
So				03	03	03	£2,500	£2,000	£7,500	£10,000	£15,000	£20,000
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	427,414	374,174	319,730	265,112	210,493	100,415	-13,710
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	651,459	593,318	535,177	477,036	418,894	302,612	186,330
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	534,956	485,120	435,285	385,450	335,615	235,944	136,274
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	670,924	609,379	547,835	486,290	424,745	301,655	178,565
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	784,598	713,094	641,591	570,087	498,583	355,576	212,568
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	701,055	636,161	571,267	506,373	441,479	311,690	181,585
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	816,837	740,175	663,513	586,851	509,819	352,051	191,929
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-92,619	-154,128	-217,381	-282,954	-351,773	-494,014	-636,255
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-173,480	-245,691	-318,169	-390,647	-463,340	-610,218	-759,132
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-214,732	-294,480	-374,229	-453,977	-534,352	-695,945	-859,079
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-110,010	-199,022	-289,586	-381,158	-472,729	-655,872	-839,856
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-74,889	-154,261	-234,528	-316,183	-397,838	-561,148	-725,172
Site 17	Small Green 7	Green	Paddock	20,000	410,000	1,600,690	1,527,531	1,454,372	1,381,213	1,308,054	1,161,736	1,013,795
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,266,418	1,203,141	1,139,865	1,076,589	1,013,313	885,761	756,715
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,262,845	1,210,879	1,158,912	1,106,945	1,054,979	951,046	847,113
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-98,154	-198,363	-299,941	-403,030	-506,119	-713,280	-922,166
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-256,001	-384,693	-515,306	-645,919	-776,532	-1,039,328	-1,303,927
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-443,380	-549,589	-655,797	-762,005	-868,213	-1,080,630	-1,293,046
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-472,334	-552,528	-632,722	-712,917	-793,111	-953,499	-1,113,887
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,132,904	-3,427,108	-3,721,311	4,015,515	-4,309,719	-4,898,127	-5,486,534
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,669,347	-1,844,696	-2,020,045	-2,195,395	-2,370,744	-2,721,443	-3,072,141
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# Table 10.7c Residual Values compared to Viability Threshold Impact of Developer Contributions, 15% Affordable – Central Sunderland

	£20,000	-473,238	-593,919	-681,414	-634,104	-547,592	-682,211	-997,237	-1,069,167	-898,453	-5,248,287	-2,936,035							
	£15,000	-331,626	-447,369	-519,820	-450,961	-384,282	-475,942	-735,600	-856,751	-738,065	-4,659,879	-2,585,337							
	£10,000	-200,150	-302,412	-360,226	-267,818	-220,972	-269,764	-474,374	-644,334	-577,676	4,071,472	-2,234,638							
	£7,500	-138,067	-229,933	-280,478	-178,187	-141,390	-169,466	-343,761	-538,126	-497,482	-3,777,268	-2,059,289	-						
	£5,000	-77,154	-158,456	-200,730	-89,175	-62,018	-69,256	-216,632	-431,918	-417,288	-3,483,064	-1,883,939							
	£2,500	-18,017	-88,080	-123,098	-163	17,355	30,953	-89,670	-325,709	-337,094	-3,188,860	-1,708,590							
Residual	03	38,989	-17,705	-45,576	88,850	96,728	131,162	37,292	-220,523	-257,809	-2,894,656	-1,534,728							
Viability		480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000							
Alternative Use Value		400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000							
		Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial							
		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown							
		Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20							
		Site 12	Site 13	Site 14	Site 15	Site 16	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25		 					



## Table 10.7d Residual Values compared to Viability Threshold Impact of Developer Contributions, 15% Affordable – Washington

	£20,000	177,225	121,664	81,582	110,668	129,958	106,198	104,125	-636,255	-759,329	-859,593	-839,856	-725,172	1,013,795	756,715	847,113	-922,166	-1,303,927	-1,293,046	-1,143,444	-3,577,659	-1,970,666		
	£15,000	286,461	237,946	181,253	233,757	275,290	238,606	265,002	-494,014	-610,415	-696,460	-655,872	-561,148	1,161,736	885,761	951,046	-713,280	-1,039,328	-1,080,630	-983,056	-2,989,252	-1,623,882		
	£10,000	395,629	354,229	280,923	356,847	418,298	368,394	423,712	-351,773	-463,537	-534,866	-472,729	-397,838	1,308,054	1,013,313	1,054,979	-506,119	-776,532	-868,213	-822,667	-2,402,877	-1,277,098		
	£7,500	448,870	412,370	330,758	418,392	489,801	433,288	502,596	-282,954	-390,844	454,492	-381,158	-316,183	1,381,213	1,076,589	1,106,945	-403,030	-645,919	-762,005	-742,473	-2,112,174	-1,103,706		
	£2,000	502,111	470,511	380,594	479,937	561,305	498,182	579,831	-217,381	-318,366	-374,743	-289,586	-234,528	1,454,372	1,139,865	1,158,912	-299,941	-515,306	-655,797	-662,279	-1,821,471	-930,315		
	£2,500	555,351	528,652	430,429	541,482	632,809	563,076	656,493	-154, 128	-245,888	-294,995	-199,022	-154,261	1,527,531	1,203,141	1,210,879	-198,363	-384,693	-549,589	-582,085	-1,530,768	-756,923		
Residual Value	£0	608,592	586,793	480,264	603,027	704,312	627,971	733,155	-92,619	-173,677	-215,246	-110,010	-74,889	1,600,690	1,266,418	1,262,845	-98,154	-256,001	-443,380	-501,891	-1,240,065	-583,531		
Viability Threshold		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000		
Alternative Use Value		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000		
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial		
		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown		
		Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20		
		Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18		Site 20	Site 21	Site 22	Site 23	Site 24	Site 25		



Table 10.7e Residual Values compared to Viability Threshold Impact of Developer Contributions, 15% Affordable - Coalfield

E20,000 177,225 121,664 81,582 110,668 129,958 106,198	177,225 121,664 81,582 110,668 129,958 106,198	121,664 81,582 110,668 129,958 106,198	81,582 110,668 129,958 106,198	110,668 129,958 106,198	129,958 106,198	106,198	104 125		-636,255	-759,329	-859,593	-839,856	-725,172	1,013,795	756,715	847,113	-922,166	-1,303,927	-1,293,046	-1,143,444	-3,577,659	-1,970,666				
286,461 237,946 181,253 233,757 275,290	286,461 237,946 181,253 233,757 275,290	237,946 181,253 233,757 275,290	181,253 233,757 275,290	233,757	275,290	0000	238,606	265,002	-494,014	-610,415	-696,460	-655,872	-561,148	1,161,736	885,761	951,046	-713,280	-1,039,328	-1,080,630	-983,056	-2,989,252	-1,623,882				
£10,000		395,629	354,229	280,923	356,847	418,298	368,394	423,712	-351,773	-463,537	-534,866	-472,729	-397,838	1,308,054	1,013,313	1,054,979	-506,119	-776,532	-868,213	-822,667	-2,402,877	-1,277,098				
07 500	77,300	448,870	412,370	330,758	418,392	489,801	433,288	502,596	-282,954	-390,844	-454,492	-381,158	-316,183	1,381,213	1,076,589	1,106,945	-403,030	-645,919	-762,005	-742,473	-2,112,174	-1,103,706				
	£2,000	502,111	470,511	380,594	479,937	561,305	498,182	579,831	-217,381	-318,366	-374,743	-289,586	-234,528	1,454,372	1,139,865	1,158,912	-299,941	-515,306	-655,797	-662,279	-1,821,471	-930,315				
	£2,500	555,351	528,652	430,429	541,482	632,809	563,076	656,493	-154,128	-245,888	-294,995	-199,022	-154,261	1,527,531	1,203,141	1,210,879	-198,363	-384,693	-549,589	-582,085	-1,530,768	-756,923				
Value	03	608,592	586,793	480,264	603,027	704,312	627,971	733,155	-92,619	-173,677	-215,246	-110,010	-74,889	1,600,690	1,266,418	1,262,845	-98,154	-256,001	-443,380	-501,891	-1,240,065	-583,531				
Threshold		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000				
Use Value		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000				
		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial				
		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown				
		Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20				
		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				



10.36 As would be expected the Residual Values are notably lower when based on the full policy requirement including 15% affordable housing than when not. This demonstrates that there is capacity for development on greenfield sites to bear some developer contributions.

#### **Local Infrastructure Tariff (LIT)**

10.37 As set out in Chapter 2, one of the recommendations of the CIL Review<sup>61</sup> was a new Local Infrastructure Tariff (LIT) that would apply to all development and be set at between 1.75% and 2.5% of the GDV. Whilst the details of such a tariff are not known, such a tariff has been tested.

<sup>&</sup>lt;sup>61</sup> From section 5.1.1



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Table 10.8a Residual Values compared to Viability Threshold Impact of LIT, 15% Affordable - South Sunderland 733,09 730,0 658,302 561,491 483,262 745,320 631,26 748,51 606,21 645.20 586,867 659, 140 779,354 687, 646,437 624.629 673,08 794,71 ,087 521,859 687,020 591,534 531,509 667,190 647,433 624,929 730,363 700,960 821,48 825,61 120, 729,448 589,405 784,598 701,05 374,000 374,000 374,000 480,000 480,000 Threshold 374,000 374,000 374,000 374,000 480,000 480,000 410,000 480.000 Alternative Use Value 400,000 20,000 50,000 400,000 400,000 400,000 Agricultural Agricultural Agricultural Agricultural Agricultural Agricultural Agricultural Agricultural Industrial Industrial Paddock Industrial Industrial Industrial Industrial Industrial Industrial Paddock Paddock Industrial Brown Green Green Green Green Brown Brown Brown Brown Green Green Brown Brown Green Green Green Green Green Brown SSGA North of Burdon Lane SSGA Cherry Knowle SSGA South Ryhope Medium Green 35 LD Large Green 175 LD SSGA Chapel Garth Medium Green 15 Medium Brown 25 Medium Green 35 Medium Brown 15 Large Green 175 Large Brown 500 Large Brown 150 \_arge Green 350 Large Green 75 Large Brown 60 Small Brown 11 Urban Flats 75 Urban Flats 20 Small Green 4 Small Brown 4 Small Brown 7 Small Green 7 Green Plot **Brown Plot** Site 13 Site 25 Site 10 Site 11 Site 12 Site 14 Site 15 Site 16 Site 18 Site 19 Site 21 Site 22 Site 23 Site 8 Site 5 17 20 Site 6 Site 7 Site 9 Site 4 Site



e 10 Im	0.8 1pa												_								-		
		3.00%	315,681	518,399	422,353	530,703	618,119	549,528	643,890	-209,595	-309,783	-363,431	-280,956	-223,254	1,024,135	739,249	730,088	-435,248	-795,015	-849,616	-917,106	-3,503,227	-1,883,836
		2.75%	325,122	529,558	431,797	542,443	632,059	562,216	658,302	-199,515	-298,533	-350,997	-266,298	-210,584	1,041,157	754,670	745,320	420,921	-776,380	-835,789	-901,957	-3,472,367	-1,865,962
		2.50%	334,492	540,576	441,120	553,854	642,999	574,903	672,714	-189,486	-287,087	-339,077	-251,640	-198,044	1,058,179	770,091	760,552	406,594	-757,744	-821,963	-886,808	-3,441,507	-1,848,088
		2.25%	343,932	551,594	450,564	565,594	659,938	587,591	687,126	-179,458	-275,837	-326,642	-236,981	-185,729	1,075,095	785,512	775,784	-392,267	-739,109	-808,137	-871,659	-3,410,646	-1,830,214
		2.00%	353,373	562,752	459,887	577,334	673,878	600,279	701,539	-169,726	-264,391	-314,208	-222,612	-173,413	1,091,637	800,933	791,017	-377,940	-720,473	-794,311	-856,510	-3,379,786	-1,812,340
		1.75%	362,813	573,770	469,210	589,074	687,818	612,966	715,951	-160,081	-252,944	-301,773	-208,363	-161,097	1,108,180	816,354	806,249	-363,613	-701,838	-780,484	-841,361	-3,348,926	-1,794,465
		1.50%	372,141	584,788	478,654	600,814	701,758	625,654	730,363	-150,488	-241,695	-289,339	-194,115	-148,782	1,124,722	831,775	821,481	-349,287	-683,203	-766,658	-826,211	-3,318,065	-1,776,591
Residual	Value	0.00%	427,273	651,318	534,835	965'029	784,598	701,055	816,837	-92,826	-173,677	-214,732	-110,010	-74,889	1,223,977	924,301	912,873	-263,326	-571,390	-683,701	-735,317	-3,132,904	-1,669,347
Viability	Threshold		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000
Alternative	Use Value		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
			Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
			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



# Table 10.8c Residual Values compared to Viability Threshold Impact of LIT, 15% Affordable – Central Sunderland | Viscolity |

	3.00	-75,7	-157,3;	-198,3	-91,1	-58,8	-240,3	-549,7	-662,6	-712,5	-3,275,8	-1,753,9
	2.75%	-66,059	-145,623	-185,544	-76,149	45,910	-225,624	-530,129	-648,131	-696,613	-3,244,051	-1,735,597
	2.50%	-56,348	-134,119	-172,820	-61,149	-32,943	-210,940	-510,502	-633,568	-680,658	-3,212,288	-1,717,201
	2.25%	-46,586	-122,419	-160,096	-46,149	-19,976	-196,256	490,875	-619,006	-664,702	-3,180,524	-1,698,805
	2.00%	-36,875	-110,915	-147,371	-31,149	-7,009	-181,572	471,247	-604,444	-648,747	-3,148,761	-1,680,409
	1.75%	-27,165	-99,215	-134,647	-16,150	5,958	-166,888	451,620	-589,882	-632,791	-3,116,998	-1,662,063
	1.50%	-17,403	-87,711	-121,922	-1,150	18,925	-152,204	431,992	-575,320	-616,836	-3,085,235	-1,643,872
Residual Value	0.00%	38,841	-18,099	-46,090	88,850	96,728	-64,099	-314,385	-487,946	-521,103	-2,894,656	-1,534,728
Viability Threshold		480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
Alternative Use Value		400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
		Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
		Site 12	Site 13	Site 14	Site 15	Site 16	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25



1	3.0												_								-		
Ī		3.00%	7	6				ľ	-	10		O	10	4	10	_		~	2	(0	10		
		3.0	490,22	456,648	370,12	465,870	541,488	479,046	563,98	-209,595	-309,980	-363,94	-280,956	-223,25	1,024,13	739,249	730,088	435,248	-795,01	-849,616	-917,106	-1,691,623	-845,168
		2.75%	500,091	467,424	379,366	477,355	554,326	491,457	578,082	-199,567	-298,533	-351,511	-266,298	-210,584	1,041,157	754,670	745,320	-420,921	-776,380	-835,789	-901,957	-1,653,993	-823,364
		2.50%	509,954	478,340	388,484	488,839	567,961	503,867	592,179	-189,538	-287,284	-339,077	-253,026	-198,044	1,058,179	770,091	760,552	-406,594	-757,744	-821,963	-886,808	-1,616,363	-801,561
		2.25%	519,748	489,115	397,601	500,324	581,596	516,277	606,277	-179,458	-275,837	-326,642	-238,368	-185,729	1,075,095	785,512	775,784	-392,267	-739,109	-808,137		-1,578,734	-779,758
		2.00%	529,612	200,030	406,840	511,479	595,231	528,688	620,374	-169,726	-264,391	-314,208	-223,999	-173,413	1,091,637	800,933	791,017	-377,940	-720,473	-794,311		-1,541,104	-757,955
		1.75%	539,475	510,805	415,958	522,964	998,809	541,098	634,472	-160,133	-253,141	-301,773	-209,750	-161,097	1,108,180	816,354	806,249	-363,613	-701,838	-780,484		-1,503,474	-736,152
		1.50%	549,339	521,580	425,196	534,448	622,501	553,508	648,570	-150,488	-241,695	-289,339	-195,501	-148,782	1,124,722	831,775	821,481	-349,287	-683,203	-766,658	-826,211	-1,465,844	-714,349
To: Picoo	Value	0.00%	608,381	586,652	480,143	603,027	704,312	627,971	733,155	-92,826	-173,874	-215,246	-110,010	-74,889	1,223,977	924,301	912,873	-263,326	-571,390	-683,701	-735,317	-1,241,513	-583,531
Viobility.	Viability		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000
A it compatible	Altemative Use Value		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	50,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
			Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
			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 22	Site 23	Site 24	Site 25



Table 10.8e Residual Values compared to Viability Threshold Impact of LIT, 15% Affordable - Coalfield 490.22 739.24 754,67 581,596 606,277 785,51 620,37 800.93 541,098 522,96 608,866 634,47 521,580 534,448 831,775 622,50 648,570 704.312 733, 480,000 480,000 374,000 480,000 410,000 480,000 480,000 480,000 480,000 480,000 Threshold 374,000 410,000 410,000 Altemative Use Value 400,000 400,000 50,000 20,000 400,000 400,000 400,00C 400,000 Agricultural Agricultural Agricultural Agricultural Agricultural Agricultural Industrial Industrial Paddock Industrial Industrial Industrial Industrial Industrial Paddock Paddock Industrial Green Green Green Brown Brown Brown Brown Brown Green Green Brown Brown Brown Brown Brown Brown Green Green Medium Green 35 Medium Green 35 LD Large Green 175 LD Medium Green 15 Large Brown 500 Large Brown 150 Medium Brown 15 Medium Brown 25 Large Green 175 Green 350 \_arge Green 75 Large Brown 60 Urban Flats 75 Urban Flats 20 Small Brown 11 Small Brown 4 Small Green 4 Small Green 7 Small Brown Green Plot **Brown Plot** Site 10 Site 12 Site 13 Site 15 Site 16 Site 11 Site 14 Site 17 Site 18 Site 20 Site 9 Site 21 19 22 24 25 Site 6 Site 8 Site



10.38 It is premature to put significant weight on these results, but they do show that a LIT type levy is unlikely to have an adverse impact on viability in the SCC area.

#### Impact of Price and Cost Change

- 10.39 It is important that, whatever policies are adopted, the Plan is not unduly sensitive to future changes in prices and costs. Several variables have been tested. 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 14.6% over the next 3 years<sup>62</sup>. Increased build costs are tested.
- 10.40 As set out in Chapter 4, there is a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. Five price change scenarios have been tested, minus 10% and 5%, and plus 15%, 10% and 5%. In this analysis, it is 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.

<sup>&</sup>lt;sup>62</sup> See Table 1.1 (Page 7) of in Quarterly Review of Building Prices (Issue No 144 – March 2017)



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Sens	_	. 1	ty		_	rıc	е	_		C		•	Ci	1a	nç	je	~	S	01	Jtr	าง		_						
		+15%	1,006,891	580,142	972.861	1,116,191	1,132,767	941,818	1,174,073	1,291,148	1,162,235	1,338,469	227,714	214,987	208,421	390,379	361,353	2,287,938	1,886,432	1,900,671	473,122	463,108	91,313	97,442	-2,097,778	-1,079,265			
		+10%	906,640	514,159	858 625	980,793	986,118	817,756	1,020,564	1,112,764	938,856	1,154,370	117,939	79,873	60,370	214,756	205,982	2,049,101	1,674,341	1,681,133	269,335	206,477	-98,834	-110,636	-2,480,375	-1,298,887			
		+2%	806, 124	448,175	744 215	845,395	839,352	693,614	867,055	934,380	837,477	970,271	5,370	-60,031	-92,546	34,607	49,672	1,810,264	1,459,345	1,461,596	65,549	-50, 155	-289,969	-319,601		-1,518,510			
	Value	%0-/ <del>+</del>	705,607	382, 192	628 527	708,151	692,587	569,471	713,547	755,997	675,097	786,172	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968		-1,739,486			
		-2%	605,091	316,209	512 838	570,842	545,821	445,329	560,038	577,613	512,718	602,073	-247,152	-348,639	-404,684	-328,740		1,332,590	6		-344,943	-570,713	-681,758	-748,336	-3,637,862	-1,962,403			
		-10%	504,242	249,614	397 150	433,533	399,055	321,187	406,529	399,229	350,339	414,931	-391,683	-496,044	-563,801	-514,409		,093,753 1	•	_		-835,158	-877,652	-962,703	4,023,691 -3	-2,185,320 -1			
	H	+2%	639,177	334,264	542 253	603,184		471,078	592,120	612,241	543,598		-256,885	-363,030			0	1					-699,649						
							ļ.	++										916 1,414,67		3				_		963 -2,055,725			
- o	BCIS	_	3 572,606	2 285,829				1 372,684	CO		8 412,098	0	8 -410,598	5 -524,667		~	(	1,257,916					0 -913,435	9 -1,002,449	_	1 -2,371,963			
Residual		+15%	504,943	236,902				274,29	349,26	324,73	280,59	336,13	-568,028	-688,455		-735,268		1,101,167	782,586	783,246	-769,610		-1,127,220	-1,236,689		-2,688,201			
Viability Threshold			374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000			
Alternative Use Value			20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000			
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial			
					Green			Green /	Green /		Green /		Brown	Brown			Brown	Green						Brown	Brown	Brown			
			SSGA Chapel Garth	SSGA North of Burdon Lane Green					Large Green 75		Medium Green 35 LD	5		0			Medium Brown 15	7	4		Small Brown 11		Small Brown 4		Urban Flats 75	Urban Flats 20			
				Site 2 SSGA	7			Site 7 Large (		Site 9 Medium	Site 10 Medium		Site 12 Large E		Site 14 Large E			Site 17 Small Green						Site 23 Brown Plot	Site 24 Urban F	Site 25 Urban F			



Table 1													•									` '
Sensitiv			P			I ~	10	0	05	10	01	0	<u></u>	ge	-	N	0	rth	۱ S	3u		<u> </u>
		+15%	772,276	1,058,663	1,096,598	1,291,148	1,162,23	1,338,469	227,714	215,175	208,912	390,379	361,353	2,287,938	1,886,432	1,900,67	473,122	463,108	91,313	126,996	-2,096,33	
		+10%	650,224	915,211	946,501	1,112,764	938'666	1,154,370	117,939	80,061	60,884	214,756	205,982	2,049,101	1,674,341	1,681,133	269,335	206,477	-98,834	-81,079	-2,476,927	
		<b>*</b> 9+	528,171	636.405	796,404	934,380	837,477	970,271	5,370	-59,834	-92,032	34,607	49,672	1,810,264	1,459,345	1,461,596	65,549	-50,155	-289,969	-290,045	-2,604,750	
	Value	%0 <del>-</del> /+	406,118	515,021	646,306	755,997	675,097	786,172	-117,223	-202,203	-246,631	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-504,412	-3,250,565	
		%9-	282,382	393,638	496,209	577,613	512,718	602,073	-247,152	-348,442	-404,170	-328,740	-264,914	1,332,590	1,022,869	1,022,521	-344,943	-570,713	-681,758	-718,779	-3,636,414	
		-10%	157,645	341,194	346,111	399,229	350,339	414,931	-391,683	-495,847	-563,286	-514,409	-425,948	1,093,753	802,013	802,984	-554,889	-835,158	-877,652	-933,146	-2, 185,320	
		<b>%</b> 5+	299,436	512,911	524,880	612,241	543,598	637,912	.256,885	-362,833	421,208	-340,470	-273,450	,414,671	,089,265	,089,121	-345,965	-578,270	-699,649	-738,652	-3,811,107	
	BCIS	+10%	191,752	397,620		468,486	412,098	~	•		-	- 237,869	-443,020	,257,916 1,	1	936, 183 1,	-556,931	9	2		-4,371,963 -2,	
Residual		+15%	9	282,329	(0	324,731	280,598		3		-774,606	-735,268	-612,590	,101,161 1,		783,246	- 769,610	-1,124,820		_	-4,932,132 -4, -2,688,201 -2,	
	Inreshold		374,000	374,000	374,000	374,000	374,000	374,000	480,000				480,000	_	410,000	410,000					480,000 -2	
	Use Value		20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	
_				Green A			Green		Brown		Brown	Brown In	Brown In	Green P.	Green	Green	Brown In	Brown In			Brown In	
			0 0						В	В	В			U U	U	υ U	8	В	B	<u>a</u>	11 100	<u>'</u>
			Large Green 350	Large Green 175 I D	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75 Urban Flats 20	
				Site 7 Lan		Site 9 Me					Site 14 Lan	Site 15 Me	Site 16 Me		Site 18 Sm	Site 19 Gre					Site 25 Urb	



#### Table 10.9c Residual Values Compared to Viability (£/ha) Sensitivity to Price and Cost Change - Central Sunderland 480,000 480,000 480,000 480,000 Alternative Use Value 400,000 400,000 400,000 Industrial Industrial Industrial Industrial Industrial Industrial Brown Brown Brown Brown Brown Large Brown 150 Large Brown 60 Medium Brown 15 Medium Brown 25 Brown Plot Urban Flats 75 Small Brown 11 Small Brown 4 Urban Flats 20 Small Brown 7 Site 13 Site 15 Site 16 Site 20 Site 14 12



Table 10 Sens														-										)		
00113		+15%	_		_	~	-	0	9	4	_	_	0	~	ω.	2	_	122	108	3	5					
		+1	978,98	984,26	816,204	1,018,468	1,198,700	1,078,080	1,242,23	227,71	214,98	208,42	390,379	361,353	2,287,93	1,886,43;	1,900,67	473,	463,	91,31	97,44	48,41	154,505			
		+10%	849,601	844,022	697,579	871,781	1,024,371	919,391	1,062,321	117,939	79,873	60,370	214,756	205,982	2,049,101	1,674,341	1,681,133	269,335	206,477	-98,834	-110,636	-412,800	-111,968			
	ne en	+2%	718,503	703,779	578,955	725,095	850,041	760,702	882,405	5,370	-60,031	-92,546	34,607	49,672	1,810,264	1,459,345	1,461,596	62,549	-50,155	-289,969	-319,601	-881,187	-378,442			
	Value	<b>%0-</b> /+	587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-1,356,346	-652,888			
		%9-	456,089	423,294	341,705	431,723	501,381	443,324	522,565	-247,152	-348,639	-404,684	-328,740	-264,914	1,332,590	1,022,869	1,022,521	-344,943	-570,713	-681,758	-748,336	-1,831,505	-927,416			
		-10%	324,139	283,051	223,081	285,036	327,051	284,635	337,435	-391,683	-496,044	-563,801	-514,409	-425,948	1,093,753	802,013	802,984	-554,889	-835,158	-877,652	-962,703	-2,306,664	-1,201,944			
		+2%	482,328	448,245	361,936	456,982	531,956	470,513	554,231	-256,885	-363,030	-421,722	-340,470	-273,450	1,414,671	1,089,265	1,089,121	-345,965	-578,270	-699, 649	-768,209	-1,910,198	-965,596			
	BCIS	+10%	376,957	332,954	263, 543	335, 555	388, 201	339,014	402,581	-410,598	-524,667	-597,741	-537,869	-443,020	1,257,916	937,421	936, 183	-556,931	-850,216	-913,435	_		-1,278,304			
Residual	5	+15%	269,273	217,663	165,149	214,128	244,445	207,514	248,768	-568,028	-688,455	-775,120	-735,268	-612,590	1,101,161	782,586	783,246	-769,610	-1,124,820	-1,127,220	6		-1,591,012			
Viability Threshold			374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000		480,000			
Alternative Use Value	0		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000			
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial			
			Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown		Green		Brown	Brown				Brown			
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	2	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20			
					Site 7 La	Site 8 La	Site 9 Me	Site 10 Me	Site 11 Me	Site 12 La		Site 14 La	Site 15 Me	Site 16 Me			Site 19 Gr	Site 20 Sr					Site 25 Ur			



Table 10																					_	-	na)	ha	a)			
Ser			ity.	y t	0	Pr	ic	е	ar	nd	С	os	st	Cł	ıaı	ng	е	- (	ြ	al	fie	ld						
		+15%	978,981	984,265	816,204	1,018,468	1,198,700	1,078,080	1,242,230	700 840	208 424	300,421	361.353	2,287,938	1,886,432	1,900,671	473,122	463,108	91,313	97,442	48,418	154,505						
		+10%	849,601	844,022	697,579	4 004 074	1,024,371	919,391	1,002,321	70.07	60.370	00,370	205,430	2,049,101	1,674,341	1,681,133	269,335	206,477	-98,834	-110,636	-412,800	-111,968						
		<b>+2</b> %	718,503	703,779	5/8,955	725,095	750,041	707,702	882,405	5,570	-00,031	-92,340 34 607	49,672	1,810,264	1,459,345	1,461,596	62,549	-50,155	-289,969	-319,601	-881,187	-378,442						
	Value	%0-/+	587,296	563,537	460,330	578,409	600,040	502,013	147 223	200, 404	247 446	-241,140	-145,014	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-1,356,346	-652,888						
		%9-	456,089	423,294	341,705	431,723	188,106	443,324	522,565	241,132	-340,039	-404,004	-320,740	1,332,590	1,022,869	1,022,521	-344,943	-570,713	-681,758			-927,416						
		-10%	324,139	283,051	723,081	285,036	327,051	284,035	301,683	-391,003	-490,044 563 804	-514 409	-714,403 -425,948	1,093,753	802,013	802,984	-554,889	-835,158	-877,652	-	_	-1,201,944						
		+2%	482,328	448,245	361,936	456,982	551,950	470,513	554, 231 256, 885	560,000	-303, U3U	-421,122	273 450	,414,671	,089,265	,089,121	-345, 965	-578,270	-699,649			965,596						
	BCIS	. 0	957		20 1				402,581					-	937,421 1,	936, 183 1,	-556,931	-850,216		_	-1	-1,278,304						
Residual Value			269,273		2	20 10		+ 6	248,788					7	782,586	783,246	- 769,610	-1,124,820	0	6	_	-1,591,012 -1,						
Viability			374,000	374,000	3/4,000	374,000	374,000	374,000	374,000	400,000				_	410,000	410,000						480,000						
Alternative Use Value 1	$\sqcup$		20,000	20,000	20,000	20,000	20,000	20,000	700,000	400,000	400,000	400,000	400,000	50,000	50,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000						
			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agncultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial						
									Green A				Brown III			Green Pa	Brown In	Brown In				Brown						
			ຶ				-			ם מ	ם מ				Ö	O	В	В	В	В	В	<u>m</u>						
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20						
									Site 11 Me			Site 14 Lar				Site 19 Gre						Site 25 Urt						



- 10.41 The analysis demonstrates that a relatively small increase in build costs will adversely impact on the deliverability of some of the smaller greenfield sites. Conversely, a relatively modest 10% increase in house prices is sufficient (all other things being unchanged) to lift some brownfield sites, particularly those in Central Sunderland, into viability. This is particularly important as the Council's interventions and improvements to the wider environment through public realm and other regeneration works do have the capacity to lift areas to the extent that development is viable and is likely to be forthcoming.
- 10.42 It is clear, across all sites, that small changes in price and costs can have a significant impact on the Residual Value and that there is sensitivity to changes in prices and costs. This is particularly important when it comes to considering larger sites that will be delivered over many years through multiple phases.
- 10.43 On larger sites, where developers make a case for a lower affordable housing requirement on the grounds of viability, it is recommended that the Council gives consideration to a review mechanism being incorporated to allow the affordable housing requirements to be adjusted over the life of the project.

#### Review

10.44 At the time of this report the Government has consulted on changes to the NPPF and published the CIL Review and a Housing White Paper. These do not yet provide clarity around Starter Homes or make changes to the CIL regime (or to the wider plan-making system). It will be necessary for the Council to have regard to the changes and consider their impacts on viability as and when they are announced. It may be necessary to revisit the draft Plan.

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

10.45 As well as mainstream housing, the sheltered and extracare sectors have been considered separately. Appraisals were run for sheltered and extracare schemes with 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 contributions of £25,000 (to cover infrastructure and mitigation). The full appraisals are set out in **Appendix 9** below:



Т	a	ble	e 1	0.	.10	) (	Old	der	P	ec	p	le'	s	Н	ous	sin	ıg,	, Δ	p	pr	ais	sa	I R	les	sul	ts	(£	E/h	na	)
	30%	0	-1,227,644	20,000	274,000	-2,455,288			30%	0	-2,176,116	400,000	480,000	4,352,232			30%	0	-2,845,615	20,000	274,000	-5,691,229			30%	0	-3,756,702	400,000	480,000	-7,513,405
	722%	0	-1,055,723	20,000	274,000	-2,111,447			72%	0	-2,004,196	400,000	480,000	-4,008,391			722%	0	-2,654,049	20,000	274,000	-5,308,098			72%	0	-3,565,137	400,000	480,000	-7,130,274
	20%	0	-883,803	20,000	274,000	-1,767,606			70%	0	-1,832,275	400,000	480,000	-3,664,550			20%	0	-2,462,484	20,000	274,000	4,924,967			50%	0	-3,373,572	400,000	480,000	-6,747,143
	15%	0	-711,882	20,000	274,000	-1,423,765			15%	0	-1,660,355	400,000	480,000	-3,320,709			15%	0	-2,270,918	20,000	274,000	-4,541,836			15%	0	-3,182,006	400,000	480,000	-6,364,012
	401	0	-539,962	20,000	274,000	-1,079,924			10%	0	-1,488,434	400,000	480,000	-2,976,868			40%	0	-2,079,353	20,000	274,000	-4,158,705			40%	0	-2,990,441	400,000	480,000	-5,980,881
	%9	0	-368,041	20,000	274,000	-736,083			%9	0	-1,316,514	400,000	480,000	-2,633,027			%9	0	-1,887,787	20,000	274,000	-3,775,574			2%	0	-2,798,875	400,000	480,000	-5,597,750
Sheltered	%0	0	-165,246	20,000	274,000	-330,492		Sheltered	%0	0	-1,113,718	400,000	480,000	-2,227,436		Extracare	%0	0	-1,665,347	20,000	274,000	-3,330,693		Extracare	%0	0	-2,576,435	400,000	480,000	-5,152,869
	%	CIL £/m2	Site	£/ha	£/ha	£/ha			%	CIL £/m2	Site	£/ha	£/ha	£/ha			%	CIL £/m2	Site	£/ha	£/ha	£/ha			%	CIL £/m2	Site	£/ha	£/ha	£/ha
Greenfield	AFFORDABLE %	0	Residual Land Worth		Viability Threshold			S Brownfield	AFFORDABLE %		Residual Land Worth	Existing Use Value	Viability Threshold	Residual Value		Greenfield	AFFORDABLE %				Viability Threshold	Residual Value		Brownfield	AFFORDABLE %	2	Residual Land Worth	Existing Use Value	Viability Threshold	Residual Value

- 10.46 In practice, extracare housing often falls under the definition of residential institutions rather than dwelling houses so is not normally considered to be subject to the Council's affordable housing policies. We have not pursued this further.
- 10.47 The sheltered housing is not shown as viable on either greenfield sites or brownfield sites. There is not scope to bear affordable housing or developer contributions.



#### **Conclusions**

10.48 The consequences of the above results are discussed in Chapter 12 below.





#### 11. Non-Residential Appraisals

- 11.1 In the preceding chapters we set out the assumptions for the non-residential development appraisals and concluded at least initially that the main cost and income assumptions apply across the SCC. Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 10** and summarised in the table below.
- 11.2 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability we have used the same methodology with regard to the Viability Thresholds (Existing / Alternative Land Use 'plus').
- 11.3 When testing the non-residential development types we have not run multiple sets of appraisals for different levels of policy requirement as the Council does not seek to impose layers of policy requirements on these types of development.



Table 11.1 App	ra	isal	R	es	ul	ts	s	h	ow	/ir	ng A	pp	orc	ЭX	im	at	e F	Residual	\
		Hotel	0	1,772,379		20,000	274,000	4,376,243			Hotel	0	1,595,410		400,000	480,000	3,939,285		
		Retail Warehouse		4,644,062		20,000	274,000	3,483,047			Retail	0	4,371,187		400,000	480,000	3,278,390		
		Smaller Supermarket		1,508,662		20,000	274,000	3,771,656			Supermarket	0	1,348,152		400,000	480,000	3,370,379		
		Supermarket	0	7,459,989		20,000	274,000	4,662,493	100 (000)		Supermarket	0	6,941,530		400,000	480,000	4,338,456		
		Shops - Other	0								Shops - Other	0	37,230		400,000	480,000	1,985,598		
		Distribution Shops - Central	0								Shops - Central	0	306,493		4,000,000	4,800,000	16,346,309		
		Distribution	0	-309,191		20,000	274,000	-412,254			Distribution	0	-492,414		400,000	400,000	-656,551		
		Industrial	0	-280,575		20,000	274,000	-1,122,298	2007		Industrial	0	-348,796		400,000	400,000	-1,395,183		
	Greenfield	Offices	0	-321,697		20,000	274,000	-2,830,937		Brownfield	Offices	0	-412,687		400,000	400,000	-3,631,647		
			£/m2	Site		£/ha	£/ha	£/ha	5 /			£/m2	Site		£/ha	£/ha	£/ha		
			CIL	RESIDUAL VALUE		Existing Use Value	Viability Threshold	Residual Value				15	RESIDUAL VALUE		Existing Use Value	Viability Threshold	Residual Value		

11.4 To a large extent the above results are reflective of the current market in the SCC area and more widely. Office and industrial development are shown as being unviable, however this is not just a SCC 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, or on sites that have been enabled through external subsidy or funding.

- 11.5 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 SCC is 'user-led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.6 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.
- 11.7 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.
- 11.8 The analysis includes hotel use. This is shown to be viable on both greenfield and on brownfield land.

#### **Conclusions**

11.9 The delivery of non-residential space is an important part of the Plan. The Council will need to consider how this can be facilitated.





#### 12. Local Plan Viability

12.1 This document sets out the methodology used, the key assumptions adopted, and the results, and has been prepared to assist the Council with the assessment of the viability of the emerging Local Plan. The NPPF, the PPG, the CIL Guidance and the Harman Viability Guidance all require stakeholder engagement – particularly with members of the development industry. Consultation has taken place and, whilst there was not universal agreement, a broad consensus on most matters was achieved.

#### **Cumulative Impact of Policies**

- 12.2 In Chapters 10 and 11 the results of a range of appraisals considering the impact on viability of the policies in the Plan are set out. The purpose of this analysis is to inform the plan-making process. As set out in Chapter 2 above, the NPPF introduced a requirement to assess the viability of the delivery of Local Plan and the impact on development of policies contained within it saying:
  - 173. Pursuing sustainable development requires careful attention to viability and costs in planmaking and decision-taking. Plans should be deliverable. Therefore, the sites and 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. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.
- 12.3 This needs to be considered with the fourth bullet point of paragraph 182 of the NPPF that requires that the Plan is effective.

#### **Residential Development**

- 12.4 In the appraisals set out in Chapter 10 above, the strategic sites (including the South Sunderland Growth Area SSGA) and the typologies were modelled and appraised relative to their ability to bear the Council's affordable housing and other requirements and to pay developer contributions.
- 12.5 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of the site. The additional costs associated with brownfield sites result in significantly lower values. The typologies representing the brownfield development are unable to bear the 15% affordable housing, however the other sites, including the four SSGA sites, are shown as viable.
- 12.6 All the greenfield sites are shown as deliverable, and the Council can be confident that they will be forthcoming. The Council should be cautious about relying on the brownfield sites, including those in Central Sunderland, (for example within the five-year land supply assessment).



- 12.7 Brownfield sites are coming forward and whilst some of these may have benefitted from some public intervention (for example, site assembly or site remediation), others are coming forward as the developer may have purchased the site at a lower cost or is able to develop the site at less than the costs used in this study. The Council should be cautious about relying on the brownfield sites in the plan-making process, unless they are confident that the schemes will be forthcoming (for example where there is a recent planning consent or known public intervention).
- The modelling incorporates two sites that are modelled with 10% of the units as bungalows. The Residual Value is lower than the similar sized (in terms of units) sites indicating less viability. This is a factor of the higher costs of construction and the lower density. It is recommended that the Council is cautious about developing a rigid policy in this regard. The catalyst for this testing was the SHMA Update 2017 which researched housing aspirations (rather than need), exploring the types of property that households would like and expect, comparing this to the current housing stock. To a large extent the housing needs of older people do not require bungalows to meet their housing needs, rather their needs can be met through design such as the provision of level access. ground floor flats or the provision of lifts, or adoption of accessible and adaptable standards.
- 12.9 The results do give rise to some concerns about the delivery of some types of site, based on current assumptions. This is explored further below. It is recommended that that the Council continues to engage with the owners in line with the advice set out in the Harman Guidance (page 23):

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

- 12.10 Through the consultation process an alternative viability test was suggested with alternative viability thresholds of £500,000/ha and £900,000/ha depending on the area. When considered on this basis, the results comparing the Residual Value with the £500,000/ha Viability Threshold show a similar pattern to those using the EUV plus analysis although the margin (or cushion) between the Residual Value and Viability Threshold is greater that is to say the margin of viability is greater.
- 12.11 The results comparing the Residual Value with the £900,000/ha Viability Threshold are less good, indicating that no sites, greenfield or brownfield, are likely to be viable in either the Washington area or North Sunderland. This does not reflect the Council's experience on the ground where development is coming forward and bearing both developer contributions and affordable housing. In this context it is necessary to refer back to the PPG which provides clear guidance in this regard. As set out in Chapter 2 above, a competitive return for the landowner is defined as follows:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to



sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

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12.12 It is our firm view that this points towards the use of the EUV plus methodology used in the main analysis in this report.

Impact of Affordable Housing.

- 12.13 The Council's current draft policy requirement is for 15% affordable housing. The analysis indicates that, whilst the brownfield sites are unlikely to be viable, even without affordable housing, the greenfield sites are likely to be able to bear a greater percentage that the current 15% requirement.
- 12.14 Different tenures of affordable housing, including Starter Homes have been tested. This has been done on all sites, including those below the national thresholds. The results for the higher value Affordable Rent are better than for the lower value Social Rent. The introduction of intermediate housing to buy results in an increase in the Residual Values and therefore viability. Whilst it is recommended that the Council continues to specify the preferred mix, it should also recognise that some flexibility around the mix may be necessary on sites where viability is marginal or less good as a way of facilitating development.
- 12.15 As would be expected, due to the higher values of Starter Homes relative to the value of affordable homes as affordable to rent or intermediate housing, the Residual Values are somewhat higher than for the current policy requirements. It would be premature to develop a detailed policy prior to the Governmental announcements expected in the Autumn 2017, however the Council can be reassured that should a national requirement be introduced, then it would have a positive impact on viability.
- 12.16 The Council's draft affordable housing policy is based on the national threshold, applying to sites of 11 units and larger. The smaller greenfield sites that are below this threshold are also able to bear the 15% affordable housing target. There is no evidence to support the use of varied affordable housing thresholds across the SCC area.

Impact of Developer Contributions

- 12.17 Development is required to meet its strategic infrastructure and mitigation costs. Different levels of developer contribution, up to £30,000/unit, have been tested. The analysis bas been carried out in two scenarios, firstly with no affordable housing and then with the 15% affordable housing policy requirement.
- 12.18 The analysis shows that the Residual Value decreases with the increased levels of developer contributions. The Council should have confidence that the development on greenfield sites has considerable capacity to bear developer contributions.



- 12.19 As would be expected, the Residual Values are notably lower when based on the full policy requirement including 15% affordable housing than when not. This demonstrates that there is capacity for development on greenfield sites to bear some developer contributions.
  - Community Infrastructure Levy (CIL)
- 12.20 It is beyond the scope of this report to make specific recommendations in relation to CIL, it is however within the remit to consider the scope for CIL. If, following the consideration of this report, the Council decides to pursue CIL, it will be necessary to prepare a Preliminary Draft Charging Schedule (PDCS) and consult on this with the development industry and other interested parties. This process will include publishing the proposed rates, as well as the supporting evidence and rationale for the charges.
- 12.21 Viability does not determine the rates of CIL, but isone of a number of factors that the Council may consider when setting CIL. In setting CIL there are three main elements that need to be brought together:
  - a. Evidence of the infrastructure requirements
  - b. Viability evidence
  - c. The input of stakeholders.
- 12.22 The Council has carried out a substantial amount of work looking at the infrastructure requirements of the area. The latest information indicates the total costs of providing the infrastructure to support the future residential development. In striking a balance between the different rates of CIL, the Council needs to consider a range of factors including those set out below.
- 12.23 An important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, environmental standards etc.) are paid first. That is to say CIL should be set on the assumption that the full affordable housing requirement is achieved.
- 12.24 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.....
- 12.25 Viability testing in the context of CIL concerns the 'effects' on development viability of the imposition of CIL. The Council has taken into account the importance of the provision of infrastructure on the ability of the Council to meet its objectives through development and deliver its Development Plan.
- 12.26 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to



be developed viably is threatened by CIL. The viability evidence has considered the full range of the Council's policy requirements, including the need for infrastructure funding. The test is whether CIL threatens the Development Plan as a whole – it is important to note that the CIL Regulation 14 is clear that the purpose of the viability testing is to establish 'the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area' rather than on specific sites.

- 12.27 In Chapter 2 above, the restrictions on future use of s106 agreements is set out. In the modelling in this report a s106 payment of £1,000/unit was included across all sites (including the SSGA sites). The SSGA may put significant pressure on the infrastructure, and improvements may be required that will not be sufficiently site specific to pass the tests for payments to be required through s106. These items may be funded through a range of other sources.
- 12.28 Under the pre-April 2015 s106 regime, the delivery of site specific infrastructure largely fell to the developer of a site. If improvements to the infrastructure were required, then normally it was for the developer to procure and construct those items albeit under the supervision of the relevant authority. The use of s106 agreements to deliver infrastructure and mitigation measures is now limited through CIL Regulations 122 and 123.
- 12.29 The advantage of the earlier system was that, to a large extent, the developer had control of the process and could carry out (directly or indirectly) the works required to enable a scheme to come forward. By way of an example, these may be to provide a new roundabout and upgrade a stretch of road, and on a very big scheme provide community buildings such as a school. Under s106, the developer carries much of the financial and development risk associated with the process<sup>63</sup>.
- 12.30 If the Council moves to a system whereby CIL is set at the upper limit of viability, it is likely that the delivery of these infrastructure items will fall to the Council. The Council will need to consider the practicalities of this. Does it want to take responsibility for delivering infrastructure that is currently delivered by developers under the s106 regime, and if so, how it will manage and fund it? If the Council does not have a mechanism in place (that may involve borrowing monies), the Development Plan could be put at risk as consented schemes may not be able to proceed.
- 12.31 The Council has a mechanism for collecting contributions under the s106 system. This evidence is presented outside of this report.
- 12.32 The consideration of CIL is made in the context of the Council's planning policies as set out in the emerging Local Plan. This is an evolving document and a number of policy areas are yet

<sup>&</sup>lt;sup>63</sup> It should be noted that there is some uncertainty around how the provision of infrastructure sits within the EU Procurement Rules and whether the provision of such items should be subject to competitive tendering. We recommend that the Council takes independent legal advice in this regard.



to be finalised. As the Council continues through the plan-making process it will be necessary to ensure that the advice in relation to CIL remains appropriate, relative to the Council's wider policy requirements.

- 12.33 CIL may be set for different development types and by different areas although it is necessary to keep any charging schedule simple.
- 12.34 Drawing on the viability evidence set out in Chapters 10 above there is some scope to introduce CIL on residential development on greenfield sites<sup>64</sup>. It is understood that the SSGA sites are bearing their own infrastructure requirements under the s106 regime. There is not scope to introduce CIL on residential development on brownfield sites.
- 12.35 The recommendations in this study are 'a consultant's view' and do not reflect the particular priorities and emphasis that Sunderland City Council may put on different parts of its Development Plan. If the Council wishes to pursue CIL it would be necessary to undertake some further analysis.

Local Infrastructure Tariff (LIT)

12.36 As set out in Chapter 2, one of the recommendations of the CIL Review<sup>65</sup> was a new Local Infrastructure Tariff (LIT) that would apply to all development and be set at between 1.75% and 2.5% of the GDV. Whilst the details of such a tariff are not known, such a tariff has been tested. It is premature to put significant weight on the results, but they do show that a LIT type levy is unlikely to have an adverse impact on viability in the SCC area.

Impact of Price and Cost Change

- 12.37 It is important that, whatever policies are adopted, the Plan is not unduly sensitive to future changes in prices and costs. Several variables have been tested. 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 14.6% over the next 3 years<sup>66</sup>. Increased build costs are tested.
- 12.38 As set out in Chapter 4, there is a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. Five price change scenarios have been tested, minus 10% and 5%, and plus 15%, 10% and 5%.

<sup>&</sup>lt;sup>66</sup> See Table 1.1 (Page 7) of in Quarterly Review of Building Prices (Issue No 144 – March 2017).



<sup>&</sup>lt;sup>64</sup> Under CIL Regulation 12, where differential rates are applied to particular areas they must be marked on an Ordnance Survey map. This precludes straight forward greenfield / brownfield rates being set.

<sup>&</sup>lt;sup>65</sup> From section 5.1.1.

- 12.39 The analysis demonstrates that a relatively small increase in build costs will adversely impact on the deliverability of some of the smaller greenfield sites. Conversely, a relatively modest 10% increase in house prices is sufficient (all other things being unchanged) to lift some brownfield sites, particularly those in Central Sunderland into viability. This is particularly important as the Council's interventions and improvements to the wider environment through public realm and other regeneration works do have the capacity to lift areas to the extent that development is viable and is likely to be forthcoming.
- 12.40 It is clear, across all sites, that small changes in price and costs can have a significant impact on the Residual Value and that there is sensitivity to changes in prices and costs. This is particularly important when it comes to considering larger sites that will be delivered over many years through multiple phases.
- 12.41 On larger sites, where developers make a case for a lower affordable housing requirement on the grounds of viability, it is recommended that the Council gives consideration to a review mechanism being incorporated to allow the affordable housing requirements to be adjusted over the life of the project.
- 12.42 At the time of this report the Government has consulted on changes to the NPPF and published the CIL Review and a Housing White Paper. These do not yet provide clarity around Starter Homes or make changes to the CIL regime (or to the wider plan-making system). It will be necessary for the Council to have regard to the changes and consider their impacts on viability as and when they are announced. It may be necessary to revisit the draft Plan.

Older People's Housing

- 12.43 As well as mainstream housing, the sheltered and extracare sectors have been considered separately. Appraisals were run for a range of affordable housing requirements.
- 12.44 In practice, extracare housing often falls under the definition of residential institutions rather than dwelling houses so is not normally considered to be subject to the Council's affordable housing policies. We have not pursued this further. The sheltered housing is not shown as viable on either greenfield sites or brownfield sites. There is not scope to bear affordable housing or developer contributions.

#### **Non-Residential Appraisal Results**

- 12.45 To a large extent the results are reflective of the current market in the North East England and more widely. Office and industrial/distribution development are shown as being unviable, however this is not just a local 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, it tends to be from existing businesses for operational reasons rather than to make a return through property development.
- 12.46 It is clear that non-residential development is challenging in the current market, but it is improving. The Council currently takes a light touch approach to policy requirements for employment uses. It would be necessary to be cautious about taking a different approach.



- 12.47 Supermarket development and retail warehouses are both shown as viable, on greenfield sites and brownfield sites, with the Residual Value exceeding the Viability Threshold by a substantial margin (indicating the ability to make developer contributions). Other town centre retailing is shown as viable (by the shop typology that represents typical high street shops). This finding should, however, be treated with caution as town centre development is most likely to be on land that is currently in a retail use and will have higher costs. In the current market such development is unlikely to be viable and it is important to note that there are multiple empty premises in prime locations, and more in the locations around the periphery of the primary shopping areas.
- 12.48 The lack of viability is not as a result of the cumulative impact of the Council's policies rendering development unviable through imposing layers of additional costs. The Council has few policies adding to the costs of development in this area. The cumulative impact of the Council's policies does not put employment uses at serious risk, however the employment development has little capacity to bear developer contributions.
- 12.49 The test of soundness of the Plan goes beyond simply demonstrating that the cumulative impact of the Council's policies does not put employment uses at serious risk. As set out in paragraph 174 of the NPPF, it should also 'facilitate development throughout the economic cycle'. The Council is doing much in this regard already, including:
  - a. Working closely with the North East LEP to secure infrastructure funding to support employment uses (amongst other things).
  - b. Recognising the Council's limited supply of employment land and continuing to work with neighbouring authorities to bring forward employment land in appropriate locations.

#### **Conclusions**

- 12.50 The Sunderland City Council area is not a high value area, but much of it is able to support an active housing market. The market is perceived to be challenging in places but development is coming forward and delivering affordable housing and bearing infrastructure and mitigation costs.
- 12.51 The areas adjacent to the main settlements are attractive places to develop, particularly with higher quality modern homes that are different to the existing stock.
- 12.52 This viability assessment is carried out at a point in time, during the plan-making process. In due course, it may be necessary to revisit the study if there is a significant change in the market or if there is significant change in the policy requirements sought.
- 12.53 In the current market, the analysis in this report confirms that residential development is not put at serious risk by the cumulative impact of the Council's policies and can bear reasonable developer contributions without threatening development. The ability to bear developer contributions is likely to be limited at higher rates of affordable housing.



- 12.54 Whilst there is scope to bear developer contributions, there is only limited scope to pursue CIL.
- 12.55 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), are unlikely to be able to bear additional developer contributions.
- 12.56 The Government published the *Housing White Pap*er during February 2017, which sets out the Government's plans, for consultation, to deal with some aspects of the housing market and planning system. At the same time, *A New Approach to Developer Contributions* was released suggesting changes to the existing CIL process (including a fundamental replacement of CIL with LIT). It is highly likely that these two documents will lead to changes in the planning system. As far as possible, the anticipated changes have been tested and the analysis indicates that the proposed changes will not impose additional requirements on development that negatively impact on viability. The changes should be kept under review.





#### Appendix 1 – Consultees

Date: 21 November 2016

Attendees: Simon Drummond-Hay (HDH Planning & Development Ltd)

Louise Moody (Sunderland City Council)
Gary Baker (Sunderland City Council)
Cheryl Askell (Sunderland City Council)
Liz McEvoy (Sunderland City Council)
Linzi Milley (Sunderland City Council)
David Gustard (Sunderland City Council)

Joe Ridgeon (Avant Homes)

James Reid (Barratt Homes)

Caroline Strugnell (Bellway)
Gavin Cordwell-Smith (Hellens)
Katie Rumble (Hellens)

Adam McVickers (Persimmon)

Neil Hartley (Siglion)

Alan Davies (Miller Homes)
Rob Flucker (Knight Frank)

Richard Swann (Cundall)

J Platts (Knight Frank)

M Wilks (HCA)





# Appendix 2 – November 2016 Consultation Presentation

The pages in this appendix are not numbered.







Local Plan Viability Assessment (with CIL scoping)

Consultation Event Methodology, Assumptions

21st November 2016



#### Key issues

- Will the Local Plan deliver what the Council wants it to deliver (will it work)?
- Is there scope to introduce CIL if so at, what level?



#### Agenda

NPPF, NPPG and Guidance

Methodology

- Harman Guidance / RICS Guidance / NPPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test Moving Forward



#### **NPPF 182**

The Local Plan will be examined by an independent inspector whose role is to assess whether the plan has been prepared in accordance with the Duty to Cooperate, legal and procedural requirements, and whether it is sound. A local planning authority should submit a plan for examination which it considers is "sound" – namely that it is:

- Positively prepared the plan should be prepared based on a strategy which seeks to meet objectively assessed development and infrastructure requirements, including unmet requirements from neighbouring authorities where it is reasonable to do so and consistent with achieving sustainable development;
- Justified the plan should be the .....
- Effective the plan should be deliverable over its period and based on effective joint working on cross-boundary strategic priorities; and
- Consistent with national policy the plan should ......



#### **NPPF 173**

#### Ensuring viability and deliverability

Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and 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. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.



#### **CIL Regulations**

#### Regulation 14 - Setting rates

- 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) ......



#### **NPPF 174**

#### Ensuring viability and deliverability

Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at <a href="mailto:serious risk">serious risk</a>, and <a href="mailto:should-facilitate development throughout the economic cycle">should facilitate development throughout the economic cycle</a>. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.



#### CIL Guidance

The levy is expected to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.

This balance is at the centre of the charge-setting process. In meeting the regulatory requirements (see Regulation 14(1)), charging authorities should be able to show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant plan and support development across their area.

As set out in the National Planning Policy Framework in England (paragraphs 173 – 177), the sites and 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...



#### **Positively Prepared**

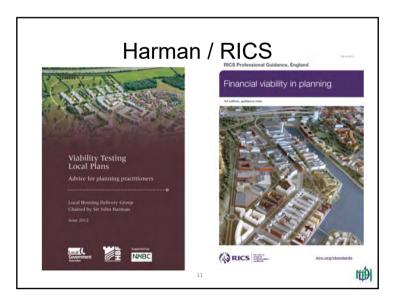
In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk and should facilitate development throughout the economic cycle.

**NPPF 174** 

... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole.

CIL Guidance





#### Viability Testing - Guidance

#### THERE IS NO STATUTORY GUIDANCE

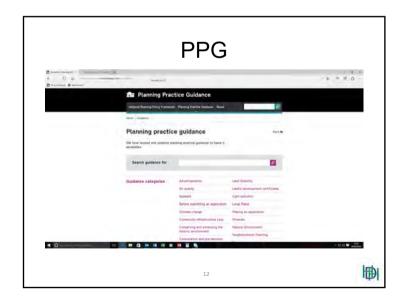
#### NPPF says:

'Evidence supporting the assessment should be proportionate, using only appropriate available evidence'.

#### The CIL guidance says:

A charging authority must use 'appropriate available evidence' (as defined in the Planning Act 2008 section 211(7A)) 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.





## What does the PPG expect on viability?

Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.



## What are the underlying principles for understanding viability in planning? 2

Collaboration: a collaborative approach involving the local planning authority, business community, developers and landowners will improve understanding of deliverability and viability. <a href="Irransparency of evidence is encouraged wherever possible">Irransparency of evidence is encouraged wherever possible</a>. Where communities are preparing a neighbourhood plan (or Neighbourhood Development Order), local planning authorities are encouraged to share evidence to ensure that local viability assumptions are clearly understood.



## What are the underlying principles for understanding viability in planning? 1

 Evidence based judgement: assessing viability requires judgements which are informed by the relevant available facts. It requires <u>a realistic</u> <u>understanding of the costs and the value of</u> <u>development in the local area and an</u> <u>understanding of the operation of the market.</u>

Understanding past performance, such as in relation to *build rates* and the scale of *historic planning obligations* can be a useful start. Direct engagement with the development sector may be helpful in accessing evidence.

## What are the underlying principles for understanding viability in planning? 3

A consistent approach: LPAs are encouraged to ensure that their evidence base for housing, economic and retail policy is fully supported by a comprehensive and consistent understanding of viability across their areas. The NPPF requires LPAs to consider district-wide development costs when Local Plans are formulated, and where possible to plan for infrastructure and prepare development policies in parallel. A masterplan approach can be helpful in creating sustainable locations, identifying cumulative infrastructure requirements of development across the area and assessing the impact on scheme viability...LPAs should align the preparation of their CIL and Local Plans as far as practical.



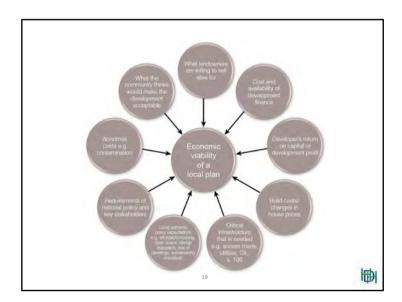
#### Land Value

Central to the consideration of viability is the assessment of land or site value. The most appropriate way to assess land or site value will vary but there are common principles which should be reflected.

In all cases, estimated land or site value should:

- reflect emerging policy requirements and planning obligations and, where applicable, any CIL charge;
- <u>provide a competitive return</u> to willing developers and land owners (including equity resulting from self build developments); and
- be informed by comparable, market-based evidence wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.

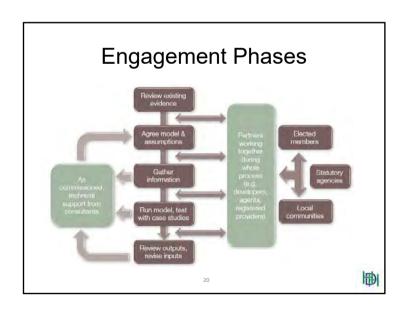




## Competitive return to developers and land owners

- This return will vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A <u>rigid approach to assumed</u> <u>profit levels should be avoided</u> and comparable schemes or data sources reflected wherever possible.
- A competitive return for the land owner is the price at which a <u>reasonable</u> land owner would be willing to sell their land for the development. <u>The price will need to provide an incentive for the land owner to sell in comparison with the other options available</u>. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

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#### Large Sites

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

Harman Guidance - Page 23

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#### **Standard Viability Test**

#### STEP 1

#### **Gross Development Value**

(The combined value of the complete development) LESS

Cost of creating the asset, including PROFIT

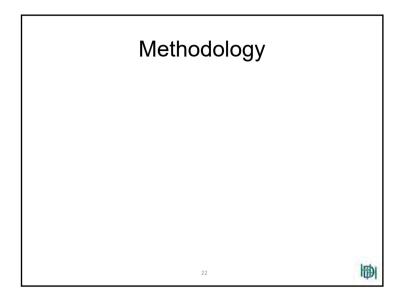
(Construction + fees + finance charges)

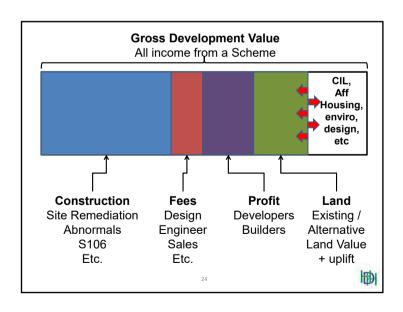
#### **RESIDUAL VALUE**

#### STEP 2

Residual Value v Existing / Alternative Use Value







#### **Additional Profit**

#### **Gross Development Value**

(The combined value of the complete development including x% affordable housing)

**LESS** 

Cost of creating the asset, including a profit margin (land\* + construction + fees + finance charges + developers' profit)

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#### **Additional Profit**

\* Where 'land' is the Alternative Use Value and uplift'

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#### **Evidence**

- Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014).
- South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment HDH Planning and Development (December 2014).
- · Site Specific Viability Appraisals
- Track record of delivery



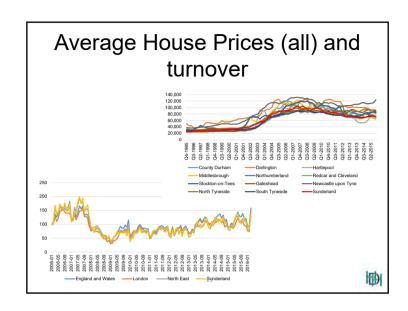
#### Modelling

- · Residential typologies informed by SHLAA
- Non-residential typologies informed by expected development.

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#### **Key Assumptions**







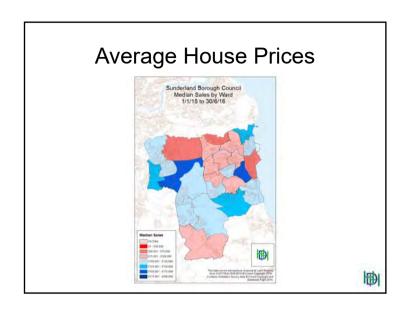
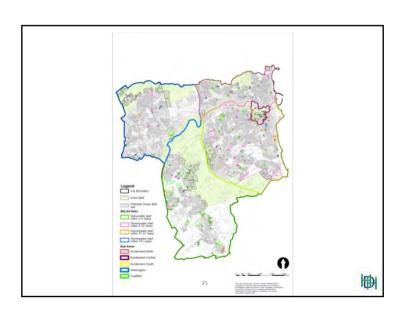


	Table 4.1 A	II Residentia	I Sales – fron	n 1/1/2015	
	Detached	Flats	Semi-	Terraced	Al
			detached		
		SCC	Area		
Count	813	420	1,833	1,818	4,884
Average	£226,777	£73,304	£126,672	£94,444	£126,750
		NE Dis	strict		
Count	15	2	16	21	54
Average	£233,248	£105,750	£139,141	£109,986	£152,707
		Houghton	Le Spring		
Count	294	17	299	298	908
Average	£209,905	£61,024	£113,280	£79,355	£132,454
		Sunderla	nd City		
Count	282	271	1,228	1,146	2,927
Average	£223,396	£84,902	£128,402	£97,523	£121,436
		Washir	ngton	•	
Count	222	130	290	352	994
Average	£252,979	£50,235	£132,864	£95,975	£135,821

	Table	4.2 Average	Values by A	rea	
	Detached	Flats	Semi-	Terraced	All
			detached		
		SCC	Area	•	
Count	160	2	77	19	258
Average	£221,023	£91,250	£154,731	£144,259	£194,579
£/m2	£1,951	£1,480	£1,849	£1,754	£1,902
		Houghton	Le Spring	•	
Count	76	0	24	9	109
Average	£217,384		£147,263	£150,396	£196,413
£/m2	£1,717		£1,571	£1,456	£1,663
		Sunde	rland		
Count	43	2	33	3	81
Average	£200,424	£91,250	£149,308	£136,617	£174,540
£/m2	£1,880	£1,480	£1,833	£1,882	£1,851
		Washir	ngton	•	
Count	46	0	22	8	76
Average	£249,027	8	£168,303	£134,688	£213,624
f/m2	£2.191		£2.010	£1.822	£2 100

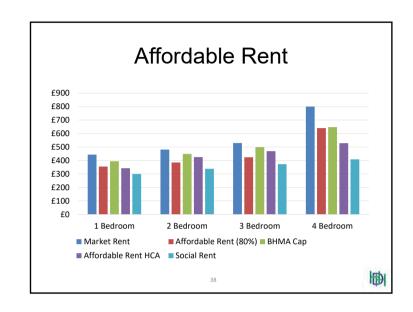


## New Build Asking Prices

Developer	Address	Town	F	Price per m2		
-			Minimum	Average	Maximu	
					m	
Barrratt	Teal Park Farm	Washington	£1,805	£2,023	£2,279	
David Wilson	Teal Farm Village	Washington		£2,294		
David Wilson	Elba Park	Houghton le	£1,439	£2,055	£2,419	
		Spring				
Miller Homes	Scholars Gate	Houghton le	£1,795	£2,136	£2,727	
		Spring				
Kimmitt Roberts	Tivoli Buildings	Houghton le		£1,200		
		Spring				
Martin & Co	Tunstall Village	Sunderland		£1,655		
	Green					
Gleeson Homes	Henry Court	Sunderland	£1,512	£1,642	£1,827	

Table 4.5 Price Assumptions £/m <sup>2</sup>								
	Central	North	South	\A/a a la ina est	Coalfiel			
	Sunderla	Sunderla	Sunderla	Washingt				
	nd	nd	nd	on Area	d area			
Large Greenfield	N/A	N/A	£2,500	£2,300	£2,300			
Medium Greenfield	N/A	2,325	£2,400	£2,275	£2,275			
Small Greenfield	N/A	£2,500	£2,500	£2,500	£2,500			
Large and Medium Brownfield	£1,900	£1,800	£1,800	£1,800	£1,800			
Small Brown Infill	£1,850	£1,750	£1,750	£1,750	£1,750			
Urban Flat	£1,650	£1,600	£1,600	N/A	N/A			





#### Affordable Housing (1)

- Affordable Rent
  - -80% of Median Rent / LHA Cap
  - Management 10%
  - Voids and bad debts 4%
  - Repairs 6%
  - Yield 6% (YP 16.6)

£940/m<sup>2</sup>

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#### Affordable Housing (2)

Social Rent (£) Fiscal Calendar 2015									
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms					
Per week	£69.12	£78.06	£86.08	£94.20					
Per Month	£299.50	£338.25	£373.02	£408.20					
Per Year	£3,594.00	£4,059.05	£4,476.28	£4,898.39					

#### Social Rent

- Management 10%– Voids and bad debts 4%
- Repairs 6%
- Yield 5.5% (YP 18)

£890/m<sup>2</sup>



#### Affordable Housing (3)

Intermediate

- Share 50%

- Rent 2.75% pa (3% max)

- Management 10%

- Yield 5.5% (YP18)

65% OMV

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# Non Residential \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is and by Postande \*\*Transport of the Provision Area is an advertised Area is a advertised Area is an advertised Area is a advertised Area is a

#### Older Peoples Housing

Table 4.13 Worth of Retirement and Extracare								
Sunderland	Area (m <sup>2</sup> )	£	£/m²					
3 bed semi-detached		157,000						
I bed Sheltered	50	117,750	2,355					
2 bed Sheltered	75	147,188	1,963					
1 bed Extracare	65	157,000	2,415					
2 bed Extracare	80	193,797	2,422					

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#### Non Residential Prices

	Table 5.1 No	n- Residential	Value Assum	ptions	
		Rent	Yield	Capitalised	Appraisal
		£/m²/year		Rent £/m²	Assumption
					£/m <sup>2</sup>
Office		110	6.50%	1,690	1,700
Industrial		55	6.50%	850	850
Retail	Primary Shop	250	6.50%	3,850	3,850
	Secondary Shop	150	8.00%	1,875	1,900
	Supermarkets	220	5.50%	4,000	4,000
	Smaller				
	supermarkets	215	6.00%	3,580	3,580
	Retail warehouses	150	6.50%	2,300	2,300
Hotel					2,960

#### Alternative Use Value £/ha

Residential £450,000
 Industrial £400,000
 Agricultural £20,000
 Paddock £50,000

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#### Development Costs (2)

- Abnormals
  - Brownfield +5%
  - Other sites0% (as per Gedling)
- Fees
  - Residential 8%
    Non Res 8%
    Disposal 3.5%
    Acquisition 1.5%
- Interest
  - 6%pa on debit balances



#### **Development Costs (1)**

- Construction
  - BCIS (Estate Housing £907/m²)
  - Building Regs +1.5%
  - Small sites +6% and +13%
  - BREAM Very Good +0%
- Site Costs
  - -5% to 20%
  - Large Greenfield single phase 15%
  - Large Greenfield multi phase 20%



#### Development Costs (3)

- Contingencies
  - Greenfield 2.5%- Brownfield 5%
- S106
  - Range from £2,000 to £20,000 / unit
  - Refine in due course based on IDP
- Phasing
  - 35 market units/year max



#### Development Costs (4)

- Developers' return
  - 20% Total Development Value

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#### Affordable Housing

Require provision of 10% affordable housing on all housing developments proposing a minimum of 15 dwellings or on sites of 0.5ha or more

• The Strategic Housing Market Assessment (SHMA) 2013 identifies an imbalance of house types amongst the city's housing stock, with low levels of family, detached and 'executive' type dwellings. This lack of choice is a major cause of out-migration to areas with more appropriate housing and is one of the main reasons behind the longstanding population decline in the city. It is necessary to ensure that an adequate and appropriate supply of housing is provided across the city in terms of type, tenure, design and price, to meet the needs of existing and future residents. A flexible housing stock that can satisfy change in household size, ageing population and diverse lifestyle choices is required.

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#### **Cumulative Impact of Policy**

Based on issues and options and discussion with officers

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#### **Housing Mix**

- Based on the mix of housing need identified in the SHMA.
- In line with Table B9 (page 147) of the SHMA, 75% of affordable housing will be 1 and 2 bed units and the balance 3+ bed units.
- The SHMA suggests 'a particular focus on the delivery of three bedroom and four bedroom houses and bungalows and goes on to provide various aspiration and expectation based mixes. The modelling is based on a mix of family housing that is typical of commercial housing development in the region.

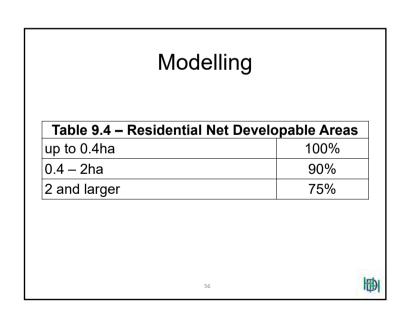
#### **Developer Contributions**

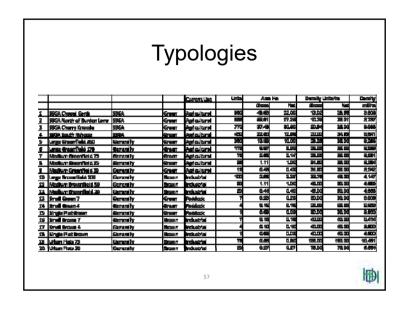
- Moving away from 'tariff' based system due to CIL Regulations 122 and 123
- Current headings
  - i. open space and recreation (including leisure and sports facilities), ii. strategic green infrastructure and biodiversity enhancement/mitigation, iii. transport (including footpaths, bridleways, cycleways, highways, public transport, car parks and travel planning), iv. community facilities (including meeting halls, youth activities, play facilities, library and information services, cultural facilities and places of worship), v. employment, Training and Enterprise and Targeted Recruitment, vi. education, health and social care and community safety, vii. enhancement of historic environment, viii. utilities infrastructure and renewable energy, ix. emergency and essential services, x. environmental improvements, xi. drainage/flood prevention and protection, xii. waste recycling facilities, xiii. public art and heritage
- Assumptions
  - Base appraisals £1,000/unit
  - Test £0/unit to £20,000/unit



	<b>Table 9.3 S</b>	SHLAA Sites	by Size	
		Coalfield		
1 to 5	0	0.00%	0	0.00%
6 to 10	7	7.07%	52	0.52%
11 to 15	11	11.11%	151	1.51%
16 to 20	8	8.08%	143	1.43%
21 to 50	22	22.22%	703	7.02%
51 to 100	18	18.18%	1,226	12.24%
101 to 300	25	25.25%	4,101	40.94%
301 to	8	8.08%	3,641	36.35%
1,000				
1,000 plus	0	0.00%	0	0.00%
	99	100.00%	10,017	100.00%

		Mo	dellir	าต		
			ELAA Sites – Curr	<u> </u>		
		Table 9.1 Sri	North	ent ose		
	С	ount	l u	Inits		Ha
Greenfield	7	21.21%	617	35.02%	34	46.50%
Brownfield	18	54.55%	510	28.94%	14	19.04%
Mixed	8	24.24%	635	36.04%	25	34.45%
	33	100.00%	1,762	100.00%	74	100.00%
			Central			
	C	ount		Inits		Ha
Greenfield	0	0.00%	0	0.00%	0	0.00%
Brownfield	34	97.14%	2,122	99.25%	31	98.95%
Mixed	1	2.86%	16	0.75%	0	1.05%
	35	100.00%	2,138	100.00%	31	100.00%
			Washington			
		ount		Inits		Ha
Greenfield	27	57.45%	5,443	78.87%	361	85.24%
Brownfield	19	40.43%	1,258	18.23%	51	12.07%
Mixed	1	2.13%	200	2.90%	11	2.69%
	47	100.00%	6,901	100.00%	424	100.00%
			South			
		ount		Inits		Ha
Greenfield	28	37.84%	7,637	58.65%	486	71.23%
Brownfield	42	56.76%	4,520	34.71%	160	23.50%
Mixed	4	5.41%	865	6.64%	36	5.26%
	74	100.00%	13,022	100.00%	683	100.00%
			Coalfield			
		ount		Inits		Ha
Greenfield	69	69.70%	7,013	70.01%	420	75.00%
Brownfield	24	24.24%	1,660	16.57%	67	11.96%
Mixed	6	6.06%	<sup>5</sup> 1,344	13.42%	73	13.04%





#### 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 competitive returns?
- Land owner's have expectations (life changing?)
- · Will land come forward?

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#### A Pragmatic Viability Test

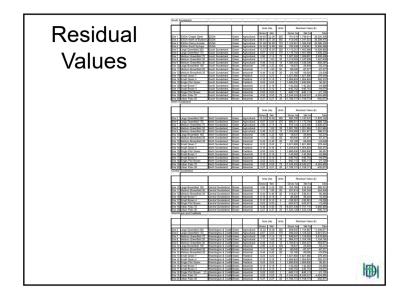
Existing Use Value

- Plus 20%
- Plus £200,000/ha on greenfield for residential
- Plus £200,000/ha on greenfield for employment

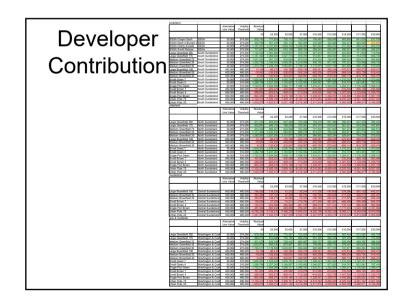
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#### Early Results

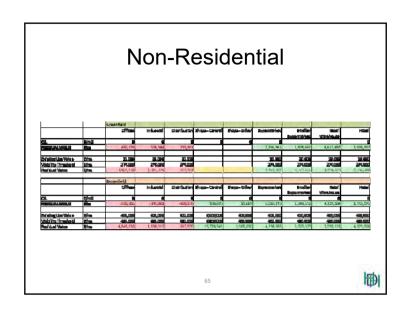












#### And Now?

- Circulate slides
- Responses to Council
- Further Viability event at Preferred Option stage

Any Further Questions



## Appendix 3 – Record of November 2016 Consultation

#### **Sunderland Viability Stakeholder Workshop**

Venue: Sunderland Software Centre (Boardroom)

Date: 21 November 2016 (10am – Midday)

#### <u>Minutes</u>

#### Summary of discussion

- 1. Louise Moody (LM) provided an update of the preparation of the Local Plan and the purpose of the workshop.
- 2. Simon Drummond-Hay (SDH) presented the initial findings of the viability modelling work which had been undertaken. It was agreed that the slides would be sent to attendees and the other invitees who were unable to attend to provide comments in writing. All comments should be received within two weeks of the workshop (i.e. by 5 December 2016). SDH invited questions throughout the presentation on the assumptions made within the report and the areas of discussion are highlighted below:
- Joe Ridgeon (JR) commented that sales values vary significantly within the city and this needed to be taken into consideration. Others agreed with this point. SDH indicated it is necessary to make some assumptions and to bring together a range of evidence sources, that are often inconsistent and certainly not clear cut. SDH will review this (see below).
- Gordon Cordwell-Smith (GCS) indicated that the development industry generally used Imperial measurements in their costings rather than metric. SDH advised that he would add the key figures in imperial within the final report for clarity.
- Caroline Strugnell (CS) suggested the sales values used seemed higher than the
  evidence suggested. All attendees agreed that the sales values, particularly for
  greenfield sites appeared to be too high. SDH indicated that most of the sales
  evidence had been drawn from brownfield sites rather than greenfield sites and
  therefore he had looked at greenfield sales values from the wider area to arrive at his
  figure. However, attendees agreed that using greenfield sales values from
  Newcastle and North Tyneside would not be appropriate for Sunderland where sales
  values are lower. CS Suggested that SDH used sales values from greenfield sites in
  the city that are currently under development.
- It was put forward that sale values were broadly consistent between greenfield and brownfield sites, therefore any uplift to greenfield values should only be marginally higher.



- GCS suggested that the modelling was over-complicated and that sales values didn't really differ as a result of site size, except on the largest greenfield sites of over 500 units or so, it was mainly down to the area.
- GCS suggested the following sales values were broadly indicative in each sub-area.
   Those in attendance were generally in agreement of these levels:

Coalfield: £150-£170 per sq ft
Washington: £170-£200 per sq ft
South Sunderland: £180-£190 per sq ft

North Sunderland: £150-£170 per sq ft

Central: £145-£170 per sq ft...although it was acknowledged

that the market varied street by street.

- SDH indicated he would review the assumptions presented in light of the above, but asked that those present to provide evidence of these sales values.
- Limited comments received regarding affordable housing assumptions, but it was suggested that developers generally work off transfer values rather than price per square foot.
- SDH provided his assumptions for starter homes and his expectation that more
  information would be published on how these would be delivered soon. M Wilks
  (MW) indicated that he was there on behalf of the HCA and that the guidance
  wouldn't be published until 2017 at the earliest.
- GCS commented that the yield of 5.5% for intermediate housing seemed quite low. Alan Davies (AD) suggested it was more like 6%. SDH explained that he has arrived at this based on his experience and was aware of yields being agreed at much lower values (less than 4%) elsewhere recently.
- SDH advised that for residential uses, no allowance has been made for purchasers costs, although this had been factored in for commercial development. SDH indicated that this would be made clear in the report.
- Older persons sales values no specific feedback.
- No feedback was received on commercial sales values, but SDH asked for attendees to speak to others in their office with greater experience in this area and feedback.
- Alternative use values It was queried whether these were standardised across the
  city. SDH indicated that for paddock, agricultural and industrial uses they had been.
  GCS suggested that this would vary by area. For example industrial values in
  Washington would be higher than elsewhere. GCS suggested that the industrial
  value used, would probably be representative of Washington (if not slightly high for
  there even), but that elsewhere it would be lower. SDH asked that those in
  attendance provide examples of transactions to demonstrate these values.



 For residential land values GCS made the following suggestions by area. These were generally agreed by those in attendance:

Coalfield: £250k-£450k per acre

Washington: £450k-£650k/£750k per acre

South Sunderland: £450k-£750k per acre

North Sunderland: £250k-£450k per acre

Central: £250k-£450k per acre

- Development costs There was some discussion over why abnormal costs have not been applied to greenfield sites. SDH indicated that this was high level study and was only seeking to look at 'normal abnormal' costs. Any 'abnormal abnormals' would be looked at on a site by site basis. It was generally agreed by those in attendance that the £907 figure used sounded ok.
- It was generally agreed by those in attendance that a max build out rate of 35 market dwellings per year was about right.
- CS commented that the densities shown in the site typology table seemed a little high. SDH advised that for greenfield sites, this had been drawn from the South Sunderland Growth Area sites as a benchmark. Despite this, CS still felt that they were a little high.
- In the context of the competitive return for the willing landowner, GCS cited the 'Shinfield' appeal case. SDH advised that the 'Shinfield' case was not a general precedent as the Inspector had based their decision on the information in front of them and the only evidence put forward on sales values was this one point. There are lots of other appeal decisions which differ from the 'Shinfield' case, so this approach had been discounted.
- CS indicated that it would be useful to use some sensitivity testing for abnormals due
  to the former mining in some areas of the city etc. SDH agreed to undertake
  sensitivity testing for abnormals as part of the final report.
- It was asked why only £1,000 per unit was used for S106 contributions. This was
  lower than experienced by those in attendance. SDH advised that due a lack of
  information he had used the figure as a starting point but had done sensitivity testing
  up to £20,000 per unit. SDH indicated that it was about getting the right balance
  between contributions for infrastructure and affordable housing provision.
- James Reid (JR) made reference to para 4.23 in the draft report and the use of the floor area within the EPC register as a guide of a GIA. JR advised that this wasn't a true reflection of the GIA as for Barratt's the figure reported on the EPC register didn't truly reflected the SA instead of the GIA, which was often much higher once the garaging had been taken into account. SDH acknowledged this, but suggested he had used a median to try and account for this.



3. SDH thanked everyone for attending and welcomed their contributions. SDH agreed that the slides would be circulated and 2 weeks given for people to submit their comments. It was also agreed that the appendices to the draft report would also be circulated.



### Appendix 4 – New Build Sales, Land Registry PPD and EPC

#### June 2015 to July 2016

Date	Price Paid	Typle	saon	paon	street	locality	town	postcode	M2	£/m2
30/06/2015	£247.000	D		24	WATERGATE		HOUGHTON LE SPRING	DH4 6GL	111	£2,225
30/06/2015	£289,950	D		39	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	158	£1,835
30/06/2015	£299,950	D		50	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	184	£1,630
30/06/2015	£224.950	Ď		57	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£2,083
30/06/2015	£229,995	D		11	ROCKLIFFE		SUNDERLAND	SR2 0EL	118	£1,949
30/06/2015	£239,995	Ď		10	GARESFIELD		SUNDERLAND	SR2 0EQ	126	£1,905
30/06/2015	£139.950	J		59	FLINT ROAD		SUNDERLAND	SR4 6EG	120	21,000
30/06/2015	£164,950	S		97	FLINT ROAD		SUNDERLAND	SR4 6EG	106	£1,556
30/06/2015	£134.950	Ü		35	CORNING ROAD		SUNDERLAND	SR4 6EE	100	21,000
30/06/2015	£140,000			49	CORNING ROAD		SUNDERLAND	SR4 6EE		
30/06/2015	£229,995	D		23	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	93	£2,473
02/07/2015	£204,950	D		30	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	117	£1,752
02/07/2015	£169,995	S		21	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2,099
03/07/2015	£178,950	D		1	CAMPION CLOSE		HOUGHTON LE SPRING	DH4 5JE	92	£1,945
03/07/2015	£204,995	D		2	ROOKHOPE		HOUGHTON LE SPRING	DH4 6JS	122	£1,680
03/07/2015	£179,995	S		27	CHILLINGHAM CLOSE		WASHINGTON	NE38 8FJ	97	£1,856
06/07/2015	£162,000	S		23	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	86	£1,884
10/07/2015	£209,995	D		4	ROOKHOPE		HOUGHTON LE SPRING	DH4 6JS	122	£1,721
10/07/2015	£182,995	D		43	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	108	£1,694
16/07/2015	£177.995	S		15	DRYSLWYN ROAD	2,1011/01/01/2/11/2	WASHINGTON	NE38 8FN	93	£1,914
17/07/2015	£197,995	D		5	ROOKHOPE		HOUGHTON LE SPRING	DH4 6JS	106	£1,868
17/07/2015	£150,995	D		37A	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	83	£1,819
17/07/2015	£162,000	S		22	PRIMROSE LANE	2,10110101121112	HOUGHTON LE SPRING	DH4 5JB	86	£1,884
17/07/2015	£122,995	S		41	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	79	£1,557
17/07/2015	£212,695	D		4	DRYSLWYN ROAD	2,13,113,13,12,1112	WASHINGTON	NE38 8FN	113	£1,882
17/07/2015	£164,495	S		22	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2,031
23/07/2015	£182,995	S		4	KINGFISHER ROAD		WASHINGTON	NE38 0AN	88	£2,079
24/07/2015	£199,950	Ď		17	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	117	£1,709
24/07/2015	£60.000	_		17	RYDALE PARK		SUNDERLAND	SR2 7RG		2.,. 00
24/07/2015	£204,995	D		20	KINGFISHER ROAD		WASHINGTON	NE38 0AN	91	£2,253
27/07/2015	£217.995	D		3	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	122	£1,787
27/07/2015	£204,995	D		18	KINGFISHER ROAD		WASHINGTON	NE38 0AN	91	£2,253
27/07/2015	£244,995	D		3	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	125	£1,960
29/07/2015	£165.000	S		22	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	77	£2.143
30/07/2015	£194,995	D		11	GARESFIELD		SUNDERLAND	SR2 0EQ	101	£1,931
30/07/2015	£199.995	S		29	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
31/07/2015	£199.950	D		15	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	123	£1,626
31/07/2015	£124,950	_		24	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	0	_ :,0_0
	,									



31/07/2015	£259,995	D	16	GARESFIELD		SUNDERLAND	SR2 0EQ	150	£1,733
31/07/2015	£199,950		69	CORNING ROAD		SUNDERLAND	SR4 6EE		
31/07/2015	£299,995	D	31	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	164	£1,829
31/07/2015	£179.995	S	15	GARESFIELD		SUNDERLAND	SR2 0EQ	89	£2.022
31/07/2015	£199,995	S	28	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
31/07/2015	£199,995	Ď	22	WAXWING		WASHINGTON	NE38 0AJ	91	£2,198
31/07/2015	£209,995	D	24	CHILLINGHAM CLOSE		WASHINGTON	NE38 8FJ	113	£1,858
31/07/2015	£209,695	D	29	CHILLINGHAM CLOSE		WASHINGTON	NE38 8FJ	113	£1,856
31/07/2015	£209,095 £160.000	S	1	ARBURY CLOSE		WASHINGTON	NE38 8BU	77	£1,030 £2,078
	,	S							£2,076 £2.444
31/07/2015	£153,995		3	ARBURY CLOSE		WASHINGTON	NE38 8BU	63	
03/08/2015	£117,995	S	15	FIELD SQUARE		SUNDERLAND	SR4 0DF	71	£1,662
07/08/2015	£194,995	D	2	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	106	£1,840
07/08/2015	£168,495	D	51	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	102	£1,652
07/08/2015	£173,995	S	7	KINGFISHER ROAD		WASHINGTON	NE38 0AN	83	£2,096
10/08/2015	£229,995	D	5	ROCKLIFFE		SUNDERLAND	SR2 0EL	118	£1,949
13/08/2015	£128,995	S	39	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	79	£1,633
13/08/2015	£174,995	S	14	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	93	£1,882
14/08/2015	£164,995	D	41	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,618
14/08/2015	£194,995	D	12	GARESFIELD		SUNDERLAND	SR2 0EQ	101	£1,931
14/08/2015	£221,995	D	8	GARESFIELD		SUNDERLAND	SR2 0EQ	118	£1,881
14/08/2015	£199,995	s	27	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
14/08/2015	£162.000	S	24	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	77	£2.104
17/08/2015	£169,995	T	49	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	102	£1,667
17/08/2015	£134,995	Ď	5	FAWN ROAD	EASINGTON LANE	SUNDERLAND	SR4 0DG	91	£1,483
	£225,000	D	14	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	119	£1,403 £1,891
21/08/2015	£225,000 £198,995	D	14				DH4 5JB DH4 6GG		£1,877
21/08/2015		D		AUCKLAND CLOSE	FACINICTONILANIE	HOUGHTON LE SPRING		106	
21/08/2015	£193,995	D	36	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,902
21/08/2015	£124,950	_	25	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB		
21/08/2015	£245,000	D	4	PADDOCK LANE		SUNDERLAND	SR3 2BX	150	£1,633
21/08/2015	£199,995	S	26	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
21/08/2015	£160,000	Т	26	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	77	£2,078
28/08/2015	£174,995	D	4	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	100	£1,750
28/08/2015	£172,450	D	37	FLINT ROAD		SUNDERLAND	SR4 6EG	89	£1,938
28/08/2015	£179,995	S	7	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	94	£1,915
28/08/2015	£109,995	S	9	FIELD SQUARE		SUNDERLAND	SR4 0DF	71	£1,549
28/08/2015	£260,495	D	19	WAXWING		WASHINGTON	NE38 0AJ	124	£2,101
11/09/2015	£208,995	D	5	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	122	£1,713
11/09/2015	£169,995	S	45	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	116	£1,465
11/09/2015	£144,995	Ď	30	MARLEY CRESCENT	2,10111011011271112	SUNDERLAND	SR5 5BL	99	£1,465
16/09/2015	£170.000	D	6	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	100	£1,700
16/09/2015	£124,950	T	9	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	71	£1,760
18/09/2015	£249.995	Ď	11	WETHERALL CLOSE	TILTTON LETTOLL	SUNDERLAND	SR5 1JU	114	£2,193
18/09/2015	£254,995	D	19	KINGFISHER ROAD	UETTONIE	WASHINGTON	NE38 0AN	118	£2,161
22/09/2015	£149,950	D	2	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	79	£1,898
22/09/2015	£323,500	D	28	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	139	£2,327
24/09/2015	£172,950	D	8	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	102	£1,696
24/09/2015	£144,950	Т	35	KNIGHTSWOOD		SUNDERLAND	SR3 2FE	64	£2,265



		_							
24/09/2015	£264,995	D	10	WOODLARK		WASHINGTON	NE38 0AT	124	£2,137
25/09/2015	£175,995	D	7	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	88	£2,000
25/09/2015	£300,000	D	17	WATERGATE		HOUGHTON LE SPRING	DH4 6GL	139	£2,158
25/09/2015	£169,995	D	45	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,667
25/09/2015	£300,000	D	92	NEWCASTLE ROAD	2,10111010112,1112	SUNDERLAND	SR5 1JJ	164	£1,829
			20	DOVESTONE CLOSE					
25/09/2015	£415,000	D				WASHINGTON	NE38 8FD	223	£1,861
25/09/2015	£222,500	D	29	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	93	£2,392
25/09/2015	£217,500	D	8	RUSHTON WAY		WASHINGTON	NE38 8FF	93	£2,339
25/09/2015	£159,995	S	1	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	63	£2,540
30/09/2015	£149.950	D	6	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	79	£1,898
30/09/2015	£139,950		45	FLINT ROAD		SUNDERLAND	SR4 6EG		2.,
02/10/2015	£235,000	D	19	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	127	£1,850
		D							
02/10/2015	£254,995		21	WAXWING		WASHINGTON	NE38 0AJ	118	£2,161
08/10/2015	£125,000	F	PIER	MARINE WALK		SUNDERLAND	SR6 0PP	70	£1,786
			POINT						
09/10/2015	£194,995	D	16	KINGFISHER ROAD		WASHINGTON	NE38 0AN	88	£2,216
09/10/2015	£269,995	D	17	BARMSTON ROAD		WASHINGTON	NE38 8BB	112	£2,411
12/10/2015	£274,995	D	20	WAXWING		WASHINGTON	NE38 0AJ	127	£2,165
16/10/2015	£194,995	D	16	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	107	£1.822
					UETTONIE				
16/10/2015	£159,950	D	5	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	90	£1,777
23/10/2015	£213,995	D	18	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	122	£1,754
23/10/2015	£149,995	D	59	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	88	£1,704
23/10/2015	£149,995	D	61	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	88	£1.704
23/10/2015	£204,995	D	14	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	90	£2,278
23/10/2015	£57,500	F	14	BIRCH COURT		SUNDERLAND	SR3 2TN	49	£1,173
					UETTONLEUOLE				
28/10/2015	£154,950	D	6	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	79	£1,961
29/10/2015	£108,995	S	5	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	72	£1,514
29/10/2015	£114,995	S	6	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	72	£1,597
29/10/2015	£240,000	D	11	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	116	£2,069
30/10/2015	£304,000	D	16	WATERGATE		HOUGHTON LE SPRING	DH4 6GL	139	£2,187
30/10/2015	£400,000	D	12	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR	186	£2,151
30/10/2015	£171,000	D	28	GREENFINCH ROAD	<b>EASINGTON LANE</b>	HOUGHTON LE SPRING	DH5 0GG	108	£1,583
		D			EASINGTON LANE			100	£1,505
30/10/2015	£245,052		2	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY		
30/10/2015	£299,950		31	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY		
30/10/2015	£239,950		55	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY		
30/10/2015	£222,000	D	7	GARESFIELD		SUNDERLAND	SR2 0EQ	118	£1,881
30/10/2015	£133,995	D	100	FORDFIELD ROAD		SUNDERLAND	SR4 0DE	71	£1,887
30/10/2015	£229,995	D	15	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	104	£2,211
30/10/2015	£268,500	D	19	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	112	£2,397
	£260,000		24						
30/10/2015		D		DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£2,016
30/10/2015	£169,995	S	5	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	77	£2,208
30/10/2015	£127,500	T	23	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	63	£2,024
02/11/2015	£425,000	D	4	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR	186	£2,285
05/11/2015	£265,995	D	21	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	108	£2,463
06/11/2015	£176,995	D	20	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	88	£2,011
06/11/2015	£299,950	D	33	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	184	£1,630
06/11/2015	£124,995	T	7	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	72	£1,736
00/11/2013	£ 124,333	1	,	LINDOATOTICET	HETTON LETIOLE	HOUGHTON LE SPRING	ואפ כוום	12	£1,130



09/11/2015	£120,995	D		26	MULBERRY AVENUE		SUNDERLAND	SR5 5AZ	72	£1,680
10/11/2015	£275,950			34	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY		,
12/11/2015	£136,995	D		76	FOREST ROAD		SUNDERLAND	SR4 0DY	91	£1,505
12/11/2015	£129,950	Т		47	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£1,830
13/11/2015	£208,995	Ď		21	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	122	£1,713
13/11/2015	£280,000	D		5	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR	137	£2,044
13/11/2015	£194,995	Ď		63	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	122	£1,598
13/11/2015	£199,995	D		65	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	125	£1,600
16/11/2015	£130.145	D		84	FOREST ROAD	E/ (CITOTOIT E/ (ITE	SUNDERLAND	SR4 0DY	91	£1,430
17/11/2015	£254,995	D		17	KINGFISHER ROAD		WASHINGTON	NE38 0AN	118	£2.161
20/11/2015	£199,995	D		22	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	106	£1,887
20/11/2015	£183,000	S		18	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	103	£1,777
20/11/2015	£165,000	T		27	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	77	£2,143
23/11/2015	£154,950	Ď		7	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	79	£1,961
23/11/2015	£194,995	D		, 11	KINGFISHER ROAD	TIETTON LE TIOLE	WASHINGTON	NE38 0AN	88	£1,901 £2,216
23/11/2015	£194,995 £194,995	D		12	KINGFISHER ROAD		WASHINGTON	NE38 0AN	88	£2,216
24/11/2015	£194,995 £125,000	T		24	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	63	£2,210 £1,984
25/11/2015	£125,000 £405,000	D		24 7	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR		
27/11/2015	£405,000 £420.000	D		6				DH4 6GR DH4 6GR	186	£2,177 £2,258
27/11/2015	£420,000 £169.995	U		6 34	BURNHOPE WAY GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING HOUGHTON LE SPRING	DH4 6GR DH5 0GH	186	£2,230
		_		34 30	CRESTA VIEW	EASING FON LANE	HOUGHTON LE SPRING	DH5 0GH DH5 8BY	440	04.040
27/11/2015	£284,950	D S							149	£1,912
27/11/2015	£149,995			23	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	80	£1,875
27/11/2015	£209,500	S		79	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,806
27/11/2015	£209,995	D		20	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,944
27/11/2015	£209,995	D		21	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,944
27/11/2015	£179,995	S		9	ROCKLIFFE		SUNDERLAND	SR2 0EL	94	£1,915
27/11/2015	£119,695	S		78	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,686
27/11/2015	£125,995	S		80	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,775
27/11/2015	£189,995	S		17	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	103	£1,845
30/11/2015	£113,995	S		74	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,606
01/12/2015	£99,990	_		1	GRANGEWOOD COURT		HOUGHTON LE SPRING	DH4 4RS		
03/12/2015	£134,759	D		42	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,321
04/12/2015	£199,995	D		47	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	125	£1,600
04/12/2015	£177,950	D		9	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	102	£1,745
04/12/2015	£249,995	S		73	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	111	£2,252
04/12/2015	£129,995	S		51	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,646
04/12/2015	£116,185	Т		22	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	87	£1,335
04/12/2015	£57,321		FLAT 10	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£57,321		FLAT 11	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£57,321		FLAT 12	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£69,056		FLAT 16	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£55,645		FLAT 2	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£55,645		FLAT 3	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£56,483		FLAT 5	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£56,483		FLAT 6	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£54,500		FLAT 7	32	NILE STREET		SUNDERLAND	SR1 1EY		
04/12/2015	£56,483		FLAT 8	32	NILE STREET		SUNDERLAND	SR1 1EY		



04/12/2015	£339,995	D	17	SKYLARK		WASHINGTON	NE38 0AL	150	£2,267
07/12/2015	£164,950	S	99	FLINT ROAD		SUNDERLAND	SR4 6EG	80	£2.062
09/12/2015	£264,995	D	3	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR	111	£2,387
09/12/2015	£129,950	S	16	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	71	£1,830
11/12/2015	£200,450	D	6	STARLING CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GZ	115	£1,743
11/12/2015	£209,995	D	3	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	91	£2,308
11/12/2015	£179,950	D	79	CORNING ROAD		SUNDERLAND	SR4 6EE	90	£1,999
11/12/2015	£289,995	D	16	SKYLARK		WASHINGTON	NE38 0AL	127	£2,283
11/12/2015	£194.995	D	8	WOODLARK		WASHINGTON	NE38 0AT	88	£2,216
14/12/2015	£179,995	S	14	GARESFIELD		SUNDERLAND	SR2 0EQ	89	£2.022
14/12/2015	£259.995	D	30	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£2,015
17/12/2015	£232,702	D	37	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,877
17/12/2015	£154,500	S	27	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	76	£2,033
17/12/2015	£208,000	Ť	71	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,793
17/12/2015	£169,950	D	58	CORNING ROAD		SUNDERLAND	SR4 6EE	81	£2,098
17/12/2015	£229,995	D	19	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	90	£2,556
18/12/2015	£186,200	D	19	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	106	£1,757
18/12/2015	£219,950	D	38	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£2,037
18/12/2015	£123.495	D	3	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1.647
18/12/2015	£199.950	D	77	FLINT ROAD	112110112211022	SUNDERLAND	SR4 6EG	107	£1.869
18/12/2015	£144,950	S	59	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£2.042
18/12/2015	£139,950	S	61	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£1,971
18/12/2015	£159,950	S	99A	FLINT ROAD		SUNDERLAND	SR4 6EG	80	£1,999
18/12/2015	£225,000	Ď	2	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	113	£1,991
22/12/2015	£167,996	S	- 77	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,448
22/12/2015	£134,950	Ť	47A	FLINT ROAD		SUNDERLAND	SR4 6EG	87	£1,551
22/12/2015	£100,000	S	34	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£100,000	S	35	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£100.000	Ť	36	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£100,000	Ť	37	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£150,000	Ť	38	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	86	£1,744
22/12/2015	£150.000	Ť	39	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	86	£1.744
23/12/2015	£169.950	D	56	CORNING ROAD		SUNDERLAND	SR4 6EE	81	£2,098
07/01/2016	£144,995	D	32	MARLEY CRESCENT		SUNDERLAND	SR5 5BL	99	£1,465
08/01/2016	£183,995	D	40	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	108	£1,704
14/01/2016	£209,950	D	58	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£1,944
14/01/2016	£94,995	S	14	EPPLETON ESTATE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BD	61	£1,557
15/01/2016	£149,995	S	24	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	79	£1,899
15/01/2016	£119,995	S	49	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,519
15/01/2016	£199.950	D	81	FLINT ROAD		SUNDERLAND	SR4 6EG	100	£2.000
15/01/2016	£119,995	S	68	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1.690
15/01/2016	£169,995	S	9	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2,099
18/01/2016	£182,995	D	38	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	108	£1,694
18/01/2016	£244,950	D	36	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,975
18/01/2016	£119,995	-	66	FOREST ROAD		SUNDERLAND	SR4 0DY		2.,0.0
18/01/2016	£162.995	S	8	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2.012
21/01/2016	£94,995	S	15	EPPLETON ESTATE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BD	61	£1,557
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22/01/2016	£449,000	D	18	WATERGATE		HOUGHTON LE SPRING	DH4 6GL	220	£2,041
22/01/2016	£227,995	D	1	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	110	£2,073
22/01/2016	£269,995	D	23	KINGFISHER ROAD		WASHINGTON	NE38 0AN	124	£2,177
25/01/2016	£160.995	D	82	FOREST ROAD		SUNDERLAND	SR4 0DY	99	£1,626
28/01/2016	£204,450	Ď	77	CORNING ROAD		SUNDERLAND	SR4 6EE	111	£1,842
29/01/2016	£234,950	D	40	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,895
29/01/2016	£184,995	S	5	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	94	£1,968
29/01/2016	£219,995	D	15	SKYLARK		WASHINGTON	NE38 0AL	88	£2,500
29/01/2016	£191,995	D	10	KINGFISHER ROAD		WASHINGTON	NE38 0AN	83	£2,313
29/01/2016	£262.995	D	4	ARBURY CLOSE		WASHINGTON	NE38 8BU	108	£2,435
29/01/2016	£230,000	D	7	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	93	£2,473
29/01/2016	£199,995	S	15	MELDON CLOSE		WASHINGTON	NE38 8FL	97	£2,062
					UETTONIE				
02/02/2016	£125,395	D	10	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1,672
	£199,995	D	53	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	125	£1,600
05/02/2016	£210,000	Т	65	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,810
12/02/2016	£269,995	D	15	KINGFISHER ROAD		WASHINGTON	NE38 0AN	127	£2,126
19/02/2016	£178,995	D	28	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	100	£1,790
19/02/2016	£169,950	Ď	25	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,888
		S	67		EASINGTON LANE		DH5 0GK	79	
	£121,995			KINGFISHER DRIVE	EASING FON LANE	HOUGHTON LE SPRING			£1,544
24/02/2016	£209,995	D	23	BARMSTON ROAD		WASHINGTON	NE38 8BB	88	£2,386
	£136,995	D	70	FOREST ROAD		SUNDERLAND	SR4 0DY	91	£1,505
26/02/2016	£199,995	S	19	BARMSTON ROAD		WASHINGTON	NE38 8BB	121	£1,653
26/02/2016	£199,995	S	20	BARMSTON ROAD		WASHINGTON	NE38 8BB	121	£1,653
04/03/2016	£189,950	D	27	WESTERWOOD		SUNDERLAND	SR3 2WD	91	£2,087
04/03/2016	£249,995	D	26	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£1,938
07/03/2016	£214,950	Ď	31	WESTERWOOD		SUNDERLAND	SR3 2WD	117	£1,837
09/03/2016	£189,950	D	26	WESTERWOOD		SUNDERLAND	SR3 2WD	91	£2,087
10/03/2016	£130,950	S	24	WESTERWOOD		SUNDERLAND	SR3 2WD	60	£2,183
10/03/2016	£130,950	S	25	WESTERWOOD		SUNDERLAND	SR3 2WD	60	£2,183
11/03/2016	£132,995	S	69	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	79	£1,683
11/03/2016	£249,950	D	28	WESTERWOOD		SUNDERLAND	SR3 2WD	137	£1,824
11/03/2016	£169,995	S	7	WOODLARK		WASHINGTON	NE38 0AT	81	£2,099
14/03/2016	£274,995	D	2	WOODLARK		WASHINGTON	NE38 0AT	127	£2,165
		T							
16/03/2016	£99,450		7	GRANGEWOOD COURT		HOUGHTON LE SPRING	DH4 4RS	78 71	£1,275
17/03/2016	£119,995	S	72	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,690
18/03/2016	£235,000	D	34	WESTERWOOD		SUNDERLAND	SR3 2WD	122	£1,926
24/03/2016	£154,950	D	28	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,961
24/03/2016	£208,995	S	59	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,802
24/03/2016	£214,950	D	35	WESTERWOOD		SUNDERLAND	SR3 2WD	117	£1,837
24/03/2016	£319,995	D	1	WOODLARK		WASHINGTON	NE38 0AT	150	£2.133
24/03/2016	£249.995	Ď	27	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£1,938
01/04/2016	£249,995	D	31	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£1,938
04/04/2016	£198,545	S	61	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,712
08/04/2016	£199,995	Т	67	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,724
08/04/2016	£172,950	S	2	HURDWICK		SUNDERLAND	SR3 2FH	85	£2,035
08/04/2016	£265,500	D	3	WOODLARK		WASHINGTON	NE38 0AT	124	£2,141
22/04/2016	£214,950	D	1	HURDWICK		SUNDERLAND	SR3 2FH	117	£1,837
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22/04/2016	£261.500	D	2	APPLEBY CLOSE	WASHINGTON	NE38 8BX	108	£2.421
22/04/2016	£267,500	D	3	APPLEBY CLOSE	WASHINGTON	NE38 8BX	112	£2,388
27/04/2016	£119,995	S	62	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,690
28/04/2016	£154,845	D	52	FOREST ROAD	SUNDERLAND	SR4 0DX	99	£1,564
28/04/2016	£119,995	S	54	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,690
29/04/2016	£125,995	S	50	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,775
29/04/2016	£119,995	S	56	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,690
29/04/2016	£190,000		10	DANESFIELD ROAD	WASHINGTON	NE38 8BZ		
05/05/2016	£113,995	S	48	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,606
13/05/2016	£204,250	S	2	WETTONMILL CLOSE	WASHINGTON	NE38 8FP	88	£2,321
19/05/2016	£105,995	S	60	FOREST ROAD	SUNDERLAND	SR4 0DY	61	£1,738
20/05/2016	£105,995	S	58	FOREST ROAD	SUNDERLAND	SR4 0DX	61	£1,738
26/05/2016	£235,000		23	WESTERWOOD	SUNDERLAND	SR3 2WD		

#### April 2016 to July 2017

Date	Price Paid	Туре	SAON	PAON	Street		Locality	Town	Postcode	m2	£/m2
01/04/2016	£249,995	D		31	DOVESTONE CLOS	E		WASHINGTON	NE38 8FD	129	£1,938
01/04/2016	£177,995	D		34	AUCKLAND CLOSE			HOUGHTON LE SPRING	DH4 6GG	88	£2,023
04/04/2016	£198,545	S		61	WHITWORTH PARK	DRIV	E	HOUGHTON LE SPRING	DH4 6GP	116	£1,712
08/04/2016	£199,995	T		67	WHITWORTH PARK	DRIV	E	HOUGHTON LE SPRING	DH4 6GP	116	£1,724
08/04/2016	£208,995	S		57	WHITWORTH PARK	DRIV	E	HOUGHTON LE SPRING	DH4 6GP	116	£1,802
08/04/2016	£172,950	S		2	HURDWICK			SUNDERLAND	SR3 2FH	85	£2,035
08/04/2016	£265,500	D		3	WOODLARK			WASHINGTON	NE38 0AT	124	£2,141
21/04/2016	£214,950	D		36	WESTERWOOD			SUNDERLAND	SR3 2WD	117	£1,837
22/04/2016	£214,950	D		1	HURDWICK			SUNDERLAND	SR3 2FH	117	£1,837
22/04/2016	£172,950	S		3	HURDWICK			SUNDERLAND	SR3 2FH	85	£2,035
22/04/2016	£267,500	D		3	APPLEBY CLOSE			WASHINGTON	NE38 8BX	112	£2,388
22/04/2016	£261,500	D		2	APPLEBY CLOSE			WASHINGTON	NE38 8BX	108	£2,421
27/04/2016	£119,995	S		62	FOREST ROAD			SUNDERLAND	SR4 0DX	71	£1,690
27/04/2016	£189,950	D		60	CORNING ROAD			SUNDERLAND	SR4 6EE	100	£1,900
28/04/2016	£154,845	D		52	FOREST ROAD			SUNDERLAND	SR4 0DX	99	£1,564
28/04/2016	£119,995	S		54	FOREST ROAD			SUNDERLAND	SR4 0DX	71	£1,690
28/04/2016	£239,950	D		46	CRESTA VIEW			HOUGHTON LE SPRING	DH5 8BY	124	£1,935
28/04/2016	£219,950	D		35	CRESTA VIEW			HOUGHTON LE SPRING	DH5 8BY	110	£2,000
29/04/2016	£119,995	S		56	FOREST ROAD			SUNDERLAND	SR4 0DX	71	£1,690
29/04/2016	£177,950	D		1	FIELDFARE CLOSE		HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	102	£1,745
29/04/2016	£125,995	S		50	FOREST ROAD			SUNDERLAND	SR4 0DX	71	£1,775
29/04/2016	£189,950	D		62	CORNING ROAD			SUNDERLAND	SR4 6EE	102	£1,862
29/04/2016	£157,950	D		50	WHITETHROAT CLO	SE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GB	79	£1,999



29/04/2016	£133,000	S	4	APPLEBY CLOSE		WASHINGTON	NE38 8BX	63	£2,111
29/04/2016	£133,000 £312,075	D	63	WHITWORTH PARK DRIV	<b>/</b> ⊏	HOUGHTON LE SPRING	DH4 6GP	139	£2,111 £2,245
29/04/2016	£312,073 £324,950	D	32	CRESTA VIEW	'E	HOUGHTON LE SPRING	DH5 8BY	84	£3,868
29/04/2016	£324,930 £190,000	S	10	DANESFIELD ROAD		WASHINGTON	NE38 8BZ	04	23,000
04/05/2016	£190,000 £99,990	T T	9	GRANGEWOOD COURT		HOUGHTON LE SPRING	DH4 4RS	78	£1,282
05/05/2016	· ·	S	48	FOREST ROAD				70	£1,202 £1,606
06/05/2016	£113,995 £194,950	D D	40 73	CORNING ROAD		SUNDERLAND SUNDERLAND	SR4 0DX SR4 6EE		£1,756
06/05/2016	£194,950 £164.950	D	73 54	CORNING ROAD		SUNDERLAND	SR4 6EE	111 81	£1,736 £2,036
11/05/2016	£164,950 £204,950	D	2	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	117	£2,036 £1,752
11/05/2016	£204,930 £224,995	D	11	WETTONMILL CLOSE	HETTON LE HOLE	WASHINGTON	NE38 8FP	93	
13/05/2016	,	T	105	FLINT ROAD		SUNDERLAND	SR4 6EG	93 87	£2,419 £1,586
13/05/2016	£137,950	S	33	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG		£1,500 £1,700
	£169,995				FACINICTONI LANE			100	
13/05/2016	£149,995	D D	75 5	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	84	£1,786
13/05/2016	£194,000		5	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	106	£1,830
13/05/2016	£234,995	D	18	BARMSTON ROAD		WASHINGTON	NE38 8BB	105	£2,238
13/05/2016	£204,250	S	2	WETTONMILL CLOSE	<b>/</b> _	WASHINGTON	NE38 8FP	88	£2,321
19/05/2016	£210,995	T	51 60	WHITWORTH PARK DRIV	'E	HOUGHTON LE SPRING	DH4 6GP	116	£1,819
19/05/2016	£105,995	S		FOREST ROAD		SUNDERLAND	SR4 0DY	0.4	04 700
20/05/2016	£105,995	S	58	FOREST ROAD		SUNDERLAND	SR4 0DX	61	£1,738
20/05/2016	£177,000	D	7	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	100	£1,770
20/05/2016	£179,995	D	6	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	100	£1,800
20/05/2016	£219,950	D	44	CRESTA VIEW	<i>,</i> _	HOUGHTON LE SPRING	DH5 8BY	108	£2,037
20/05/2016	£234,995	S	75	WHITWORTH PARK DRIV	/E	HOUGHTON LE SPRING	DH4 6GP	111	£2,117
20/05/2016	£119,995	T	10	WETTONMILL CLOSE		WASHINGTON	NE38 8FB		
23/05/2016	£127,995	D	8	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1,707
26/05/2016	£220,000	D	1	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	116	£1,897
26/05/2016	£235,000	D	23	WESTERWOOD		SUNDERLAND	SR3 2WD		
27/05/2016	£109,950	T	8	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU		£1,549
27/05/2016	£116,995	D	37	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	75	£1,560
27/05/2016	£114,995	S	35	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72	£1,597
27/05/2016	£114,950	Т	7	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	71	£1,619
27/05/2016	£132,995	S	32	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,683
27/05/2016	£215,000	D	9	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	122	£1,762
27/05/2016	£208,500	S	88	WHITWORTH PARK DRIV		HOUGHTON LE SPRING	DH4 6GN	116	£1,797
27/05/2016	£208,995	S	55	WHITWORTH PARK DRIV		HOUGHTON LE SPRING	DH4 6GP	116	£1,802
27/05/2016	£152,995	D	73	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	84	£1,821
27/05/2016	£186,950	D	79	FLINT ROAD		SUNDERLAND	SR4 6EG	102	£1,833
27/05/2016	£169,950	D	49	WHITETHROAT CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GB	90	£1,888
27/05/2016	£205,995	D	10	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	106	£1,943
27/05/2016	£187,500	D	12	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	95	£1,974
27/05/2016	£157,500	S	24	BARMSTON ROAD		WASHINGTON	NE38 8BB	77	£2,045



07/05/0040	0457 500	0	10	ADDLEDY OLOOF		MACHINICTON	NEGO ODV	77	CO 045
27/05/2016	£157,500	S	10	APPLEBY CLOSE	HETTONIE	WASHINGTON	NE38 8BX	77	£2,045
01/06/2016 02/06/2016	£177,950 £100,695	D	3	FIELDFARE CLOSE HENRY STREET	HETTON LE HOLE HETTON LE HOLE	HOUGHTON LE SPRING HOUGHTON LE SPRING	DH5 0GU DH5 9BH	102	£1,745
03/06/2016	£100,695 £145,950	D S	38 27	REDSHANK DRIVE			DH5 9BH	71	£1,418 £1,847
		S	64	FOREST ROAD	HETTON LE HOLE	HOUGHTON LE SPRING SUNDERLAND		79 71	,
07/06/2016	£119,995				FACINICTON LAND		SR4 0DX	71	£1,690
10/06/2016	£119,995	S	30 24	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,519
10/06/2016	£197,995	D S	90	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	116	£1,707 £1,780
10/06/2016 10/06/2016	£206,500 £164,950	S D	30	WHITWORTH PARK DRIV REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH4 6GN DH5 0GX	116 90	£1,760 £1,833
10/06/2016	£164,950 £219,950	D	48	CRESTA VIEW	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX DH5 8BY	108	£1,033 £2,037
16/06/2016	£219,950 £110,000	S	28	ROCKINGHAM ROAD		SUNDERLAND	SR5 5HU		£2,037 £1,549
	,	T	9			WASHINGTON	NE38 8FP	71 93	£1,549 £1,613
16/06/2016	£149,995		1	WETTONMILL CLOSE	HETTONIE				,
17/06/2016	£120,645	D D	10	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1,609
17/06/2016	£200,000	T		TEAL CLOSE	HETTON-LE-HOLE	HOUGHTON LE SPRING	DH5 0GY	115	£1,739
17/06/2016 17/06/2016	£101,000		117 11	FLINT ROAD		SUNDERLAND HOUGHTON LE SPRING	SR4 6EG DH4 6GW	57	£1,772
	£146,000	S	50	WESTGATE		SUNDERLAND		80	£1,825
17/06/2016 17/06/2016	£159,950 £255,000	D D	14	FLINT ROAD SKYLARK		WASHINGTON	SR4 6FB NE38 0AL	81	£1,975 £2,161
	£255,000 £195,000	S	15	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	118 88	£2,161 £2,216
17/06/2016 20/06/2016	,	S D	101	FLINT ROAD		SUNDERLAND	SR4 6EG		£2,216 £1,862
	£189,950							102	
20/06/2016	£198,995	S	6 29	LOUISA CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH4 6GS DH5 0GX	106	£1,877 £1,944
20/06/2016	£174,950	D		REDSHANK DRIVE		HOUGHTON LE SPRING		90	
23/06/2016	£142,950	S D	26 1	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,809
23/06/2016 23/06/2016	£273,500			APPLEBY CLOSE APPLEBY CLOSE		WASHINGTON	NE38 8BX	113	£2,420
	£275,995	D S	5 41	WINDBROOK		WASHINGTON SUNDERLAND	NE38 8BX SR2 0FE	113 85	£2,442 £1,317
24/06/2016	£111,965		12		LIETTONI E LIOLE				,
24/06/2016	£116,845	D	26	EPPLETON ESTATE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BD	72	£1,623
24/06/2016	£132,995	S		GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,683
24/06/2016	£182,000	S	94	WHITWORTH PARK DRIV	E	HOUGHTON LE SPRING	DH4 6GN	106	£1,717
24/06/2016	£192,500	S S	25	BARMSTON ROAD		WASHINGTON	NE38 8BB	110	£1,750
24/06/2016	£192,500		26	BARMSTON ROAD	UETTONIE	WASHINGTON	NE38 8BB	110	£1,750
24/06/2016	£194,950	D	11	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	111	£1,756
24/06/2016	£179,995	D	22	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,765
24/06/2016	£251,950	D	2	FAIRHAVEN		SUNDERLAND	SR3 2FL	137	£1,839
24/06/2016	£234,950	D	45	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,895
24/06/2016	£149,995	S	12	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	79	£1,899
24/06/2016	£329,950	D	24	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	171	£1,930
24/06/2016	£185,000	D	16	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	95	£1,947
24/06/2016	£237,950	D	1	FAIRHAVEN		SUNDERLAND	SR3 2FL	122	£1,950
24/06/2016	£139,950	S	55	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£1,971
24/06/2016	£139,950	S	57	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£1,971



24/06/2016	£179,950	D	3	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	90	£1,999
24/06/2016	£220,000	D	22	BARMSTON ROAD		WASHINGTON	NE38 8BB	105	£2,095
24/06/2016	£260,000	D	18	WAXWING		WASHINGTON	NE38 0AJ	124	£2,097
24/06/2016	£250,000	D	4	WOODLARK		WASHINGTON	NE38 0AT	118	£2,119
24/06/2016	£264,995	D	14	KINGFISHER ROAD		WASHINGTON	NE38 0AN	124	£2,113
24/06/2016	£249,995	D	5	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	111	£2,252
24/06/2016	£274,995	D	7	APPLEBY CLOSE		WASHINGTON	NE38 8BX	112	£2,455
24/06/2016	£150,000	D	10	SPRING MEADOWS		HOUGHTON LE SPRING	DH5 9PD	112	22,400
24/06/2016	£226,995	D	9	RUSHTON WAY		WASHINGTON	NE38 8FF		
27/06/2016	£232,950	D	41	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,879
28/06/2016	£189,950	D	48	FLINT ROAD		SUNDERLAND	SR4 6FB	100	£1,900
29/06/2016	£213,500	D	18	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	92	£2,321
30/06/2016	£111,965	S	42	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,317
30/06/2016	£150,000	T	52	CORNING ROAD		SUNDERLAND	SR4 6EE	105	£1,429
30/06/2016	£149,950	T	50	CORNING ROAD		SUNDERLAND	SR4 6EE	99	£1,515
30/06/2016	£116,995	D	34	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	75	£1,560
30/06/2016	£112,995	D	33	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	71	£1,591
30/06/2016	£194,950	D	4	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	111	£1,756
30/06/2016	£189,950	D	83	FLINT ROAD		SUNDERLAND	SR4 6EG	107	£1,775
30/06/2016	£152,450	Т	26	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,794
30/06/2016	£209,950	D	34	WINDBROOK		SUNDERLAND	SR2 0FE	113	£1,858
30/06/2016	£146,950	S	14	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,860
30/06/2016	£234,950	D	25	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,895
30/06/2016	£214,950	D	42	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£1,990
30/06/2016	£259,995	D	19	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	129	£2,015
30/06/2016	£184,950	D	28	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	90	£2,055
30/06/2016	£217,500	D	17	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	92	£2,364
01/07/2016	£114,950	Т	20	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	87	£1,321
01/07/2016	£124,995	S	18	KINGFISHER DRIVE	<b>EASINGTON LANE</b>	HOUGHTON LE SPRING	DH5 0GJ	79	£1,582
01/07/2016	£132,995	S	57	KINGFISHER DRIVE	<b>EASINGTON LANE</b>	HOUGHTON LE SPRING	DH5 0GE	79	£1,683
01/07/2016	£132,995	S	16	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	79	£1,683
01/07/2016	£218,995	D	15	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	122	£1,795
01/07/2016	£224,995	D	14	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	122	£1,844
01/07/2016	£252,950	D	3	FAIRHAVEN		SUNDERLAND	SR3 2FL	137	£1,846
01/07/2016	£209,995	S	14	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	88	£2,386
11/07/2016	£105,995	S	20	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	60	£1,767
11/07/2016	£125,995	S	46	FOREST ROAD		SUNDERLAND	SR4 0DX	71	£1,775
12/07/2016	£105,995	S	18	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,738
13/07/2016	£105,995	S	19	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,738
15/07/2016	£154,995	D	53	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	88	£1,761
15/07/2016	£236,950	D	4	FAIRHAVEN		SUNDERLAND	SR3 2FL	122	£1,942



18/07/2016	£119,995	S		12	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,690
18/07/2016	£119,995	S		14	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,690
21/07/2016	£139,995	D		22	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	75	£1,867
21/07/2016	£139,995	D		23	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	75 75	£1,867
22/07/2016	£174,995	T		42	HEBDEN COURT		WASHINGTON	NE38 8FQ	100	£1,750
22/07/2016	£174,995	S		43	HEBDEN COURT		WASHINGTON	NE38 8FQ	100	£1,750
22/07/2016	£264,995	D		2	HEBDEN COURT		WASHINGTON	NE38 8FQ	129	£2,054
26/07/2016	£136,995	D		16	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	91	£1,505
26/07/2016	£136,995	D		17	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	91	£1,505
27/07/2016	£56,495	F	10	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	82.76	£683
27/07/2016	£56,495	F	12	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	78.4	£721
27/07/2016	£56,495	F	21	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	78.4	£721
27/07/2016	£56,495	F	15	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	77.48	£729
27/07/2016	£56,495	F	9	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	76.44	£739
27/07/2016	£53,495	F	6	QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AY	62	£863
27/07/2016	£56,495	F	7	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	63.28	£893
27/07/2016	£56,495	F	14	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	58	£974
27/07/2016	£56,495	F	17	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	58	£974
27/07/2016	£56,495	F	19	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	58	£974
27/07/2016	£52,000	F	4	QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AY	53.34	£975
27/07/2016	£53,495	F	5	QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AY	53.41	£1,002
27/07/2016	£53,495	F	3	QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AY	53.26	£1,004
27/07/2016	£53,495	F.	7	QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AY	50.26	£1,064
27/07/2016	£56,495	F	11	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	52.79	£1,070
27/07/2016	£53.495	F.	22	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	48	£1,114
27/07/2016	£56,495	F	16	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	49	£1,153
27/07/2016	£56,495	F	5	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	48	£1,177
27/07/2016	£139,995	D		15	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	75	£1,867
27/07/2016	£53,495	F		2 QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AU		,
27/07/2016	£53.495	F		FLAT 8 QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AU		
28/07/2016	£51,500	F	18	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	52.82	£975
28/07/2016	£53,495	F	20	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	48	£1,114
28/07/2016	£174,950	S		6	FAIRHAVEN		SUNDERLAND	SR3 2FL	88	£1,988
28/07/2016	£254,995	D		5	WOODLARK		WASHINGTON	NE38 0AT	118	£2,161
29/07/2016	£139,995	D		11	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	91	£1,538
29/07/2016	£179,995	D		51	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	108	£1,667
29/07/2016	£119,995	S		27	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,690
29/07/2016	£172,995	Т		40	HEBDEN COURT		WASHINGTON	NE38 8FQ	100	£1,730
29/07/2016	£126,995	D		31	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72	£1,764
29/07/2016	£169,995	Т		39	HEBDEN COURT		WASHINGTON	NE38 8FQ	87	£1,954
29/07/2016	£199,995	S		2	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	95	£2,105



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02/08/2016	£115,000	S D		4	ROCKINGHAM SQUARE	FACINICTON LAND	SUNDERLAND	SR5 5HX	71	£1,620
05/08/2016 05/08/2016	£197,995 £174,995	T		49 41	KINGFISHER DRIVE HEBDEN COURT	EASINGTON LANE	HOUGHTON LE SPRING WASHINGTON	DH5 0GE NE38 8FQ	116 100	£1,707 £1,750
05/08/2016	£174,995 £311,495	D D		41			WASHINGTON	NE38 8FQ		£1,750 £1,997
	,	D		7	HEBDEN COURT			SR3 2FL	156	,
08/08/2016	£251,950				FAIRHAVEN		SUNDERLAND		137	£1,839
12/08/2016	£163,995	D D		28 26	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF DH5 8BY	99 150	£1,657
12/08/2016	£284,950	S		18	CRESTA VIEW		HOUGHTON LE SPRING	DH3 6GW	159	£1,792
12/08/2016 12/08/2016	£143,995 £162,800	D D		16	WESTGATE WESTGATE		HOUGHTON LE SPRING	DH4 6GW	80 88	£1,800 £1,850
12/08/2016	£102,800 £216,950	D		8	FAIRHAVEN		SUNDERLAND	SR3 2FL	117	£1,854
12/08/2016	£216,950 £239,950	D		o 47	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,034 £1,935
16/08/2016	,	S		6	ROCKINGHAM SQUARE		SUNDERLAND	SR5 5HX	59	£1,935 £1,780
	£105,000			4						
18/08/2016	£320,000	D F	4	•	DOVESTONE CLOSE		WASHINGTON	NE38 8FD SR1 2AS	139	£2,302
19/08/2016	£53,495		4	BODLEWELL HOUSE	HIGH STREET EAST	FACINICTON LAND	SUNDERLAND		52.67	£1,016
19/08/2016	£124,995	S S		47	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE SR4 0BF	79	£1,582
19/08/2016	£105,995	D D		24 17	FELIXSTOWE ROAD WESTGATE		SUNDERLAND HOUGHTON LE SPRING		61	£1,738
19/08/2016 25/08/2016	£175,000 £289,950	D		23	CRESTA VIEW		HOUGHTON LE SPRING	DH4 6GW DH5 8BY	100 159	£1,750 £1,824
26/08/2016	£209,950 £122,995	S		23 55	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING			,
	,	S		14	TEAL CLOSE	HETTON LE HOLE		DH5 0GE DH5 0GY	79 71	£1,557
26/08/2016 26/08/2016	£114,950 £189,995	T		47	WHITWORTH PARK DRIV		HOUGHTON LE SPRING	DH3 0G1 DH4 6GP	116	£1,619 £1,638
26/08/2016	£169,995 £126,345	D D		32	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH4 6GP DH5 9BH	76	£1,636 £1,662
26/08/2016	£120,345 £132,995			45		EASINGTON LANE	HOUGHTON LE SPRING	DH5 9BH DH5 0GE	76 79	
26/08/2016	£132,995 £182,995	S S		92	KINGFISHER DRIVE WHITWORTH PARK DRIV		HOUGHTON LE SPRING	DH3 0GE DH4 6GN	106	£1,683 £1,726
26/08/2016	£102,995 £129,995	D		30	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH4 0GN DH5 9BH	75	£1,720 £1,733
26/08/2016	£129,993 £216,950	D		15	SWANMORE	HETTON LE HOLE	SUNDERLAND	SR3 2FN	117	£1,733 £1,854
26/08/2016	£146,950	S		12	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,860
26/08/2016	£140,950 £189,950	D		103	FLINT ROAD	HETTON LE HOLE	SUNDERLAND	SR4 6EG	102	£1,860 £1,862
26/08/2016	£186,995	D		20	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	102	£1,802 £1,870
26/08/2016	£160,995 £149,995	S		19	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	79	£1,870 £1,899
26/08/2016	£149,995	D		53	WHITWORTH PARK DRIV	_	HOUGHTON LE SPRING	DH4 6GP	139	£1,099 £2,158
30/08/2016	£299,995 £107,995	S		36	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72	£1,500
30/08/2016	£107,995 £125,995	D		29	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72 72	£1,750
31/08/2016	£125,995 £105,995	S		25	FELIXSTOWE ROAD	TIETTON LE TIOLE	SUNDERLAND	SR4 0BF	61	£1,730 £1,738
01/09/2016	£105,995 £114,950	S		15	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	71	£1,736 £1,619
01/09/2016	£114,950 £299,950	D		22	CRESTA VIEW	TIETTON LE TIOLE	HOUGHTON LE SPRING	DH5 8BY	159	£1,886
01/09/2016	£259,930 £259,995	D		20	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	129	£1,000 £2,015
02/09/2016	£239,993 £124,995	S		28	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,582
02/09/2016	£124,995 £202,995	D		43	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	125	£1,562 £1,624
07/09/2016	£202,995 £220,000	D		PLOT 3 BELFORD MANOR	BELFORD CLOSE	LAGINGTON LAINE	SUNDERLAND	SR2 7TY	82	£1,624 £2,683
07/09/2016	£225,000	D		PLOT 4 BELFORD MANOR	BELFORD CLOSE		SUNDERLAND	SR2 7TY	o∠ 81.7	£2,754
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09/09/2016 09/09/2016	£103,000 £182.995	S D		5 21	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	59 88	£1,746 £2,079
09/09/2016	£162,993 £173,700	S		4	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH	76	£2,079 £2,286
09/09/2016	£173,700 £269,995	D		9	APPLEBY CLOSE		WASHINGTON	NE38 8BX	112	£2,200 £2,411
16/09/2016	£209,995 £189,995	D		10	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	108	£2,411 £1,759
16/09/2016	£189,995	D		85	FLINT ROAD	EASINGTON LAINE	SUNDERLAND	SR4 6EG	108	£1,739 £1,775
16/09/2016	£169,950 £216,950	D		9	FAIRHAVEN		SUNDERLAND	SR3 2FL	117	£1,775 £1,854
16/09/2016	£403.745	D		5	HEBDEN COURT		WASHINGTON	NE38 8FQ	216	£1,854 £1.869
16/09/2016	£403,745 £201,495	D		22	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	107	£1,883
16/09/2016	£134,995	T		11	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	67	£2,015
16/09/2016	£192,950	D		11	SWANMORE		SUNDERLAND	SR3 2FN	07	22,013
20/09/2016	£192,930 £113,995	S		26	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,606
22/09/2016	£113,993 £127,500	T		10	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	7 1 78	£1,635
22/09/2016	£127,500 £220,000	D D		PLOT 8 BELFORD MANOR	BELFORD CLOSE		SUNDERLAND	SR2 7TY	62.85	£1,635 £3,500
23/09/2016	£144,950	S		2	MUNRO WAY		SUNDERLAND	SR5 5FB	91	£3,500 £1,593
23/09/2016	£144,930 £189,995	T		49	WHITWORTH PARK DRIV	E	HOUGHTON LE SPRING	DH4 6GP	116	£1,638
23/09/2016	£200.995	D		12	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	116	£1,733
23/09/2016	£144,950	S		33	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0G3	79	£1,735
23/09/2016	£169,950	D		31	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,888
23/09/2016	£204,995	D		23	WESTGATE	TIETTON LE TIOLE	HOUGHTON LE SPRING	DH4 6GW	107	£1,916
23/09/2016	£167,000	S		18	RUSHTON WAY		WASHINGTON	NE38 8FF	77	£2,169
23/09/2016	£213,500	D		19	RUSHTON WAY		WASHINGTON	NE38 8FF	92	£2,103
23/09/2016	£192,950	D		12	SWANMORE		SUNDERLAND	SR3 2FN	02	22,021
26/09/2016	£144,950	S		1	MUNRO WAY		SUNDERLAND	SR5 5FB	91	£1,593
26/09/2016	£329,950	D		21	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	171	£1,930
27/09/2016	£255,000	D		8	APPLEBY CLOSE		WASHINGTON	NE38 8BX	108	£2,361
28/09/2016	£53,495	F	1	QUAYSIDE HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AY	62	£863
28/09/2016	£259,995	D		33	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	112	£2,321
29/09/2016	£304,995	D		38	HEBDEN COURT		WASHINGTON	NE38 8FQ	152	£2,007
30/09/2016	£149,950	Т		46	CORNING ROAD		SUNDERLAND	SR4 6EE	105	£1,428
30/09/2016	£144,950	Т		48	CORNING ROAD		SUNDERLAND	SR4 6EE	99	£1,464
30/09/2016	£164,995	D		51	FOREST ROAD		SUNDERLAND	SR4 0DY	99	£1,667
30/09/2016	£119,995	S		53	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,690
30/09/2016	£149,950	Т		107	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	85	£1,764
30/09/2016	£125,995	S		55	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,775
30/09/2016	£189,950	D		75	FLINT ROAD		SUNDERLAND	SR4 6EG	107	£1,775
30/09/2016	£152,950	Т		105	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	85	£1,799
30/09/2016	£143,950	S		32	REDSHANK DRIVE	HETTON-LE-HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,822
30/09/2016	£154,950	Т		103	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	85	£1,823
30/09/2016	£224,995	D		24	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	122	£1,844
30/09/2016	£157,450	Т		109	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	85	£1,852



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30/09/2016	£216,950	D		14	SWANMORE		SUNDERLAND	SR3 2FN	117	£1,854
30/09/2016	£259,950	D		7	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	139	£1,870
30/09/2016	£189,950	D		54	FLINT ROAD		SUNDERLAND	SR4 6FB	100	£1,900
30/09/2016	£349,950	D		20	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	184	£1,902
30/09/2016	£176,950	D		35	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,966
30/09/2016	£314,995	D		37	HEBDEN COURT		WASHINGTON	NE38 8FQ	156	£2,019
30/09/2016	£269,995	D		35	HEBDEN COURT		WASHINGTON	NE38 8FQ	129	£2,093
03/10/2016	£53,495	F	8	BODLEWELL HOUSE	HIGH STREET EAST		SUNDERLAND	SR1 2AS	52.8	£1,013
07/10/2016	£206,995	D		16	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	125	£1,656
07/10/2016	£425,000	D		1	HEBDEN COURT		WASHINGTON	NE38 8FQ	216	£1,968
10/10/2016	£132,995	D		57A	FOREST ROAD		SUNDERLAND	SR4 0DY	75	£1,773
10/10/2016	£249,995	D		21	BARMSTON ROAD		WASHINGTON	NE38 8BB	108	£2,315
13/10/2016	£217,950	D		3	SWANMORE		SUNDERLAND	SR3 2FN	117	£1,863
14/10/2016	£206,995	D		25	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	106	£1,953
17/10/2016	£159,995	D		14	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	88	£1,818
17/10/2016	£174,950	S		5	FAIRHAVEN		SUNDERLAND	SR3 2FL	88	£1,988
20/10/2016	£128,995	S		29	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	99	£1,303
20/10/2016	£131,950	S		5	SWANMORE		SUNDERLAND	SR3 2FN	60	£2,199
21/10/2016	£203,995	D		15	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	116	£1,759
21/10/2016	£218,000	D		26	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	122	£1,787
21/10/2016	£128,995	S		30	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,817
21/10/2016	£194,995	S		7	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	106	£1,840
21/10/2016	£161,995	D		14	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	88	£1,841
21/10/2016	£314,995	D		3	HEBDEN COURT		WASHINGTON	NE38 8FQ	152	£2,072
21/10/2016	£189,950	D		7	WINDBROOK		SUNDERLAND	SR2 0FE	79	£2,404
27/10/2016	£179,950	D		27	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	90	£1,999
27/10/2016	£239,950	D		5	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH		
28/10/2016	£127,500	Т		14	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	78	£1,635
28/10/2016	£119,950	S		12	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	71	£1,689
28/10/2016	£140,000	S		74	WHITWORTH PARK DRIV	Έ	HOUGHTON LE SPRING	DH4 6GN	78	£1,795
28/10/2016	£264,950	D		8	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	139	£1,906
28/10/2016	£164,950	S		55	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH	76	£2,170
28/10/2016	£164,950	S		56	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH	76	£2,170
28/10/2016	£379,995	D		3	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	171	£2,222
28/10/2016	£169,950	S		54	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH	76	£2,236
28/10/2016	£169,950	S		57	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH	76	£2,236
28/10/2016	£279,950	D		6	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH		
28/10/2016	£255,500	D		78	WHITWORTH PARK DRIV	Έ	HOUGHTON LE SPRING	DH4 6GN		
04/11/2016	£194,995	D		12	GOLDCREST WAY	<b>EASINGTON LANE</b>	HOUGHTON LE SPRING	DH5 0GT	116	£1,681
04/11/2016	£139,995	S		72	WHITWORTH PARK DRIV	Έ	HOUGHTON LE SPRING	DH4 6GN	78	£1,795
04/11/2016	£142,495	S		34	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	79	£1,804



04/11/2016	C100 00E	c	0	LOUISA CLOSE		HOUGHTON! E CODING	DUA 6C6	106	C4 077
04/11/2016 04/11/2016	£198,995 £187,995	S D	8 35	EASTGATE		HOUGHTON LE SPRING	DH4 6GS DH4 6GX	106 100	£1,877 £1,880
04/11/2016	£131,950	S	4	SWANMORE		SUNDERLAND	SR3 2FN	60	£1,000 £2,199
10/11/2016	£131,950 £239,950	D	1	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB	127	£2,199 £1,889
11/11/2016	£239,930 £189,995	D	11	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH4 3AB DH5 0GT	108	£1,759
11/11/2016	£169,995 £199,950	D	7	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0G1 DH5 0GW	111	£1,739 £1,801
11/11/2016	£199,930 £144,995	S	7 70	WHITWORTH PARK DRIV		HOUGHTON LE SPRING	DH3 0GW DH4 6GN	78	£1,859
18/11/2016	£144,995 £204.995	D	9	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH4 0GN DH5 0GT	125	£1,639 £1,640
18/11/2016	£204,995 £194,995	D	10	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	116	£1,640 £1,681
18/11/2016	£1194,9950	S	4	STARLING CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GZ	71	£1,689
18/11/2016	£119,950 £184,950	D	8	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GZ DH5 0GW	102	£1,813
18/11/2016	£104,950 £217,950	D	7	SWANMORE	TIETTON LE TIOLE	SUNDERLAND	SR3 2FN	117	£1,863
18/11/2016	£117,950	S	7	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	60	£1,865 £1,966
18/11/2016	£117,930 £174,995	S	9	HEBDEN COURT		WASHINGTON	NE38 8FQ	87	£1,900 £2,011
21/11/2016	£174,995 £203,995	T	1	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	93	£2,011
22/11/2016	£203,993 £174,950	D	11	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£2,193 £1,944
23/11/2016	£174,950 £164,950	S	83	WOODHAM DRIVE	TIETTON LETIOLE	SUNDERLAND	SR2 0FB	71	£2,323
25/11/2016	£104,930 £144,395	S	33	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	80	£2,323 £1,805
25/11/2016	£184,950	D	10	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GW	102	£1,803
25/11/2016	£104,950 £217,950	D	8	SWANMORE	TIETTON LE TIOLE	SUNDERLAND	SR3 2FN	117	£1,863
25/11/2016	£117,950	S	6	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	60	£1,003
25/11/2016	£117,950 £184,950	D	4	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB	91	£1,900 £2,032
25/11/2016	£197,950	D	2	WINDBROOK		SUNDERLAND	SR2 0FE	90	£2,032
25/11/2016	£229,950	D	75	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH	103	£2,133
25/11/2016	£204.950	D	1	WINDBROOK		SUNDERLAND	SR2 0FE	90	£2,277
25/11/2016	£319,995	D	24	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	129	£2,481
28/11/2016	£125,995	S	36	FELIXSTOWE ROAD	2,101,1011111011	SUNDERLAND	SR4 0BF	71	£1,775
28/11/2016	£133,946	D	32	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	75	£1,786
29/11/2016	£164,995	D	31	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	99	£1,667
29/11/2016	£119,995	S	35	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,690
30/11/2016	£114,950	S	2	STARLING CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GZ	71	£1,619
30/11/2016	£105,995	S	33	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	60	£1,767
30/11/2016	£105,995	S	34	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	60	£1,767
30/11/2016	£264,950	D	14	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	139	£1,906
01/12/2016	£136,995	S	48	WHITWORTH PARK DRIV	E	HOUGHTON LE SPRING	DH4 6GN	67	£2,045
02/12/2016	£184,995	Т	69	WHITWORTH PARK DRIV	E	HOUGHTON LE SPRING	DH4 6GP	116	£1,595
02/12/2016	£238,950	D	2	SWANMORE		SUNDERLAND	SR3 2FN	122	£1,959
02/12/2016	£175,000	D	32	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	88	£1,989
08/12/2016	£159,950	D	34	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£2,025
09/12/2016	£149,950	D	8	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	91	£1,648
09/12/2016	£197,995	D	4	SKYLARK WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GP	116	£1,707



00/40/0040	0400.005	5	0	OLOULA DICAMA	Y FACINICTON LANG	LIQUOLITANI E OPPINO	DUE COD	400	04.750
09/12/2016	£189,995	D	3	SKYLARK WA	Y EASINGTON LANE		DH5 0GP	108	£1,759
09/12/2016	£180,000	D	31 44	EASTGATE	DADK DDIVE	HOUGHTON LE SPRING	DH4 6GX	100	£1,800
09/12/2016	£144,995	S		WHITWORTH		HOUGHTON LE SPRING	DH4 6GN	78 25	£1,859
09/12/2016	£180,000	T T	84	WHITWORTH		HOUGHTON LE SPRING	DH4 6GN	95	£1,895
09/12/2016	£129,995	T <del>-</del>	12	LOUISA CLOS	E	HOUGHTON LE SPRING	DH4 6GS	67	£1,940
09/12/2016	£164,950	T	8	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,941
09/12/2016	£194,950	D 	4	WINDBROOK		SUNDERLAND	SR2 0FE	90	£2,166
09/12/2016	£154,995	T	6	RUSHTON WA		WASHINGTON	NE38 8FF	63	£2,460
13/12/2016	£175,500	D -	4	RUSHTON WA		WASHINGTON	NE38 8FF	77	£2,279
15/12/2016	£135,410	T	7	RUSHTON WA		WASHINGTON	NE38 8FF	63	£2,149
16/12/2016	£174,950	D	35	GRASMOOR \		SUNDERLAND	SR5 5EG	114	£1,535
16/12/2016	£174,950	D	36	GRASMOOR \	/IEW	SUNDERLAND	SR5 5EG	114	£1,535
16/12/2016	£199,950	D	35	WINDBROOK		SUNDERLAND	SR2 0FE	113	£1,769
16/12/2016	£209,500	D	5	BUTTERCUP		HOUGHTON LE SPRING	DH4 5AB	117	£1,791
16/12/2016	£209,500	D	6	BUTTERCUP		HOUGHTON LE SPRING	DH4 5AB	117	£1,791
16/12/2016	£128,995	S	10	FELIXSTOWE	ROAD	SUNDERLAND	SR4 0BF	71	£1,817
16/12/2016	£157,950	Т	10	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,858
16/12/2016	£144,995	S	46	WHITWORTH		HOUGHTON LE SPRING	DH4 6GN	78	£1,859
16/12/2016	£124,995	Т	5	RUSHTON WA	AY	WASHINGTON	NE38 8FF	66	£1,894
16/12/2016	£170,500	D	36	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	88	£1,938
16/12/2016	£174,950	D	6	BLACKCAP CI	LOSE HETTON LE HOLE		DH5 0GW	90	£1,944
16/12/2016	£209,995	D	4	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	107	£1,963
16/12/2016	£210,000	D	5	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	107	£1,963
16/12/2016	£139,950	S	30	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,971
16/12/2016	£308,000	D	7	HEBDEN COU	IRT	WASHINGTON	NE38 8FQ	156	£1,974
16/12/2016	£279,950	D	64	CRESTA VIEV	V	HOUGHTON LE SPRING	DH5 8BY	139	£2,014
16/12/2016	£234,950	D	101	WOODHAM D	RIVE	SUNDERLAND	SR2 0FB	111	£2,117
16/12/2016	£194,950	D	10	FAIRHAVEN		SUNDERLAND	SR3 2FL	91	£2,142
16/12/2016	£194,950	D	11	FAIRHAVEN		SUNDERLAND	SR3 2FL	91	£2,142
16/12/2016	£164,995	Т	28	BARMSTON R	OAD	WASHINGTON	NE38 8BB	77	£2,143
16/12/2016	£142,500	Т	29	BARMSTON R	OAD	WASHINGTON	NE38 8BB	63	£2,262
16/12/2016	£339,995	D	21	CENTURY WA	Y EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	132	£2,576
19/12/2016	£129,950	S	27	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,830
19/12/2016	£167,500	S	2	RUSHTON WA	ΑΥ	WASHINGTON	NE38 8FF	77	£2,175
19/12/2016	£239,995	D	22	CENTURY WA	Y EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	96	£2,500
20/12/2016	£119,950	Т	6	REDSHANK D	RIVE HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	85	£1,411
20/12/2016	£124,950	Т	8	REDSHANK D	RIVE HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	85	£1,470
20/12/2016	£204,995	D	8	GOLDCREST	WAY EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	125	£1,640
20/12/2016	£156,950	Т	9	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,846
20/12/2016	£208,995	D	6	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	106	£1,972
20/12/2016	£234,950	D	86	WOODHAM D	RIVE	SUNDERLAND	SR2 0FB	111	£2,117



20/12/2016	£189,950	D		8	BRAMBLE CLOSE		HOUGHTON LE SPRING	DH4 6TQ	79	£2,404
21/12/2016	£169,950 £124,950	T		5	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH4 61Q DH5 0GX	79 85	£2,404 £1,470
21/12/2016	£124,950 £108,465	S		90	WOODHAM DRIVE	HETTON LE HOLE	SUNDERLAND	SR2 0FB	71	£1,470 £1,528
21/12/2016	£199,950	D		9	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GW	117	£1,709
21/12/2016	£128,995	S		9	FELIXSTOWE ROAD	TILTTON LL TIOLL	SUNDERLAND	SR4 0BF	71	£1,703
21/12/2016	£139,950	S		29	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,971
21/12/2016	£167,995	S		3	RUSHTON WAY		WASHINGTON	NE38 8FF	77	£2,182
22/12/2016	£154,500	S	1	NORTH MOOR FARM	NORTH MOOR LANE		SUNDERLAND	SR3 3BG	125	£1,236
22/12/2016	£108,465	S	•	92	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	71	£1,528
22/12/2016	£124,950	S		4	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	77	£1,623
22/12/2016	£199,995	S		52	WHITWORTH PARK DRI	VΕ	HOUGHTON LE SPRING	DH4 6GN	106	£1,887
22/12/2016	£169,950	D		15	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,888
22/12/2016	£214,950	D		3	BRIMSTONE CLOSE		HOUGHTON LE SPRING	DH4 6PS	100	£2,150
22/12/2016	£211,995	S		58	WHITWORTH PARK DRI	VΕ	HOUGHTON LE SPRING	DH4 6GN	97	£2,186
22/12/2016	£244,950	D		3	BRAMBLE CLOSE		HOUGHTON LE SPRING	DH4 6TQ	112	£2,187
22/12/2016	£429,250	D		2	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR	186	£2,308
22/12/2016	£189,950	D		9	BRAMBLE CLOSE		HOUGHTON LE SPRING	DH4 6TQ	79	£2,404
23/12/2016	£85,000	Т		20	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	Т		21	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	Т		22	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	Т		23	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	S		39	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	S		40	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£76,000	Т		36	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,070
23/12/2016	£76,000	Т		37	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,070
23/12/2016	£76,000	Т		38	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,070
23/12/2016	£106,995	S		6	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,754
23/12/2016	£106,995	S		7	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,754
23/12/2016	£133,945	D		8	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	75	£1,786
23/12/2016	£234,950	D		99	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	111	£2,117
23/12/2016	£189,950	D		97	WOODHAM DRIVE		SUNDERLAND	SR2 0FB		
16/01/2017	£213,995	D		16	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	97	£2,206
16/01/2017	£177,950	S		3	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB		04.044
19/01/2017	£300,000	D		10	HEBDEN COURT		WASHINGTON	NE38 8FQ	157	£1,911
20/01/2017	£415,495	D		6	HEBDEN COURT		WASHINGTON	NE38 8FQ	216	£1,924
20/01/2017	£176,950	S		14	FAIRHAVEN		SUNDERLAND	SR3 2FL	88	£2,011
20/01/2017	£184,950	D		7 12	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB SR3 2FL	00	00.044
23/01/2017 24/01/2017	£176,950 £239,950	S D		12 8	FAIRHAVEN BUTTERCUP LANE		SUNDERLAND HOUGHTON LE SPRING	DH4 5AB	88	£2,011
26/01/2017	£239,950 £139,995	T		8 27	BARMSTON ROAD		WASHINGTON	NE38 8BB	63	£2,222
26/01/2017	£139,995 £239,995	I D		27 19	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	96	£2,222 £2,500
20/01/2017	£239,993	D		19	CLINIONI WAI	LASTINATION	HOUGHTON LE SPRING	ו אפ טוום	90	22,500



27/01/2017	£155.000	S	3	NORTH MOOR FARM	NORTH MOOR LANE		SUNDERLAND	SR3 3BG	125	£1,240
27/01/2017	£190,995	D		5	SKYLARK WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GP	108	£1,768
27/01/2017	£199,950	D		6	OAKDALE		SUNDERLAND	SR3 2FJ	91	£2,197
03/02/2017	£146,950	S		10	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	91	£1,615
10/02/2017	£43,000	F	FLAT 14	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 24	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 34	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 44	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 6	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	62	£694
10/02/2017	£43,000	F	FLAT 3	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	50	£860
10/02/2017	£43,000	F	FLAT 2	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	49	£878
10/02/2017	£48,000	F	FLAT 16	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 26	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 36	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 46	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 10	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 12	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 21	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 23	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 31	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 33	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 41	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 43	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 18	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£48,000	F	FLAT 28	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£48,000	F	FLAT 38	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£48,000	F	FLAT 48	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£43,000	F	FLAT 17	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 20	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 27	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 37	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 47	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 9	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 4	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	41	£1,049
10/02/2017	£43,000	F	FLAT 19	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 29	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 30	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 39	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 40	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 49	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 5	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075



10/02/2017       £43,000       F       FLAT 11       WEARDALE HOUSE       WASHINGTON CENTRE       WASHINGTON       NE37 1GZ         10/02/2017       £43,000       F       FLAT 22       WEARDALE HOUSE       WASHINGTON CENTRE       WASHINGTON       NE37 1GZ         10/02/2017       £43,000       F       FLAT 32       WEARDALE HOUSE       WASHINGTON CENTRE       WASHINGTON       NE37 1GZ         10/02/2017       £43,000       F       FLAT 7       WEARDALE HOUSE       WASHINGTON CENTRE       WASHINGTON       NE37 1GZ         10/02/2017       £43,000       F       FLAT 15       WEARDALE HOUSE       WASHINGTON CENTRE       WASHINGTON       NE37 1GZ	39 39 39 39 39 38 38	£1,103 £1,103 £1,103 £1,103 £1,103 £1,132
10/02/2017         £43,000         F         FLAT 32         WEARDALE HOUSE         WASHINGTON CENTRE         WASHINGTON         NE37 1GZ           10/02/2017         £43,000         F         FLAT 42         WEARDALE HOUSE         WASHINGTON CENTRE         WASHINGTON         NE37 1GZ           10/02/2017         £43,000         F         FLAT 7         WEARDALE HOUSE         WASHINGTON CENTRE         WASHINGTON         NE37 1GZ	39 39 39 38	£1,103 £1,103 £1,103
10/02/2017£43,000FFLAT 42WEARDALE HOUSEWASHINGTON CENTREWASHINGTONNE37 1GZ10/02/2017£43,000FFLAT 7WEARDALE HOUSEWASHINGTON CENTREWASHINGTONNE37 1GZ	39 39 38	£1,103 £1,103
10/02/2017 £43,000 F FLAT 7 WEARDALE HOUSE WASHINGTON CENTRE WASHINGTON NE37 1GZ	39 38	£1,103
,	38	
- 10/02/2017 - F43 000 - F FLAT 15 WEARDALE HOUSE - WASHINGTON CENTRE - WASHINGTON - NEXT 167		£1 132
	38	•
10/02/2017 £43,000 F FLAT 25 WEARDALE HOUSE WASHINGTON CENTRE WASHINGTON NE37 1GZ		£1,132
10/02/2017 £43,000 F FLAT 35 WEARDALE HOUSE WASHINGTON CENTRE WASHINGTON NE37 1GZ	38	£1,132
10/02/2017 £43,000 F FLAT 45 WEARDALE HOUSE WASHINGTON CENTRE WASHINGTON NE37 1GZ	38	£1,132
10/02/2017 £48,000 F FLAT 8 WEARDALE HOUSE WASHINGTON CENTRE WASHINGTON NE37 1GZ	41	£1,171
10/02/2017 £48,000 F FLAT 1 WEARDALE HOUSE WASHINGTON CENTRE WASHINGTON NE37 1GZ	39	£1,231
10/02/2017 £289,995 D 33 HEBDEN COURT WASHINGTON NE38 8FQ	140	£2,071
10/02/2017 £109,995 T 10 BURGHLEY CLOSE WASHINGTON NE38 8BR	53	£2,075
10/02/2017 £109,995 T 11 BURGHLEY CLOSE WASHINGTON NE38 8BR	53	£2,075
15/02/2017 £224,950 D 7 OAKDALE SUNDERLAND SR3 2FJ	117	£1,923
16/02/2017 £254,995 D 6 APPLEBY CLOSE WASHINGTON NE38 8BX	108	£2,361
17/02/2017 £184,995 D 7 EASTGATE HOUGHTON LE SPRING DH4 6GX	88	£2,102
24/02/2017 £164,995 D 5 KINGFISHER DRIVE EASINGTON LANE HOUGHTON LE SPRING DH5 0GE	87.2	£1,892
24/02/2017 £131,950 S 11 OAKDALE SUNDERLAND SR3 2FJ	60	£2,199
03/03/2017 £159,950 S 31 GRASMOOR VIEW SUNDERLAND SR5 5EG	108	£1,481
03/03/2017 £181,995 D 7 GOLDCREST WAY EASINGTON LANE HOUGHTON LE SPRING DH5 0GT	102	£1,784
03/03/2017 £117,950 S 3 GRASMOOR VIEW SUNDERLAND SR5 5EG	60	£1,966
03/03/2017 £109,995 T 9 BURGHLEY CLOSE WASHINGTON NE38 8BR	53	£2,075
06/03/2017 £155,000 D 9 BELFORD CLOSE SUNDERLAND SR2 7TY	70.52	£2,198
08/03/2017 £290,995 D 2 DOVESTONE CLOSE WASHINGTON NE38 8FD	134	£2,172
10/03/2017 £177,950 D 12 GRASMOOR VIEW SUNDERLAND SR5 5EG	107	£1,663
10/03/2017 £117,950 S 2 GRASMOOR VIEW SUNDERLAND SR5 5EG	60	£1,966
10/03/2017 £289,995 D 31 HEBDEN COURT WASHINGTON NE38 8FQ	140	£2,071
17/03/2017 £125,000 S 76 WHITWORTH PARK DRIVE HOUGHTON LE SPRING DH4 6GN	78	£1,603
17/03/2017 £129,995 T 7 BURGHLEY CLOSE WASHINGTON NE38 8BR	68	£1,912
24/03/2017 £124,995 T 26 ROCKINGHAM DRIVE WASHINGTON NE38 8BF	71	£1,760
24/03/2017 £183,995 D 6 GOLDCREST WAY EASINGTON LANE HOUGHTON LE SPRING DH5 0GT	102	£1,804
24/03/2017 £189,950 D 5 BRAMBLE CLOSE HOUGHTON LE SPRING DH4 6TQ	79	£2,404
24/03/2017 £190,995 T 6 BELVOIR CLOSE WASHINGTON NE38 8BL	53	£3,604
29/03/2017 £200,995 D 5 GOLDCREST WAY EASINGTON LANE HOUGHTON LE SPRING DH5 0GT	116	£1,733
29/03/2017 £109,995 T 5 BELVOIR CLOSE WASHINGTON NE38 8BL	53	£2,075
29/03/2017 £109,995 T 8 BURGHLEY CLOSE WASHINGTON NE38 8BR	53	£2,075
30/03/2017 £124,995 F 4 BURGHLEY CLOSE WASHINGTON NE38 8BR	68	£1,838
30/03/2017 £99,995 T 22 ROCKINGHAM DRIVE WASHINGTON NE38 8BF	50	£2,000
30/03/2017 £339,995 D 8 CENTURY WAY EAST RAINTON HOUGHTON LE SPRING DH5 9RY	132	£2,576
31/03/2017 £192,500 S 5 BURGHLEY CLOSE WASHINGTON NE38 8BR	105	£1,833



31/03/2017	£99,995	Т	24	ROCKINGHAM DRIVE		WASHINGTON	NE38 8BF	50	£2,000
31/03/2017	£179,995	Т	4	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	87	£2,069
06/04/2017	£124,995	Т	28	ROCKINGHAM DRIVE		WASHINGTON	NE38 8BF	71	£1,760
13/04/2017	£124,995	S	30	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	62	£2,016
21/04/2017	£169,995	S	11	DANESFIELD ROAD		WASHINGTON	NE38 8BZ	77	£2,208
12/05/2017	£166,995	S	9	DANESFIELD ROAD		WASHINGTON	NE38 8BZ	77	£2,169



# Appendix 5 – New Build Asking Prices

#### August 2016

Developer	Address	Address	Town	Style/Name	Number of Beds	Detached etc	House M2	Price	Price per m2
Barrratt	Teal Park Farm	Barmston Rd	Washington	Turner x2	2	F		£104,995	p =
20		24	· · · · · · · · · · · · · · · · · · ·	Amber x2	2	T	51	£109,995	£2,157
				Amethyst x2	2	Т	58	£109,995	£1,896
				Peridoť	2	T	63	£129,995	£2,063
				Cameo x2	2	T	72	£129,995	£1,805
				Norbury	3	T	100	£192,500	£1,925
				Somerton	4	D	120	£249,995	£2,083
				Somerton	4	D	120	£273,500	£2,279
David Wilson	Elba Park	Chester Rd	Houghton le Spring	Lindisfarne	2	SD	76	£144,995	£1,908
				Wear	3	T	92	£184,995	£2,011
				Hackworth	4	T	132	£189,995	£1,439
				Wear	3	T	92	£194,500	£2,114
				Gibson	3	SD	99	£198,995	£2,013
				Penshaw	3	SD	93	£204,995	£2,207
				Penshaw	3	sd	93	£209,995	£2,260
				Bede	4	D		£295,000	
				Bowes	4	D	136	£328,500	£2,419
				Auckland	5	D		£429,250	
				Raby	5	D	220	£466,995	£2,125
David Wilson	Teal Farm Village	Craggs Rd	Washington	Oakfield x2	3	D	85	£194,995	£2,294
Kimmitt Roberts	Tivoli Buildings	Philadelphia	Houghton le Spring	x2	3	SD	100	£119,995	£1,200
Martin & Co	Tunstall Village Green	Tunstall	Sunderland		5	D	151	£249,950	£1,655
Miller Homes	Scholars Gate	Success Rd	Houghton le Spring	Orwell X2	3	D	100	£199,950	£2,000
				Esk x2	4	D	110	£299,950	£2,727
				Glenmuir X2	4	D	126	£247,950	£1,968
				Buchan x3	4	D	114	£249,950	£2,193
				Ryton x3	4	D	156	£279,950	£1,795
				Jura	5	D	150	£319,950	£2,133
Gleeson Homes	Henry Court		Sunderland	Liffey	3	SD	86	£129,995	£1,512



Kilkenny	3	SD	81	£125,995	£1,555
Kerry	2	D	52	£94,995	£1,827
Tyrone	3	D	68	£108 995	£1 603

## July 2017

Developer	Address	Address	Town	Name	Beds	Туре	m2	Price Flat	Price House	£/m2
Miller Homes	Scholars Gate	Shiney Row	Houghton-le-Spring	Tolkien x5	3	sd			£164,950	
				Eskx3	4	d			£229,950	
				Hawthorne x2	3	sd	75		£159,950	£2,133
				Burroughsx2	2	sd	67		£139,950	£2,101
Kimmett & Roberts	S	Lindsay St	Hetton-le-Hole		3	d			£119,995	
DWH	Elba Park	Shiney Row	Houghton-le-Spring	Binchester	4	t	117		£269,995	£2,308
				Bede	4	sd	135		£299,995	£2,225
				Hackworth	4	sd	122		£216,995	£1,779
				Raby	5	d				
				Woodstone	3	sd	99		£179,995	£1,821
				Penshaw	3	sd	93		£205,995	£2,217
				Finchale	4	t	112		£219,995	£1,967
				Bowes	4	d	136		£319,995	£2,356
				Gibson	3	sd			£203,995	
Taylor Wimpey	Signet Grange	Sedgeletch Way	Houghton-le-Spring	Monkford	4	d	104		£214,995	£2,067
Avant	Rainton Green	East Rainton	Durham	Mortin	3	d	88		£229,995	£2,614
				Norbury	4	d	144		£324,995	£2,257
				Rosebury	4	d	121		£349,995	£2,893
				Honiton	3	t	85		£187,995	£2,212
				Ashbury	4	d	130		£279,995	£2,154
				Cotham	5	d	174		£374,995	£2,155
				Rosebury	4	d	121		£369,950	£3,057
				Cotham	5	d	174		£384,995	£2,213
Avant	Barleygate		Chester-le-Street	Kilmington	3	sd	90		£194,995	£2,167



				Kirkham	5	d	205		£434,995	£2,122
				Norbury	4	d	144		£329,995	£2,292
				Rosebury	4	d	121		£344,995	£2,851
Reeds Rains		Durham Rd	Houghton-le-Spring	·	3	sd	146		£220,000	£1,507
Linden	The Aspens		Birtley	Beech	4	d			£289,995	
				Hemlock	4	d	130		£331,995	£2,554
				Hickory	4	d	128		£249,995	£1,953
				Elm	3	sd	115		£245,995	£2,139
				Elder	3	sd	112		£219,995	£1,964
Barratt	Teal Park Farm	Barmston Rd	Washington	Folkestone	3	sd	75		£172,500	£2,300
				Hythe	4	sd	129		£229,995	£1,783
				Somerton	4	d	135		£267,500	£1,981
				Windermere	4	d	114		£279,995	£2,456
				Guisboro	4	d	140		£274,995	£1,964
Gleeson	Forge Court	neville Rd	Sunderland	Tyrone	3	sd			£128,995	
				Fergus	3	sd			£129,995	
Michael Hodgson	Belford House		Sunderland		5	d			£695,000	
		Farington Avenue	Sunderland	x4	4	d			£225,000	
Hopwood Homes	Dunn House	North Bridge St	Sunderland		0	f		51000		
	All Saints House	Portobello Rd	Sunderland		0	f		32000		
Martin and Co		Sherbourne Rd	Sunderland		2	sd	69		£110,000	£1,603
Andrew Craig	Swan Court	Hylton Castle			2	sd			£124,950	



# Appendix 6 – Non-residential availability

#### Offices

For Rent£2.075.00 - £30.500.00



- Modern offices - City Centre - Manned reception -24 hour access - Lift access - CCTV & Alarm - A fantastic office complex in the heart of Sunderland City Centre. The Place is part victorian terrace and former hotel converted to provide a superb modern office building. Facilities include a manned reception, lift access and superfast broadband. Flexible and tastefully designed offices appeal to a wide variety of occupiers. The development benefits from its location being a short walk from the Bridges Shopping Centre and Sunderland Train Station.

The Place, Atheneaum Street, Sunderland, , Sunderland, SR1 1QX 167 - 2453 Sa Ft

For Rent£10.00 Per Sa Ft



The property comprises one self contained pavilion office within a building of four. The office benefits from its own front door access and separate male and female WC facilities. Unit 2C, Colima Avenue, Sunderland Enterprise Park, Sunderland, SR5 3XB 170.38 Sa M

For Rent£12.50 Sa Ft



The property comprises a modern office building, which currently has planning permission as an office which falls under planning Use Class B1 as defined by the Town & Country Planning (Use Classes) Order.

- Flexible office accommodation

- Less than 1 mile from A19 and A690 Camberwell Way, Sunderland, SR3 3XN 16953 Sa Ft

For Rent£19,950.00 Per Annum



The property comprises first floor office accommodation above a retail parade with occupiers including Greggs and Subway. The property is of brick construction with a structural steel frame. The property benefits from a secure dedicated car park to the rear of the unit with 12 spaces.

Doxford International Business Park is located at the junction of the A19 and the A690, in close proximity to Durham. Newcastle upon Tyne and Sunderland. The park has excellent road communications with direct access from the A19 dual carriageway and A1(M), which lies approximately 8...

1-3 Victory Way, Doxford International Business Park, Sunderland, SR3 3XL 2282 Sq Ft

#### Industrial

For Rent£18.100.00

New



Small unit on popular estate close to A1231 in Sunderland. - The available property is a modern industrial unit of steel portal frame construction with brick / blockwork walls to dado height and insulated plastisol coated cladding above and to roofs. Access is by way of insulated sectional loading doors (3m wide x 4.5m high) from a shared access road.

Unit 15A, Southwick Industrial Estate, Sunderland, , Sunderland, SR5 3JG 3010 Sa Ft

For Rent£17,000.00





Modern industrial / storage unit with office space - This modern industrial/storage unit is of steel portal frame construction with insulated profile steel cladding to roof and elevations. The unit benefits from an internal clear height of approximately 5.6m and is accessed by an insulated sectional loading door 4.7m high x 3.5m wide. It also benefits from reception area, office and welfare facilities within a single storey block.

Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial,

Unit 36A Centralway, Pallion Trading Estate, Sunderland, . Sunderland, SR4 6SN 2785 Sa Ft

For Rent£4.71 Sq Ft



The subject premises comprise a modern end terrace industrial unit of steel frame construction with insulated cladding to the elevations and roof. The roof benefits from translucent panels giving a good level of natural light with the warehouse area also having high level strip lighting. The unit also benefits from ground floor office and WC's above which are a mezzanine storage area. - High Quality Industrial/Warehouse unit

General Industrial, Distribution Warehouse, Industrial

. Sunderland, SR4 6SN

1119 - 8299 Sa Ft

For Rent£12,800.00 - £21,200.00



Large workshop units ideal for workshops or storage. Within ½ mile of Port of Sunderland 1 mile east of Sunderland City Centre 41/2 miles to A19 - Large terraced workshop/storage units. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Church Street East, Sunderland, , Sunderland, SR1 2BB

2846 - 8900 Sa Ft

For Rent£13,100.00 - £13,900.00



Excellently located workshop/storage units with shared secure compound. Directly opposite Sunderland A.F.C.s Stadium of Light Good road links to A19 Within 1 mile of Sunderland City Centre - Excellently located workshop/storage units. Distribution Warehouse. General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Stobart Street, Sunderland, , Sunderland, SR5 1BW

2186 Sa Ft

For Rent£10.775.00 - £10.825.00



Workshop/storage units within secure estate. Excellent location near to Sunderland AFC Stadium of Light Within one mile of Sunderland City Centre Good road links to A19 - Good quality workshop/storage units within secure estate.

Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Hay Street, Sunderland, , Sunderland, SR5 1BG 2154 - 4316 Sa Ft

For Rent£10.350.00



Ideal for small or start-up businesses, or for storage Excellent transport links Close proximity to Sunderland City Centre Vehicle repairs/servicing considered - Ideally suited to small and start up business. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

8 Castellian Road, Wessington North Industrial Estate, Sunderland, . Sunderland, SR5 3BE 2175 Sa Ft

For Rent£65,000,00





Detached factory unit with substantial office space - The premises comprise a 2 bay factory unit which fronted by a two storey office and ancillary block. The factory space is of steel portal framed construction with brick work walls and a pitched mineral felt covered roof supported on metal decking and incorporating glazed roof lights. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Former Remploy Premises, Unit 13 Pallion Way, Pallion Industrial Estate, Sunderland, , Sunderland, SR4 6SL

52014 Sa Ft

For Rent£33.350.00 - £39.000.00



Highly prominent trade park development located on the A183 arterial route from the A19 into Sunderland City Centre. - Pennywell Trade Park will provide 4 trade units ranging from 548 m² (5,900 sq ft) with the potential to combine units to provide up to 2,210 m² (23,800 sq ft). The highly prominent site has attracted neighbouring occupiers including a Marstons Pub & Restaurant, a KFC Drive Thru and an Aldi Supermarket (subject to planning).

Pennywell Trade Park, Pennywell Industrial Estate, Sunderland, , Sunderland, SR4 9EN 3005.64 - 23800 Sq Ft

For Rent£3.900.00 - £8.700.00



Competitively priced workshops Approximately  $\frac{1}{2}$  mile of Port of Sunderland Within 1 mile of Sunderland City Centre Vehicle repairs/servicing considered - The units are of traditional brick construction with dual-pitch northern-light roofs with a concrete tile covering supported on steel trusses.

Lombard Street, Sunderland, , Sunderland, SR1 2HS

865 - 1603.82 Sq Ft

For Rent£5.500.00 - £11.500.00



Competitively-priced units ideal for storage or workshops. Close to the Port of Sunderland Within 1 mile of Sunderland City Centre - The properties are of steel portal frame construction with brick/blockwork walls to dado level and profile steel cladding to eaves. The roof areas are double pitched with an insulated profile steel sheet covering incorporated translucent rooflights. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Glaholm Road, Glaholm Road, Sunderland, , Sunderland, SR1 2NX 1000 - 2302 Sq Ft  $\,$ 

#### Retail

#### For RentROA



The Bridges is the prime retail destination in Sunderland The Bridges has over 100 retailers including Debenhams, Primark, TK Maxx, Boots, Next, H&M;, River Island and New Look. The footfall within...

Shopping Centre Unit, Retail The Bridges, The Bridges, Sunderland, SR1 3DR 515000 Sq Ft

#### Under OfferFor rent: £8,000.00 - £15,000.00 Per Annum



• 129.77sq m (1,397 sq ft) • Prominent busy city centre location • Suitable for Restaurant/Cafe/Bar/Hot Food (A1, A2, A3 and A5 uses, subject to planning) • New full repairing and insuring lease potentially available

General Retail, Retail - High Street, Retail

312 High Street West, SR1 3ET

1397 Sq Ft



#### For Sale£300,000.00 OR For Rent£37,500.00



The property is located on High street West within close proximity to the eastern entrance to The Bridges Shopping Centre which is a major retail hub for the city. Nearby retailers include Marks & Spencer, Poundland, BhS, McDonalds and RBS Bank.

The property comprises a three storey end of terrace building. The ground floor and part first floor are currently arranged as the retailing area with the remaining first floor and entire second floor designated as storage areas. This could be reconfigured should any ingoing tenants require increased...

General Retail, Shopping Centre Unit, Retail 92 High Street West, , Sunderland, SR1 3BY 844.78 Sq M



# Appendix 7 – Non-residential CoStar Data

The pages in this appendix are not numbered.





**Deals** 

**Asking Rent Per SF** 

**Achieved Rent Per SF** 

Avg. Months On Market

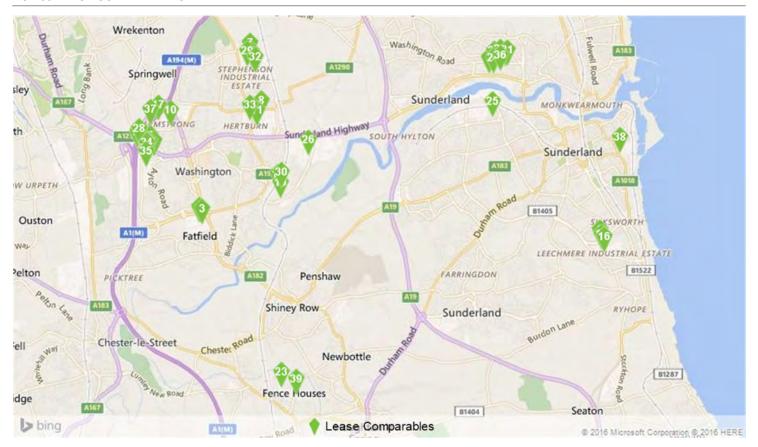
99

£3.83

£3.27

21

#### **TOP 50 LEASE COMPARABLES**



#### **SUMMARY STATISTICS**

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	93	£1.00	£3.83	£4.46	£8.32
Achieved Rent Per SF	22	£1.39	£3.27	£3.89	£6.93
Net Effective Rent Per SF	21	£1.35	£3.20	£4.00	£6.93
Asking Rent Discount	17	-9.9%	5.8%	0.0%	21.3%
Rent Free Months	13	0	4	2	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	94	1	21	11	103
Deal Size	99	495	4,736	2,475	59,647
Lease Deal in Years	72	1.0	3.9	3.0	20.0
Floor Number	99	GRND	GRND	GRND	MEZZ

# Lease Comp Summary

#### Lease Comps Report

				Lea	se		Rents	
Pro	pperty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
0	Riverside Rd	****	3,003	GRND	01/07/2016	New	£6.06/iri	Asking
2	Sedling Rd	****	2,957	GRND	01/07/2016	New	£4.06/fri	Asking
3	Sedling Rd	****	2,957	GRND	01/07/2016	New	£4.06/fri	Asking
4	Tower Rd	****	2,452	GRND	26/06/2016	New	£4.89	Asking
5	Ellesmere Ct	****	495	GRND	01/06/2016	New	£7.88	Asking
6	Harvey Close	****	2,982	GRND	16/05/2016	New	£3.69	Asking
Ŷ	194 Commerce Park Stephenson Rd	****	1,000	GRND	15/05/2016	New	£7.00/fri	Asking
8	Bentall Business Park Tower Rd	****	9,919	GRND	15/05/2016	New	-	-
9	Harvey Close	****	2,965	GRND	09/05/2016	New	£3.71	Asking
10	Elswick Rd	****	1,450	GRND	01/05/2016	New	£5.27/fri	Effective
1	Tower Rd	****	5,048	GRND	01/05/2016	New	£4.41/fri	Asking
12	Baird Close	****	760	GRND	15/04/2016	New	£7.24/fri	Asking
6	Harvey Close	****	2,982	GRND	15/04/2016	New	£3.69/fri	Asking
13	Phoenix Rd	****	2,459	GRND	15/04/2016	New	£4.27/fri	Asking
14	Wilden Rd	****	1,131	GRND	15/04/2016	New	£4.43	Asking
15	Queens Court Carrmere Rd	****	7,014	GRND	01/04/2016	New	£1.35/fri	Effective
15	Queens Court Carrmere Rd	****	5,053	GRND	01/04/2016	New	£2.76	Effective
16	Carrmere Rd	****	1,705	GRND	01/04/2016	New	£6.10	Asking
Ŷ	4 Donkin Rd	****	2,900	GRND	01/04/2016	New	£4.48/fri	Asking
18	Southwick Industrial Estate	****	549	GRND	01/04/2016	New	£5.40	Asking
19	Stratford Rd	****	4,401	GRND	01/04/2016	New	£5.07	Asking

# Lease Comp Summary

#### Lease Comps Report

				Lea	se		Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
20	Harvey Close	****	3,022	GRND	22/03/2016	New	£3.02/fri	Effective
21	Hepworth Rd	****	2,313	GRND	01/03/2016	New	£4.12	Effective
22	North Hylton Rd	****	5,409	GRND	01/03/2016	New	£3.44/iri	Asking
23	Ash Way	****	495	GRND	01/03/2016	New	£6.93/iri	Effective
24	Riverside Rd	****	495	GRND	01/03/2016	New	£7.67/iri	Asking
25	East Way	****	3,595	GRND	15/02/2016	New	£3.76/fri	Asking
26	Faraday Close	****	3,137	GRND	15/02/2016	New	£3.83/fri	Asking
27	66 Hutton Close	****	1,535	GRND	15/02/2016	New	£4.72	Asking
13	Phoenix Rd	****	2,455	GRND	15/02/2016	New	£4.28/fri	Asking
28	Phoenix Rd	****	2,475	GRND	15/02/2016	New	£4.24	Asking
14	Wilden Rd	****	807	GRND	15/02/2016	New	£4.46	Asking
20	13B Harvey Close	****	2,120	GRND	01/02/2016	New	£4.48/fri	Effective
13	Phoenix Rd	****	2,473	GRND	16/01/2016	New	£4.25/fri	Asking
29	Stephenson Rd	****	24,152	GRND	15/01/2016	New	£2.82/fri	Effective
30	Stirling Close	****	1,650	GRND	15/01/2016	New	£3.94	Asking
1	Elswick Rd	****	1,450	GRND	03/01/2016	New	£4.81/fri	Effective
31)	North Hylton Rd	****	549	GRND	01/01/2016	New	£5.96/iri	Asking
32	Rutherford Rd	****	43,013	GRND,M	18/12/2015	New	£3.14/fri	Effective
33	Bridgewater Rd	****	2,863	GRND	15/12/2015	New	£4.19/fri	Asking
34	Crowther Rd	****	3,455	GRND,1	15/12/2015	New	£6.15/fri	Effective
31)	Southwick Industrial Estate	****	549	GRND	15/12/2015	New	£5.96/iri	Asking



# Lease Comp Summary

#### Lease Comps Report

				Lea	se		Rents	S
Pro	pperty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
35	Crowther Industrial Estate Tilley Rd	****	6,961	GRND,1	06/12/2015	New	£3.21/fri	Asking
36	Riverside	****	5,988	GRND,1	05/12/2015	New	£5.00/iri	Asking
37	10 Whitworth Rd	****	3,050	GRND	02/12/2015	New	£2.69/fri	Effective
20	Harvey Close	****	3,977	GRND	01/12/2015	New	£2.86/fri	Effective
35	Crowther Industrial Estate Tilley Rd	****	6,961	GRND,1	28/11/2015	New	£3.21/fri	Asking
38	Addison St	****	6,582	GRND	24/11/2015	New	£3.04/fri	Achieved
12	Baird Close	****	1,057	GRND	15/11/2015	New	£7.10/fri	Asking
39	Cherry Way	****	667	GRND	15/11/2015	New	£6.47/fri	Asking

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Riverside Rd Sunderland, SR5 3JG Sunderland Submarket	Northern Trust Company Ltd	3,003 New Direct	Jul 2016 3 Years		£1.40/SF	
	Sedling Rd Washington, NE38 9BZ Sunderland Submarket	Crossbale Ltd	2,957 New Direct	Jul 2016		£1.67/SF	
3	Sedling Rd Washington, NE38 9BZ Sunderland Submarket	Ashtenne Industrial Fund Ltd Partn	2,957 . New Direct	Jul 2016		£1.72/SF	
4	Tower Rd Washington, NE37 2SH Sunderland Submarket	Arch (Commercial Enterprise) Ltd	2,452 New Direct	Jun 2016		£2.21/SF	
5	Ellesmere Ct Sunderland, SR2 9UA Sunderland Submarket	Northern Trust Company Ltd	495 New Direct	Jun 2016 3 Years		£3.34/SF	
6	Harvey Close Washington, NE38 0AB Sunderland Submarket	Ashtenne Industrial Fund Limited	2,982 New Direct	May 2016 3 Years		£1.82/SF	

Lease Compa	Tables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	194 Commerce Park Stephenson Rd Washington, NE37 3HT Sunderland Submarket	In-Site Property Solutions	1,000 New Direct	May 2016			
8	Bentall Business Park Tower Rd Washington, NE37 3JD Sunderland Submarket	Industrious Ltd	9,919 New Direct	May 2016		£1.79/SF	
9	Harvey Close Washington, NE38 0AB Sunderland Submarket	Ashtenne Industrial Fund Ltd Partn	2,965 . New Direct	May 2016 3 Years		£1.87/SF	
10	Elswick Rd Washington, NE37 1PR Sunderland Submarket	Mr Colin Shaftel Neat Properties Ltd	1,450 New Direct	May 2016 3 Years	£5.52/SF £5.27/SF	Spread Over £2.48/SF	
11	Tower Rd Washington, NE37 2SH Sunderland Submarket	Arch (Commercial Enterprise) Ltd	5,048 New Direct	May 2016 3 Years		£2.08/SF	
12	Baird Close Washington, NE37 3HL Sunderland Submarket	Ashtenne Industrial Fund Limited	760 New Direct	Apr 2016 3 Years		£3.50/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	Harvey Close Washington, NE38 0AB Sunderland Submarket	Ashtenne Industrial Fund Limited	2,982 New Direct	Apr 2016 3 Years		£1.82/SF	
14	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Ashtenne Industrial Fund Limited	2,459 New Direct	Apr 2016 3 Years		£1.98/SF	
15	Wilden Rd Washington, NE38 8QB Sunderland Submarket	Ashtenne Industrial Fund Limited	1,131 New Direct	Apr 2016 3 Years		£1.85/SF	
16	Queens Court Carrmere Rd Sunderland, SR2 9TW Sunderland Submarket	Home Living (NE) Ltd QC Space Ltd	7,014 New Direct	Apr 2016 3 Years	£1.39/SF £1.35/SF	1 Mo at Start	
17	Queens Court Carrmere Rd Sunderland, SR2 9TW Sunderland Submarket	Mountstead Ltd QC Space Ltd	5,053 New Direct	Apr 2016 3 Years	£2.85/SF £2.76/SF	1 Mo at Start £2.19/SF	
18	Carrmere Rd Sunderland, SR2 9TW Sunderland Submarket	Northern Trust Company Ltd	1,705 New Direct	Apr 2016 3 Years		£2.52/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	Donkin Rd Washington, NE37 1PF Sunderland Submarket	Cable Properties & Investments Ltd	2,900 New Direct	Apr 2016		£1.87/SF	
20	North Hylton Rd Sunderland, SR5 3TX Sunderland Submarket	Northern Trust Company Ltd	549 New Direct	Apr 2016 3 Years		£2.66/SF	
21	Stratford Rd Washington, NE38 8QP Sunderland Submarket	Northern Trust Company Ltd	4,401 New Direct	Apr 2016 3 Years		£1.93/SF	
22	Harvey Close Washington, NE38 0AB Sunderland Submarket	S B Engineering UK Plexline Ltd	3,022 New Direct	Mar 2016 3 Years	£2.78/SF £3.02/SF	£1.84/SF	
23	Hepworth Rd Sunderland, SR5 3JT Sunderland Submarket	UK Gates Direct Ltd Prospect Estates Ltd	2,313 New Direct	Mar 2016 1 Year	£4.12/SF £4.12/SF		
24	North Hylton Rd Sunderland, SR5 3TX Sunderland Submarket	Northern Trust Company Ltd	5,409 New Direct	Mar 2016 3 Years		£1.69/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	Penshaw Way Houghton Le Spring, DH4 6JW Sunderland Submarket	Garden Home Store Northern Trust Company Ltd	495 New Direct	Mar 2016 3 Years	£6.93/SF £6.93/SF	£2.99/SF	
26	Riverside Rd Sunderland, SR5 3JG Sunderland Submarket	Northern Trust Company Ltd	495 New Direct	Mar 2016 3 Years		£2.89/SF	
27	East Way Sunderland, SR4 6AD Sunderland Submarket	Hansteen Holdings plc	3,595 New Direct	Feb 2016 3 Years		£1.95/SF	
28	Faraday Close Washington, NE38 8QA Sunderland Submarket	Ashtenne Industrial Fund Limited	3,137 New Direct	Feb 2016 3 Years		£1.77/SF	
29	Hutton Close Washington, NE38 0AH Sunderland Submarket	Gutter Clear UK Ashtenne Industrial Fund Limited	1,535 New Direct	Feb 2016 3 Years		£2.45/SF	
30	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Rhino Blue Weddings Ashtenne Industrial Fund Limited	2,455 New Direct	Feb 2016 3 Years		£1.95/SF	

Lease Compa	เลมเธร						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Ashtenne Industrial Fund Limited	2,475 New Direct	Feb 2016 3 Years		£1.97/SF	
32	Wilden Rd Washington, NE38 8QB Sunderland Submarket	Ashtenne Industrial Fund Limited	807 New Direct	Feb 2016 3 Years		£1.92/SF	
33	Harvey Close Washington, NE38 0AB Sunderland Submarket	Bull Products Ltd Plexline Ltd	2,120 New Direct	Feb 2016 3 Years	£4.48/SF £4.48/SF	£2.23/SF	
34	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Ashtenne Industrial Fund Limited	2,473 New Direct	Feb 2016 3 Years		£2.04/SF	
35	Stephenson Rd Washington, NE37 3HR Sunderland Submarket	T.K.T. Cosy Foam Ltd Ashtenne Industrial Fund Limited	24,152 New Direct	Jan 2016 3 Years	£2.82/SF £2.82/SF	£1.39/SF	
36	Stirling Close Washington, NE38 8QD Sunderland Submarket	Ashtenne Industrial Fund Limited	1,650 New Direct	Jan 2016 3 Years		£1.60/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	Elswick Rd Washington, NE37 1PR Sunderland Submarket	Mr David Rae Neat Properties Ltd	1,450 New Direct	Jan 2016 3 Years	£4.48/SF £4.81/SF	0 Mos £2.48/SF	Jul 2017
38	North Hylton Rd Sunderland, SR5 3TX Sunderland Submarket	Northern Trust Company Ltd	549 New Direct	Jan 2016 3 Years		£2.68/SF	
39	3 Rutherford Rd Washington, NE37 3HX Sunderland Submarket	Tor Coatings Ltd The Shlomo Memorial Fund Ltd	43,013 New Direct	Mar 2016 5 Years	£3.14/SF £3.14/SF	£1.42/SF	Mar 2018
40	Bridgewater Rd Washington, NE37 2SG Sunderland Submarket	Ashtenne Industrial Fund Limited	2,863 New Direct	Dec 2015 3 Years			
41	Crowther Rd Washington, NE38 0AQ Sunderland Submarket	Costain Ltd Hepburn Properties Ltd	3,455 New Direct	Dec 2015 10 Years	£6.15/SF £6.15/SF	£2.10/SF	Dec 2019
42	North Hylton Rd Sunderland, SR5 3TX Sunderland Submarket	Northern Trust Company Ltd	549 New Direct	Dec 2015 3 Years		£2.68/SF	

Lease Compa							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	Crowther Industrial Estate Tilley Rd Washington, NE38 0AE Sunderland Submarket	Go Plant Ltd Aberdeen Asset Management plc	6,961 New Direct	Feb 2016		£3.07/SF	
44	Riverside Rd Sunderland, SR5 2TX Sunderland Submarket	Ashford Orthodontics North East Property Partnership Ltd	5,988 New Direct	Feb 2016		£1.77/SF	
45	Whitworth Rd Washington, NE37 1PP Sunderland Submarket	Techmarx IO Asset Management LLP	3,050 New Direct	Dec 2015 3 Years	£3.28/SF £2.69/SF	3 Mos at Start £1.82/SF	Jun 2017
46	Harvey Close Washington, NE38 0AB Sunderland Submarket	Plexline Ltd	3,977 New Direct	Dec 2015 5 Years	£2.77/SF £2.86/SF	Spread Over	Nov 2017
47	Crowther Industrial Estate Tilley Rd Washington, NE38 0AE Sunderland Submarket	Welding Engineers (Mersey) Ltd Aberdeen Asset Management plc	6,961 New Direct	Jan 2016			
48	Addison St Sunderland, SR2 8BL Sunderland Submarket	Brandon Hire Barnsdale Properties Ltd	6,582 New Direct	Nov 2015 15 Years	£3.04/SF		

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	Baird Close Washington, NE37 3HL Sunderland Submarket	Status Security Systems Ltd Ashtenne Industrial Fund Limited	1,057 New Direct	Nov 2015 3 Years		£3.69/SF	
50	Cherry Way Houghton Le Spring, DH4 5RJ Sunderland Submarket	Northern Trust Company Ltd	667 New Direct	Nov 2015 3 Years		£2.29/SF	
51	Stirling Close Washington, NE38 8QD Sunderland Submarket	Ashtenne Industrial Fund Limited	1,989 New Direct	Nov 2015 3 Years		£1.71/SF	
52	Tower Rd Washington, NE37 2SH Sunderland Submarket	Arch (Commercial Enterprise) Ltd	3,090 New Direct	Nov 2015 3 Years		£1.99/SF	
53	Carrmere Rd Sunderland, SR2 9TW Sunderland Submarket	Northern Trust Company Ltd	2,470 New Direct	Oct 2015 3 Years		£2.15/SF	
54	Ellesmere Ct Sunderland, SR2 9UA Sunderland Submarket	Northern Trust Company Ltd	753 New Direct	Oct 2015		£2.06/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	North Hylton Rd Sunderland, SR5 3TX Sunderland Submarket	Northern Trust Company Ltd	549 New Direct	Nov 2015 3 Years		£2.68/SF	
56	Penshaw Way Houghton Le Spring, DH4 6JW Sunderland Submarket	County Durham Building & Joinery Northern Trust Company Ltd	495 New Direct	Oct 2015 3 Years		£2.99/SF	
57	Spire Rd Washington, NE37 3ES Sunderland Submarket	Northern Trust Company Ltd	1,470 New Direct	Oct 2015 3 Years		£2.92/SF	
58	20C-20D Pearsons Industrial Estate Houghton Le Spring, DH5 0BG Sunderland Submarket	Beautiful Homes Olnato Ltd	31,675 New Direct	Mar 2016			
59	11 Riverside Rd Sunderland, SR5 3JG Sunderland Submarket	SR2 Fitness Ltd	5,863 New Direct	Oct 2015 5 Years			
60	The Parade Sunderland, SR2 8NT Sunderland Submarket		3,996 New Direct	Oct 2015 3 Years		£1.23/SF	

Lease Compa							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	Glover Rd Washington, NE37 3JD Sunderland Submarket	Hillarys Blinds Ltd Max Industrial LP	59,647 New Direct	Sep 2015 20 Years			Sep 2025 Sep 2020
62	Hutton Close Washington, NE38 0AH Sunderland Submarket	Ashtenne Industrial Fund Limited	3,155 New Direct	Sep 2015 3 Years		£1.84/SF	
63	Spire Rd Washington, NE37 3HB Sunderland Submarket	Chameleon Vocational Training Ltd Network Space Ltd	2,366 New Direct	Sep 2015			
64	7A-7D Carrmere Rd Sunderland, SR2 9TW Sunderland Submarket	Eurocell Building Plastics Ltd Northern Trust Company Ltd	3,488 New Direct	Sep 2015 5 Years		£1.91/SF	
65	Spire Rd Washington, NE37 3ES Sunderland Submarket	Dyson Energy Services Ltd Northern Trust Company Ltd	4,994 New Direct	Oct 2015		£2.17/SF	
66	Tilley Rd Washington, NE38 0AB Sunderland Submarket	Kenmore Group Ltd	12,020 New Direct	Dec 2015 8 Years	£3.00/SF £3.00/SF	£1.49/SF	

Lease Compa	แลมเธอ						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	Elswick Rd Washington, NE37 1LH Sunderland Submarket	Washington Air Rifle Range Neat Properties Ltd	2,950 New Direct	Aug 2015 5 Years	£4.66/SF £4.42/SF	Spread Over £1.68/SF	Aug 2017
68	Spire Rd Washington, NE37 3ES Sunderland Submarket	Northern Trust Company Ltd	550 New Direct	Aug 2015		£3.07/SF	
69	Bridgewater Rd Washington, NE37 2SG Sunderland Submarket	4Louis Ashtenne Industrial Fund Limited	2,843 New Direct	Jul 2015 3 Years		£1.66/SF	
70	7A-7D Carrmere Rd Sunderland, SR2 9TW Sunderland Submarket	Westerhope Tile Centre Northern Trust Company Ltd	3,417 New Direct	Jul 2015		£1.85/SF	
71	East Way Sunderland, SR4 6AD Sunderland Submarket	Hansteen Holdings plc	3,260 New Direct	Jul 2015 3 Years			
72	Ellesmere Ct Sunderland, SR2 9UA Sunderland Submarket	Northern Trust Company Ltd	495 New Direct	Jul 2015		£3.07/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
73	Ellesmere Ct Sunderland, SR2 9UA Sunderland Submarket	Northern Trust Company Ltd	1,001 New Direct	Jul 2015		£2.78/SF	
74	Ellesmere Ct Sunderland, SR2 9UA Sunderland Submarket	Northern Trust Company Ltd	1,001 New Direct	Jul 2015		£2.78/SF	
75	Elswick Rd Washington, NE37 1PR Sunderland Submarket	Mr D M Ali Neat Properties Ltd	1,451 New Direct	Jul 2015 5 Years	£5.51/SF £5.22/SF	Spread Over £2.51/SF	Jan 2017
76	North Hylton Rd Sunderland, SR5 3TX Sunderland Submarket	D & S Sloanes Northern Trust Company Ltd	549 New Direct	Jul 2015		£2.66/SF	
77	Penshaw Way Houghton Le Spring, DH4 6JN Sunderland Submarket	Cliff Taxis Northern Trust Company Ltd	1,292 New Direct	Jul 2015		£2.59/SF	
78	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	First Industrial Tyres Ltd Ashtenne Industrial Fund Limited	2,450 New Direct	Jul 2015 3 Years		£1.97/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
79	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Zig Zags Ashtenne Industrial Fund Limited	2,461 New Direct	Jul 2015 3 Years		£1.96/SF	
80	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Ashtenne Industrial Fund Limited	2,475 New Direct	Jul 2015 3 Years		£1.88/SF	
81	Riverside Rd Sunderland, SR5 3JG Sunderland Submarket	Towncentre Gas Northern Trust Company Ltd	495 New Direct	Jul 2015 3 Years		£2.62/SF	
82	Stirling Close Washington, NE38 8QD Sunderland Submarket	Ashtenne Industrial Fund Limited	1,487 New Direct	Jul 2015 3 Years		£1.71/SF	
33	Stirling Close Washington, NE38 8QD Sunderland Submarket	Ashtenne Industrial Fund Limited	1,537 New Direct	Jul 2015 3 Years	_	£1.57/SF	
84	Wilden Rd Washington, NE38 8QB Sunderland Submarket	Ashtenne Industrial Fund Limited	807 New Direct	Jul 2015 3 Years			

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
85	Industrial Premises Spire Rd Washington, NE37 3ES Sunderland Submarket	Mitsui & Co	8,325 New Direct	Sep 2015		£2.53/SF	
86	Sedling Rd Washington, NE38 9BZ Sunderland Submarket	Ashtenne Industrial Fund Ltd Partn	2,957 . New Direct	Aug 2015		£1.63/SF	
66	Spire Rd Washington, NE37 3ES Sunderland Submarket	Impact Pyrotechnics Ltd	5,504 New Direct	Jul 2015 10 Years	£5.00/SF £4.30/SF	Spread Over £1.75/SF	Jun 2020
88	Whitworth Rd Washington, NE37 1PP Sunderland Submarket	Windsor Engineering (Hull) Ltd IO Asset Management LLP	3,150 New Direct	Jun 2015 3 Years 3 Months	£4.00/SF £4.00/SF		Sep 2017
89	Riverside Rd Sunderland, SR5 3JG Sunderland Submarket	Flame Heating Spares Ltd Northern Trust Company Ltd	1,453 New Direct	May 2015		£2.12/SF	
90	Whitworth Rd Washington, NE37 1PP Sunderland Submarket	Pro Hydro Ltd IO Asset Management LLP	3,050 New Direct	May 2015 3 Years	£3.77/SF £3.09/SF	Spread Over £1.82/SF	Nov 2016

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
91	Sedling Rd Washington, NE38 9BZ Sunderland Submarket	Ashtenne Industrial Fund Ltd Partn	2,957 . New Direct	Jun 2015		£1.63/SF	
92	Teal Farm Way Washington, NE38 8BG Sunderland Submarket	Thor Carparts and Accessories Ltd Hellens Group Ltd	11,000 New Direct	Aug 2015 5 Years	£4.50/SF £4.16/SF	Spread Over	Jul 2015
93	Ferryboat Ln Sunderland, SR5 3RX Sunderland Submarket	Vernon Holdings Ltd	30,188 New Direct	May 2015		£1.76/SF	
34	North Hylton Rd Sunderland, SR5 3TX Sunderland Submarket	City Building Services (NE) Ltd Northern Trust Company Ltd	549 New Direct	May 2015		£2.62/SF	
95	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Mia Interiors Ashtenne Industrial Fund Limited	2,450 New Direct	May 2015 3 Years		£1.97/SF	
96	Phoenix Rd Washington, NE38 0AD Sunderland Submarket	Dragonville Cars Ltd Ashtenne Industrial Fund Limited	2,475 New Direct	May 2015 3 Years		£1.89/SF	

·	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
97	Riverside Rd Sunderland, SR5 3JG Sunderland Submarket	Northern Trust Company Ltd	1,453 New Direct	May 2015			
98	Sedling Rd Washington, NE38 9BZ Sunderland Submarket	Washington Waterjet Ltd Fairgrieve Composites Ltd	15,394 Renewal Direct	May 2015 10 Years	£2.27/SF £2.27/SF		Apr 2020
99	Wilden Rd Washington, NE38 8QB Sunderland Submarket	Ashtenne Industrial Fund Limited	2,052 New Direct	May 2015 3 Years		£1.63/SF	

**Asking Rent Per SF** 

**Achieved Rent Per SF** 

**Net Effective Rent Per SF** 

Avg. Rent Free Months

£3.83

£3.27

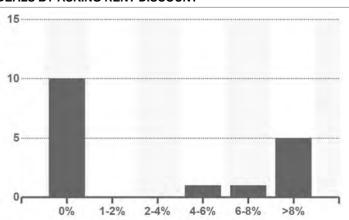
£3.20

4.1

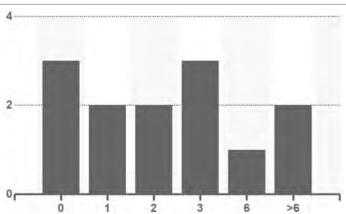
#### DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



#### **DEALS BY ASKING RENT DISCOUNT**



#### DEALS BY RENT FREE MONTHS



### **Quick Stats Report**

	Comps	Statistics			
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£600,000	£625,000	£625,000	£650,000	2
Sold Transactions	£41,950	£830,681	£450,000	£4,475,000	34
NIA					
For Sale & UC/Pending	30,650 SF	35,456 SF	35,456 SF	40,262 SF	2
Sold Transactions	559 SF	25,586 SF	11,773 SF	215,807 SF	97
Price per SF					
For Sale & UC/Pending	£14.90	£17.63	£18.05	£21.21	2
Sold Transactions	£2.32	£21.38	£23.39	£86.94	34
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	6.97%	8.86%	8.75%	10.58%	7
Days on Market					
For Sale & UC/Pending	298	376	376	455	2
Sold Transactions	19	729	273	2,975	55
Sale Price to Asking Price Ratio					
Sold Transactions	28.00%	79.32%	81.82%	100.00%	20
	To	tals			

For Sale & UC/Pending **Sold Transactions** 

Asking Price Total: £1,250,000 Total Sales Volume: £28,243,157 Total Included in Analysis: £29,493,157 Total For Sale Transactions: **Total Sales Transactions:** 97

Total Included in Analysis:

#### Survey Criteria

basic criteria: Type of Property - Industrial; Sale Date - from 01/01/2010; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Sunderland (Newcastle upon Tyne)

additional criteria: - \* This result set has been amended with criteria to add and/or remove records.

2

99

Portfolio **PENDING** 

2 Industrial buildings in Sunderland, TWR, having total size of 40,262 SF.

Sale Type: Owner/User Asking Price: £600,000

Price/SF: £14.90 # Properties: 2 Total Size: 40,262 SF Days on Market: 298 Sale Status: Pending Total Land Area: 0 AC

Net Initial Yield: -Sale Conditions: -



#### UNITS 1-7 - Industrial Unit, Unit 3 - Addison St (Part of Multi-Unit)

Tyne And Wear County Sunderland, SR2 8BL

Unit Type: 3,120 SF Industrial Unit Sale Date: 22/03/2016 (19 days on mkt) Year Built/Age: Built 1984 Age: 31 Sale Price:

Price/SF: -NIA: 3,120 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3687167 Sale Conditions: -

Research Status: In Progress

#### UNITS 1-7 - Industrial Unit, Unit 4 - Addison St (Part of Multi-Unit)

Sunderland, SR2 8BL Tyne And Wear County

Sale Date: 22/03/2016 (19 days on mkt) Unit Type: 3,120 SF Industrial Unit Sale Price: Year Built/Age: Built 1984 Age: 31

Price/SF: NIA: 3,120 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3687167 Sale Conditions: -

Research Status: In Progress

### UNITS 1-7 - Industrial Unit, Unit 5-6 - Addison St (Part of Multi-Unit)

Sunderland, SR2 8BL Tyne And Wear County

Unit Type: 6,582 SF Industrial Unit Sale Date: 22/03/2016 (19 days on mkt) Sale Price: Year Built/Age: Built 1984 Age: 31

Price/SF: NIA: 6,582 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3687167 Sale Conditions: -

Research Status: In Progress

#### UNITS 1-7 - Industrial Unit, Unit 7 - Addison St (Part of Multi-Unit) 5

Sunderland, SR2 8BL Tyne And Wear County

Sale Date: 22/03/2016 (19 days on mkt) Unit Type: 3,447 SF Industrial Unit Year Built/Age: Built 1984 Age: 31 Sale Price:

Price/SF: NIA: 3,447 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 3687167

Research Status: In Progress

#### Workshop/Development Opportunity - Back Harlow St

Sunderland, SR4 7AR Tyne And Wear County

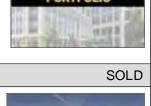
Sale Date: 01/03/2016 (43 days on mkt) Bldg Type: IndustrialService Sale Price: Year Built/Age: Built 1920 Age: 96

NIA: 1.867 SF Price/SF:

Reversionary Yield: Net Initial Yield:

Comp ID: 3552716 Sale Conditions: -

Research Status: Research Complete







SOLD

SOLD











Garage - Back Joannah St

SOLD

SOLD

Sunderland, SR5 1NF

Tyne And Wear County

Sale Date: 04/10/2010 Sale Price: £41,950 - Confirmed Price/SF: £75.04

Bldg Type: IndustrialWarehouse Year Built/Age: Built 1990 Age: 20

NIA: 559 SF

Reversionary Yield: -Net Initial Yield:

Washington, NE38 9DA

Comp ID: 2412374 Research Status: Confirmed

Sale Conditions: -

Vigo2 - Birtley Rd

Tyne And Wear County

Sale Date: 02/05/2011

Sale Price: £3,950,000 - Confirmed

Price/SF: £30.17

Year Built/Age: Built 2005 Age: 5

NIA: 130,919 SF

Bldg Type: IndustrialManufacturing

Reversionary Yield: -Net Initial Yield:

Comp ID: 2418330 Sale Conditions: -

Research Status: Confirmed



### Hertburn Industrial Estate - 17-18 Brindley Rd

SOLD

Washington, NE37 2SF

Sale Date: 30/08/2013

Sale Price: £440,000 - Confirmed

Price/SF: £21.88

Reversionary Yield: -Net Initial Yield:

Comp ID: 2881506

Research Status: Confirmed

Tyne And Wear County

Tyne And Wear County

Tyne And Wear County

Tyne And Wear County

Bldg Type: IndustrialWarehouse Year Built/Age: Built 1990 Age: 23

NIA: 20,112 SF

Sale Conditions: -Hertburn Industrial Estate - 20-22 Brindley Rd PENDING

Washington, NE37 2SF

Asking Price: £650,000

Price/SF: £21.21

Days on Market: 455 Sale Status: Pending

Net Initial Yield: -

Sale Type: Owner/User Bldg Type: IndustrialWarehouse

Bldg Status: Built 1973

NIA: 30,650 SF

Sale Conditions: -

#### Doxford International Technology Pk - Camberwell Way 11

SOLD

Sunderland, SR3 3XN

Sale Date: 15/07/2015

Price/SF: £30.44

Sale Price: £4,475,000 - Confirmed

Year Built/Age: Built 1999 Age: 16 NIA: 146,988 SF

Reversionary Yield: -Net Initial Yield: 8.45%

Sale Conditions: -Comp ID: 3429071

Research Status:

Bldg Type: IndustrialManufacturing

SOLD 21A-21B - Dubmire Industrial Estate - Cherry Way (Part of Portfolio)

Houghton Le Spring, DH4 5RJ

Sale Date: 22/06/2015 (122 days on mkt)

Sale Price:

Bldg Type: IndustrialWarehouse Year Built/Age: Built 1994 Age: 21

NIA: 7.719 SF

Reversionary Yield: Net Initial Yield:

Price/SF:

Comp ID: 3330384

Research Status: Research Complete

Sale Conditions: Bulk/Portfolio Sale, Distress Sale

Image Coming Soon

#### Dubmire Industrial Estate - 22A-22B Cherry Way (Part of Portfolio)

Houghton Le Spring, DH4 5RJ Tyne And Wear County

Sale Date: 22/06/2015 (122 days on mkt) Bldg Type: IndustrialWarehouse Year Built/Age: Built 1997 Age: 17 Sale Price:

Price/SF: NIA: 13,681 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3330384 Sale Conditions: Bulk/Portfolio Sale, Distress Sale

Research Status: Research Complete



SOLD

SOLD

SOLD

SOLD

SOLD

#### Dubmire Industrial Estate - 23A-23D Cherry Way (Part of Portfolio)

Houghton Le Spring, DH4 5RJ Tyne And Wear County

Sale Date: 22/06/2015 (122 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: Year Built/Age: Built 1996 Age: 18 Price/SF: NIA: 8,992 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 3330384 Sale Conditions: Bulk/Portfolio Sale, Distress Sale

Research Status: Research Complete



#### 15 Units 1-5 - 1 Church St E

Sunderland, SR1 2BB Tyne And Wear County Sale Date: 03/01/2012 Bldg Type: IndustrialWarehouse Sale Price: £87,000 - Confirmed Year Built/Age: Built 1976 Age: 35

Price/SF: £5.19 NIA: 16,748 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2445679 Sale Conditions: -

Research Status: Confirmed



### Unit Bt94/2 - Leechmere Industrial Estate - Claymere Rd

Sunderland, SR2 9TQ Tyne And Wear County

Sale Date: 01/04/2016 Bldg Type: IndustrialWarehouse Sale Price: £335,000 - Confirmed Year Built/Age: Built 1990 Age: 25 NIA: 15,683 SF

Price/SF: £21.36

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3574165 Sale Conditions: -

Research Status: Confirmed



#### Unit E - Enterprise Park West - Colima Ave

Sunderland, SR5 3XB Tyne And Wear County

Sale Date: 29/03/2016 Bldg Type: IndustrialWarehouse Sale Price: £715,000 - Confirmed Year Built/Age: Built 1995 Age: 21 Price/SF: £48.52 NIA: 14,736 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3559400 Sale Conditions: -

Research Status: Confirmed



#### Chemviron Unit - Commerce Way

Houghton Le Spring, DH4 5PP Tyne And Wear County

Sale Date: 01/06/2015 Bldg Type: IndustrialWarehouse Sale Price: £1,193,000 - Confirmed Price/SF: £47.45 Year Built/Age: Built 2000 Age: 15 NIA: 25,143 SF

Reversionary Yield: -Net Initial Yield: 8.75%

Sale Conditions: -

Comp ID: 3341947 Research Status: Confirmed





19 Warehouse/Offices - Commercial Rd

SOLD

Sunderland, SR2 8QS Tyne And Wear County

Sale Date: 01/05/2015 (969 days on mkt) Bldg Type: IndustrialManufacturing Sale Price: £500,000 - Confirmed Year Built/Age: Built 1960 Age: 55

Price/SF: £2.32

Reversionary Yield: -

Net Initial Yield: Comp ID: 3340414 Sale Conditions: -

Research Status: Confirmed



#### 20 Robinson Terrace - Commercial Rd

SOLD

Sunderland, SR2 8QR Tyne And Wear County

Bldg Type: IndustrialManufacturing Sale Date: 17/05/2014 (571 days on mkt) Year Built/Age: Built 1960 Age: 54 Sale Price: -

Price/SF: -NIA: 124,799 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3118838 Sale Conditions: -

Research Status: Research Complete



2 Crowther Rd SOLD

NIA: 37,233 SF

NIA: 215,807 SF

Washington, NE38 0AQ Tyne And Wear County

Sale Date: 01/04/2014 (411 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: Year Built/Age: Built 1980 Age: 34 Price/SF: -NIA: 90,130 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3092901 Sale Conditions: -

Research Status: Unconfirmed



Unit 3 - Armstrong Industrial Estate - Elswick Rd

Washington, NE37 1LH Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 01/10/2010 Sale Price: £700,000 - Confirmed Year Built/Age: Built 1965 Age: 45

Price/SF: £18.80

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2362400 Sale Conditions: -

Research Status: Confirmed



### Units 15-20 - Pattinson Industrial Estate North - 15 Faraday Clos

SOLD

SOLD

Tyne And Wear County Washington, NE38 8QA

Sale Date: 03/01/2012 Bldg Type: IndustrialWarehouse Sale Price: £187,200 - Confirmed Year Built/Age: Built 1984 Age: 27 Price/SF: £6.77 NIA: 27,670 SF

Reversionary Yield: -

Net Initial Yield:

2344558 Sale Conditions: -Comp ID:

Confirmed Research Status:



#### Unit 2A - Sunrise Enterprise Park - Ferryboat Ln

SOLD

Sunderland, SR5 3RX Tyne And Wear County

Sale Date: 23/12/2013 (2,856 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £460,000 - Confirmed Year Built/Age: Built 1983 Age: 30 NIA: 42.073 SF

Price/SF: £10.93

Reversionary Yield: -

Net Initial Yield: -Comp ID: 2946087 Research Status: Confirmed

Sale Conditions: -



#### Units 5-6 - Industrial Unit, Unit 5 - Ferryboat Ln (Part of Multi-Unit)

Tyne And Wear County

Sale Date: 13/07/2012 Unit Type: 11,229 SF Industrial Unit Sale Price: - Year Built/Age: Built 2000 Age: 12

Price/SF: - NIA: 11,229 SF

Reversionary Yield: Net Initial Yield: -

Sunderland, SR5 3RX

Comp ID: 2582136 Sale Conditions: -

Research Status: Research Complete

#### Units 5-6 - Industrial Unit, Unit 5 - Ferryboat Ln (Part of Multi-Unit)

Sunderland, SR5 3RX Tyne And Wear County

Sale Date: 13/07/2012 Unit Type: 1,516 SF Industrial Unit Sale Price: - Year Built/Age: Built 2000 Age: 12

Price/SF: - NIA: 1,516 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2582136 Sale Conditions: -

Research Status: Research Complete

### 27 10 - Harvey Clos SOLD

Washington, NE38 0AB Tyne And Wear County

Sale Date: 01/07/2010 Bldg Type: IndustrialWarehouse
Sale Price: £125,000 - Confirmed Year Built/Age: Built 1985 Age: 24

Price/SF: £20.74 NIA: 6,028 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 2389123 Sale Conditions: -

Research Status: Confirmed

#### 28 Units 25-31 - Crowther Industrial Estate - Harvey Clos

Washington, NE38 0AB Tyne And Wear County

Sale Date: 15/02/2010 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1978 Age: 31

Price/SF: - NÏA: 20,936 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2338843 Sale Conditions: -

Research Status: Confirmed

### 29 Furniture 2 Go Direct - Hendon Rd

Sunderland, SR1 2JD Tyne And Wear County

Sale Date: 12/05/2015 (816 days on mkt)
Sale Price: £200,000 - Confirmed

Bldg Type: Industrial
Year Built/Age: Built 1970 Age: 45

Price/SF: £17.54 NIA: 11,403 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3302254 Sale Conditions: -

Research Status: Confirmed

#### 30 Units 13-25 - Industrial Unit, Unit 22 - Hepworth Rd

Sunderland, SR5 3JT Tyne And Wear County

Sale Date: 01/12/2015 (1,889 days on mkt) Unit Type: 2,314 SF Industrial Unit Sale Price: £90,000 - Approximate Year Built/Age: Built 2007 Age: 8

Price/SF: £38.89 NIA: 2,314 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3586625 Sale Conditions: -

Research Status: Approximate



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Units 13-25 - Industrial Unit, Unit 19 - Hepworth Rd

Tyne And Wear County

Sunderland, SR5 3JT

Sale Date: 01/05/2014 (2,005 days on mkt) Unit Type: 2,313 SF Industrial Unit Sale Price: £90,000 - Confirmed Price/SF: £38.91 Year Built/Age: Built 2007 Age: 7

NIA: 2,313 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3586627 Sale Conditions: -

Research Status: Confirmed

Unit 26 - North Hylton Enterprise Park - Hepworth Rd (Part of Portfolio)

Tyne And Wear County Sunderland, SR5 3JT

Bldg Type: IndustrialWarehouse Sale Date: 18/01/2016 Year Built/Age: Built 2007 Age: 9 Sale Price: Price/SF: -NIA: 13,377 SF

Reversionary Yield: -

Net Initial Yield: 6.10%

Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale

Research Status: In Progress

Units 1-5 - North Hylton Enterprise Park - Hepworth Rd (Part of Portfolio)

Sunderland, SR5 3JT Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 18/01/2016 Sale Price: -Year Built/Age: Built 2007 Age: 9

Price/SF: -NIA: 11,472 SF

Reversionary Yield: -Net Initial Yield: 6.10%

> Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale

Research Status: In Progress

Units 55-64 - Crowther Industrial Estate - Hutton Clos

Washington, NE38 0AH Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 01/11/2011 Sale Price: Year Built/Age: Built 1973 Age: 38

Price/SF: NIA: 29,970 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2426387 Sale Conditions: -

Research Status: Confirmed

Industrial Unit, Unit 43 - 37-44 Hutton Clos

Washington, NE38 0AH Tyne And Wear County

Sale Date: 09/04/2014 (1,062 days on mkt) Unit Type: 3,116 SF Industrial Unit Sale Price: £95,000 - Confirmed Year Built/Age: Built 1983 Age: 30

Price/SF: £30.49 NIA: 3,116 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2998570 Sale Conditions: -

Research Status: Confirmed

UNIT 2 - Pennywell Industrial Estate - Hylton Rd

Sunderland, SR4 9EN Tyne And Wear County

Sale Date: 01/03/2010 Bldg Type: IndustrialWarehouse Sale Price: -Year Built/Age: Built 2008 Age: 1

NIA: 3.565 SF Price/SF:

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2371487 Sale Conditions: -

Research Status: Confirmed

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Echo House - Hylton Rd SOLD

Sunderland, SR4 9ER Tyne And Wear County

Sale Date: 15/08/2015 (681 days on mkt) Bldg Type: IndustrialWarehouse Year Built/Age: Built 1990 Age: 25 Sale Price: -

Price/SF: NIA: 89,963 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3391311 Sale Conditions: -

Research Status: Research Complete

Washington MOT Centre - Industrial Rd

Washington, NE37 2SA Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 01/10/2014 Sale Price: £650,000 - Confirmed Year Built/Age: Built 1980 Age: 34 NIA: 16,193 SF

Price/SF: £40.14

Reversionary Yield: -Net Initial Yield:

Comp ID: 3132282 Sale Conditions: -

Research Status: Confirmed

Washington MOT Centre, Unit Ainscough Crane Hire - Industrial Rd

Washington, NE37 2SA Tyne And Wear County Unit Type: 5,711 SF Industrial Unit

Sale Date: 01/10/2015 Sale Price: £496,500 - Confirmed Year Built/Age: Built 1980 Age: 35

Price/SF: £86.94 NIA: 5,711 SF

Reversionary Yield: -Net Initial Yield: 6.97%

> Comp ID: 3505607 Sale Conditions: -

Research Status: Confirmed

Units 1-12 - Inkerman St (Part of Portfolio)

Sunderland, SR5 2BN Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 07/02/2013 Sale Price: Year Built/Age: Built 1987 Age: 25 Price/SF: NIA: 26,922 SF

Reversionary Yield: -

Net Initial Yield: 8.70%

Comp ID: 2676739 Sale Conditions: Bulk/Portfolio Sale

Research Status:

41 Units 1-12 - Inkerman St (Part of Portfolio)

Sunderland, SR5 2BN Tyne And Wear County

Sale Date: 18/01/2016 Bldg Type: IndustrialWarehouse Year Built/Age: Built 1987 Age: 28 Sale Price: Price/SF: NIA: 26,922 SF

Reversionary Yield: -

Net Initial Yield: 6.10%

Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale

Research Status: In Progress

42 Halfords - Inkerman St (Part of Portfolio)

Sunderland, SR5 2BN Tyne And Wear County

Sale Date: 18/01/2016 Bldg Type: IndustrialService Year Built/Age: Built 1990 Age: 26 Sale Price: -

Price/SF: NIA: 6,656 SF

Reversionary Yield: -

Net Initial Yield: 6.10%

Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale

Research Status: In Progress



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43 20 Inkerman St (Part of Portfolio)

Sunderland, SR5 2BN Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 18/01/2016 Year Built/Age: Built 1995 Age: 21 Sale Price: -

Price/SF: NIA: 3,030 SF

Reversionary Yield:

Washington, NE38 8QF

Net Initial Yield: 6.10%

Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale

Research Status: In Progress

SOLD

SOLD

#### 44 Units 1-5 - Industrial Unit, Unit 1 - 1 Lee Clos

Tyne And Wear County

Unit Type: 4,275 SF Industrial Unit Sale Date: 31/01/2014 (437 days on mkt) Year Built/Age: Built 1976 Age: 37 Sale Price: £100.000

Price/SF: £23.39 NIA: 4,275 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2946698 Sale Conditions: -

New City House - Market Place Industrial E

Research Status: Research Complete



Houghton Le Spring, DH5 8AW Tyne And Wear County

Sale Date: 12/07/2012 (311 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: Year Built/Age: Built 2008 Age: 3 Price/SF: NIA: 10,308 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2508298 Sale Conditions: -

Research Status: Research Complete

#### Hogg Engineering Premises - Market Place Industrial E SOLD

Houghton Le Spring, DH5 8AW Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 02/04/2012 (273 days on mkt) Sale Price: Year Built/Age: Built 1987 Age: 24

Price/SF: NIA: 4,876 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 2516841 Sale Conditions: -

Research Status: Research Complete

#### SOLD Workshop/yard - Mill Ter

Houghton Le Spring, DH4 4QZ Tyne And Wear County

Sale Date: 12/07/2012 (933 days on mkt) Bldg Type: IndustrialWarehouse Year Built/Age: Built 1971 Age: 40 Sale Price:

Price/SF: NIA: 3,260 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 2508295 Sale Conditions: -

Research Status: Research Complete

### Building 1 - Monument Park

Washington, NE38 8QU Tyne And Wear County

Sale Date: 01/01/2014 (86 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: Year Built/Age: Built 1995 Age: 19

Price/SF: NIA: 60.234 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 3204927 Sale Conditions: -

Research Status: Research Complete







49 53 Nile St SOLD

Sunderland, SR1 1EY Tyne And Wear County

Sale Date: 01/09/2014 (2,272 days on mkt) Bldg Type: IndustrialWarehouse Year Built/Age: Built 1967 Age: 47 Sale Price: -

Price/SF: NIA: 4,468 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3275956 Sale Conditions: -

Research Status: Research Complete

50 Warehouse - North Hylton Rd SOLD

Sunderland, SR5 3TX Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 01/01/2014 Sale Price: £500,000 - Confirmed Year Built/Age: Built 1970 Age: 44 Price/SF: £5.91 NIA: 84,575 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3051097 Sale Conditions: -

Research Status: Confirmed

9-10 Parsons Rd SOLD

Washington, NE37 1HB Tyne And Wear County

Bldg Type: IndustrialManufacturing Sale Date: 14/07/2010 Sale Price: Year Built/Age: Built 1999 Age: 11

Price/SF: -NIA: 104,051 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2331344 Sale Conditions: -

Research Status: Confirmed

52 Unit 40 - Crowther Industrial Estate - Phoenix Rd SOLD

Washington, NE38 0AD Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 23/02/2015 (75 days on mkt) Sale Price: £2,250,000 - Confirmed Year Built/Age: Built 2000 Age: 15 NIA: 55,059 SF

Price/SF: £40.87

Reversionary Yield: 8.53% Net Initial Yield: 8.25%

Comp ID: 3253055 Sale Conditions: -

Research Status: Confirmed

53 Units 13-17 - Inkerman Street Trade Centre - Pottery Rd (Part of Portfolio) SOLD

Sunderland, SR5 2BT Tyne And Wear County

Sale Date: 07/02/2013 Bldg Type: IndustrialWarehouse Year Built/Age: Built 1984 Age: 29 Sale Price: Price/SF: NIA: 14,319 SF

Reversionary Yield: -

Net Initial Yield: 8.70%

Sale Conditions: Bulk/Portfolio Sale Comp ID: 2676739 Research Status:

Units 13-17 - Inkerman Street Trade Centre - Pottery Rd (Part of Portfolio)

Sunderland, SR5 2BT Tyne And Wear County

Sale Date: 18/01/2016 Bldg Type: IndustrialWarehouse Year Built/Age: Built 1984 Age: 32 Sale Price: -

Price/SF: NIA: 14,319 SF

Reversionary Yield: -Net Initial Yield: 6.10%

Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale Research Status: In Progress













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05/09/2016

### Low Southwick Ind. Estate - 18-24 Pottery Rd (Part of Portfolio)

Sunderland, SR5 2BT Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 07/02/2013 Year Built/Age: Built 1997 Age: 15 Sale Price: -

Price/SF: NIA: 14,485 SF

Reversionary Yield: -Net Initial Yield: 8.70%

Comp ID: 2676739

Sale Conditions: Bulk/Portfolio Sale Research Status

Low Southwick Ind. Estate - 18-24 Pottery Rd (Part of Portfolio)

Tyne And Wear County Sunderland, SR5 2BT

Bldg Type: IndustrialWarehouse Sale Date: 18/01/2016 Year Built/Age: Built 1997 Age: 18 Sale Price: Price/SF: -NIA: 14,485 SF

Reversionary Yield: -Net Initial Yield: 6.10%

Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale

Research Status: In Progress

57 Production Facility - Rainhill Rd

Washington, NE37 3HP Tyne And Wear County

Bldg Type: IndustrialManufacturing Sale Date: 01/08/2012 Sale Price: £3,300,000 - Confirmed Year Built/Age: Built 1994 Age: 18

Price/SF: £21.85 NIA: 151,037 SF

Reversionary Yield: -Net Initial Yield: 9.50%

Comp ID: 2598686 Sale Conditions: -

Research Status: Confirmed

#### Units 7-12 - Sandmere Rd (Part of Portfolio)

Sunderland, SR2 9TP Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 01/10/2011 (122 days on mkt) Sale Price: Year Built/Age: Built 1990 Age: 21 Price/SF: NIA: 23,140 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2584589 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete

#### Units 14-15 - Industrial Unit, Unit 14 - Sedling Rd 59

Washington, NE38 9BZ Tyne And Wear County

Sale Date: 16/02/2016 (102 days on mkt) Unit Type: 15,394 SF Industrial Unit Sale Price: £360,000 - Confirmed Year Built/Age: Built 1977 Age: 38

Price/SF: £23.39 NIA: 15,394 SF

Reversionary Yield: -Net Initial Yield: 9.50%

Comp ID: 3547293 Sale Conditions: -

Research Status: Confirmed

#### Units 26-29 - Wear Industrial Estate - Sedling Rd

Washington, NE38 9BZ Tyne And Wear County

Sale Date: 03/01/2013 (394 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £75,000 - Confirmed Year Built/Age: Built 1985 Age: 27 Price/SF: £6.37 NIA: 11,773 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2640880 Sale Conditions: -

Research Status: Confirmed



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40 - Wear Industrial Estate - Sedling Rd

Tyne And Wear County

Washington, NE38 9BZ

Bldg Type: IndustrialWarehouse Sale Date: 01/09/2014 Year Built/Age: Built 1984 Age: 30 Sale Price: -

Price/SF: NIA: 70,900 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3165744 Sale Conditions: -

Research Status: Research Complete



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12-13 Sedling Rd SOLD

Washington, NE38 9BZ Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 22/11/2013 (2,045 days on mkt) Sale Price: £500,000 - Confirmed Year Built/Age: Built 1984 Age: 28 NIA: 27,532 SF

Price/SF: £18.16

Reversionary Yield: -Net Initial Yield:

Comp ID: 2900304 Sale Conditions: -

Research Status: Confirmed



Hillarys Blinds - Spire Rd SOLD

Washington, NE37 3ES Tyne And Wear County Bldg Type: IndustrialWarehouse Sale Date: 19/06/2012

Sale Price: £2,700,000 - Confirmed Year Built/Age: Built 2008 Age: 4 Price/SF: £38.47 NIA: 70,180 SF

Reversionary Yield: -Net Initial Yield: 10.58%

Comp ID: 2496347 Sale Conditions: -

Research Status: Confirmed



Nor-House - 15-16 St Luke's Rd SOLD

Sunderland, SR4 6SN Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 01/03/2011 Sale Price: £70,000 - Confirmed Year Built/Age: Built 1968 Age: 42 NIA: 23,106 SF

Price/SF: £3.03

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2381602 Sale Conditions: -

Research Status: Confirmed



Unit 2a - Stephenson Industrial Estate - Stephenson Rd SOLD

Washington, NE37 3HW Tyne And Wear County

Sale Date: 01/12/2015 Bldg Type: IndustrialWarehouse Sale Price: £1,910,007 - Confirmed Year Built/Age: Built 1990 Age: 25

Price/SF: £28.75 NIA: 66,444 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3600052 Sale Conditions: -

Research Status: Confirmed



Image Coming Soon

Unit 1 - Stephenson Industrial Estate - Stephenson Rd

Washington, NE37 3HR Tyne And Wear County

Sale Date: 21/12/2015 Bldg Type: IndustrialWarehouse Year Built/Age: Built 1990 Age: 25 Sale Price: -NĬA: 31,657 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 3486367 Sale Conditions: -

Research Status: In Progress



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05/09/2016

Units 11-12 - Crowther Industrial Estate - Tilley Rd

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Washington, NE38 0AE Tyne And Wear County

Sale Date: 19/05/2014 (102 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £500,000 - Confirmed Year Built/Age: Built 1996 Age: 17 NIA: 23,797 SF

Price/SF: £21.01

Reversionary Yield: -

Net Initial Yield: Comp ID: 3059121 Sale Conditions: -

Research Status: Confirmed

68 Unit 13 - Tilley Rd SOLD

Washington, NE38 0AE Tyne And Wear County

Bldg Type: IndustrialManufacturing Sale Date: 17/10/2014 (44 days on mkt) Sale Price: £325,000 - Confirmed Year Built/Age: Built 1990 Age: 24

Price/SF: £26.97 NIA: 12,052 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3188000 Sale Conditions: -

Research Status: Confirmed



Unit 16 - Phoenix House - Walton Rd

Washington, NE38 8QE Tyne And Wear County

Bldg Type: IndustrialManufacturing Sale Date: 01/02/2012 Sale Price: £625,000 - Confirmed Year Built/Age: Built 1991 Age: 20

Price/SF: £45.85 NIA: 13,630 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 2427820 Sale Conditions: -

Research Status: Confirmed



Pattinson Industrial Estate - 2A Walton Rd

Washington, NE38 8QA Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 01/09/2015 (314 days on mkt) Sale Price: Year Built/Age: Built 1985 Age: 30

Price/SF: NIA: 6,783 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 3390588 Sale Conditions: -

Research Status: Research Complete



IAC Group Ltd - Wayfarer Rd

Sunderland, SR5 3XA Tyne And Wear County

Sale Date: 13/01/2015 (119 days on mkt) Bldg Type: IndustrialManufacturing Year Built/Age: Built 1991 Age: 24 Sale Price:

Price/SF: NIA: 27,766 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3339876 Sale Conditions: -

Research Status: Research Complete



72 48 Wear St SOLD

Sunderland, SR5 2BH Tyne And Wear County

Sale Date: 01/01/2015 (100 days on mkt) Bldg Type: IndustrialWarehouse Year Built/Age: Built 1980 Age: 35 Sale Price:

Price/SF: NIA: 3,658 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 3394574 Sale Conditions: -

Research Status: Research Complete



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05/09/2016

Units 3A & 3B - Industrial Unit - Wellmere Rd

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Sunderland, SR2 9TE Tyne And Wear County

Sale Date: 01/12/2013 (681 days on mkt) Unit Type: 5,186 SF Industrial Unit Sale Price: -Year Built/Age: Built 1977 Age: 36

Price/SF: NIA: 5,186 SF

Reversionary Yield: -Net Initial Yield:

Sunderland, SR2 9TG

74

Comp ID: 2960869 Sale Conditions: -

Research Status: Research Complete

Purdy House - Wellmere Rd (Part of Portfolio)

Tyne And Wear County

Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 03/09/2013 (1,553 days on mkt) Sale Price: Year Built/Age: Built 1970 Age: 43

Price/SF: -NIA: 84,627 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2881509 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete

Units 3A & 3B - Industrial Unit - Wellmere Rd (Part of Multi-Unit)

Sunderland, SR2 9TE Tyne And Wear County

Sale Date: 01/12/2013 (681 days on mkt) Unit Type: 5,186 SF Industrial Unit Sale Price: Year Built/Age: Built 1977 Age: 36

Price/SF: NIA: 5,186 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2955129 Sale Conditions: -

Research Status: Research Complete

Units 3A & 3B - Industrial Unit - Wellmere Rd (Part of Multi-Unit)

Sunderland, SR2 9TE Tyne And Wear County

Unit Type: 685 SF Industrial Unit Sale Date: 01/12/2013 (681 days on mkt) Sale Price: Year Built/Age: Built 1977 Age: 36

Price/SF: NIA: 685 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2955129 Sale Conditions: -

Research Status: Research Complete

Warehouse Premises - Westburn Ter

Sale Date: 01/11/2015 (1,313 days on mkt) Bldg Type: IndustrialWarehouse Year Built/Age: Built 1968 Age: 47 Sale Price:

Price/SF: NIA: 3,990 SF

Reversionary Yield: -Net Initial Yield:

Sunderland, SR6 9RB

Sale Conditions: -Comp ID: 3445834

Research Status: Research Complete

Units 7-12 - Armstrong Industrial Estate - Whitworth Rd

Washington, NE37 1PP Tyne And Wear County

Sale Date: 18/08/2011 Bldg Type: IndustrialWarehouse

Year Built/Age: Built 1973 Renov 2015 Age: 37 Sale Price: £102,500 - Confirmed

Price/SF: £5.60 NIA: 18,300 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2459754 Sale Conditions: -

Research Status: Confirmed









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05/09/2016

#### 79 Units 13-18 - Industrial Unit, Unit 14 - Whitworth Rd

Washington, NE37 1PP Tyne And Wear County

Sale Date: 05/05/2015 (1,846 days on mkt) Unit Type: 3,050 SF Industrial Unit Sale Price: £95,000 - Confirmed Price/SF: £31.15 Year Built/Age: Built 1983 Renov 2015 Age: 32

NIA: 3,050 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3336322 Sale Conditions: -

Research Status: Confirmed

### Units 19-22 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)

Tyne And Wear County Washington, NE37 1PP

Bldg Type: IndustrialWarehouse Sale Date: 10/12/2013 Year Built/Age: Built 1981 Renov 2015 Age: 32 Sale Price:

Price/SF: -NIA: 25,461 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3207713 Sale Conditions: -

Research Status: Research Complete

#### Units 1-6 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)

Washington, NE37 1PP Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 10/12/2013 Sale Price: Year Built/Age: Built 1981 Renov 2015 Age: 32

Price/SF: -NIA: 22,603 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3207713 Sale Conditions: -

Research Status: Research Complete

#### Units 13-18 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)

Washington, NE37 1PP Tyne And Wear County

Bldg Type: IndustrialWarehouse Sale Date: 10/12/2013

Sale Price: Year Built/Age: Built 1983 Renov 2015 Age: 30 Price/SF: NIA: 18,300 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3207713 Sale Conditions: -

Research Status: Research Complete

#### Units 7-12 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)

Tyne And Wear County Washington, NE37 1PP

Sale Date: 10/12/2013 Bldg Type: IndustrialWarehouse

Year Built/Age: Built 1973 Renov 2015 Age: 40 Sale Price:

Price/SF: NIA: 18,300 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 3207713

Research Status: Research Complete

### Units 13-18 - Industrial Unit, Unit 17 - Whitworth Rd (Part of Multi-Unit)

Washington, NE37 1PP Tyne And Wear County

Sale Date: 01/07/2015 (1,903 days on mkt) Unit Type: 3,050 SF Industrial Unit Year Built/Age: Built 1983 Renov 2015 Age: 32 Sale Price:

Price/SF: NIA: 3.050 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 3465475 Sale Conditions: -

Research Status: In Progress



SOLD















#### 85 Units 13-18 - Industrial Unit, Unit 16 - Whitworth Rd (Part of Multi-Unit)

Washington, NE37 1PP Tyne And Wear County

Sale Date: 01/07/2015 (1,903 days on mkt) Unit Type: 3,050 SF Industrial Unit Year Built/Age: Built 1983 Renov 2015 Age: 32 Sale Price: -

Price/SF: NIA: 3,050 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3465475 Sale Conditions: -

Research Status: In Progress

#### Units 19-22 - Industrial Unit, Unit 21 - Whitworth Rd (Part of Multi-Unit)

Washington, NE37 1PP Tyne And Wear County

Unit Type: 6,236 SF Industrial Unit Sale Date: 21/02/2016 (205 days on mkt) Year Built/Age: Built 1981 Renov 2015 Age: 35 Sale Price:

Price/SF: -NIA: 6,236 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete

#### Units 13-18 - Industrial Unit, Unit 18 - Whitworth Rd (Part of Multi-Unit)

Washington, NE37 1PP Tyne And Wear County

Unit Type: 3,050 SF Industrial Unit Sale Date: 21/02/2016 (205 days on mkt) Sale Price: Year Built/Age: Built 1983 Renov 2015 Age: 33

Price/SF: NIA: 3,050 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete

### Units 13-18 - Industrial Unit, Unit 15 - Whitworth Rd (Part of Multi-Unit)

Washington, NE37 1PP Tyne And Wear County

Unit Type: 3,050 SF Industrial Unit Sale Date: 21/02/2016 (205 days on mkt) Sale Price: Year Built/Age: Built 1983 Renov 2015 Age: 33

Price/SF: NIA: 3,050 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete

#### 89 Units 7-12 - Industrial Unit, Unit 8 - Whitworth Rd (Part of Multi-Unit)

Washington, NE37 1PP Tyne And Wear County

Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,050 SF Industrial Unit Year Built/Age: Built 1973 Renov 2015 Age: 42 Sale Price:

Price/SF: NIA: 3,050 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 3548789

Research Status: Research Complete

#### 90 Units 7-12 - Industrial Unit, Unit 10 - Whitworth Rd (Part of Multi-Unit)

Washington, NE37 1PP Tyne And Wear County

Unit Type: 3,050 SF Industrial Unit Sale Date: 21/02/2016 (205 days on mkt) Year Built/Age: Built 1973 Renov 2015 Age: 42 Sale Price:

NIA: 3.050 SF Price/SF:

Reversionary Yield: Net Initial Yield:

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete



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#### 1 Units 1-6 - Industrial Unit, Unit 3 - Whitworth Rd (Part of Multi-Unit)

SOLD

Washington, NE37 1PP Tyne And Wear County

Sale Date: 21/02/2016 (205 days on mkt)

Sale Price: 
Unit Type: 3,150 SF Industrial Unit
Year Built/Age: Built 1981 Renov 2015 Age: 34

Price/SF: - NIA: 3,150 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete

### Units 1-6 - Industrial Unit, Unit 1 - Whitworth Rd (Part of Multi-Unit)

SOLD

Washington, NE37 1PP Tyne And Wear County

Sale Date: 21/02/2016 (205 days on mkt)

Sale Price: 
Unit Type: 3,150 SF Industrial Unit
Year Built/Age: Built 1981 Renov 2015 Age: 34

Price/SF: - NIA: 3,150 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete

#### 93 Units 1-6 - Industrial Unit, Unit 2 - Whitworth Rd (Part of Multi-Unit)

SOLD

Washington, NE37 1PP

Tyne And Wear County

Sale Date: 21/02/2016 (205 days on mkt)

Sale Price: 
Unit Type: 3,150 SF Industrial Unit
Year Built/Age: Built 1981 Renov 2015 Age: 34

Price/SF: - NIA: 3,150 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete



#### Units 1-6 - Industrial Unit, Unit 4 - Whitworth Rd (Part of Multi-Unit)

SOLD

Washington, NE37 1PP Tyne And Wear County

Sale Date: 21/02/2016 (205 days on mkt)
Sale Price: - Unit Type: 3,150 SF Industrial Unit
Year Built/Age: Built 1981 Renov 2015 Age: 34

Price/SF: - NIA: 3,150 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete



#### 95 Units 7-12 - Industrial Unit, Unit 7 - Whitworth Rd (Part of Multi-Unit)

SOLD

Washington, NE37 1PP

Tyne And Wear County

Sale Date: 21/02/2016 (205 days on mkt)

Unit Type: 3,050 SF Industrial Unit
Sale Price: 
Vear Built/Age: Built 1973 Renov 2015 Age: 42

Price/SF: - NIA: 3,050 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete



#### 96 Units 19-22 - Industrial Unit, Unit 22 - Whitworth Rd (Part of Multi-Unit)

SOLD

Washington, NE37 1PP Tyne And Wear County

Sale Date: 21/02/2016 (205 days on mkt)

Sale Price: 
Unit Type: 6,250 SF Industrial Unit
Year Built/Age: Built 1981 Renov 2015 Age: 35

Price/SF: - NIA: 6.250 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3548789 Sale Conditions: -

Research Status: Research Complete



#### Units 7-12 - Industrial Unit, Unit 11 - Whitworth Rd

SOLD

Tyne And Wear County Washington, NE37 1PP

Sale Date: 01/07/2015 (2,975 days on mkt) Unit Type: 3,050 SF Industrial Onit Year Built/Age: Built 1973 Renov 2015 Age: 41 Sale Price: -

Reversionary Yield: -Net Initial Yield:

97

Comp ID: 3336725 Sale Conditions: -

Research Status: Research Complete



### Units 13-18 - Industrial Unit, Unit 13 - Whitworth Rd

SOLD

Washington, NE37 1PP Tyne And Wear County

Unit Type: 3,050 SF Industrial Unit Sale Date: 01/01/2015 (2,794 days on mkt) Year Built/Age: Built 1983 Renov 2015 Age: 31 Sale Price:

Price/SF: -NIA: 3,050 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3465461 Sale Conditions: -

Research Status: In Progress



#### Units 19-22 - Industrial Unit, Unit 20 - Whitworth Rd

SOLD

Washington, NE37 1PP Tyne And Wear County

Sale Date: 01/12/2015 (2,056 days on mkt) Unit Type: 6,250 SF Industrial Unit Year Built/Age: Built 1981 Renov 2015 Age: 34 Sale Price:

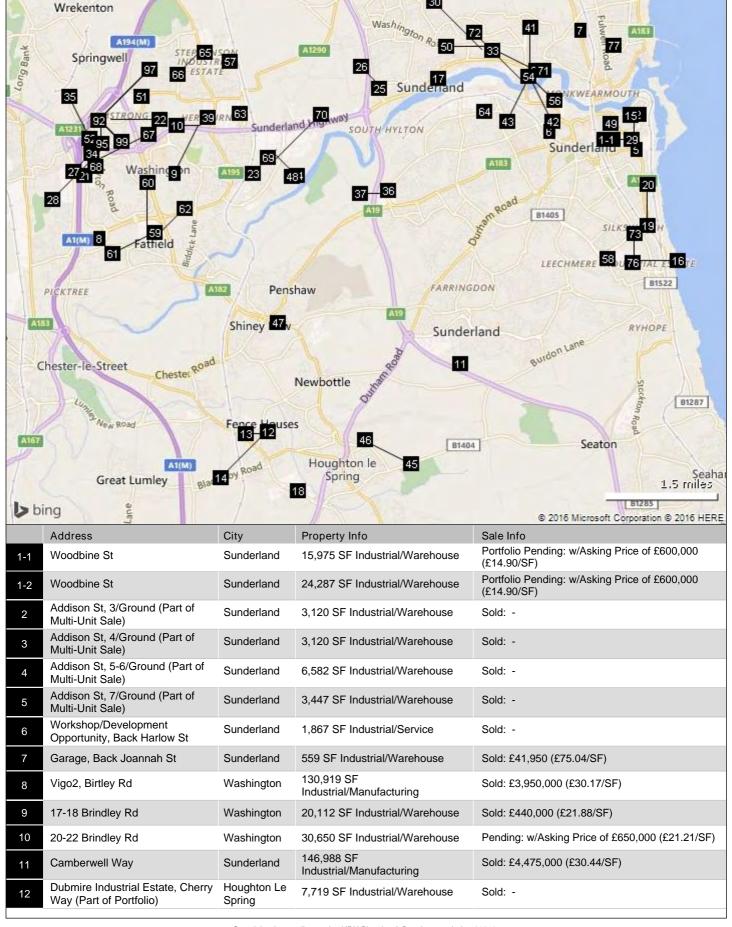
Price/SF: -NIA: 6,250 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3499360 Sale Conditions: -

Research Status: In Progress





13	Dubmire Industrial Estate, 22A- 22B Cherry Way (Part of Portfolio)	Houghton Le Spring	13,681 SF Industrial/Warehouse	Sold: -
14	Dubmire Industrial Estate, 23A- 23D Cherry Way (Part of Portfolio)	Houghton Le Spring	8,992 SF Industrial/Warehouse	Sold: -
15	1 Church St E	Sunderland	16,748 SF Industrial/Warehouse	Sold: £87,000 (£5.19/SF)
16	Leechmere Industrial Estate, Claymere Rd	Sunderland	15,683 SF Industrial/Warehouse	Sold: £335,000 (£21.36/SF)
17	Colima Ave	Sunderland	14,736 SF Industrial/Warehouse	Sold: £715,000 (£48.52/SF)
18	Chemviron Unit, Commerce Way	Houghton Le Spring	25,143 SF Industrial/Warehouse	Sold: £1,193,000 (£47.45/SF)
19	Robinson Terrace, Commercial Ro		124,799 SF Industrial/Manufacturing	Sold: -
20	Warehouse/Offices, Commercial Rd	Sunderland	215,807 SF Industrial/Manufacturing	Sold: £500,000 (£2.32/SF)
21	2 Crowther Rd	Washington	90,130 SF Industrial/Warehouse	Sold: -
22	Armstrong Industrial Estate, Elswick Rd	Washington	37,233 SF Industrial/Warehouse	Sold: £700,000 (£18.80/SF)
23	15 Faraday Clos	Washington	27,670 SF Industrial/Warehouse	Sold: £187,200 (£6.77/SF)
24	Ferryboat Ln, Unit 5/1st Floor (Part of Multi-Unit Sale)	ŭ	1,516 SF Industrial/Warehouse	Sold: -
25	Ferryboat Ln, Unit 5/Ground (Part of Multi-Unit Sale)	Sunderland	11,229 SF Industrial/Warehouse	Sold: -
26	Ferryboat Ln	Sunderland	42,073 SF Industrial/Warehouse	Sold: £460,000 (£10.93/SF)
27	Harvey Clos	Washington	20,936 SF Industrial/Warehouse	Sold: -
28	Harvey Clos	Washington	6,028 SF Industrial/Warehouse	Sold: £125,000 (£20.74/SF)
29	Furniture 2 Go Direct, Hendon Rd	Sunderland	11,403 SF Industrial	Sold: £200,000 (£17.54/SF)
30	Hepworth Rd (Part of Portfolio)	Sunderland	11,472 SF Industrial/Warehouse	Sold: -
31	Hepworth Rd (Part of Portfolio)	Sunderland	13,377 SF Industrial/Warehouse	Sold: -
32	Hepworth Rd	Sunderland	2,314 SF Industrial/Warehouse	Sold: £90,000 (£38.89/SF)
33	Hepworth Rd	Sunderland	2,313 SF Industrial/Warehouse	Sold: £90,000 (£38.91/SF)
34	Hutton Clos	Washington	29,970 SF Industrial/Warehouse	Sold: -
35	37-44 Hutton Clos	Washington	3,116 SF Industrial/Warehouse	Sold: £95,000 (£30.49/SF)
36	Hylton Rd	Sunderland	3,565 SF Industrial/Warehouse	Sold: -
37	Echo House, Hylton Rd	Sunderland	89,963 SF Industrial/Warehouse	Sold: -
38	Washington MOT Centre, Industrial Rd	Washington	16,193 SF Industrial/Warehouse	Sold: £650,000 (£40.14/SF)
39	Washington MOT Centre, Industrial Rd	Washington	5,711 SF Industrial/Warehouse	Sold: £496,500 (£86.94/SF)
40	Inkerman St (Part of Portfolio)	Sunderland	26,922 SF Industrial/Warehouse	Sold: -
41	Inkerman St (Part of Portfolio)	Sunderland	26,922 SF Industrial/Warehouse	Sold: -
42	Halfords, Inkerman St (Part of Portfolio)	Sunderland	6,656 SF Industrial/Service	Sold: -
43	20 Inkerman St (Part of Portfolio)	Sunderland	3,030 SF Industrial/Warehouse	Sold: -
44	1 Lee Clos	Washington	4,275 SF Industrial/Warehouse	Sold: £100,000 (£23.39/SF)
45	New City House, Market Place Industrial E	Houghton Le Spring	10,308 SF Industrial/Warehouse	Sold: -
46	Hogg Engineering Premises, Market Place Industrial E	Houghton Le Spring	4,876 SF Industrial/Warehouse	Sold: -

47Workshop/yard, Mill TerHoughton Le Spring3,260 SF Industrial/WarehouseSold: -48Building 1, Monument ParkWashington60,234 SF Industrial/WarehouseSold: -4953 Nile StSunderland4,468 SF Industrial/WarehouseSold: -50Warehouse, North Hylton RdSunderland84,575 SF Industrial/WarehouseSold: £500,000 (£5,91/SF)519-10 Parsons RdWashington104,051 SF Industrial/WarehouseSold: -52Crowther Industrial Estate, Phoenix RdWashington55,059 SF Industrial/WarehouseSold: £2,250,000 (£40,87/SF)53Pottery Rd (Part of Portfolio)Sunderland14,319 SF Industrial/WarehouseSold: -54Pottery Rd (Part of Portfolio)Sunderland14,485 SF Industrial/WarehouseSold: -5518-24 Pottery Rd (Part of Portfolio)Sunderland14,485 SF Industrial/WarehouseSold: -5618-24 Pottery Rd (Part of Portfolio)Sunderland14,485 SF Industrial/WarehouseSold: -57Production Facility, Rainhill RdWashington151,037 SF Industrial/WarehouseSold: £3,300,000 (£21,85/SF)58Portfolio)Sunderland23,140 SF Industrial/WarehouseSold: -59Sedling RdWashington11,773 SF Industrial/WarehouseSold: £75,000 (£6.37/SF)60Sedling RdWashington15,394 SF Industrial/WarehouseSold: £75,000 (£6.37/SF)6212-13 Sedling RdWashington27,532 SF Industrial/WarehouseSold: £2,700,000 (£3.47/SF)63Hilla	
49 53 Nile St  Warehouse, North Hylton Rd  Sunderland  84,575 SF Industrial/Warehouse  Sold: £500,000 (£5.91/SF)  9-10 Parsons Rd  Washington  104,051 SF Industrial/Warehouse  Sold: £2,250,000 (£40.87/SF)  Sold: -  Crowther Industrial Estate, Phoenix Rd  Washington  55,059 SF Industrial/Warehouse  Sold: £2,250,000 (£40.87/SF)  Sold: -  Sold: £2,250,000 (£40.87/SF)  Sold: -  Sold: £2,250,000 (£40.87/SF)  Sold: -  Sold: £2,250,000 (£40.87/SF)  Sold: £3,250,000 (£40.87/SF)  Sold: £3,300,000 (£40.87/SF)  Sold: £3,300,000 (£40.87/SF)  Sold: £3,300,000 (£21.85/SF)  Industrial/Warehouse  Sold: £3,300,000 (£21.85/SF)  Sold: £3,300,000 (£21.85/SF)  Sold: £75,000 (£6.37/SF)  Sold: £70,000 (£73.39/SF)	
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Crowther Industrial Estate, Phoenix Rd   Washington   Sold: £2,250,000 (£40.87/SF)	
Phoenix Rd  Pottery Rd (Part of Portfolio)  Sunderland  14,319 SF Industrial/Warehouse  Sold: -  Sold: -  Pottery Rd (Part of Portfolio)  Sunderland  14,319 SF Industrial/Warehouse  Sold: -  Sold: -  Sold: -  18-24 Pottery Rd (Part of Portfolio)  Sunderland  14,485 SF Industrial/Warehouse  Sold: -  Production Facility, Rainhill Rd  Washington  Sunderland  151,037 SF Industrial/Warehouse  Sold: £3,300,000 (£21.85/SF)  Washington  Sunderland  23,140 SF Industrial/Warehouse  Sold: -  Sold: £3,300,000 (£21.85/SF)  Sold: £7,000 (£6.37/SF)  Sold: £7,000 (£6.37/SF)  Sold: £3,300,000 (£3.39/SF)  Sold: £3,00,000 (£3.39/SF)  Sold: £3,100,000 (£3.39/SF)  Sold: £3,10	
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Stephenson Rd Washington 66,444 SF Industrial/Warehouse Sold: £1,910,007 (£28.75/SF)	
Tilley Rd Washington 23,797 SF Industrial/Warehouse Sold: £500,000 (£21.01/SF)	
Tilley Rd Washington 12,052 SF Industrial/Manufacturing Sold: £325,000 (£26.97/SF)	
69 Phoenix House, Walton Rd Washington 13,630 SF Industrial/Manufacturing Sold: £625,000 (£45.85/SF)	
70 2A Walton Rd Washington 6,783 SF Industrial/Warehouse Sold: -	
71 IAC Group Ltd, Wayfarer Rd Sunderland 27,766 SF Industrial/Manufacturing Sold: -	
72 48 Wear St Sunderland 3,658 SF Industrial/Warehouse Sold: -	
Purdy House, Wellmere Rd (Part of Portfolio)  Sunderland 84,627 SF Industrial/Warehouse Sold: -	
Wellmere Rd (Part of Multi-Unit Sunderland 685 SF Industrial/Warehouse Sold: -	
Wellmere Rd (Part of Multi-Unit Sale)  Sunderland 5,186 SF Industrial/Warehouse Sold: -	
76 Wellmere Rd Sunderland 5,186 SF Industrial/Warehouse Sold: -	
Warehouse Premises, Westburn Ter  Sunderland 3,990 SF Industrial/Warehouse Sold: -	
78 Whitworth Rd Washington 18,300 SF Industrial/Warehouse Sold: £102,500 (£5.60/SF)	
Whitworth Rd (Part of Multi- Property Sale)  Washington 18,300 SF Industrial/Warehouse Sold: -	
Whitworth Rd (Part of Multi- Property Sale) Washington 22,603 SF Industrial/Warehouse Sold: -	

81	Whitworth Rd (Part of Multi- Property Sale)	Washington	25,461 SF Industrial/Warehouse	Sold: -
82	Whitworth Rd (Part of Multi- Property Sale)	Washington	18,300 SF Industrial/Warehouse	Sold: -
83	Whitworth Rd	Washington	3,050 SF Industrial/Warehouse	Sold: £95,000 (£31.15/SF)
84	Whitworth Rd	Washington	3,050 SF Industrial/Warehouse	Sold: -
85	Whitworth Rd	Washington	3,050 SF Industrial/Warehouse	Sold: -
86	Whitworth Rd, 16 (Part of Multi- Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
87	Whitworth Rd, 17 (Part of Multi- Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
88	Whitworth Rd	Washington	6,250 SF Industrial/Warehouse	Sold: -
89	Whitworth Rd, 1/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
90	Whitworth Rd, 10/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
91	Whitworth Rd, 15/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
92	Whitworth Rd, 18/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
93	Whitworth Rd, 2/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
94	Whitworth Rd, 21/Ground (Part of Multi-Unit Sale)	Washington	6,236 SF Industrial/Warehouse	Sold: -
95	Whitworth Rd, 22/Ground (Part of Multi-Unit Sale)	Washington	6,250 SF Industrial/Warehouse	Sold: -
96	Whitworth Rd, 3/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
97	Whitworth Rd, 4/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
98	Whitworth Rd, 7/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
99	Whitworth Rd, 8/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -

Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

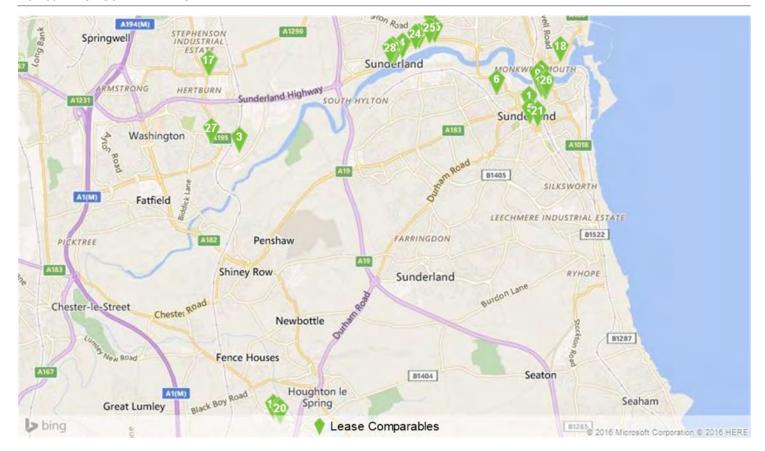
87

£10.13

£10.31

36

#### **TOP 50 LEASE COMPARABLES**



#### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	72	£3.84	£10.13	£9.90	£135.36
Achieved Rent Per SF	34	£2.02	£10.31	£8.00	£14.00
Net Effective Rent Per SF	19	£4.42	£10.68	£8.00	£13.00
Asking Rent Discount	20	-100.0%	15.2%	0.2%	55.5%
Rent Free Months	7	0	9	3	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	67	0	36	33	100
Deal Size	87	225	6,075	1,660	217,339
Lease Deal in Years	50	1.0	5.4	5.0	20.0
Floor Number	84	LL	GRND	GRND	4

## Lease Comps Report

		Lease				Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
1	22A Olive St	****	448	1st	01/08/2016	New	£8.38/fri	Effective
2	Echo 24 West Wear St	****	4,352	Unkwn	26/02/2016	New	£9.19/fri	Achieved
3	Teal House Teal Farm Park	****	1,755	2nd	01/02/2016	New	£9.87/fri	Asking
4	Loftus House Colima Ave	****	19,621	GRND,1	23/01/2016	New	£6.97/fri	Effective
5	13 Grange Ter	****	484	GRND	01/01/2016	New	£9.81/fri	Asking
6	74 Hylton Rd	****	361	GRND	15/10/2015	New	-	-
7	44 Frederick St	****	782	BSMT	01/10/2015	New	£6.39/iri	Asking
8	Cuthbert House Tower Rd	****	1,863	GRND	01/10/2015	New	£7.78/fri	Asking
9	Bridge House Bridge St	****	514	GRND	01/09/2015	New	£135.36	Asking
10	Rainton House Cygnet Way	****	217,339	GRND,1-3	03/08/2015	New	£12.00/fri	Effective
	59 John St	****	1,677	1-2	02/08/2015	New	£3.88	Asking
12	Defender Ct	****	1,142	GRND,1	01/08/2015	New	£8.76/fri	Asking
13	9 Defender Ct	****	1,140	GRND,1	01/07/2015	New	£10.00/fri	Asking
13	10 Defender Ct	****	1,140	GRND,1	01/07/2015	New	£10.00/fri	Asking
14	46 Frederick St	****	1,610	LL,GRN	01/07/2015	New	£10.90/fri	Asking
15	Hylton Park	****	2,013	GRND	01/07/2015	New	£4.42/iri	Effective
16	St Andrews House Riverbank Rd	****	9,509	GRND,1	01/07/2015	New	£8.68/fri	Effective
17	Bede House Tower Rd	****	1,863	GRND	16/06/2015	New	£5.64/fri	Achieved
8	Cuthbert House Tower Rd	****	1,863	GRND	10/06/2015	New	£5.37/fri	Effective
9	Bridge House Bridge St	****	872	2nd	15/05/2015	New	£10.39	Asking
18	North Sands Business Ce	****	315	GRND	15/05/2015	New	£11.24	Asking

## Lease Comps Report

			Lease				Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
18	North Sands Business Ce	****	307	GRND	15/05/2015	New	£11.34	Asking
19	Franklin Rainton Bridge	****	8,860	GRND	01/05/2015	New	£14.50/fri	Asking
20	Alexander Mandarin Way	****	7,216	GRND	08/04/2015	New	£14.50/fri	Asking
9	Bridge House Bridge St	****	970	1st	01/04/2015	New	£10.04	Asking
9	Bridge House Bridge St	****	872	1st	01/04/2015	New	£10.66/iro	Asking
21	Temple Chambers Douro Ter	****	1,464	GRND	01/04/2015	New	£7.00/iri	Asking
18	North Sands Business Ce	****	365	1st	01/04/2015	New	£12.26	Asking
18	North Sands Business Ce	****	665	1st	01/04/2015	New	£10.92	Asking
8	North Sands Business Ce	****	435	1st	01/04/2015	New	£13.52	Asking
18	North Sands Business Ce	****	401	GRND	01/04/2015	New	£10.00	Asking
8	North Sands Business Ce	****	885	GRND	01/04/2015	New	£10.00	Asking
18	North Sands Business Ce	****	420	GRND	01/04/2015	New	£11.43	Asking
18	North Sands Business Ce	****	436	GRND	01/04/2015	New	£10.00	Asking
8	North Sands Business Ce	****	225	GRND	01/04/2015	New	£12.80	Asking
8	North Sands Business Ce	****	765	1st	01/04/2015	New	£10.00	Asking
8	North Sands Business Ce	****	225	1st	01/04/2015	New	£10.00	Asking
8	North Sands Business Ce	****	371	1st	01/04/2015	New	£10.00	Asking
2	Investor House Colima Ave	****	3,650	GRND	26/03/2015	New	£8.00/fri	Asking
3	Chapter House St Catherines Ct	****	18,066	GRND,1	25/03/2015	New	£8.00	Effective
4	Tower House St Catherines Ct	****	11,242	GRND,1	25/03/2015	New	£8.00/fri	Effective
4	Tower House St Catherines Ct	****	3,640	GRND	25/03/2015	New	£8.00/fri	Effective

## Lease Comps Report

			Lease				Rents	
Pro	Property Name - Address Rating		SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
24	Tower House St Catherines Ct	****	1,976	1st	25/03/2015	New	£8.00/fri	Effective
25	Hylton Park Rd	****	2,824	GRND	01/02/2015	New	£6.02/iri	Asking
26	39 West Sunniside	****	2,061	LL,GRN	01/02/2015	New	£5.82/fri	Asking
20	Alexander Mandarin Way	****	9,019	2nd	06/01/2015	New	£13.00	Effective
27	Alexander House Station Rd	****	1,117	GRND	01/01/2015	New	£5.37	Asking
28	3 Colima Ave	****	6,865	GRND	11/11/2014	New	£7.28	Achieved
24	Tower House St Catherines Ct	****	1,987	GRND	23/09/2014	New	£8.00/fri	Effective
24	Tower House St Catherines Ct	****	7,408	2nd	23/09/2014	New	£10.12/fri	Achieved

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	22-22A Olive St Sunderland, SR1 3PE Sunderland Submarket	Kids Club Care Ltd Mercantile Estates Ltd	448 New Direct	Aug 2016 5 Years	£8.71/SF £8.38/SF	2 Mos at Start	Jul 2016
2	Echo 24 West Wear St Sunderland, SR1 1XD Sunderland Submarket	ATOS IT Solutions and Services Ltd Adriatic Land 1 (GR4) Ltd	4,352 New Direct	Feb 2016 3 Years	£9.19/SF		
3	Teal House Teal Farm Park Washington, NE38 8BG Sunderland Submarket	Jennings Hellens Group Ltd	1,755 New Direct	Feb 2016		£2.02/SF	
4	Loftus House Colima Ave Sunderland, SR5 3XB Sunderland Submarket	RTC Helena (UK) Ltd	19,621 New Direct	Apr 2016 10 Years	£8.00/SF £6.97/SF	12 Mos at Start £5.60/SF	Apr 2021 Apr 2021
5	13 Grange Ter Sunderland, SR2 7DF Sunderland Submarket	Choccards	484 New Direct	Jan 2016		£3.89/SF	
6	74 Hylton Rd Sunderland, SR4 7BB Sunderland Submarket		361 New Direct	Oct 2015			

Lease Compa	สาสมเธร						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	44 Frederick St Sunderland, SR1 1NF Sunderland Submarket	Ashford Orthodontics Ltd	782 New Direct	Oct 2015 3 Years		£1.26/SF	
8	Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Noble Fund Managers Ltd	1,863 New Direct	Oct 2015		£4.40/SF	
9	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Varde Partners	514 New Direct	Sep 2015		£1.71/SF	
10	Rainton House Cygnet Way Houghton Le Spring, DH4 5QZ Sunderland Submarket	NPower Ltd Carey Wp Co Inc	217,339 New Direct	Aug 2015 10 Years	£12.00/SF £12.00/SF		Aug 2020
11	59 John St Sunderland, SR1 1QH Sunderland Submarket	Premier Training	1,677 New Sublease	Sep 2015 5 Years		£2.53/SF	
12	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Westhome Care Services Ltd Defender Court Management Ltd	1,142 New Direct	Sep 2015 3 Years		£9.07/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Absolute Care Training &  Branch Insurance Brokers	1,140 New Direct	Jul 2015 3 Years		£2.58/SF	
14	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	New Leaf Estate Agents Branch Insurance Brokers	1,140 New Direct	Jul 2015 3 Years		£2.58/SF	
15	46 Frederick St Sunderland, SR1 1NF Sunderland Submarket	Monumental Training Ltd	1,610 New Direct	Jul 2015 3 Years		£2.55/SF	
16	Hylton Park Sunderland, SR5 3HD Sunderland Submarket	Avampace Ltd Buildings For Business Ltd	2,013 New Direct	Jul 2015 5 Years	£8.00/SF £4.42/SF	Spread Over	
17	St Andrews House Riverbank Rd Sunderland, SR5 3JJ Sunderland Submarket	Kingsway Claims	9,509 New Direct	Jul 2015 10 Years	£6.31/SF £8.68/SF		Jul 2022
18	Bede House Tower Rd Washington, NE37 2SH Sunderland Submarket	Intelligent Communication Noble Fund Managers Ltd	1,863 New Direct	Jul 2015 4 Years	£5.64/SF	£4.17/SF	

Lease Compa	แลกเธอ						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Ms Jessica Davies Noble Fund Managers Ltd	1,863 New Direct	Jun 2015 1 Year 6 Months	£5.37/SF £5.37/SF	0 Mos £3.83/SF	Jun 2016
20	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Bizspace Ltd	872 New Direct	May 2015 1 Year			
21	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	315 New Direct	May 2015 1 Year			
22	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	307 New Direct	May 2015 1 Year			
23	Franklin Rainton Bridge Houghton Le Spring, DH4 5PH Sunderland Submarket	UK Independent Medical	8,860 New Direct	Jul 2015 5 Years		£3.60/SF	
24	Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket	Salecycle Ltd	7,216 New Direct	Jun 2015 5 Years		£3.66/SF	

Lease Compa	arabies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Bizspace Ltd	970 New Direct	Apr 2015 1 Year		£1.76/SF	
26	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Bizspace Ltd	872 New Direct	Apr 2015 1 Year		£1.77/SF	
27	Temple Chambers Douro Ter Sunderland, SR2 7DX Sunderland Submarket	Durham Estates Ltd	1,464 New Direct	Apr 2015			
28	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	401 New Direct	Apr 2015			
29	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	885 New Direct	Apr 2015			
30	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	420 New Direct	Apr 2015			

Lease Compa							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	436 New Direct	Apr 2015			
32	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	225 New Direct	Apr 2015			
33	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	365 New Direct	Apr 2015			
34	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	665 New Direct	Apr 2015			
35	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	435 New Direct	Apr 2015			
36	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	765 New Direct	Apr 2015			

Lease Compa	Irables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	225 New Direct	Apr 2015			
38	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	371 New Direct	Apr 2015			
39	Investor House Colima Ave Sunderland, SR5 3XE Sunderland Submarket	Nissan Trading Europe Ltd UK Land Estates Ltd	3,650 New Direct	Mar 2015		£7.15/SF	
40	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	11,242 New Direct	Mar 2015 5 Years	£8.00/SF £8.00/SF	£0.84/SF	
41	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	3,640 New Direct	Dec 2015 4 Years 3 Months	£8.00/SF £8.00/SF	£4.82/SF	
42	Chapter House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	18,066 New Direct	Mar 2015 5 Years	£8.00/SF £8.00/SF		

Lease Compa	irables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	1,976 New Direct	Aug 2015 4 Years 7 Months	£8.00/SF £8.00/SF	£4.83/SF	
44	Hylton Park Sunderland, SR5 3HD Sunderland Submarket	Wessington Dental UK Land Estates Ltd	2,824 New Direct	Mar 2015 20 Years			
45	39 West Sunniside Sunderland, SR1 1BU Sunderland Submarket	Everyday Loans Ltd	2,061 New Direct	Feb 2015		£1.40/SF	
46	Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket	Johnson Publishing	9,019 New Direct	Jan 2015 15 Years	£13.00/SF £13.00/SF	£3.54/SF	Jan 2025
47	Alexander House Station Rd Washington, NE38 7BD Sunderland Submarket	Fashion Bible Kennedy Services Ltd	1,117 New Direct	Jan 2015		£2.75/SF	
48	3 Colima Ave Sunderland, SR5 3XB Sunderland Submarket	Commercial & Domestic Investigati	. 6,865 New Direct	Nov 2014 10 Years	£7.28/SF		Nov 2019 Nov 2019

Lease Compa	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	Vishay Ltd	1,987 New Direct	Sep 2014 6 Years	£8.00/SF £8.00/SF	£4.80/SF	
50	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	7,408 New Direct	Sep 2014 5 Years	£10.12/SF		
51	3 Colima Ave Sunderland, SR5 3XB Sunderland Submarket	Physio World Limited	2,312 New Direct	Oct 2014 5 Years	£8.00/SF	3 Mos at Start £3.70/SF	Aug 2018
52	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Beechwood Aesthetics Defender Court Management Ltd	541 New Direct	Aug 2014		£4.16/SF	
53	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Absolute Care Training &  — Defender Court Management Ltd	1,140 New Direct	Aug 2014		£4.65/SF	
54	44 Frederick St Sunderland, SR1 1NF Sunderland Submarket	First Glance Photography	793 New Direct	Aug 2014		£0.82/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	14 Waterloo Pl Sunderland, SR1 3HT Sunderland Submarket	Slim Holdings Ltd	1,389 New	Aug 2014 10 Years	£6.69/SF £6.69/SF		Aug 2019
56	1 Victory Way Sunderland, SR3 3XF Sunderland Submarket	Parseq Ltd Commercial Estates Group Ltd	32,104 New Direct	Jul 2014 10 Years	£5.12/SF £8.43/SF	£12.77/SF	Jul 2019 Jul 2019
57	110-112A High St W Sunderland, SR1 1TX Sunderland Submarket	Healthwatch Sunderland	1,386 New Direct	May 2014			
58	3-7 St Thomas St Sunderland, SR1 1NW Sunderland Submarket	Penshaw View Training The Local Shopping REIT plc	2,773 New Direct	May 2014			
59	The Nike Building Camberwell Way Sunderland, SR3 3XN Sunderland Submarket	Parseq Limited	23,071 New Direct	May 2014 10 Years	£10.25/SF		Apr 2019 Apr 2019
60	9-11 Green Ter Sunderland, SR1 3PZ Sunderland Submarket	Harvey M & A Ltd	1,158 New Direct	May 2014 3 Years		£2.97/SF	

Lease Compa							
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	35 West Sunniside Sunderland, SR1 1BU Sunderland Submarket	Impact Family Services	2,224 New Direct	Mar 2014		£5.96/SF	
62	Pennine House Horsecroft Rd Washington, NE37 1LY Sunderland Submarket	Mollscar Publishing Ltd Kempton Real Estate Ltd	837 New Direct	Feb 2014 5 Years	£7.17/SF £7.17/SF	£3.83/SF	Feb 2017
63	44 West Sunniside Sunderland, SR1 1BA Sunderland Submarket	Regional Collection Services Ltd	1,915 New Direct	Mar 2014		£6.27/SF	
64	9-11 Green Ter Sunderland, SR1 3PZ Sunderland Submarket		701 New Direct	Jan 2014		£3.12/SF	
65	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	Bibby Factors Northeast Ltd	3,661 Renewal Direct	Jan 2014 5 Years	£10.37/SF £10.37/SF		Jul 2016
66	Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket	EDF Energy Renewables Ltd	8,820 New Direct	Oct 2013 10 Years	£13.00/SF	£5.37/SF	Oct 2018 Oct 2018

Lease Compa	ii abies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	Hylton Park Sunderland, SR5 3HD Sunderland Submarket	Counted 4 UK Land Estates Ltd	2,813 New Direct	Aug 2013			
68	Quayside House Low St Sunderland, SR1 2AD Sunderland Submarket	Tombola Bingo	2,370 New Direct	Aug 2013			
69	W Quay Ct Sunderland, SR5 2TE Sunderland Submarket	UK Land Estates Ltd	1,660 New Direct	Aug 2013		£3.93/SF	
70	Pennine House Horsecroft Rd Washington, NE37 1LY Sunderland Submarket	S and U Plc Kempton Real Estate Ltd	1,341 New Direct	Jun 2013 5 Years	£6.52/SF	£3.76/SF	
71	58 John St Sunderland, SR1 1QH Sunderland Submarket	Hardings Solicitors Ltd	2,026 New Direct	Apr 2013		£5.68/SF	
72	9-10 Pickersgill Ct Sunderland, SR4 6UG Sunderland Submarket	North European Marine Services L Adderstone Group Ltd	. 3,571 New Direct	Jan 2013 5 Years	£10.08/SF £10.08/SF		

Lease Compa	arabies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
73	26 Blandford St Sunderland, SR1 3JH Sunderland Submarket	LI2 Incorporation Ltd Newcastle City Council	2,475 New Direct	Dec 2012 4 Years	£2.02/SF		Dec 2014
74	Admiral House 2 Admiral Way Sunderland, SR3 3XW Sunderland Submarket	Royal Mail Group Ltd	36,350 New Direct	Nov 2012 10 Years	£10.73/SF	Spread Over	Nov 2017 Nov 2014
75	Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Panda Sourcing Noble Fund Managers Ltd	1,895 New	Sep 2012 5 Years	£7.92/SF		
76	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	NECA Bizspace Ltd	485 New Direct	Aug 2012 1 Year	£10.00/SF	£3.53/SF	
77 Charac	18-20 Speculation Pl Washington, NE37 2AP Sunderland Submarket	Apple Kitchens Ltd Newcastle City Council	818 New Direct	Jul 2012 3 Years	£6.72/SF	Spread Over	Jul 2013
78	22 Athenaeum St Sunderland, SR1 1DH Sunderland Submarket	Prestige Nursing & Care	1,042 New Direct	May 2012 3 Years		£3.12/SF	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
79	Investor House Colima Ave Sunderland, SR5 3XE Sunderland Submarket	UK Land Estates Ltd	1,592 New	Apr 2012			
30	Bede House Tower Rd Washington, NE37 2SH Sunderland Submarket	BTCV Enterprises Ltd Noble Fund Managers Ltd	1,863 New Direct	Jun 2012 3 Years	£8.05/SF £8.05/SF	£4.49/SF	
81	27-32 Borough Rd Sunderland, SR1 1LN Sunderland Submarket		966 New				
82	Lynas House 13-16 Frederick St Sunderland, SR1 1NA Sunderland Submarket		7,227 New				
83	Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Banardos Noble Fund Managers Ltd	1,935 New	Feb 2012 5 Years	£7.24/SF		Feb 2013
84	13 Grange Ter Sunderland, SR2 7DF Sunderland Submarket		1,520 New				

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
85	Bede House Tower Rd Washington, NE37 2SH Sunderland Submarket	SSE Services Plc Noble Fund Managers Ltd	1,863 New Direct	Dec 2011 5 Years	£8.80/SF £8.80/SF		
86	1-5 Pickersgill Ct Sunderland, SR5 2AQ Sunderland Submarket		608 New				
87	Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket	Bowmer & Kirkland Ltd	3,904 New	Sep 2011 5 Years	£14.00/SF		

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£10.13

£10.31

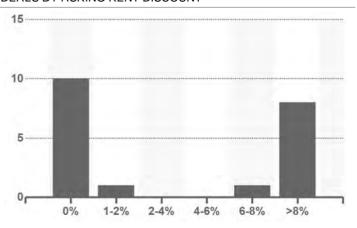
£10.68

9.3

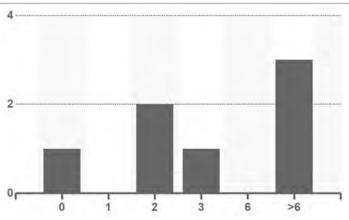
#### DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



#### DEALS BY ASKING RENT DISCOUNT



#### DEALS BY RENT FREE MONTHS



## **Quick Stats Report**

Office           Price         £120,           For Sale & UC/Pending         £11,           NIA         For Sale & UC/Pending         1,722           Sold Transactions         239           Price per SF         For Sale & UC/Pending         £47           Sold Transactions         £5           Net Initial Yield         5.8           For Sale & UC/Pending         5.8           Sold Transactions         5.0           Days on Market	000 SF SF 3.82 5.80 0% 0%	£5,155,000 £2,122,018 38,977 SF 14,527 SF £132.26 £99.48 5.80% 12.82% 395 481	£145,000 £225,000 3,032 SF 3,610 SF £69.69 £55.25 5.80% 12.15% 481 355	£15,200,000 £32,500,000 112,177 SF 217,339 SF £135.50 £154.06 5.80% 25.00% 516 2,783	Count  3 28 3 71 3 28 1 12 3 49 23
Price For Sale & UC/Pending £120, Sold Transactions £11, NIA  For Sale & UC/Pending 1,722 Sold Transactions 239  Price per SF For Sale & UC/Pending £47 Sold Transactions £5  Net Initial Yield For Sale & UC/Pending 5.8 Sold Transactions 5.0  Days on Market For Sale & UC/Pending Sold Transactions 5.0  Days on Market For Sale & UC/Pending Sold Transactions 5.0  Sale Price to Asking Price Ratio Sold Transactions 40.0  Specialty  Price	000 SF SF 3.82 5.80 0% 0%	£2,122,018  38,977 SF 14,527 SF  £132.26 £99.48  5.80% 12.82%	£225,000  3,032 SF 3,610 SF  £69.69 £55.25  5.80% 12.15%  481 355	£32,500,000  112,177 SF 217,339 SF  £135.50 £154.06  5.80% 25.00%  516 2,783	28 3 71 3 28 1 12 3 49
Price For Sale & UC/Pending £120, Sold Transactions £11,  NIA For Sale & UC/Pending 1,722 Sold Transactions 239  Price per SF For Sale & UC/Pending £47 Sold Transactions £5  Net Initial Yield For Sale & UC/Pending 5.8 Sold Transactions 5.0  Days on Market For Sale & UC/Pending Sold Transactions 5.0  Days on Market For Sale & UC/Pending Sold Transactions 5.0  Sale Price to Asking Price Ratio Sold Transactions 40.0  Specialty  Price	000 SF SF 3.82 5.80 0% 0%	£2,122,018  38,977 SF 14,527 SF  £132.26 £99.48  5.80% 12.82%	£225,000  3,032 SF 3,610 SF  £69.69 £55.25  5.80% 12.15%  481 355	£32,500,000  112,177 SF 217,339 SF  £135.50 £154.06  5.80% 25.00%  516 2,783	28 3 71 3 28 1 12 3 49
For Sale & UC/Pending Sold Transactions £111,  NIA  For Sale & UC/Pending Sold Transactions  Price per SF For Sale & UC/Pending Sold Transactions  Ref For Sale & UC/Pending Sold Transactions  Net Initial Yield For Sale & UC/Pending Sold Transactions  Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  Specialty Price	000 SF SF 3.82 5.80 0% 0%	£2,122,018  38,977 SF 14,527 SF  £132.26 £99.48  5.80% 12.82%	£225,000  3,032 SF 3,610 SF  £69.69 £55.25  5.80% 12.15%  481 355	£32,500,000  112,177 SF 217,339 SF  £135.50 £154.06  5.80% 25.00%  516 2,783	28 3 71 3 28 1 12 3 49
Sold Transactions  For Sale & UC/Pending Sold Transactions  Price per SF For Sale & UC/Pending Sold Transactions  Price per SF For Sale & UC/Pending Sold Transactions  Net Initial Yield For Sale & UC/Pending Sold Transactions  Days on Market For Sale & UC/Pending Sold Transactions  Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  Specialty Price	000 SF SF 3.82 5.80 0% 0%	£2,122,018  38,977 SF 14,527 SF  £132.26 £99.48  5.80% 12.82%	£225,000  3,032 SF 3,610 SF  £69.69 £55.25  5.80% 12.15%  481 355	£32,500,000  112,177 SF 217,339 SF  £135.50 £154.06  5.80% 25.00%  516 2,783	28 3 71 3 28 1 12 3 49
NIA  For Sale & UC/Pending Sold Transactions  Price per SF For Sale & UC/Pending Sold Transactions  Net Initial Yield For Sale & UC/Pending Sold Transactions  5.8  Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  40.0  Specialty Price	SF SF 3.82 3.80 0% 0% 188 2	38,977 SF 14,527 SF £132.26 £99.48 5.80% 12.82%	3,032 SF 3,610 SF £69.69 £55.25 5.80% 12.15% 481 355	112,177 SF 217,339 SF £135.50 £154.06 5.80% 25.00%	3 71 3 28 1 12 3 49
Sold Transactions  Price per SF  For Sale & UC/Pending Sold Transactions  Net Initial Yield  For Sale & UC/Pending Sold Transactions  5.00  Days on Market For Sale & UC/Pending Sold Transactions  Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  40.00  Specialty  Price	SF 7.82 5.80 0% 0% 188 2	14,527 SF £132.26 £99.48 5.80% 12.82%	3,610 SF £69.69 £55.25 5.80% 12.15% 481 355	217,339 SF £135.50 £154.06 5.80% 25.00% 516 2,783	71 3 28 1 12 3 49
Sold Transactions  Price per SF  For Sale & UC/Pending Sold Transactions  Net Initial Yield  For Sale & UC/Pending Sold Transactions  5.00  Days on Market  For Sale & UC/Pending Sold Transactions  Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  40.00  Specialty  Price	SF 7.82 5.80 0% 0% 188 2	14,527 SF £132.26 £99.48 5.80% 12.82%	3,610 SF £69.69 £55.25 5.80% 12.15% 481 355	217,339 SF £135.50 £154.06 5.80% 25.00% 516 2,783	3 28 1 12 3 49
For Sale & UC/Pending Sold Transactions  Net Initial Yield For Sale & UC/Pending Sold Transactions  Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  Specialty Price	0% 0% 188 2	£132.26 £99.48 5.80% 12.82% 395 481	£69.69 £55.25 5.80% 12.15% 481 355	£135.50 £154.06 5.80% 25.00% 516 2,783	3 28 1 12 3 49
For Sale & UC/Pending Sold Transactions  Net Initial Yield For Sale & UC/Pending Sold Transactions  Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  Specialty Price	0% 0% 188 2	£99.48 5.80% 12.82% 395 481	£55.25 5.80% 12.15% 481 355	£154.06 5.80% 25.00% 516 2,783	28 1 12 3 49
Sold Transactions  Net Initial Yield  For Sale & UC/Pending Sold Transactions  Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  Specialty  Price	0% 0% 188 2	5.80% 12.82% 395 481	5.80% 12.15% 481 355	5.80% 25.00% 516 2,783	1 12 3 49
Net Initial Yield For Sale & UC/Pending Sold Transactions  Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  40.0  Specialty Price	0% 0% 188 2	5.80% 12.82% 395 481	5.80% 12.15% 481 355	5.80% 25.00% 516 2,783	1 12 3 49
For Sale & UC/Pending Sold Transactions 5.0  Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  40.0  Specialty Price	0% 188 2	12.82% 395 481	12.15% 481 355	25.00% 516 2,783	12 3 49
Sold Transactions 5.0  Days on Market  For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions 40.0  Specialty Price	188	395 481	12.15% 481 355	516 2,783	3 49
Days on Market For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  40.0  Specialty Price	188	395 481	481 355	516 2,783	3 49
For Sale & UC/Pending Sold Transactions  Sale Price to Asking Price Ratio Sold Transactions  40.0  Specialty Price	2	481	355	2,783	49
Sold Transactions Sale Price to Asking Price Ratio Sold Transactions 40.0 Specialty Price	2	481	355	2,783	49
Sale Price to Asking Price Ratio Sold Transactions 40.0 Specialty Price	0%				
Sold Transactions 40.0 Specialty Price	0%	108.97%	101.22%	220.00%	23
Specialty Price		100101 70	70112270		
Price					
3	-	-	-	-	
Sold Transactions £30,	000	£30,000	£30,000	£30,000	1
Building Size					
For Sale & UC/Pending	-	-	-	_	
Sold Transactions 3,096	SF	3,096 SF	3,096 SF	3,096 SF	1
Price per SF		3,000 0.	3,000 3.	3,000 2.	
For Sale & UC/Pending	-		-	_	
<del>-</del>	.69	£9.69	£9.69	£9.69	1
Net Initial Yield		20.00	20.00	20.00	
For Sale & UC/Pending	-	-	-	_	
Sold Transactions	_	_	_	_	
Days on Market					
For Sale & UC/Pending	- 1	_	_	_	
	188	1,188	1,188	1,188	1
Sale Price to Asking Price Ratio	100	1,100	1,100	1,100	'
Sold Transactions 150.0	0%	150.00%	150.00%	150.00%	1

## **Quick Stats Report**

	L	_ow	Average	Median	High	Count
		To	tals			
For Sale & UC/Pending Sold Transactions	Asking Price Total:		£15,465,000	Total For Sa	3 72	
Sold Transactions	Total Sales Volume:  Total Included in Analysis:		£59,446,500 £74,911,500		Transactions:  led in Analysis:	75

### Survey Criteria

basic criteria: Type of Property - Office; Sale Date - from 01/01/2010; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Sunderland (Newcastle upon Tyne)

Admiral House - 2 Admiral Way

SOLD

Sunderland, SR3 3XW Tyne And Wear County

Sale Date: 02/02/2016 (168 days on mkt) Bldg Type: Office

Sale Price: £4,150,000 - Confirmed Price/SF: £114.17 Year Built/Age: Built 1995 Age: 21

NIA: 36,350 SF

Reversionary Yield: -

Net Initial Yield: 8.88%

Comp ID: 3511537 Sale Conditions: -

Research Status: Confirmed



Admiral House - 2 Admiral Way

SOLD

SOLD

SOLD

SOLD

Tyne And Wear County Sunderland, SR3 3XW

Sale Date: 19/11/2013 (180 days on mkt) Bldg Type: Office

Sale Price: £2,525,000 - Confirmed Year Built/Age: Built 1995 Age: 18

Price/SF: £69.46 NIA: 36,350 SF

Reversionary Yield: -Net Initial Yield: 14.60%

Sale Conditions: -Comp ID: 2908229

Research Status: Confirmed



Tyne House - 3-5 Admiral Way

Sunderland, SR3 3XW Tyne And Wear County

Bldg Type: Office Sale Date: 01/11/2011

Sale Price: £8,600,000 - Confirmed Price/SF: £154.06 Year Built/Age: Built 1998 Age: 13

NIA: 55,821 SF

Reversionary Yield: -

Net Initial Yield: 7.75%

Comp ID: 3517910 Sale Conditions: -

Research Status: Confirmed

Image Coming Soon

Teleport House - 4 Admiral Way

SOLD

Sunderland, SR3 3XW Tyne And Wear County

Bldg Type: Office Sale Date: 01/06/2013 Sale Price: £1,230,000 - Confirmed Year Built/Age: Built 1995 Age: 18

Price/SF: £47.23 NIA: 26,045 SF

Reversionary Yield:

Net Initial Yield: 24.50%

Comp ID: 2809688 Sale Conditions: -

Research Status: Confirmed

Teleport House - 4 Admiral Way

Sunderland, SR3 3XW Tyne And Wear County

Sale Date: 01/09/2010 Bldg Type: Office

Sale Price: £1,000,000 - Confirmed Year Built/Age: Built 1995 Age: 15

Price/SF: £38.40 NIA: 26,045 SF

Reversionary Yield: -

Net Initial Yield: 15.30%

Comp ID: 2325242 Sale Conditions: -



Teleport House - 4 Admiral Way (Part of Portfolio)

Sunderland, SR3 3XW Tyne And Wear County

Sale Date: 17/01/2013 (105 days on mkt) Bldg Type: Office

Year Built/Age: Built 1995 Age: 18 Sale Price:

Price/SF: NIA: 26,045 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2669258 Sale Conditions: Bulk/Portfolio Sale, Distress Sale

Research Status:



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05/09/2016

Armstrong House - Armstrong Rd

SOLD

Washington, NE37 1PR Tyne And Wear County

Sale Date: 01/10/2011 Bldg Type: Office

Year Built/Age: Built 1989 Age: 22 Sale Price: £200,000 - Confirmed Price/SF: £6.26

NIA: 31,934 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2457242 Sale Conditions: -

Research Status: Confirmed



26 Blandford St SOLD

Tyne And Wear County Sunderland, SR1 3JH

Sale Date: 01/04/2014 (431 days on mkt) Bldg Type: Office

Sale Price: £250,000 - Confirmed Year Built/Age: Built 1920 Age: 94

Price/SF: £67.82 NIA: 3,686 SF

Reversionary Yield: -Net Initial Yield: 14.39%

> Sale Conditions: -Comp ID: 3134578

Research Status: Confirmed



SOLD

SOLD

Bridge House - Bridge St (Part of Portfolio)

Sunderland, SR1 1TE Tyne And Wear County

Sale Date: 22/06/2015 (122 days on mkt) Bldg Type: Office

Sale Price: Year Built/Age: Built 1980 Age: 34

Price/SF: NIA: 22,162 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3330384 Sale Conditions: Bulk/Portfolio Sale, Distress Sale

Research Status: Research Complete

Units 2A-D - Office Unit, Unit 2A-B - Colima Ave (Part of Multi-Property)

Sunderland, SR5 3XB Tyne And Wear County

Unit Type: 3,610 SF Office Unit Sale Date: 12/10/2015 (490 days on mkt) Sale Price: Year Built/Age: Built 1997 Age: 18

Price/SF: NIA: 3,610 SF

Reversionary Yield: -Net Initial Yield:

11

Comp ID: 3413171 Sale Conditions: -

Research Status: Research Complete

Units 2A-D - Office Unit, Unit 2C - Colima Ave (Part of Multi-Property) SOLD

Sunderland, SR5 3XB Tyne And Wear County

Sale Date: 12/10/2015 (490 days on mkt) Unit Type: 1,834 SF Office Unit Year Built/Age: Built 1997 Age: 18 Sale Price:

NĬA: 1,834 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 3413171 Sale Conditions: -

Research Status: Research Complete

Units 2A-D - Office Unit, Unit 2D - Colima Ave (Part of Multi-Property)

Sunderland, SR5 3XB Tyne And Wear County

Sale Date: 12/10/2015 (490 days on mkt) Unit Type: 1,913 SF Office Unit Year Built/Age: Built 1997 Age: 18 Sale Price:

NĬA: 1,913 SF Price/SF:

Reversionary Yield: Net Initial Yield:

> Comp ID: 3413171 Sale Conditions: -

Research Status: Research Complete

SOLD THE PERSON

STATE OF THE PERSON NAMED IN

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05/09/2016

#### 13 Units 3A-3D - Sunderland Enterprise Park - 3 Colima Ave (Part of Multi-Property)

SOLD

Sunderland, SR5 3XB Tyne And Wear County

Sale Date: 12/10/2015 (490 days on mkt) Bldg Type: Office

Sale Price: - Year Built/Age: Built 2005 Age: 10

Price/SF: - NIA: 9,187 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3413171 Sale Conditions: -

Research Status: Research Complete



#### 14 Former Maranatha Gospel Church Hall - Corporation Rd

SOLD

Sunderland, SR2 8PL Tyne And Wear County

Sale Date: 01/03/2012 Bldg Type: Office

Sale Price: £35,000 - Confirmed Year Built/Age: Built 1978 Age: 33

Price/SF: £18.13 NIA: 1,930 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 2340744 Sale Conditions: -

Research Status: Confirmed



#### 15 Rainton House - Cygnet Way

SOLD

Houghton Le Spring, DH4 5QZ Tyne And Wear County

Sale Date: 31/07/2015 (151 days on mkt) Bldg Type: Office

Sale Price: £32,500,000 - Confirmed Year Built/Age: Built 2008 Age: 7

Price/SF: £149.54 NIA: 217,339 SF

Reversionary Yield: -Net Initial Yield: 7.36%

Comp ID: 3390444 Sale Conditions: Sale Leaseback

Research Status: Confirmed



#### 16 The Villa - Dairy Ln

SOLD

Houghton Le Spring, DH4 5BH Tyne And Wear County

Sale Date: 14/07/2015 (1,223 days on mkt) Bldg Type: Office

Sale Price: £60,000 - Confirmed Year Built/Age: Built 1836 Age: 179

Price/SF: £14.38 NIA: 4,172 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3342775 Sale Conditions: Auction Sale

Research Status: Confirmed



#### 17 Houghton Le Spring Police Station - Dairy Ln

SOLD

Houghton Le Spring, DH4 5BH

Tyne And Wear County

Sale Date: 10/06/2015 (1,188 days on mkt) Unit Type: 3,096 SF Speciality Unit Sale Price: £30,000 - Confirmed Year Built/Age: Built 1832 Age: 183

Price/SF: £9.69 NIA: 3,096 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3361784 Sale Conditions: -

Research Status: Confirmed



#### 18 Wear View House - 1 Eden St W (Part of Portfolio)

SOLD

Sunderland, SR1 3EY Tyne And Wear County

Sale Date: 15/02/2016 Bldg Type: Office

Sale Price: - Year Built/Age: Built 1995 Age: 21
Price/SF: - NIA: 63,785 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3579307 Sale Conditions: Bulk/Portfolio Sale



#### 19 Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1RR Tyne And Wear County

Sale Date: 14/05/2015 (227 days on mkt) Unit Type: 239 SF Office Unit Sale Price: - Year Built/Age: Built 1971 Age: 43

Price/SF: - NIA: 239 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3383264 Sale Conditions: -

Research Status: Research Complete



#### Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1RR Tyne And Wear County

Sale Date: 14/05/2015 (227 days on mkt) Unit Type: 6,053 SF Office Unit Sale Price: - Year Built/Age: Built 1971 Age: 43

Price/SF: - NIA: 6,053 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3383264 Sale Conditions: -

Research Status: Research Complete



#### 21 Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1RR Tyne And Wear County

 Sale Date:
 14/05/2015 (227 days on mkt)
 Unit Type:
 6,058 SF Office Unit Year Built/Age:

 Built 1971 Age:
 43

 Price/SF:
 NIA:
 6,058 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3383264 Sale Conditions: -

Research Status: Research Complete



#### 22 Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1RR Tyne And Wear County

Sale Date: 14/05/2015 (227 days on mkt) Unit Type: 6,049 SF Office Unit Sale Price: - Year Built/Age: Built 1971 Age: 43

Price/SF: - NIA: 6,049 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3383264 Sale Conditions: -

Research Status: Research Complete



### 23 North of England House - 50 Fawcett St

SOLD

Sunderland, SR1 1RF Tyne And Wear County

Sale Date: 14/05/2015 (736 days on mkt) Bldg Type: Office

Sale Price: Year Built/Age: Built 1970 Age: 45

Price/SF: - NIA: 20,379 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3310049 Sale Conditions: -

Research Status: Research Complete



### 24 24 Foyle St SOLD

Sunderland, SR1 1LE Tyne And Wear County

Sale Date: 03/01/2011 Bldg Type: Office

Sale Price: - Year Built/Age: Built 1893 Age: 117

Price/SF: - NIA: 1,900 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2446380 Sale Conditions: -

Research Status: Confirmed



25 7 Frederick St SOLD

Sunderland, SR1 1NA Tyne And Wear County

Sale Date: 02/08/2015 Bldg Type: Office

Sale Price: £93,000 - Confirmed Price/SF: £54.32 Year Built/Age: Built 1830 Age: 185

NIA: 1,712 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3379975 Sale Conditions: -

Research Status: Confirmed

**PENDING** 32 Frederick St

Tyne And Wear County Sunderland, SR1 1LN

Asking Price: £120,000 Price/SF: £69.69 Sale Type: Owner/User Bldg Type: Office Days on Market: 481 Bldg Status: Built 1910 Sale Status: Pending NIA: 1,722 SF

Net Initial Yield: -

Sale Conditions: -

48 Frederick St SOLD

Sunderland, SR1 1NF Tyne And Wear County

Sale Date: 01/06/2013 Bldg Type: Office

Year Built/Age: Built 1834 Age: 179 Sale Price: -

Price/SF: -NIA: 1,585 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2797842 Sale Conditions: -

Research Status: Research Complete

SOLD 53 Frederick St

Sunderland, SR1 1NF Tyne And Wear County

Sale Date: 15/08/2014 (1,509 days on mkt) Bldg Type: Office

Sale Price: Year Built/Age: Built 1951 Age: 63 Price/SF: NIA: 1,606 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3108623 Sale Conditions: -

Research Status: Research Complete

29 SOLD 58 Frederick St

Sunderland, SR1 1NF Tyne And Wear County

Sale Date: 10/11/2015 (445 days on mkt) Bldg Type: Office

Year Built/Age: Built 1920 Age: 95 Sale Price:

Price/SF: NIA: 1,506 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3440975 Sale Conditions: -

Research Status: Research Complete

SOLD 30 65-69 Front St

Houghton Le Spring, DH4 6LP Tyne And Wear County

Sale Date: 25/10/2011 Bldg Type: Office Sale Price: £55,000 - Confirmed Price/SF: £56.18 Year Built/Age: NIA: 979 SF

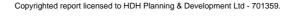
Reversionary Yield: -Net Initial Yield: -

Sale Conditions: -Comp ID: 2434213

Research Status: Confirmed







#### PENSHAW SALVATION ARMY HALL - Front St W

**SOLD** 

SOLD

Houghton Le Spring, DH4 7EX Tyne And Wear County

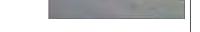
Sale Date: 09/09/2013 Bldg Type: Office Sale Price: - Year Built/Age: - NIA: 779 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2852593 Sale Conditions: -

Research Status: Research Complete

12 Grange Cres



Sunderland, SR2 7BN Tyne And Wear County

Sale Date: 01/07/2011 Bldg Type: Office

Sale Price: £110,000 - Confirmed Year Built/Age: Built 1849 Age: 162

Price/SF: £47.97 NIA: 2,293 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2448238 Sale Conditions: -

Research Status: Confirmed



#### 33 North of England House - 1 Grayling Ct (Part of Multi-Property)

SOLD

Sunderland, SR3 3XG Tyne And Wear County

Sale Date: 05/09/2013 Bldg Type: Office

Sale Price: - Year Built/Age: Built 2000 Age: 13

Price/SF: - NIA: 49,983 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2839229 Sale Conditions: -

Research Status: Research Complete



#### 34 Solar House - 3 Grayling Ct (Part of Multi-Property)

SOLD

Sunderland, SR3 3XG Tyne And Wear County

Sale Date: 05/09/2013 Bldg Type: Office

Sale Price: - Year Built/Age: Built 2000 Age: 13

Price/SF: - NIA: 22,675 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2839229 Sale Conditions: -

Research Status: Research Complete



### 35 Weardale House - Horsecroft Rd

SOLD

SOLD

Washington, NE37 1LW Tyne And Wear County

Sale Date: 11/07/2012 Bldg Type: Office

Sale Price: £340,000 - Confirmed Year Built/Age: Built 2000 Age: 12

Price/SF: £12.77 NIA: 26,628 SF

Reversionary Yield: -Net Initial Yield: 5.00%

15-16 John St

36

Comp ID: 2847305 Sale Conditions: Auction Sale

Research Status: Confirmed



Sunderland, SR1 1ED Tyne And Wear County

Sale Date: 01/04/2015 (1,360 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1855 Age: 159

Sale Price: - Year Built/Age: Built 1855 Age: 159
Price/SF: - NIA: 10.958 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3296820 Sale Conditions: -



37 17 John St SOLD

Sunderland, SR1 1ED Tyne And Wear County

Sale Date: 01/04/2015 (1,668 days on mkt) Bldg Type: Office

Sale Price: - Year Built/Age: Built 1888 Age: 126

Price/SF: - NIA: 6,008 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3296821 Sale Conditions: -

Research Status: Research Complete

38 20 John St SOLD

Sunderland, SR1 1JF Tyne And Wear County

Sale Date: 01/05/2015 (2,783 days on mkt) Bldg Type: Office

Sale Price: - Year Built/Age: Built 1841 Age: 173

Price/SF: - NIA: 2,414 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3304843 Sale Conditions: -

Research Status: Research Complete

39 51 John St SOLD

Sunderland, SR1 1QN Tyne And Wear County

Sale Date: 01/05/2015 (228 days on mkt) Bldg Type: Office Sale Price: - Hall Bldg Type: Office Sale Price: - Hall Bldg Type: Office Sale T

Price/SF: - NIA: 3,122 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3304842 Sale Conditions: -

Research Status: Research Complete

40 56 John St SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 02/01/2013 (280 days on mkt) Bldg Type: Office

Sale Price: - Year Built/Age: Built 1843 Age: 169

Price/SF: - NIA: 3,443 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 2682664 Sale Conditions: Auction Sale

Research Status: Research Complete

41 Office Unit - 58 John St (Part of Multi-Unit) SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 30/06/2012 (355 days on mkt)

Unit Type: 707 SF Office Unit Year Built/Age: Built 1830 Age: 182

Price/SF: - NIA: 707 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2512322 Sale Conditions: -

Research Status: Research Complete

42 Office Unit - 58 John St (Part of Multi-Unit) SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 30/06/2012 (355 days on mkt) Unit Type: 702 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 182

Price/SF: - NĬA: 702 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2512322 Sale Conditions: -





#### 43 Office Unit - 58 John St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 30/06/2012 (355 days on mkt)
Sale Price: - Unit Type: 785 SF Office Unit Year Built/Age: Built 1830 Age: 182

Price/SF: - NIA: 785 SF

Reversionary Yield: -Net Initial Yield: -

44

Comp ID: 2512322 Sale Conditions: -

Research Status: Research Complete

#### Office Unit - 58 John St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 30/06/2012 (355 days on mkt)

Sale Price: 
Unit Type: 539 SF Office Unit Year Built/Age: Built 1830 Age: 182

Price/SF: - NIA: 539 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2512322 Sale Conditions: -

Research Status: Research Complete



#### 45 Office Unit - 58 John St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 24/01/2014 (536 days on mkt) Unit Type: 707 SF Office Unit Sale Price: - 4707 SF Office Unit Type: 801 Type: 707 SF Office Unit Type: 7

Price/SF: - NIA: 707 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2940787 Sale Conditions: -

Research Status: Research Complete



#### 46 Office Unit - 58 John St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 24/01/2014 (536 days on mkt) Unit Type: 702 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 184

Price/SF: - NIA: 702 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 2940787 Sale Conditions: -

Research Status: Research Complete



### 47 Office Unit - 58 John St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 24/01/2014 (536 days on mkt)
Sale Price: 
Unit Type: 785 SF Office Unit Year Built/Age: Built 1830 Age: 184

Price/SF: - NIA: 785 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2940787 Sale Conditions: -

Research Status: Research Complete



#### Office Unit - 58 John St (Part of Multi-Unit)

SOLD

Sunderland, SR1 1QH Tyne And Wear County

Sale Date: 24/01/2014 (536 days on mkt)
Sale Price: - Unit Type: 539 SF Office Unit Year Built/Age: Built 1830 Age: 184

Price/SF: - NIA: 539 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2940787 Sale Conditions: -



49 Ellison House - 1 Moor Ter SOLD

Sunderland, SR1 2JH Tyne And Wear County

Sale Date: 10/08/2012 (436 days on mkt) Bldg Type: Office

Sale Price: £175,000 - Confirmed Price/SF: £21.02 Year Built/Age: Built 1975 Age: 37

NIA: 8,327 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2534189 Sale Conditions: -

Research Status: Confirmed

SOLD 50 106 Newbottle St

Tyne And Wear County Houghton Le Spring, DH4 4AJ

Sale Date: 06/04/2015 (480 days on mkt) Bldg Type: Office

Sale Price: £70,000 - Confirmed Year Built/Age: Built 1960 Age: 55

Price/SF: £38.91 NIA: 1,799 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3292373 Sale Conditions: Bankruptcy Sale

Research Status: Confirmed

172 Newcastle Rd SOLD

Sunderland, SR5 1NW Tyne And Wear County

Bldg Type: Office Sale Date: 01/11/2011

Year Built/Age: Built 1955 Age: 56 Sale Price: £200,000 - Confirmed

Price/SF: £63.80 NIA: 3,135 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2441151 Sale Conditions: -

Research Status: Confirmed

52 11 Norfolk St SOLD

Sunderland, SR1 1EA Tyne And Wear County

Bldg Type: Office Sale Date: 01/01/2014

Sale Price: Year Built/Age: Built 1924 Age: 89 Price/SF: NIA: 2,510 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2940879 Sale Conditions: -

Research Status: Research Complete

53 SOLD 19 Norfolk St

Sunderland, SR1 1EA Tyne And Wear County

Sale Date: 19/07/2013 Bldg Type: Office

Sale Price: Year Built/Age: Built 1955 Age: 58

Price/SF: NIA: 1,567 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2797862 Sale Conditions: -

Research Status: Research Complete

27 Norfolk St SOLD 54

Sunderland, SR1 1EE Tyne And Wear County

Sale Date: 09/06/2015 (217 days on mkt) Bldg Type: Office

Year Built/Age: Built 1920 Age: 95 Sale Price: £130,000 - Confirmed

Price/SF: £72.67 NIA: 1.789 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3383115 Sale Conditions: -

Research Status: Confirmed





#### North Sands Business Cent (Part of Portfolio)

Sunderland, SR6 0QA Tyne And Wear County

Sale Date: 22/06/2015 (122 days on mkt) Bldg Type: Office

Year Built/Age: Built 1990 Age: 25 Sale Price:

Price/SF: NIA: 43,637 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3330384 Sale Conditions: Bulk/Portfolio Sale, Distress Sale

Research Status: Research Complete

#### The Venter Building - Rainton Bridge South

Tyne And Wear County

Houghton Le Spring, DH4 5RA

Sale Date: 27/05/2016 (1,393 days on mkt) Bldg Type: Office Year Built/Áge: Built 2007 Age: 9 Sale Price: £695,000 - Confirmed

Price/SF: £59.99 NIA: 11,585 SF

Reversionary Yield: -Net Initial Yield: -

Sale Conditions: -

Comp ID: 3634233 Research Status: Confirmed

#### St Andrews House - Riverbank Rd 57

Sunderland, SR5 3JJ Tyne And Wear County

Bldg Type: Office Sale Date: 08/06/2016 (49 days on mkt)

Sale Price: £720,000 - Confirmed Year Built/Age: Built 2001 Age: 15

Price/SF: £75.72 NIA: 9,509 SF

Reversionary Yield: -Net Initial Yield: 11.80%

Comp ID: 3640297 Sale Conditions: -

Research Status: Confirmed

#### St Andrews House - Riverbank Rd (Part of Portfolio)

Sunderland, SR5 3JJ Tyne And Wear County

Bldg Type: Office Sale Date: 13/08/2015

Sale Price: Year Built/Age: Built 2001 Age: 14

Price/SF: NIA: 9,509 SF

Reversionary Yield: -Net Initial Yield: 11.20%

Comp ID: 3443073 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete

### Shackleton House - Silksworth Row

Sunderland, SR1 3QR Tyne And Wear County

Sale Date: 13/01/2014 Bldg Type: Office

Year Built/Age: Built 1999 Age: 14 Sale Price:

Price/SF: NIA: 30,695 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 2945590

Research Status: Unconfirmed

#### Chapter House - St Catherines Ct (Part of Multi-Property)

Sunderland, SR5 3XJ Tyne And Wear County

Sale Date: 01/08/2015 (79 days on mkt) Bldg Type: Office

Year Built/Age: Built 1994 Age: 21 Sale Price:

NĬA: 18,066 SF Price/SF:

Reversionary Yield: Net Initial Yield:

Comp ID: 3429168 Sale Conditions: -

Research Status: Research Complete



SOLD

SOLD

SOLD

SOLD

SOLD

SOLD



















#### Tower House - St Catherines Ct (Part of Multi-Property)

Sunderland, SR5 3XJ Tyne And Wear County

Sale Date: 01/08/2015 (79 days on mkt) Bldg Type: Office

Year Built/Age: Built 1994 Age: 21 Sale Price: -

Price/SF: NIA: 29,872 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3429168 Sale Conditions: -

Research Status: Research Complete

### Victoria House - Toward Rd

Tyne And Wear County Sunderland, SR1 2QF

Sale Date: 17/09/2010 Bldg Type: Office

Year Built/Age: Built 1968 Age: 42 Sale Price:

Price/SF: -NIA: 6,778 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 2328655 Sale Conditions: -

Research Status: Confirmed

#### 4 Toward Rd **PENDING**

Sunderland, SR1 2QG Tyne And Wear County

Sale Type: Owner/User Asking Price: £145,000 Price/SF: £47.82 Bldg Type: Office Days on Market: 516 Bldg Status: Built 1890 Sale Status: Pending NIA: 3,032 SF

Net Initial Yield: -

Sale Conditions: -

#### SOLD Cuthbert House, Unit 2 - Tower Rd

Washington, NE37 2SH Tyne And Wear County

Unit Type: 1,895 SF Office Unit Sale Date: 22/05/2013 (2 days on mkt) Sale Price: £48,000 - Confirmed Year Built/Age: Built 1982 Age: 30 NIA: 1,895 SF

Price/SF: £25.33

Reversionary Yield: Net Initial Yield: 25.00%

Comp ID: 2776672 Sale Conditions: Auction Sale

Research Status: Confirmed

#### Cuthbert House, Unit 1 - Tower Rd SOLD 65

Washington, NE37 2SH Tyne And Wear County

Sale Date: 22/05/2013 (2 days on mkt) Unit Type: 1,870 SF Office Unit Sale Price: £43,500 - Confirmed Year Built/Age: Built 1982 Age: 30

Price/SF: £23.26 NIA: 1,870 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2776657 Sale Conditions: Auction Sale

Research Status: Confirmed

#### Cuthbert House, Unit 3 - Tower Rd

Washington, NE37 2SH Tyne And Wear County

Sale Date: 22/05/2013 (2 days on mkt) Unit Type: 1,935 SF Office Unit Sale Price: £42,000 - Confirmed Year Built/Age: Built 1982 Age: 30

Price/SF: £21.71 NIA: 1,935 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2776681 Sale Conditions: Auction Sale

Research Status: Confirmed



SOLD

SOLD











#### Cuthbert House, Unit 4 - Tower Rd

SOLD

Washington, NE37 2SH Tyne And Wear County

Sale Date: 22/05/2013 (2 days on mkt) Unit Type: 1,895 SF Office Unit Sale Price: £11,000 - Confirmed Price/SF: £5.80 Year Built/Age: Built 1982 Age: 30

NIA: 1,895 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2771115 Sale Conditions: Auction Sale

Research Status: Confirmed



#### Phoenix House - 1-7 Union St

SOLD

Tyne And Wear County Sunderland, SR1 3BT

Sale Date: 05/12/2014 (106 days on mkt) Bldg Type: Office

Year Built/Age: Built 1968 Age: 46 Sale Price: £1,900,000 - Confirmed

Price/SF: £61.04 NIA: 31,129 SF

Reversionary Yield: -Net Initial Yield: 6.70%

Sale Conditions: Distress Sale Comp ID: 3205183

Research Status: Confirmed



#### Endeavour House - 2 Victory Way

**PENDING** 

Sunderland, SR3 3XL Tyne And Wear County

Sale Type: Investment Asking Price: £15,200,000 Price/SF: £135.50 Bldg Type: Office Days on Market: 188 Bldg Status: Built 1995 Sale Status: Pending NIA: 112,177 SF

Net Initial Yield: 5.80%

Sale Conditions: -



#### Warwick Street Church - Warwick St

SOLD

Sunderland, SR5 1DL Tyne And Wear County

Bldg Type: Office Sale Date: 01/03/2012 (357 days on mkt) Sale Price: Year Built/Age:

Price/SF: NIA: 2,439 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2490190 Sale Conditions: -

Research Status: Research Complete



#### Waterside House - Wearfield

SOLD

Sunderland, SR5 2TZ Tyne And Wear County

Sale Date: 01/11/2011 Bldg Type: Office

Sale Price: £3,375,000 - Confirmed Year Built/Age: Built 1991 Age: 20

Price/SF: £90.95 NIA: 37,110 SF

Reversionary Yield: -

Net Initial Yield: 12.50%

Comp ID: 2449789 Sale Conditions: -

Research Status: Confirmed



#### Purdy House Offices - Wellmere Rd (Part of Portfolio)

SOLD

Sunderland, SR2 9TE Tyne And Wear County

Sale Date: 03/09/2013 (1,553 days on mkt) Bldg Type: Office

Sale Price: -Year Built/Age: Built 1980 Age: 33

Price/SF: NIA: 7,997 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2881509 Sale Conditions: Bulk/Portfolio Sale



73 43 West Sunniside SOLD

Sunderland, SR1 1BA Tyne And Wear County

Sale Date: 01/04/2016 (553 days on mkt) Bldg Type: Office

Sale Price: -Year Built/Age: Built 1830 Age: 186

Price/SF: -NIA: 2,288 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -

Comp ID: 3573605 Research Status: Research Complete

SOLD 74 Echo 24 - West Wear St

Sunderland, SR1 1XD Tyne And Wear County

Sale Date: 07/07/2016 (20 days on mkt) Bldg Type: OfficeOffice/Residential Year Built/Age: Built 2007 Age: 8 Sale Price: £600,000 - Confirmed

Price/SF: £56.24 NIA: 10,668 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3643094 Sale Conditions: Auction Sale

Research Status: Confirmed

75 1 Williamson Ter SOLD

Sunderland, SR6 0DF Tyne And Wear County

Sale Date: 20/02/2013 (286 days on mkt) Bldg Type: Office Sale Price: £259,000 - Confirmed Price/SF: £77.08 Year Built/Age: Built 1999 Age: 13

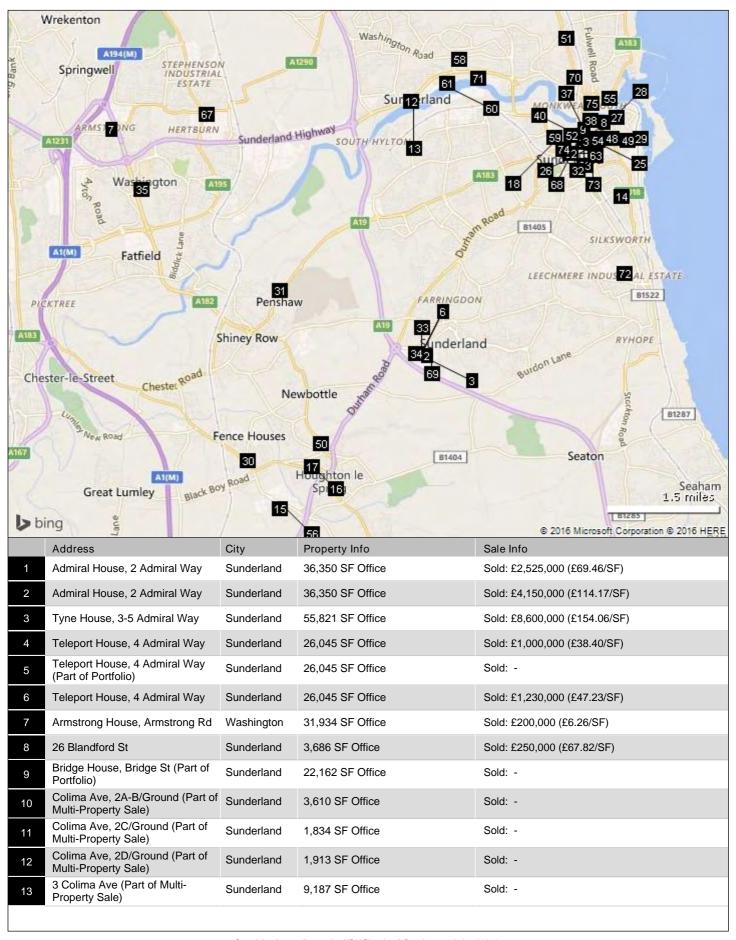
NIA: 3,360 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2683617 Sale Conditions: -

Research Status: Confirmed





14	Former Maranatha Gospel Church Hall, Corporation Rd	Sunderland	1,930 SF Office	Sold: £35,000 (£18.13/SF)
15	Rainton House, Cygnet Way	Houghton Le Spring	217,339 SF Office	Sold: £32,500,000 (£149.54/SF)
16	The Villa, Dairy Ln	Houghton Le Spring	4,172 SF Office	Sold: £60,000 (£14.38/SF)
17	Houghton Le Spring Police Station Dairy Ln	, Houghton Le Spring	3,096 SF Specialty/Police / Fire Station	Sold: £30,000 (£9.69/SF)
18	Wear View House, 1 Eden St W (Part of Portfolio)	Sunderland	63,785 SF Office	Sold: -
19	Cassaton House, 43-49 Fawcett St, 1st Floor (Part of Multi-Unit Sale)	Sunderland	6,053 SF Office	Sold: -
20	Cassaton House, 43-49 Fawcett St, 2nd Floor (Part of Multi-Unit Sale)	Sunderland	6,058 SF Office	Sold: -
21	Cassaton House, 43-49 Fawcett St, 3rd Floor (Part of Multi-Unit Sale)	Sunderland	6,049 SF Office	Sold: -
22	Cassaton House, 43-49 Fawcett St, Ground (Part of Multi-Unit Sale)	Sunderland	239 SF Office	Sold: -
23	North of England House, 50 Fawcett St	Sunderland	20,379 SF Office	Sold: -
24	24 Foyle St	Sunderland	1,900 SF Office	Sold: -
25	7 Frederick St	Sunderland	1,712 SF Office	Sold: £93,000 (£54.32/SF)
26	32 Frederick St	Sunderland	1,722 SF Office	Pending: w/Asking Price of £120,000 (£69.69/SF)
27	48 Frederick St	Sunderland	1,585 SF Office	Sold: -
28	53 Frederick St	Sunderland	1,606 SF Office	Sold: -
29	58 Frederick St	Sunderland	1,506 SF Office	Sold: -
30	65-69 Front St	Houghton Le Spring	979 SF Office	Sold: £55,000 (£56.18/SF)
31	PENSHAW SALVATION ARMY HALL, Front St W	Houghton Le Spring	779 SF Office	Sold: -
32	12 Grange Cres	Sunderland	2,293 SF Office	Sold: £110,000 (£47.97/SF)
33	North of England House, 1 Grayling Ct (Part of Multi-Property Sale)	Sunderland	49,983 SF Office	Sold: -
34	Solar House, 3 Grayling Ct (Part of Multi-Property Sale)	Sunderland	22,675 SF Office	Sold: -
35	Weardale House, Horsecroft Rd	Washington	26,628 SF Office	Sold: £340,000 (£12.77/SF)
36	15-16 John St	Sunderland	10,958 SF Office	Sold: -
37	17 John St	Sunderland	6,008 SF Office	Sold: -
38	20 John St	Sunderland	2,414 SF Office	Sold: -
39	51 John St	Sunderland	3,122 SF Office	Sold: -
40	56 John St	Sunderland	3,443 SF Office	Sold: -
41	58 John St, 1st Floor (Part of Multi- Unit Sale)	Sunderland	785 SF Office	Sold: -
42	58 John St, 2nd Floor (Part of Multi-Unit Sale)	Sunderland	539 SF Office	Sold: -
43	58 John St, Ground (Part of Multi- Unit Sale)	Sunderland	702 SF Office	Sold: -
44	58 John St, Ground (Part of Multi- Unit Sale)	Sunderland	707 SF Office	Sold: -

45	58 John St, 1st Floor (Part of Multi- Unit Sale)	Sunderland	785 SF Office	Sold: -
46	58 John St, 2nd Floor (Part of Multi-Unit Sale)	Sunderland	539 SF Office	Sold: -
47	58 John St, Ground (Part of Multi- Unit Sale)	Sunderland	702 SF Office	Sold: -
48	58 John St, Ground (Part of Multi- Unit Sale)	Sunderland	707 SF Office	Sold: -
49	Ellison House, 1 Moor Ter	Sunderland	8,327 SF Office	Sold: £175,000 (£21.02/SF)
50	106 Newbottle St	Houghton Le Spring	1,799 SF Office	Sold: £70,000 (£38.91/SF)
51	172 Newcastle Rd	Sunderland	3,135 SF Office	Sold: £200,000 (£63.80/SF)
52	11 Norfolk St	Sunderland	2,510 SF Office	Sold: -
53	19 Norfolk St	Sunderland	1,567 SF Office	Sold: -
54	27 Norfolk St	Sunderland	1,789 SF Office	Sold: £130,000 (£72.67/SF)
55	North Sands Business Cent (Part of Portfolio)	Sunderland	43,637 SF Office	Sold: -
56	The Venter Building, Rainton Bridge South	Houghton Le Spring	11,585 SF Office	Sold: £695,000 (£59.99/SF)
57	St Andrews House, Riverbank Rd (Part of Portfolio)	Sunderland	9,509 SF Office	Sold: -
58	St Andrews House, Riverbank Rd	Sunderland	9,509 SF Office	Sold: £720,000 (£75.72/SF)
59	Shackleton House, Silksworth Row	Sunderland	30,695 SF Office	Sold: -
60	Tower House, St Catherines Ct (Part of Multi-Property Sale)	Sunderland	29,872 SF Office	Sold: -
61	Chapter House, St Catherines Ct (Part of Multi-Property Sale)	Sunderland	18,066 SF Office	Sold: -
62	Victoria House, Toward Rd	Sunderland	6,778 SF Office	Sold: -
63	4 Toward Rd	Sunderland	3,032 SF Office	Pending: w/Asking Price of £145,000 (£47.82/SF)
64	Cuthbert House, Tower Rd	Washington	1,895 SF Office	Sold: £11,000 (£5.80/SF)
65	Cuthbert House, Tower Rd	Washington	1,870 SF Office	Sold: £43,500 (£23.26/SF)
66	Cuthbert House, Tower Rd	Washington	1,895 SF Office	Sold: £48,000 (£25.33/SF)
67	Cuthbert House, Tower Rd	Washington	1,935 SF Office	Sold: £42,000 (£21.71/SF)
68	Phoenix House, 1-7 Union St	Sunderland	31,129 SF Office	Sold: £1,900,000 (£61.04/SF)
69	Endeavour House, 2 Victory Way	Sunderland	112,177 SF Office	Pending: w/Asking Price of £15,200,000 (£135.50/SF)
70	Warwick Street Church, Warwick St	Sunderland	2,439 SF Office	Sold: -
71	Waterside House, Wearfield	Sunderland	37,110 SF Office	Sold: £3,375,000 (£90.95/SF)
72	Purdy House Offices, Wellmere Ro (Part of Portfolio)	Sunderland	7,997 SF Office	Sold: -
73	43 West Sunniside	Sunderland	2,288 SF Office	Sold: -
74	Echo 24, West Wear St	Sunderland	10,668 SF Office/Office/Residential	Sold: £600,000 (£56.24/SF)
75	1 Williamson Ter	Sunderland	3,360 SF Office	Sold: £259,000 (£77.08/SF)

# **Lease Comp Summary**

Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

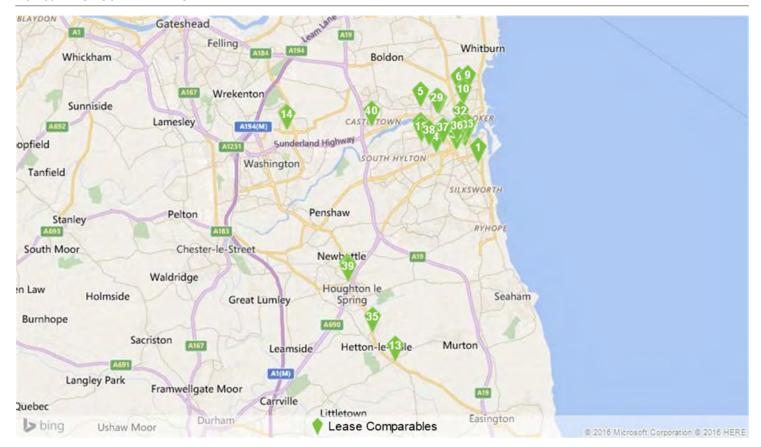
99

£13.81

£12.40

13

#### **TOP 50 LEASE COMPARABLES**



#### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	81	£2.32	£13.81	£14.06	£96.39
Achieved Rent Per SF	49	£1.99	£12.40	£13.37	£52.45
Net Effective Rent Per SF	25	£2.61	£12.25	£12.97	£39.77
Asking Rent Discount	39	-33.3%	21.8%	4.8%	75.0%
Rent Free Months	21	0	2	2	9

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	85	1	13	9	74
Deal Size	99	182	2,793	1,122	24,335
Lease Deal in Years	74	1.0	6.0	5.0	25.0
Floor Number	99	LL	LBBY	GRND	MEZZ

# Lease Comp Summary

## Lease Comps Report

		Lease				Rents		
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
1	64 Mainsforth Ter W	****	182	GRND	13/07/2016	New	£22.86/fri	Effective
2	17A Frederick St	****	460	LL	01/07/2016	New	£5.98/fri	Effective
3	The Bridges	****	1,063	GRND	06/06/2016	New	£72.91/fri	Asking
4	204 Chester	****	273	GRND	01/06/2016	New	£15.00/iri	Effective
4	202 Chester	****	843	GRND	01/06/2016	New	£8.05/iri	Effective
5	North Hylton Rd	****	969	GRND	27/05/2016	New	£9.53/fri	Effective
6	7 Station Rd	****	1,081	GRND	21/05/2016	New	£12.97/fri	Effective
7	8 St Lukes Ter	****	637	GRND	05/05/2016	New	£15.70/fri	Effective
8	260-261 High St W	****	3,270	GRND,1	01/05/2016	New	£13.76/fri	Asking
9	66 Sea Rd	****	468	GRND	01/05/2016	New	£17.09/fri	Effective
10	2-6 Moray St	****	700	GRND	29/04/2016	New	£8.57	Effective
3	Unit 36 The Bridges Shop	****	7,221	GRND,1	28/04/2016	New	£18.70/fri	Effective
1	11A Front St	****	561	GRND	15/04/2016	New	£13.37/fri	Effective
12	58 John St	****	707	LL	01/04/2016	New	£7.00/fri	Asking
13	Unit 4 Turnbulls Yard, Ea	****	204	GRND	01/04/2016	New	£17.84/fri	Asking
14	20 Speculation PI	****	670	GRND	16/03/2016	New	£14.93/fri	Effective
15	68 Newbottle St	****	1,062	BSMT,G	05/03/2016	New	£9.42/fri	Asking
16	52 Frederick St	****	395	BSMT	01/03/2016	New	£13.16/fri	Asking
1	St Thomas St	****	1,233	BSMT,G	01/03/2016	New	£12.17/fri	Asking
3	The Bridges	****	1,122	GRND,1	01/03/2016	New	£24.51/fri	Effective
18	9B Martin Ter	****	534	GRND	15/02/2016	New	£10.71/iri	Asking

# Lease Comp Summary

## Lease Comps Report

		-						
				Leas			Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
19	203 High St W	****	1,310	BSMT,G	01/02/2016	New	£5.80/fri	Asking
19	204 High St W	****	1,070	BSMT,G	01/02/2016	New	£4.67/iri	Asking
20	281 Southwick Rd	****	960	GRND,1	01/02/2016	New	£14.06/fri	Asking
3	The Bridges Shopping Ce	****	830	GRND	01/02/2016	New	£36.14/fri	Effective
	23-24 Frederick St	****	1,066	LL	16/01/2016	New	£9.85/fri	Asking
22	1-2 John St	****	7,051	GRND,1-2	15/01/2016	New	£3.19/iri	Asking
23	244-246 High St W	****	4,648	GRND	10/01/2016	New	£10.04/fri	Effective
24	1-4 Blandford St	****	9,593	GRND,1	01/01/2016	New	£7.82/fri	Effective
25	214 High St W	****	5,737	BSMT,G	22/12/2015	New	£2.61	Effective
26	139 High St W	****	1,321	GRND	15/12/2015	New	£5.68/fri	Asking
7	314-315 High St W	****	796	GRND,1	15/12/2015	New	£15.08/fri	Asking
28	10-11 Maritime Ter	****	1,097	GRND,1	15/12/2015	New	£20.51/fri	Asking
29	18A The Green	****	1,296	GRND,1	15/12/2015	New	£11.57/fri	Asking
3	Union St	****	4,400	GRND	01/12/2015	Renewal	£39.77	Effective
3	25a The Bridges Shoppin	****	3,960	GRND,1	02/11/2015	New	£23.99/fri	Effective
30	5 Blandford St	****	1,613	GRND,1	01/11/2015	New	£17.36/fri	Asking
1	Bud Bigallows Low Row	****	9,879	LL,GRND	01/11/2015	New	-	-
2	Dunn House North Bridge St	****	638	GRND	21/10/2015	New	£4.69/iri	Achieve
3	Central 32 Bridge St	****	1,005	GRND	15/10/2015	New	£1.99	Achieve
4	22 Derwent St	****	633	GRND	01/10/2015	New	£11.85/fri	Effective
35	13 Front St	****	766	GRND	01/10/2015	New	£11.42/fri	Asking

# Lease Comp Summary

## Lease Comps Report

				Leas	se		Rents	
Pro	perty Name - Address	Rating	SF Leased	Floor	Sign Date	Туре	Rent	Rent Type
36	Arndale House 60 High St W	****	2,975	GRND,1-2	01/10/2015	New	£10.92/fri	Asking
36	Arndale House 56 High St W	****	1,000	GRND,1	01/10/2015	New	£20.00/fri	Asking
37	57-59 Hylton Rd	****	1,183	GRND	01/10/2015	New	-	-
38	220 Hylton Rd	****	323	GRND	01/10/2015	New	£13.68/fri	Achieved
3	The Bridges Shopping Ce	****	1,142	GRND,1	01/10/2015	New	£41.59/fri	Achieved
3	Union St	****	1,142	GRND	01/10/2015	New	£19.26	Achieved
39	16a Newbottle St	****	2,070	BSMT,G	29/09/2015	New	£4.71	Achieved
40	Gravity Force Ferryboat Ln	****	24,335	GRND,1	28/09/2015	New	£4.52/fri	Asking

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	61-64 Mainsforth Ter W Sunderland, SR2 8JX Sunderland Submarket	Ramesh Dewan	182 New Direct	Jul 2016 10 Years	£4,160 PA £4,160 PA	0 Mos	Jul 2018 Jul 2019
	17-17A Frederick St Sunderland, SR1 1LT Sunderland Submarket	Mercantile Estates Ltd	460 New Direct	Jul 2016 5 Years	£2,860 PA £2,751 PA	2 Mos at Start £2,396 PA	Jun 2018
3	Union St Sunderland, SR1 3DR Sunderland Submarket	Fizzylicious AEW Capital Management	1,063 New Direct	Jul 2016		£47,082 PA	
4	202-204 Chester Rd Sunderland, SR4 7HE Sunderland Submarket		273 New Direct	Jun 2016 3 Years	£4,500 PA £4,094 PA	Spread Over £1,491 PA	
	202-204 Chester Rd Sunderland, SR4 7HE Sunderland Submarket		843 New Direct	Jun 2016 3 Years	£7,000 PA £6,789 PA	Spread Over £2,734 PA	
6	North Hylton Rd Sunderland, SR5 3TU Sunderland Submarket	Mr Serkan Topuz North East Convenience Stores Ltd	969 New Direct	May 2016 10 Years	£10,000 PA £9,238 PA	4 Mos at Start £1,295 PA	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	7 Station Rd Sunderland, SR6 9AA Sunderland Submarket	Mr Mark Redman & Mr Stephen Pi Mr Veti	1,081 New Direct	May 2016 6 Years	£15,000 PA £14,017 PA	2 Mos at Start £4,961 PA	May 2019
8 PALLIO	8 St Lukes Ter Sunderland, SR4 6NQ Sunderland Submarket	Claim It! Sunderland Ltd Greentime Ltd	637 New Direct	May 2016 5 Years	£10,000 PA £10,000 PA	0 Mos £4,141 PA	
9	259-261 High St W Sunderland, SR1 3DH Sunderland Submarket	Uniheights Ltd	3,270 New Direct	May 2016		£35,186 PA	
	66 Sea Rd Sunderland, SR6 9DB Sunderland Submarket	Signature Hair Alfred Pallas	468 New Direct	May 2016 6 Years	£8,000 PA £8,000 PA	0 Mos £3,944 PA	Apr 2019 Apr 2019
	2-6 Moray St Sunderland, SR6 9RR Sunderland Submarket	Ms Terry Underwood Mr John Vetti	700 New Direct	Apr 2016 6 Years	£6,000 PA £6,000 PA	0 Mos £2,410 PA	Apr 2019 Apr 2019
2	Union St Sunderland, SR1 3DR Sunderland Submarket	Holland & Barrett AEW Capital Management	7,221 New Direct	Apr 2016 10 Years	£135,000 PA £134,999 PA	£103,530 PA	

Lease Compa	Address	Tenant	SF Leased	StartDate	Starting Rent	Free Rent	Breaks
		Landlord	Туре	Term	Effective Rent	Rates	Reviews
13	11-11A Front St Washington, NE37 2BN Sunderland Submarket	Ms Maggie Richards Mr Amin	561 New Direct	Apr 2016 3 Years	£7,500 PA £7,500 PA	£3,451 PA	
14	58 John St Sunderland, SR1 1QH Sunderland Submarket		707 New Direct	Apr 2016 3 Years		£2,810 PA	
15 MANUAL PROPERTY OF THE PROP	Unit 4 Turnbulls Yard, Easington Lane Houghton Le Spring, DH5 0JT Sunderland Submarket		204 New Direct	Apr 2016			
16 Choines	18-20 Speculation Pl Washington, NE37 2AP Sunderland Submarket	The Magic Pan Newcastle City Council	670 New Direct	Mar 2016 5 Years	£10,000 PA £10,000 PA	£7,900 PA	
17	66-76 Newbottle St Houghton Le Spring, DH4 4GB Sunderland Submarket	Sunderland City Council	1,062 New Direct	Apr 2016		£1,208 PA	
18	52 Frederick St Sunderland, SR1 1NF Sunderland Submarket	Harvey M & A Ltd	395 New Direct	Mar 2016		£1,759 PA	

Lease Compa	แลมเซอ						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	St Thomas St Sunderland, SR1 1QD Sunderland Submarket		1,233 New Direct	Mar 2016 3 Years		£7,351 PA	
20	Union St Sunderland, SR1 3DR Sunderland Submarket	Amplifon AEW Capital Management	1,122 New Direct	Mar 2016 5 Years	£27,500 PA £27,500 PA	£22,308 PA	
21	9A-9B Martin Ter Sunderland, SR4 6JD Sunderland Submarket	Empire Investment Properties Ltd	534 New Direct	Feb 2016 3 Years		£1,602 PA	
22	202-205 High St W Sunderland, SR1 1UA Sunderland Submarket	Morley Fund Management Ltd	1,310 New Direct	Feb 2016 3 Years		£1,766 PA	
23	202-205 High St W Sunderland, SR1 1UA Sunderland Submarket	Morley Fund Management Ltd	1,070 New Direct	Feb 2016 3 Years		£2,217 PA	
24	281 Southwick Rd Sunderland, SR5 2AB Sunderland Submarket		960 New Direct	Feb 2016		£1,013 PA	

Lease Compa	มเฉมเธอ						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	Union St Sunderland, SR1 3DR Sunderland Submarket	AEW Capital Management	830 New Direct	Feb 2016 2 Years	£30,000 PA £30,000 PA	£43,630 PA	Feb 2017
26	23-24 Frederick St Sunderland, SR1 1LT Sunderland Submarket	B & G Consultants Ltd	1,066 New Direct	Feb 2016 3 Years		£4,067 PA	
27	1-2 John St Sunderland, SR1 1DX Sunderland Submarket		7,051 New Direct	Jan 2016 3 Years		£13,804 PA	
28	241-246 High St W Sunderland, SR1 3DE Sunderland Submarket	Shelter Thames Land Ltd	4,648 New Direct	Jan 2016 10 Years	£58,000 PA £46,658 PA	9 Mos at Start £62,611 PA	Jan 2021 Jan 2021
29	1-4 Blandford St Sunderland, SR1 3JP Sunderland Submarket	Peacocks Leveys Holdings Ltd	9,593 New Direct	Jan 2016 10 Years	£75,000 PA £75,000 PA	£50,779 PA	Dec 2020
30	214 High St W Sunderland, SR1 1UA Sunderland Submarket	Mr Sean Hordon Sencia Ltd	5,737 New Direct	Dec 2015 3 Years	£15,000 PA £15,000 PA	£4,289 PA	Dec 2016

Lease Compa	Address	Tenant	SF Leased	StartDate	Starting Rent	Free Rent	Breaks
		Landlord	Туре	Term	Effective Rent	Rates	Reviews
31	139 High St W Sunderland, SR1 1UN Sunderland Submarket	Gibbons (UK) Property Ltd	1,321 New Direct	Dec 2015 3 Years		£1,832 PA	
32	314-315 High St W Sunderland, SR1 3ET Sunderland Submarket	Independent Sunderland Ltd	796 New Direct	Dec 2015 3 Years		£4,338 PA	
33	10-11 Maritime Ter Sunderland, SR1 3JT Sunderland Submarket	Heysarbor Investments Ltd	1,097 New Direct	Dec 2015 5 Years		£11,809 PA	
34	14-24 The Green Sunderland, SR5 2JE Sunderland Submarket	Barnardo's Sheet Anchor Investments Ltd	1,296 New Direct	Dec 2015 5 Years		£5,061 PA	
35	Union St Sunderland, SR1 3DR Sunderland Submarket	Card Factory AEW Capital Management	4,400 Renewal Direct	Dec 2015 5 Years	£175,000 PA £175,000 PA		
36	Union St Sunderland, SR1 3DR Sunderland Submarket	Tiger AEW Capital Management	3,960 New Direct	Nov 2015 10 Years	£95,000 PA £95,000 PA	£71,978 PA	Nov 2020

Lease Compa	il ables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	5 Blandford St Sunderland, SR1 3JP Sunderland Submarket	FACT Ashwood Property Developments	1,613 New Direct	Nov 2015 3 Years		£12,717 PA	
38	Bud Bigallows Low Row Sunderland, SR1 3PT Sunderland Submarket	Workman LLP	9,879 New Direct	Nov 2015			
39	Dunn House 50-56 North Bridge St Sunderland, SR5 1AH Sunderland Submarket	Ms Emma O'Conner County & District Properties Ltd	638 New Direct	Oct 2015 1 Year 6 Months	£2,995 PA	2 Mos at Start	
40	Central 32 Bridge St Sunderland, SR1 1TQ Sunderland Submarket	Mr Mark Adams Mr A Yuen	1,005 New Direct	Oct 2015 15 Years	£2,000 PA	0 Mos £8,628 PA	
41	22 Derwent St Sunderland, SR1 3NU Sunderland Submarket	Bad Blood Ltd	633 New Direct	Oct 2015 10 Years	£7,500 PA £7,501 PA	£3,205 PA	
42	13 Front St Houghton Le Spring, DH5 9PF Sunderland Submarket	St Benedicts Hospice	766 New Direct	Oct 2015 5 Years		£4,437 PA	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	Arndale House 56-62 High St W Sunderland, SR1 3DP Sunderland Submarket	Tameside Metropolitan Borough C	2,975 . New Direct	Oct 2015		£18,734 PA	
44	Arndale House 56-62 High St W Sunderland, SR1 3DP Sunderland Submarket	Tameside Metropolitan Borough C	1,000 . New Direct	Oct 2015		£14,051 PA	
45	57-59 Hylton Rd Sunderland, SR4 7AF Sunderland Submarket		1,183 New Direct	Oct 2015			
46	220 Hylton Rd Sunderland, SR4 7UZ Sunderland Submarket	The Carvery	323 New Direct	Oct 2015 5 Years	£4,420 PA		
47	Union St Sunderland, SR1 3DR Sunderland Submarket	Claire's Accessories AEW Capital Management	1,142 New Direct	Oct 2015	£47,500 PA	£28,101 PA	
48	Union St Sunderland, SR1 3DR Sunderland Submarket	Fizzylicious AEW Capital Management	1,142 New Direct	Oct 2015 1 Year	£22,000 PA		

Lease Compa	Address	Tenant	SF Leased	StartDate	Starting Rent	Free Rent	Breaks
		Landlord	Туре	Term	Effective Rent	Rates	Reviews
49	16a Newbottle St Houghton Le Spring, DH4 4AB Sunderland Submarket	Zazz Theatre Ltd	2,070 New Direct	Sep 2015 5 Years	£9,750 PA	Spread Over £4,920 PA	Sep 2018 Sep 2015
50	Gravity Force Ferryboat Ln Sunderland, SR5 3RX Sunderland Submarket	Gravity Force Ltd	24,335 New Direct	Sep 2015 10 Years			Sep 2020 Sep 2020
51	Union St Sunderland, SR1 3DR Sunderland Submarket	Ms Margaret Downey AEW Capital Management	429 New Direct	Sep 2015 5 Years	£22,500 PA		
52	9A-9B Martin Ter Sunderland, SR4 6JD Sunderland Submarket	Ring Tone Empire Investment Properties Ltd	427 New Direct	Oct 2015 3 Years		£1,479 PA	
53	1-11 Newbottle St Houghton Le Spring, DH4 4AN Sunderland Submarket	Istanbul Barbers Doorin Estates Ltd	281 New Direct	Sep 2015		£3,206 PA	
54	Union St Sunderland, SR1 3DR Sunderland Submarket	Menkind Seasonal Ltd AEW Capital Management	2,486 New Direct	Sep 2015 Month-To-Month			

Lease Compa	มเลมเธอ						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	The Galleries Shopping Centre Washington Town Centre Washington, NE38 7RT Sunderland Submarket	DCode Ltd The Prudential Assurance	1,337 New Direct	Sep 2015 5 Years			
56	9 The Crescent Houghton Le Spring, DH5 9JS Sunderland Submarket	Mr Steven Dawson	258 New Direct	Aug 2015 3 Years		0 Mos £0 PA	
57	The Galleries Shopping Centre Washington Town Centre Washington, NE38 7RT Sunderland Submarket	Poundworld Retail Ltd The Prudential Assurance	8,250 New Direct	Sep 2015 10 Years			
58	59 John St Sunderland, SR1 1QH Sunderland Submarket	Premier Training	1,677 New Sublease	Sep 2015 5 Years		£2.53/SF	
59	17 Speculation PI Washington, NE37 2AN Sunderland Submarket	Pizza Hut Mr Sanjeev Bedi	1,761 New Direct	Aug 2015 20 Years	£11,500 PA	£5,664 PA	Aug 2025 Aug 2020
60	Bluebell Fulwell Rd Sunderland, SR6 9AD Sunderland Submarket	Stonegate Pub Company Ltd	10,191 New Direct	Jul 2015 25 Years	£92,451 PA £92,451 PA		Jul 2020

Lease Compa	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	William Doxford Centre Greenside Rd Sunderland, SR3 2NE Sunderland Submarket	Co-operative Funeralcare BNP Paribas SEC Services Trust	730 New Direct	Jul 2015 5 Years		£6,628 PA	
ORIA BODYLINE	84-92 Ryhope Rd Sunderland, SR2 9QE Sunderland Submarket	Studio 84	1,027 New Direct	Jul 2015 3 Years		£2,496 PA	
63	Union St Sunderland, SR1 3DR Sunderland Submarket	JD Sports AEW Capital Management	9,387 Renewal	Jul 2015	£215,000 PA		
64	Union St Sunderland, SR1 3DR Sunderland Submarket	Pep&Co AEW Capital Management	12,629 New Direct	Jul 2015 5 Years	£30,000 PA	£158,993 PA	
65	34 West Sunniside Sunderland, SR1 1BU Sunderland Submarket	Thai Bay Sunniside Developments Ltd	1,851 New Direct	Jul 2015 3 Years		£6,039 PA	
66	Ryhope St S Sunderland, SR2 0RN Sunderland Submarket	St Benedict's Hospice	1,323 New Direct	Jul 2015 5 Years	£8,000 PA £6,165 PA	6 Mos at Start	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	61-64 Mainsforth Ter W Sunderland, SR2 8JX Sunderland Submarket	Dirty Dog Ramesh Dewan	201 New Direct	May 2015 10 Years	£5,200 PA	Spread Over £624 PA	May 2018 May 2018
68	21 Olive St Sunderland, SR1 3PE Sunderland Submarket		1,437 New Direct	Jun 2015 5 Years	£13,000 PA	1 Mo at Start £4,157 PA	
69	18 Blandford St Sunderland, SR1 3JP Sunderland Submarket	Hadleys Family Butchers Ltd	1,844 New Direct	May 2015 5 Years		£13,188 PA	
70	41 Sea Rd Sunderland, SR6 9BS Sunderland Submarket	Ms Danielle Mendes	709 New Direct	May 2015 3 Years	£10,000 PA	Spread Over £5,302 PA	Apr 2016
71	Union St Sunderland, SR1 3DR Sunderland Submarket	The Towel Rail Ltd AEW Capital Management	830 New Direct	May 2015		£43,630 PA	
72	Signal House Athenaeum St Sunderland, SR1 3HP Sunderland Submarket	O'Briens Fitness C.I.C Mr Barry Garner	6,460 New Direct	Apr 2015 10 Years	£14,333 PA	0 Mos £9,959 PA	Apr 2018 Apr 2018

Lease Compa	rables						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
73	9-11 Green Ter Sunderland, SR1 3PZ Sunderland Submarket	The Little Waxing Company Harvey M & A Ltd	422 New Direct	Apr 2015 3 Years		£1,350 PA	
74	Empire Cinema High St W Sunderland, SR1 1TX Sunderland Submarket	Papadoms Columbus Capital Management LLP	2,911 New Direct	Apr 2015		£18,788 PA	
75	9 Frederick St Sunderland, SR1 1NA Sunderland Submarket	Emily Charles Ltd Namulas Pension Trustees Ltd	2,069 New Direct	May 2015 3 Years		£8,195 PA	
76	Union St Sunderland, SR1 3DR Sunderland Submarket	Yours Clothing AEW Capital Management	3,953 New Direct	Apr 2015	£40,000 PA	£66,516 PA	
77	15-17 Derwent St Sunderland, SR1 3NU Sunderland Submarket	Holy Smokes Taprich Ltd	2,120 New Direct	Apr 2015 5 Years			
78	251 High St W Sunderland, SR1 3DE Sunderland Submarket	Knight Retail Ltd Cable Properties & Investments Ltd	3,173 New Direct	Mar 2015 1 Year	£18,000 PA	£48,500 PA	

Lease Compa	แลมเธอ						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
79	The Galleries Shopping Centre Washington Town Centre Washington, NE38 7RT Sunderland Submarket	Yours Clothing Ltd The Prudential Assurance	4,121 New Direct	Mar 2015 5 Years			
80	190-206 Roker Ave Sunderland, SR6 0BN Sunderland Submarket	Justin Oxman Cars	4,738 Renewal Direct	Feb 2015 5 Years	£22,000 PA		
81	190-206 Roker Ave Sunderland, SR6 0BN Sunderland Submarket	Falcon Computers Ltd	5,374 Renewal Direct	Mar 2015 5 Years	£26,500 PA £26,500 PA		
82	190-206 Roker Ave Sunderland, SR6 0BN Sunderland Submarket	Tile Giant Ltd	7,925 Renewal Direct	Mar 2015 5 Years	£40,000 PA £40,021 PA		
83	67-71 High W Sunderland, SR1 3DW Sunderland Submarket	Cannon Estates Ltd	16,944 New Direct	Jan 2015		£54,948 PA	
84	10 St Lukes Ter Sunderland, SR4 6NQ Sunderland Submarket	Card Factory TSB Group plc	826 New Direct	Jan 2015 5 Years	£10,000 PA	£4,820 PA	

Lease Compa	al anies						
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
85	61-64 Mainsforth Ter W Sunderland, SR2 8JX Sunderland Submarket	Homes & Hideaways Ramesh Dewan	376 New Direct	Dec 2014 10 Years	£6,760 PA	Spread Over £1,205 PA	Dec 2017 Dec 2017
86	33-34 Blandford St Sunderland, SR1 3JJ Sunderland Submarket	J'adore	549 New Direct	Dec 2014 6 Years 11 Montr	£18,500 PA ns	£8,243 PA	
87	253 High St W Sunderland, SR1 3DH Sunderland Submarket	Miss Star Nails Sun Life Assurance Society plc	3,136 New Direct	Dec 2014		£14,248 PA	
88	Union St Sunderland, SR1 3DR Sunderland Submarket	Victor Skinner AEW Capital Management	1,220 New Direct	Dec 2014 5 Years	£18,500 PA	£14,822 PA	
89	41 Blandford St Sunderland, SR1 3JH Sunderland Submarket		1,917 New Direct	Dec 2014		£14,106 PA	
90 Managar	10-10A Derwent St Sunderland, SR1 3NT Sunderland Submarket	The Hair House	727 New Direct	Dec 2014		£3,326 PA	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
91	Grangewood Ct Houghton Le Spring, DH4 4RS Sunderland Submarket	Gordon Crockett Loopland Estates Ltd	876 New Direct	Dec 2014 6 Years	£5,000 PA	Spread Over £1,856 PA	Nov 2017 Nov 2017
92	10 Olive St Sunderland, SR1 3PE Sunderland Submarket	Scout	1,051 New Direct	Dec 2014		£1,823 PA	
93	66 Sea Rd Sunderland, SR6 9DB Sunderland Submarket	K & R Electricals	468 New Direct	Dec 2014 3 Years	£6,300 PA £6,299 PA	£3,768 PA	
94	Spire Rd Washington, NE37 2PA Sunderland Submarket	Lifestyle Fitness	20,000 New Direct	Dec 2014 25 Years			Nov 2024 Nov 2019
95	Union St Sunderland, SR1 3DR Sunderland Submarket	Roman Originals Retail Limited AEW Capital Management	2,953 New Direct	Nov 2014 10 Years	£120,000 PA	£72,782 PA	
96	142 Newcastle Rd Sunderland, SR5 1NA Sunderland Submarket	Shukriya Tandoori	331 New Direct	Nov 2014		£1,389 PA	

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
97	11B Sea Rd Sunderland, SR6 9BS Sunderland Submarket	Hunters	916 New Direct	Nov 2014		£6,869 PA	
98	111-111A Sea Rd Sunderland, SR6 9BN Sunderland Submarket		437 New Direct	Nov 2014		£2,506 PA	
99	Union St Sunderland, SR1 3DR Sunderland Submarket	West Coast 22 Ltd AEW Capital Management	4,033 New Direct	Nov 2014 2 Years	£95,000 PA		

Asking Rent Per SF

Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months

£13.81

£12.40

£12.25

2.1

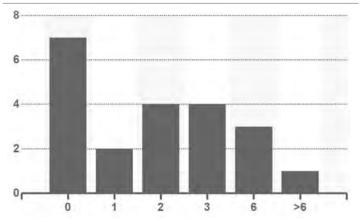
#### DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



#### DEALS BY ASKING RENT DISCOUNT

# No data available for the current selection

#### DEALS BY RENT FREE MONTHS



## **Quick Stats Report**

Comps Statistics									
	Low	Average	Median	High	Count				
Sale Price	£16,400	£4,587,244	£112,500	£152,700,000	52				
Centre Size	91 SF	17,516 SF	2,140 SF	551,203 SF	97				
Price per SF	£3.38	£208.66	£68.49	£341.69	52				
Net Initial Yield	5.00%	8.99%	7.50%	14.03%	15				
Days on Market	13	257	190	1,121	74				
Sale Price to Asking Price Ratio	37.86%	99.09%	99.31%	164.00%	37				

**Totals** 

Sold Transactions Total Sales Volume: £238,536,674 Total Sales Transactions: 97

#### Survey Criteria

basic criteria: Type of Property - Retail; Sale Date - from 01/01/2012; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Sunderland (Newcastle upon Tyne)

additional criteria: - \* This result set has been amended with criteria to add and/or remove records.

Portfolio Sale - 1 Albion PI (Part of Portfolio)

Tyne And Wear County

Sunderland, SR1 3NG

Sale Date: 22/05/2014 (349 days on mkt) Bldg Type: RetailStorefront

Sale Price: -Year Built/Age: Price/SF: NIA: 931 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3041186 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete

19-20 Blandford St SOLD

Sunderland, SR1 3JP Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 01/04/2015 (26 days on mkt) Year Built/Age: Built 1970 Age: 45 Sale Price:

Price/SF: -NIA: 5,349 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3285026 Sale Conditions: Auction Sale

Research Status: Research Complete

171 Brandling St SOLD

Sunderland, SR6 0LN Tyne And Wear County

Sale Date: 13/01/2014 (364 days on mkt) Bldg Type: RetailStorefront Sale Price: £16,400 Year Built/Age: Built 1960 Age: 54

Price/SF: £95.91 NIA: 171 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2935669 Sale Conditions: -

Research Status: Research Complete

The Cauld Lad - Caithness Rd SOLD

Sunderland, SR5 3RE Tyne And Wear County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 22/12/2014 (252 days on mkt)

Sale Price: £115,000 - Confirmed Year Built/Age: Built 1975 Age: 39 Price/SF: £31.94 NIA: 3,600 SF

Reversionary Yield: -

Net Initial Yield: -Comp ID: 3210739 Sale Conditions: -

Research Status: Confirmed

SOLD 5 112 Castle Vw

Sunderland, SR5 3AJ Tyne And Wear County

Sale Date: 11/04/2014 (65 days on mkt) Bldg Type: RetailStorefront Sale Price: £110,000 - Confirmed Year Built/Age: Built 1920 Age: 94

Price/SF: £18.27 NIA: 6,022 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3002456 Sale Conditions: -

Research Status: Confirmed

226 Chester Rd SOLD

Sunderland, SR4 7HR Tyne And Wear County

Sale Date: 15/12/2014 (314 days on mkt) Bldg Type: RetailStorefront Retail/Office

Year Built/Age: Built 1926 Age: 88 Sale Price: -

Price/SF: NIA: 788 SF

Reversionary Yield: -Net Initial Yield:

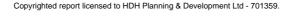
Comp ID: 3204861 Sale Conditions: -

Research Status: Research Complete





SOLD



Southwick Social Club - Church Bank

Sunderland, SR5 2LN Tyne And Wear County

Sale Date: 26/03/2013 (47 days on mkt) Bldg Type: RetailBar Sale Price: £36,000 - Confirmed Price/SF: £3.38 Year Built/Age: Built 1962 Age: 50

NIA: 10,649 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2713273 Research Status: Confirmed Sale Conditions: -

7 Davison Ter SOLD

Tyne And Wear County Sunderland, SR5 2DL

Bldg Type: RetailStorefront Sale Date: 01/03/2016 (194 days on mkt) Year Built/Age: Built 1930 Age: 86 Sale Price:

Price/SF: -NIA: 845 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3552718 Sale Conditions: -

Research Status: Research Complete

9 Ethel Ter SOLD

Sunderland, SR5 3BQ Tyne And Wear County

Sale Date: 24/01/2014 (172 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: -Year Built/Age: Built 1910 Age: 104

Price/SF: -NIA: 515 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2940837 Sale Conditions: -

Research Status: Research Complete

14 Fawcett St SOLD

Sunderland, SR1 1SJ Tyne And Wear County

Bldg Type: RetailBank Sale Date: 01/05/2012 Sale Price: £575,000 - Confirmed Year Built/Age: Built 1902 Age: 109

Price/SF: £37.80 NIA: 15,210 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2429909 Sale Conditions: -

Research Status: Confirmed

SOLD 11 14 Fawcett St

Sunderland, SR1 1SJ Tyne And Wear County

Sale Date: 02/05/2012 Bldg Type: RetailBank Sale Price: Year Built/Age: Built 1902 Age: 109

Price/SF: NIA: 15,210 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2423147 Sale Conditions: -

Research Status: Confirmed

SOLD 12 33-42 Fawcett St

Sunderland, SR1 1RU Tyne And Wear County

Sale Date: 30/06/2014 Bldg Type: RetailStorefront Year Built/Age: Built 1965 Age: 49 Sale Price: £7,500,000 - Confirmed

Price/SF: £68.09 NIA: 110,155 SF

Reversionary Yield: Net Initial Yield: 7.10%

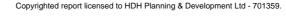
Sale Conditions: -Comp ID: 3089909

Research Status: Confirmed





SOLD



13 56-57 Fawcett St SOLD

Sunderland, SR1 1SE Tyne And Wear County

Sale Date: 01/06/2012 (801 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1959 Age: 53 Sale Price: -

Price/SF: NIA: 3,617 SF

Reversionary Yield: -Net Initial Yield: 7.30%

Comp ID: 2502522 Sale Conditions: -

Research Status: Research Complete

14 61-62 Fawcett St

Tyne And Wear County Sunderland, SR1 1SE

Sale Date: 19/07/2014 (124 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1825 Age: 188 Sale Price:

Price/SF: -NIA: 8,804 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: Distress Sale Comp ID: 3122508

Research Status: Research Complete

15 SOLD Lilac House - Fell Way

Gateshead, NE9 7RL Tyne And Wear County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 06/06/2013 (30 days on mkt)

Sale Price: £45,000 - Confirmed Year Built/Age: Built 1896 Age: 117

Price/SF: £87.89 NIA: 512 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2786833 Sale Conditions: Auction Sale

Research Status: Confirmed

16 45 Frederick St SOLD

Sunderland, SR1 1NF Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 01/05/2016 (182 days on mkt) Sale Price: Year Built/Age: Built 1900 Age: 116

Price/SF: NIA: 1,557 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3628679 Sale Conditions: -

Research Status: In Progress

SOLD Jolly Potters - 14 Front St

Houghton Le Spring, DH4 4EW Tyne And Wear County

Sale Date: 03/04/2013 (337 days on mkt) Bldg Type: RetailBar

Year Built/Age: Sale Price: Price/SF: NIA: 3,380 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 2721058

Research Complete Research Status:

SOLD Bluebell - Fulwell Rd (Part of Portfolio)

Sunderland, SR6 9AD Tyne And Wear County

Sale Date: 17/07/2015 (64 days on mkt) Bldg Type: RetailBar

Year Built/Age: Built 1960 Age: 55 Sale Price:

Price/SF: NIA: 10,191 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 3332192 Sale Conditions: Auction Sale, Bulk/Portfolio Sale ...

Research Status: Research Complete







The Galen Building - Green Ter

SOLD

Sunderland, SR1 3PZ Tyne And Wear County

Sale Date: 01/08/2012 (384 days on mkt) Bldg Type: RetailBar

Sale Price: £530,000 - Confirmed Price/SF: £14.39 Year Built/Age: Built 1900 Age: 111

NIA: 36,835 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2776998 Research Status: Confirmed Sale Conditions: -



#### The Galen Building, Unit 1 - Green Ter (Part of Multi-Unit)

SOLD

Tyne And Wear County Sunderland, SR1 3PZ

Sale Date: 31/01/2014 (23 days on mkt) Unit Type: 5,081 SF Retail Unit Year Built/Age: Built 1900 Age: 113 Sale Price:

Price/SF: -NIA: 5,081 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2960830 Sale Conditions: -

Research Status: Research Complete



#### The Galen Building, Unit 1 - Green Ter (Part of Multi-Unit)

SOLD

Sunderland, SR1 3PZ Tyne And Wear County

Unit Type: 1,808 SF Retail Unit Sale Date: 31/01/2014 (23 days on mkt) Sale Price: Year Built/Age: Built 1900 Age: 113

Price/SF: -NIA: 1,808 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2960830 Sale Conditions: -

Research Status: Research Complete



## The Former Winston Public House - Hanover Pl

SOLD

Sunderland, SR4 6BY Tyne And Wear County

Bldg Type: RetailBar Sale Date: 20/02/2014

Sale Price: £65,000 - Confirmed Year Built/Age: Built 1931 Age: 83

Price/SF: £30.43 NIA: 2,136 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2982121 Sale Conditions: Auction Sale

Research Status: Confirmed



## 11 Hendon Valley Rd

SOLD

Sunderland, SR2 8LF Tyne And Wear County

Sale Date: 25/07/2014 (1,009 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £47,000 - Confirmed Year Built/Age: Built 1958 Age: 56

Price/SF: £109.56 NIA: 429 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3134679 Sale Conditions: -

Research Status: Confirmed



## Cavern Bar - High St E

SOLD

Sunderland, SR1 2AL Tyne And Wear County

Sale Date: 08/02/2013 (631 days on mkt) Bldg Type: RetailBar

Year Built/Age: Built 1934 Age: 78 Sale Price: -

NĬA: 4,201 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 2671863 Sale Conditions: -

Research Status: Research Complete



The Boars Head - 134 High St E

SOLD

Sunderland, SR1 2BL Tyne And Wear County

Sale Date: 22/02/2016 (104 days on mkt) Bldg Type: RetailBar Sale Price: £65,000 - Confirmed Price/SF: £30.37 Year Built/Age: Built 1918 Age: 97

NIA: 2,140 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3606231 Sale Conditions: -

Research Status: Confirmed



SOLD

Empire Cinema - High St W

Tyne And Wear County Sunderland, SR1 1TX

Unit Type: 91,374 SF Retail Unit Sale Date: 12/05/2014

Sale Price: £13,000,000 - Confirmed Year Built/Age: Built 1969 Renov 2011 Age: 44

Price/SF: £142.27 NIA: 91,374 SF

Reversionary Yield: -Net Initial Yield: 7.00%

Sunderland, SR1 3DW

Comp ID: 3030994 Sale Conditions: -

Research Status: Confirmed



67-71 High St W (Part of Portfolio)

SOLD

Tyne And Wear County

Sale Date: 04/05/2012 Bldg Type: RetailStorefront Sale Price: Year Built/Age: Built 1960 Age: 52

Price/SF: -NIA: 34,753 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2599991 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete



230 High St W

Sunderland, SR1 3BN Tyne And Wear County

Bldg Type: RetailBank Sale Date: 30/05/2014 (18 days on mkt) Sale Price: £300,000 - Confirmed Year Built/Age: Built 1930 Age: 84 NIA: 4,355 SF

Price/SF: £68.89

Reversionary Yield:

Net Initial Yield: 10.07% Comp ID: 3036188 Sale Conditions: Auction Sale

Research Status: Confirmed

SOLD

SOLD

SOLD

#### Retail Unit, Unit The Londonderry - 287 High St W

Sunderland, SR1 3ES Tyne And Wear County

Sale Date: 29/07/2016 (141 days on mkt) Unit Type: 4,415 SF Retail Unit Year Built/Age: Built 1902 Age: 114 Sale Price:

NIA: 4,415 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 3686799 Sale Conditions: -

Research Status: Confirmed

216-218 High Street W



Sunderland, SR1 1TZ Tyne And Wear County

Sale Date: 01/04/2014 (13 days on mkt) Bldg Type: Retail

Sale Price: £150,000 - Confirmed Price/SF: £35.15 Year Built/Age: Built 1910 Age: 104

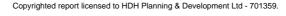
NIA: 4,267 SF

Reversionary Yield: -Net Initial Yield: 14.00%

Comp ID: 3010217 Sale Conditions: -

Research Status: Confirmed





The Black Bull - 309 High Street West

Tyne And Wear County

Sale Date: 09/07/2014 (173 days on mkt) Bldg Type: RetailBar

Sale Price: £220,000 - Confirmed Price/SF: £52.33 Year Built/Age: Built 1880 Age: 133

NIA: 4,204 SF

Reversionary Yield: -Net Initial Yield:

Sunderland, SR1 3ET

Comp ID: 3090326 Sale Conditions: -

Research Status: Confirmed

32 29 Holmeside SOLD

Tyne And Wear County Sunderland, SR1 3JE

Bldg Type: RetailStorefront Sale Date: 28/11/2014 (353 days on mkt) Sale Price: £115,000 - Confirmed Year Built/Age: Built 1960 Age: 54

Price/SF: £49.57 NIA: 2,320 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3173540 Sale Conditions: -

Research Status: Confirmed

Unit 3 - DFS - Hylton Gran (Part of Portfolio)

Sunderland, SR5 3HR Tyne And Wear County Bldg Type: RetailFreestanding Sale Date: 26/03/2014 (97 days on mkt) Sale Price: Year Built/Age: Built 1990 Age: 24

Price/SF: NIA: 24,216 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 3234186 Sale Conditions: Bulk/Portfolio Sale, Distress Sale

Research Status: Research Complete

10 Hylton Rd SOLD

Sunderland, SR4 7AA Tyne And Wear County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 30/09/2013 (66 days on mkt)

Sale Price: £21,000 - Confirmed Year Built/Age: Built 1910 Age: 103

Price/SF: £58.17 NIA: 361 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2850289 Sale Conditions: -

Research Status: Confirmed

35 55 Hylton Rd

Sunderland, SR4 7AF Tyne And Wear County

Sale Date: 14/06/2012 (1,121 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1955 Age: 57 Sale Price:

Price/SF: NIA: 386 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2508290 Sale Conditions: -

Research Status: Research Complete

36 58 Hylton Rd SOLD

Sunderland, SR4 7AB Tyne And Wear County

Sale Date: 03/05/2013 Bldg Type: RetailBar

Sale Price: £120,000 - Confirmed Price/SF: £49.96 Year Built/Age: Built 1881 Age: 132

NIA: 2,402 SF

Reversionary Yield: -Net Initial Yield: -

Sale Conditions: -

Comp ID: 2770644 Research Status: Confirmed



SOLD







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05/09/2016

157-159 Hylton Rd SOLD

NIA: 1,027 SF

Sunderland, SR4 7YF Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 01/02/2012 Sale Price: £75,000 - Confirmed Price/SF: £73.03 Year Built/Age: Built 1965 Age: 46

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -

Comp ID: 2462656 Research Status: Confirmed

176 Hylton Rd SOLD

Tyne And Wear County Sunderland, SR4 7YG

Bldg Type: RetailStorefront Retail/Residential Sale Date: 11/10/2012 (224 days on mkt)

Sale Price: £60,000 Year Built/Age: Built 1892 Age: 120

Price/SF: £37.17 NIA: 1,614 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2574412 Sale Conditions: -

Research Status: Research Complete

188 Hylton Rd SOLD

Sunderland, SR4 7YA Tyne And Wear County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 21/04/2016 (30 days on mkt)

Sale Price: £92,000 - Confirmed Year Built/Age: Built 1898 Age: 118

Price/SF: £133.33 NIA: 690 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3574451 Sale Conditions: Auction Sale

Research Status: Confirmed

207 Hylton Rd SOLD

Sunderland, SR4 7XA Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 24/01/2014 (529 days on mkt) Sale Price: Year Built/Age: Built 1901 Age: 112

Price/SF: NIA: 707 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 2940785 Sale Conditions: -

Research Status: Research Complete

41 SOLD 207 Hylton Rd

Sunderland, SR4 7XA Tyne And Wear County

Sale Date: 12/07/2012 (427 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1901 Age: 111 Sale Price:

Price/SF: NIA: 707 SF

Reversionary Yield: -Net Initial Yield:

2508317 Sale Conditions: -Comp ID:

Research Status: Research Complete

42 226 Hylton Rd SOLD

Sunderland, SR4 7UZ Tyne And Wear County

Sale Date: 01/02/2012 Bldg Type: RetailStorefront Sale Price: £50,000 - Confirmed Year Built/Age: Built 1977 Age: 34

Price/SF: £77.40 NIA: 646 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2462673 Sale Conditions: -

Research Status: Confirmed





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43 Victoria Buildings - 1-6 Low Row

Tyne And Wear County

Sunderland, SR1 3PY

Sale Date: 26/02/2014 (15 days on mkt) Bldg Type: RetailBar

Sale Price: £720,000 - Confirmed Year Built/Age: Built 1910 Age: 104 NIA: 12,465 SF

Price/SF: £57.76

Reversionary Yield: -Net Initial Yield: 9.70%

Comp ID: 2971645 Sale Conditions: Auction Sale

Research Status: Confirmed

44 6 Maritime Ter SOLD

Sunderland, SR1 3JT Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 15/12/2015 (259 days on mkt) Year Built/Age: Built 1960 Age: 55 Sale Price:

Price/SF: -NIA: 3,206 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3508125 Sale Conditions: -

Research Status: Research Complete

6-32 Market Sq SOLD

Sunderland, SR1 3HW Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 01/10/2013 Sale Price: £8,600,000 - Confirmed Year Built/Age: Built 1975 Age: 38

Price/SF: £262.70 NIA: 32,737 SF

Reversionary Yield: -Net Initial Yield: 10.51%

Comp ID: 2889892 Sale Conditions: -

Research Status: Confirmed

1-5 Market St SOLD

Houghton Le Spring, DH5 9DZ Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 13/07/2012 (456 days on mkt) Sale Price: Year Built/Age: Built 1974 Age: 38

Price/SF: NIA: 3,159 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 2508749 Sale Conditions: -

Research Status: Research Complete

SOLD 27 Market St

Tyne And Wear County Houghton Le Spring, DH5 9DZ

Sale Date: 01/02/2012 (477 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1926 Age: 85

Price/SF: NIA: 1,457 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2500516 Sale Conditions: -

Research Status: Research Complete

48 SOLD 28 Market St

Houghton Le Spring, DH5 9DY Tyne And Wear County

Sale Date: 11/01/2013 (535 days on mkt) Bldg Type: RetailStorefront Sale Price: £20,000 - Confirmed Year Built/Age: Built 1955 Age: 57

Price/SF: £26.74 NIA: 748 SF

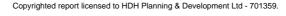
Reversionary Yield: -Net Initial Yield:

Comp ID: 2642071 Sale Conditions: Auction Sale

Research Status: Confirmed



SOLD



49 40 Market St SOLD

Houghton Le Spring, DH5 9DY Tyne And Wear County

Sale Date: 01/09/2014 (88 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £64,000 Price/SF: £63.87 Year Built/Age: Built 1970 Age: 44

NIA: 1,002 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3134621 Sale Conditions: Auction Sale

Research Complete Research Status:

9 Mary St 50 SOLD

Sunderland, SR1 3NH Tyne And Wear County

Sale Date: 01/05/2016 (75 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1850 Age: 166 Sale Price:

Price/SF: -NIA: 2,114 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3628680 Sale Conditions: -

Research Status: In Progress

51 SOLD Travellers Rest - Mill Pit

Houghton Le Spring, DH4 4JT Tyne And Wear County

Sale Date: 01/05/2015 (634 days on mkt) Bldg Type: RetailBar

Sale Price: Year Built/Age: Built 1900 Age: 115

Price/SF: NIA: 4,521 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3297583 Sale Conditions: Auction Sale

Research Status: Research Complete

52 Retail Unit - 47-49 Newbottle St SOLD

Houghton Le Spring, DH4 4AR Tyne And Wear County

Unit Type: 907 SF Retail Unit Sale Date: 01/05/2013 (799 days on mkt) Sale Price: £150,000 Year Built/Age: Built 1987 Age: 26

Price/SF: £165.38 NIA: 907 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2795367 Sale Conditions: -

Research Status: Research Complete

SOLD 53 The Robbie Burns - 71 Newbottle St

Houghton Le Spring, DH4 4AR Tyne And Wear County

Sale Date: 01/06/2016 (393 days on mkt) Bldg Type: Retail

Sale Price: £140,000 - Confirmed Year Built/Age: Built 1920 Age: 96

Price/SF: £57.35 NIA: 2,441 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3684603 Sale Conditions: -

Research Status: Confirmed

54 89 Newcastle Rd SOLD

Sunderland, SR5 1JB Tyne And Wear County

Sale Date: 22/10/2015 (28 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Year Built/Age: Built 1955 Age: 60 Sale Price: -Price/SF: NIA: 806 SF

Reversionary Yield:

Net Initial Yield:

Comp ID: 3441019 Sale Conditions: -

Research Status: Research Complete





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55 146-148 Newcastle Rd SOLD

NIA: 609 SF

Sunderland, SR5 1NA Tyne And Wear County

Sale Date: 01/11/2015 (66 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £170,000 - Confirmed Price/SF: £279.15 Year Built/Age: Built 1900 Age: 115

Reversionary Yield: -Net Initial Yield:

Comp ID: 3440963 Sale Conditions: -

Research Status: Confirmed

217-223 Newcastle Rd SOLD

Tyne And Wear County Sunderland, SR5 1NR

Sale Date: 15/02/2012 (231 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £199,950 Year Built/Age: Built 1895 Age: 116

Price/SF: £145.95 NIA: 1,370 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2499765 Sale Conditions: -

Research Status: Research Complete

12-13 North Bridge St SOLD 57

Sunderland, SR5 1AD Tyne And Wear County

Bldg Type: RetailStorefront Retail/Residential Sale Date: 26/03/2013 (20 days on mkt)

Sale Price: £41,000 - Confirmed Year Built/Age: Built 1920 Age: 93

Price/SF: £13.84 NIA: 2,963 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2713285 Sale Conditions: -

Research Status: Confirmed

14 North Bridge St SOLD

Sunderland, SR5 1AB Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 03/12/2012 (249 days on mkt) Sale Price: Year Built/Age: Built 1908 Age: 104

Price/SF: NIA: 4,039 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2612334 Sale Conditions: -

Research Status: Research Complete

59 SOLD 42-44 North Bridge St

Sunderland, SR5 1AH Tyne And Wear County

Sale Date: 24/10/2013 Bldg Type: RetailStorefront Retail/Residential

Sale Price: £275,000 - Confirmed Year Built/Age: Built 1907 Age: 106 NIA: 4,980 SF

Price/SF: £55.22

Reversionary Yield: -Net Initial Yield:

Comp ID: 2976234 Sale Conditions: Auction Sale

Research Status: Confirmed

19-19A Olive St SOLD

Sunderland, SR1 3PE Tyne And Wear County

Sale Date: 01/09/2013 (212 days on mkt) Bldg Type: RetailStorefront Sale Price: £105,000 - Confirmed Year Built/Age: Built 1960 Age: 53

Price/SF: £80.83 NIA: 1,299 SF

Reversionary Yield: -Net Initial Yield: 14.03%

Comp ID: 2850387 Sale Conditions: Auction Sale

Research Status: Confirmed













61 1-3 Park Ln SOLD

Sunderland, SR1 3NX Tyne And Wear County

Sale Date: 09/10/2013 (173 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1950 Age: 63

Price/SF: - NIA: 10,000 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2864438 Sale Conditions: -

Research Status: Research Complete

62 15A-15C Railway Ter SOLD

Sunderland, SR4 0PE Tyne And Wear County

Sale Date: 15/02/2012 (230 days on mkt) Bldg Type: RetailStorefront

Sale Price: £43,500 - Confirmed Year Built/Age: -

Price/SF: £25.44 NIA: 1,710 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 2499767 Sale Conditions: -

Research Status: Confirmed

63 20 Railway Ter SOLD

Sunderland, SR4 0PY Tyne And Wear County

Sale Date: 20/02/2014 Bldg Type: RetailStorefront Retail/Residential

Sale Price: £92,000 - Confirmed Year Built/Age: Built 1911 Age: 103

Price/SF: £131.81 NIA: 698 SF

Reversionary Yield: Net Initial Yield: 12.17%

Comp ID: 2986730 Sale Conditions: Auction Sale

Research Status: Confirmed

64 21-23 Railway Ter SOLD

Sunderland, SR4 0PY Tyne And Wear County

Sale Date: 20/02/2014 (448 days on mkt) Bldg Type: Retail/Storefront Retail/Residential

Sale Price: £200,000 - Confirmed Year Built/Age: Built 1920 Age: 94

Price/SF: £116.96 NIA: 1,710 SF

Reversionary Yield: -Net Initial Yield: 8.75%

Comp ID: 2986737 Sale Conditions: Auction Sale

Research Status: Confirmed

65 Units 1-2 - 190-206 Roker Ave (Part of Multi-Property) SOLD

Sunderland, SR6 0BN Tyne And Wear County

Sale Date: 01/06/2015 (110 days on mkt)
Sale Price: 
Bldg Type: RetailStorefront
Year Built/Age: Built 1994 Age: 21

Price/SF: - NIA: 8,438 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3351443 Sale Conditions: -

Research Status: Research Complete

66 Units 3-4 - 190-206 Roker Ave (Part of Multi-Property) SOLD

Sunderland, SR6 0BN Tyne And Wear County

Sale Date: 01/06/2015 (110 days on mkt) Bldg Type: RetailFreestanding Sale Price: - Built 1980 Age: 35

Price/SF: - NIA: 13,299 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3351443 Sale Conditions: -

Research Status: Research Complete





The Bluebell - Ryhope Street South

Tyne And Wear County

Sale Date: 01/09/2013 (107 days on mkt) Bldg Type: RetailBar

Sale Price: £80,000 Price/SF: £31.30 Year Built/Age: Built 1910 Age: 103

NIA: 2,556 SF

Reversionary Yield: -Net Initial Yield:

Sunderland, SR2 0AB

Comp ID: 2850291 Sale Conditions: Auction Sale

Research Status: Research Complete

SOLD

SOLD

SOLD

SOLD

SOLD

SOLD

#### Burton House - 4-6 Saville Pl

Tyne And Wear County Sunderland, SR1 1PA

Sale Date: 11/07/2012 (630 days on mkt) Bldg Type: RetailBar

Sale Price: £140,000 - Confirmed Year Built/Age: Built 1842 Age: 169

Price/SF: £73.49 NIA: 1,905 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2526170 Sale Conditions: -

Research Status: Confirmed



#### 69 37 Sea Rd

Sunderland, SR6 9BS Tyne And Wear County

Sale Date: 15/12/2014 (287 days on mkt) Bldg Type: RetailStorefront Sale Price: -Year Built/Age: Built 1910 Age: 104

Price/SF: -NIA: 761 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 3204864 Sale Conditions: -

Research Status: Research Complete



#### 70 46 Sea Rd

Sunderland, SR6 9BX Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 01/08/2015 (246 days on mkt)

Sale Price: Year Built/Age: Built 1910 Age: 105 Price/SF: NIA: 897 SF

Reversionary Yield: -

Net Initial Yield: -Comp ID: 3369570 Sale Conditions: -

Research Status: Research Complete



#### The Range - Silksworth Ln

Sunderland, SR3 1PD Tyne And Wear County

Sale Date: 01/08/2014 Bldg Type: RetailFreestanding Sale Price: £6,620,000 - Confirmed Year Built/Age: Built 1995 Age: 19

Price/SF: £114.02 NIA: 58,061 SF

Reversionary Yield: -Net Initial Yield: 7.40%

Comp ID: 3154858 Sale Conditions: -

Research Status: Confirmed



#### 72 Retail Unit, Unit 37 - 35-37 Silksworth Row

Sunderland, SR1 3QJ Tyne And Wear County

Sale Date: 25/07/2016 (161 days on mkt) Unit Type: 1,203 SF Retail Unit Year Built/Age: Built 1907 Age: 109 Sale Price: -

Price/SF: NIA: 1,203 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3661066 Sale Conditions: -

Research Status: In Progress



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73 17 Speculation Pl SOLD

Washington, NE37 2AN Tyne And Wear County

Sale Date: 01/02/2014 (92 days on mkt) Bldg Type: RetailBank Sale Price: £96,000 - Confirmed Price/SF: £54.48 Year Built/Age: Built 1960 Age: 54

NIA: 1,762 SF

Reversionary Yield: -Net Initial Yield:

74

Comp ID: 3009153 Sale Conditions: -

Research Status: Confirmed

Retail Unit, Unit 13 - 13-19 Spout Ln (Part of Multi-Unit)

Tyne And Wear County Washington, NE38 7HN

Unit Type: 497 SF Retail Unit Sale Date: 20/02/2014 Year Built/Age: Built 1930 Age: 84 Sale Price:

Price/SF: -NIA: 497 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2987138 Sale Conditions: Auction Sale

Research Status: Research Complete

Retail Unit, Unit 13 - 13-19 Spout Ln (Part of Multi-Unit)

Washington, NE38 7HN Tyne And Wear County

Unit Type: 489 SF Retail Unit Sale Date: 20/02/2014 Sale Price: Year Built/Age: Built 1930 Age: 84

Price/SF: -NIA: 489 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 2987138 Sale Conditions: Auction Sale

Research Status: Research Complete

Retail Unit, Unit 13 - 13-19 Spout Ln (Part of Multi-Unit)

Washington, NE38 7HN Tyne And Wear County

Unit Type: 91 SF Retail Unit Sale Date: 20/02/2014 Sale Price: Year Built/Age: Built 1930 Age: 84

Price/SF: NIA: 91 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2987138 Sale Conditions: Auction Sale

Research Status: Research Complete

41-41A Spout Ln

Washington, NE38 7HP Tyne And Wear County

Sale Date: 31/01/2014 (99 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £105,000 - Confirmed Year Built/Age: Built 1920 Age: 94

Price/SF: £139.63 NIA: 752 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2976631 Sale Conditions: -

Research Status: Confirmed

18 St Luke's Ter

Sunderland, SR4 6NQ Tyne And Wear County

Sale Date: 01/10/2015 (34 days on mkt) Bldg Type: RetailStorefront Sale Price: £70,000 - Confirmed Price/SF: £137.80 Year Built/Age: Built 1950 Age: 65

NIA: 508 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3416701 Sale Conditions: -

Research Status: Confirmed













SOLD

79 Former Tribeca - St Thomas St SOLD

Sunderland, SR1 1NW Tyne And Wear County

Sale Date: 01/08/2015 (297 days on mkt) Bldg Type: Retail Sale Price: -Year Built/Age:

Price/SF: NIA: 1,081 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3369577 Sale Conditions: -

Research Status: Research Complete



#### Portfolio Sale - 41-43 Stockton Rd (Part of Portfolio)

SOLD

Tyne And Wear County Sunderland, SR1 3NR

Sale Date: 22/05/2014 (349 days on mkt) Bldg Type: RetailStorefront Retail/Office

Year Built/Age: Sale Price:

Price/SF: -NIA: 2,094 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: Bulk/Portfolio Sale Comp ID: 3041186

Research Status: Research Complete



#### The Golden Lion - The Broadway

SOLD

Houghton Le Spring, DH4 4BB Tyne And Wear County

Sale Date: 02/08/2013 (202 days on mkt) Bldg Type: RetailBar

Sale Price: £80,000 Year Built/Age:

Price/SF: £124.80 NIA: 641 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 2836690 Sale Conditions: -

Research Status: Research Complete



## Former Top Ten Bingo - The Green

SOLD

Sunderland, SR5 2HY Tyne And Wear County

Bldg Type: RetailStorefront Sale Date: 15/09/2014 (186 days on mkt) Sale Price: Year Built/Age: Built 1920 Age: 94

Price/SF: NIA: 11,984 SF

Reversionary Yield: Net Initial Yield: -

Comp ID: 3239414 Sale Conditions: -

Research Status: Research Complete



#### 83 The Village Tavern - The Village

SOLD

Sunderland, SR2 0NQ Tyne And Wear County

Sale Date: 09/05/2014 (315 days on mkt) Bldg Type: RetailBar

Sale Price: £210,000 - Confirmed Year Built/Age: Built 1972 Age: 42 Price/SF: £49.65 NIA: 4,230 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 3041211 Sale Conditions: -

Research Status: Confirmed



#### The Thorndale - Thorndale Rd

SOLD

Sunderland, SR3 4JR Tyne And Wear County

Sale Date: 08/02/2013 (630 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Year Built/Age: Built 1895 Age: 117 Sale Price: -

Price/SF: NIA: 1.138 SF

Reversionary Yield: Net Initial Yield:

Comp ID: 2671861 Sale Conditions: -

Research Status: Research Complete



85 6-12 Thorndale Rd SOLD

Sunderland, SR3 4JT Tyne And Wear County

Sale Date: 10/12/2014 (19 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £280,000 - Confirmed Year Built/Age: Built 1964 Age: 50

Price/SF: £229.51 NIA: 1,220 SF

Reversionary Yield: -

Net Initial Yield: 7.14%

Comp ID: 3186175 Sale Conditions: Auction Sale

Research Status: Confirmed



## Units 1A-4 - Hylton Riverside Retail Park - Timber Beach Rd (Part of Multi-Property)

SOLD

Sunderland, SR5 3XG Tyne And Wear County

Sale Date: 22/08/2015 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1996 Age: 19

Price/SF: - NIA: 61,972 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3383083 Sale Conditions: -

Research Status: Research Complete

## Units 5-9 - Hylton Riverside Retail Park - Timber Beach Rd (Part of Multi-Property)

SOLD

Sunderland, SR5 3XG Tyne And Wear County

Sale Date: 22/08/2015 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1996 Age: 19

Price/SF: - NIA: 59,786 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3383083 Sale Conditions: -

Research Status: Research Complete

## Units 1-3 - Trimdon Street Retail Park Trimdon - Trimdon St SOLD

Sunderland, SR4 6DW Tyne And Wear County

Sale Date: 24/06/2015 Bldg Type: RetailFreestanding Sale Price: £8,400,000 - Confirmed Year Built/Age: Built 2001 Age: 14

Price/SF: £195.85 NIA: 42,891 SF

Reversionary Yield: -

Net Initial Yield: 7.50% Comp ID: 3342688 Sale Conditions: -

Research Status: Confirmed

# B&Q - Trimdon St (Part of Portfolio) SOLD

Sunderland, SR4 6DW Tyne And Wear County

Sale Date: 06/06/2013 Bldg Type: RetailFreestanding
Sale Price: - Year Built/Age: Built 2000 Age: 13
Price/SF: - NIA: 103,392 SF

Reversionary Yield: -Net Initial Yield: 7.50%

Comp ID: 2792147 Sale Conditions: Bulk/Portfolio Sale

Research Status: Research Complete

#### 90 The Bridges Shopping Centre - Union St

SOLD

Sunderland, SR1 3DR Tyne And Wear County

Sale Date: 01/06/2014 Bldg Type: Retail

Reversionary Yield: Net Initial Yield: 7.18%

Comp ID: 3073104 Sale Conditions: -

Research Status: Confirmed





56-56A Villette Rd SOLD

Sunderland, SR2 8RW Tyne And Wear County

Sale Date: 01/09/2013 (212 days on mkt) Bldg Type: RetailStorefront Retail/Residential

Sale Price: £31,000 Price/SF: £76.92 Year Built/Age: Built 1940 Age: 73

NIA: 403 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2850392 Sale Conditions: -

Research Status: Research Complete

58 Villette Rd SOLD

Tyne And Wear County Sunderland, SR2 8RW

Bldg Type: RetailStorefront Retail/Residential Sale Date: 25/06/2013 (22 days on mkt)

Sale Price: £39,000 - Confirmed Year Built/Age: Built 1940 Age: 73

Price/SF: £74.14 NIA: 526 SF

Reversionary Yield: -Net Initial Yield:

Comp ID: 2786543 Sale Conditions: -

Research Status: Confirmed

SOLD Sainsburys - Wessington Way

Sunderland, SR5 3JG Tyne And Wear County

Sale Date: 01/03/2012 Bldg Type: RetailSupermarket

Sale Price: £35,255,824 - Confirmed Year Built/Age: Built 2013 Price/SF: £341.69 NIA: 103,181 SF

Reversionary Yield: -Net Initial Yield: 5.00%

Comp ID: 2742939 Sale Conditions: -

Research Status: Confirmed

Oddfellows - 31 Westbourne Ter SOLD

Houghton Le Spring, DH4 4QT Tyne And Wear County

Sale Date: 21/04/2015 (662 days on mkt) Bldg Type: RetailBar Sale Price: £92,000 - Confirmed Year Built/Age:

Price/SF: £54.83 NIA: 1,678 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3281423 Sale Conditions: Auction Sale

Research Status: Confirmed

Units 1-6 - Pallion Retail Park - Woodbine Ter (Part of Multi-Property) SOLD

Sunderland, SR4 6TY Tyne And Wear County

Sale Date: 13/01/2014 (104 days on mkt) Bldg Type: RetailStorefront Year Built/Age: Built 1993 Age: 21 Sale Price: Price/SF: NIA: 78,915 SF

Reversionary Yield: -Net Initial Yield:

Sale Conditions: -Comp ID: 2958000

Research Status: Research Complete

Unit 7 - Matalan Retail Ltd - Woodbine Ter (Part of Multi-Property)

Sunderland, SR4 6TY Tyne And Wear County

Sale Date: 13/01/2014 (104 days on mkt) Bldg Type: RetailFreestanding Sale Price: Year Built/Age: Built 1990 Age: 24

NIA: 53,007 SF Price/SF:

Reversionary Yield: Net Initial Yield:

Comp ID: 2958000 Sale Conditions: -

Research Status: Research Complete



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#### 97 Former Castle Bar - Wynyard St

SOLD

Sunderland, SR3 1HP Tyne And Wear County

Sale Date: 01/03/2012 Sale Price: £210,000 - Confirmed Price/SF: £42.59

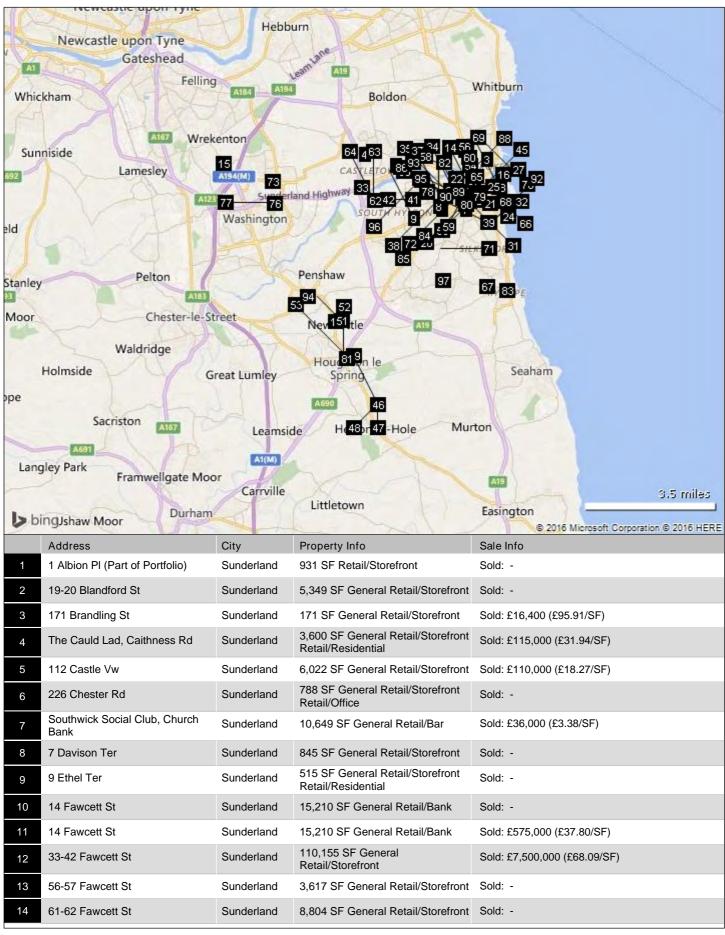
Bldg Type: RetailBar Year Built/Age: Built 1967 Age: 45 NIA: 4,931 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2340863 Research Status: Confirmed Sale Conditions: -



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05/09/2016

15	Lilac House, Fell Way	Gateshead	512 SF General Retail/Storefront Retail/Residential	Sold: £45,000 (£87.89/SF)
16	45 Frederick St	Sunderland	1,557 SF General Retail/Storefront	Sold: -
17	Jolly Potters, 14 Front St	Houghton Le Spring	3,380 SF General Retail/Bar	Sold: -
18	Bluebell, Fulwell Rd (Part of Portfolio)	Sunderland	10,191 SF Retail/Bar	Sold: -
19	The Galen Building, Green Ter	Sunderland	36,835 SF General Retail/Bar	Sold: £530,000 (£14.39/SF)
20	The Galen Building, Green Ter, Unit 1/1st Floor (Part of Multi-Unit Sale)	Sunderland	1,808 SF Retail/Bar	Sold: -
21	The Galen Building, Green Ter, Unit 1/Ground (Part of Multi-Unit Sale)	Sunderland	5,081 SF Retail/Bar	Sold: -
22	The Former Winston Public House Hanover PI	<sup>,</sup> Sunderland	2,136 SF General Retail/Bar	Sold: £65,000 (£30.43/SF)
23	11 Hendon Valley Rd	Sunderland	429 SF General Retail/Storefront Retail/Residential	Sold: £47,000 (£109.56/SF)
24	Cavern Bar, High St E	Sunderland	4,201 SF General Retail/Bar	Sold: -
25	The Boars Head, 134 High St E	Sunderland	2,140 SF General Retail/Bar	Sold: £65,000 (£30.37/SF)
26	Empire Cinema, High St W	Sunderland	91,374 SF General Retail/Storefront	Sold: £13,000,000 (£142.27/SF)
27	67-71 High St W (Part of Portfolio)	Sunderland	34,753 SF Retail/Storefront	Sold: -
28	230 High St W	Sunderland	4,355 SF General Retail/Bank	Sold: £300,000 (£68.89/SF)
29	287 High St W	Sunderland	4,415 SF General Retail/Bar	Sold: -
30	216-218 High Street W	Sunderland	4,267 SF General Retail	Sold: £150,000 (£35.15/SF)
31	The Black Bull, 309 High Street West	Sunderland	4,204 SF General Retail/Bar	Sold: £220,000 (£52.33/SF)
32	29 Holmeside	Sunderland	2,320 SF General Retail/Storefront	Sold: £115,000 (£49.57/SF)
33	DFS, Hylton Gran (Part of Portfolio)	Sunderland	24,216 SF Retail/Freestanding	Sold: -
34	10 Hylton Rd	Sunderland	361 SF General Retail/Storefront Retail/Residential	Sold: £21,000 (£58.17/SF)
35	55 Hylton Rd	Sunderland	386 SF General Retail/Storefront	Sold: -
36	58 Hylton Rd	Sunderland	2,402 SF General Retail/Bar	Sold: £120,000 (£49.96/SF)
37	157-159 Hylton Rd	Sunderland	1,027 SF General Retail/Storefront	Sold: £75,000 (£73.03/SF)
38	176 Hylton Rd	Sunderland	1,614 SF General Retail/Storefront Retail/Residential	Sold: £60,000 (£37.17/SF)
39	188 Hylton Rd	Sunderland	690 SF General Retail/Storefront Retail/Residential	Sold: £92,000 (£133.33/SF)
40	207 Hylton Rd	Sunderland	707 SF General Retail/Storefront	Sold: -
41	207 Hylton Rd	Sunderland	707 SF General Retail/Storefront	Sold: -
42	226 Hylton Rd	Sunderland	646 SF General Retail/Storefront	Sold: £50,000 (£77.40/SF)
43	Victoria Buildings, 1-6 Low Row	Sunderland	12,465 SF General Retail/Bar	Sold: £720,000 (£57.76/SF)
44	6 Maritime Ter	Sunderland	3,206 SF General Retail/Storefront	Sold: -
45	6-32 Market Sq	Sunderland	32,737 SF General Retail/Storefront	Sold: £8,600,000 (£262.70/SF)
46	1-5 Market St	Houghton Le Spring	3,159 SF General Retail/Storefront	Sold: -
47	27 Market St	Houghton Le Spring	1,457 SF General Retail/Storefront	Sold: -

48	28 Market St	Houghton Le Spring	748 SF General Retail/Storefront	Sold: £20,000 (£26.74/SF)
49	40 Market St	Houghton Le Spring	1,002 SF General Retail/Storefront Retail/Residential	Sold: £64,000 (£63.87/SF)
50	9 Mary St	Sunderland	2,114 SF General Retail/Storefront	Sold: -
51	Travellers Rest, Mill Pit	Houghton Le Spring	4,521 SF General Retail/Bar	Sold: -
52	47-49 Newbottle St	Houghton Le Spring	907 SF General Retail/Storefront	Sold: £150,000 (£165.38/SF)
53	The Robbie Burns, 71 Newbottle St	Houghton Le Spring	2,441 SF General Retail	Sold: £140,000 (£57.35/SF)
54	89 Newcastle Rd	Sunderland	806 SF General Retail/Storefront Retail/Residential	Sold: -
55	146-148 Newcastle Rd	Sunderland	609 SF General Retail/Storefront Retail/Residential	Sold: £170,000 (£279.15/SF)
56	217-223 Newcastle Rd	Sunderland	1,370 SF General Retail/Storefront Retail/Residential	Sold: £199,950 (£145.95/SF)
57	12-13 North Bridge St	Sunderland	2,963 SF General Retail/Storefront Retail/Residential	Sold: £41,000 (£13.84/SF)
58	14 North Bridge St	Sunderland	4,039 SF General Retail/Storefront	Sold: -
59	42-44 North Bridge St	Sunderland	4,980 SF General Retail/Storefront Retail/Residential	Sold: £275,000 (£55.22/SF)
60	19-19A Olive St	Sunderland	1,299 SF General Retail/Storefront	Sold: £105,000 (£80.83/SF)
61	1-3 Park Ln	Sunderland	10,000 SF General Retail/Storefront	Sold: -
62	15A-15C Railway Ter	Sunderland	1,710 SF General Retail/Storefront	Sold: £43,500 (£25.44/SF)
63	20 Railway Ter	Sunderland	698 SF General Retail/Storefront Retail/Residential	Sold: £92,000 (£131.81/SF)
64	21-23 Railway Ter	Sunderland	1,710 SF General Retail/Storefront Retail/Residential	Sold: £200,000 (£116.96/SF)
65	190-206 Roker Ave (Part of Multi- Property Sale)	Sunderland	8,438 SF Retail/Storefront	Sold: -
66	190-206 Roker Ave (Part of Multi- Property Sale)	Sunderland	13,299 SF Retail/Freestanding	Sold: -
67	The Bluebell, Ryhope Street South	Sunderland	2,556 SF General Retail/Bar	Sold: £80,000 (£31.30/SF)
68	Burton House, 4-6 Saville PI	Sunderland	1,905 SF General Retail/Bar	Sold: £140,000 (£73.49/SF)
69	37 Sea Rd	Sunderland	761 SF General Retail/Storefront	Sold: -
70	46 Sea Rd	Sunderland	897 SF General Retail/Storefront	Sold: -
71	The Range, Silksworth Ln	Sunderland	58,061 SF General Retail/Freestanding	Sold: £6,620,000 (£114.02/SF)
72	35-37 Silksworth Row	Sunderland	1,203 SF General Retail/Storefront	Sold: -
73	17 Speculation PI	Washington	1,762 SF General Retail/Bank	Sold: £96,000 (£54.48/SF)
74	13-19 Spout Ln, 13/1st Floor (Part of Multi-Unit Sale)	Washington	489 SF Retail/Storefront Retail/Office	Sold: -
75	13-19 Spout Ln, 13/2nd Floor (Part of Multi-Unit Sale)	Washington	91 SF Retail/Storefront Retail/Office	Sold: -
76	13-19 Spout Ln, 13/Ground (Part of Multi-Unit Sale)	Washington	497 SF Retail/Storefront Retail/Office	Sold: -
77	41-41A Spout Ln	Washington	752 SF General Retail/Storefront Retail/Residential	Sold: £105,000 (£139.63/SF)
78	18 St Luke's Ter	Sunderland	508 SF General Retail/Storefront	Sold: £70,000 (£137.80/SF)
79	Former Tribeca, St Thomas St	Sunderland	1,081 SF General Retail	Sold: -
80	41-43 Stockton Rd (Part of Portfolio)	Sunderland	2,094 SF Retail/Storefront Retail/Office	Sold: -

81	The Golden Lion, The Broadway	Houghton Le Spring	641 SF General Retail/Bar	Sold: £80,000 (£124.80/SF)
82	Former Top Ten Bingo, The Green	Sunderland	11,984 SF General Retail/Storefront	Sold: -
83	The Village Tavern, The Village	Sunderland	4,230 SF General Retail/Bar	Sold: £210,000 (£49.65/SF)
84	The Thorndale, Thorndale Rd	Sunderland	1,138 SF General Retail/Storefront Retail/Residential	Sold: -
85	6-12 Thorndale Rd	Sunderland	1,220 SF General Retail/Storefront Retail/Residential	Sold: £280,000 (£229.51/SF)
86	Timber Beach Rd (Part of Multi- Property Sale)	Sunderland	61,972 SF Retail/Storefront	Sold: -
87	Timber Beach Rd (Part of Multi- Property Sale)	Sunderland	59,786 SF Retail/Storefront	Sold: -
88	B&Q, Trimdon St (Part of Portfolio)	Sunderland	103,392 SF Retail/Freestanding	Sold: -
89	Trimdon St	Sunderland	42,891 SF General Retail/Freestanding	Sold: £8,400,000 (£195.85/SF)
90	Union St	Sunderland	551,203 SF General Retail	Sold: £152,700,000 (£277.03/SF)
91	56-56A Villette Rd	Sunderland	403 SF General Retail/Storefront Retail/Residential	Sold: £31,000 (£76.92/SF)
92	58 Villette Rd	Sunderland	526 SF General Retail/Storefront Retail/Residential	Sold: £39,000 (£74.14/SF)
93	Sainsburys, Wessington Way	Sunderland	103,181 SF General Retail/Supermarket	Sold: £35,255,824 (£341.69/SF)
94	Oddfellows, 31 Westbourne Ter	Houghton Le Spring	1,678 SF General Retail/Bar	Sold: £92,000 (£54.83/SF)
95	Woodbine Ter (Part of Multi- Property Sale)	Sunderland	78,915 SF Retail/Storefront	Sold: -
96	Matalan Retail Ltd, Woodbine Ter (Part of Multi-Property Sale)	Sunderland	53,007 SF Retail/Freestanding	Sold: -
97	Former Castle Bar, Wynyard St	Sunderland	4,931 SF General Retail/Bar	Sold: £210,000 (£42.59/SF)

# **Quick Stats Report**

Comps Statistics											
Low Average Median High Coun											
Sale Price	£775,000	£19,682,165	£16,100,000	£45,030,000	5						
Centre Size	2,848 SF	55,687 SF	31,000 SF	180,849 SF	11						
Price per SF	£88.67	£285.29	£329.10	£383.08	5						
Net Initial Yield	5.00%	5.65%	5.25%	7.32%	5						
Days on Market	12	429	153	1,121	3						
Sale Price to Asking Price Ratio	72.09%	72.09%	72.09%	72.09%	1						

#### **Totals**

Sold Transactions Total Sales Volume: £98,410,824 Total Sales Transactions: 11

# Survey Criteria

basic criteria: Type of Property - Retail; Secondary Type - Supermarket; Sale Date - from 01/01/2011; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Central Newcastle City Core (Newcastle upon Tyne), Central Newcastle Southern (Newcastle upon Tyne), Central Newcastle Western Fringe (Newcastle upon Tyne), North Tyneside (Newcastle upon Tyne), Northumberland (Newcastle upon Tyne), Outer Gateshead (Newcastle upon Tyne), Outer Newcastle (Newcastle upon Tyne), South Tyneside (Newcastle upon Tyne), Sunderland (Newcastle upon Tyne), Darlington (Tees Valley & Durham), Durham (Tees Valley & Durham), Hartlepool (Tees Valley & Durham), Middlesbrough (Tees Valley & Durham), Redcar & Cleveland (Tees Valley & Durham), Stockton-on-Tees (Tees Valley & Durham)

additional criteria: - \* This result set has been amended with criteria to add and/or remove records.

373 Benton Rd SOLD

Newcastle Upon Tyne, NE7 7EE Tyne And Wear County

Sale Date: 20/10/2014 Bldg Type: RetailSupermarket

Sale Price: Year Built/Age:

NIA: 4,807 SF Price/SF:

Reversionary Yield: -Net Initial Yield:

Comp ID: 3152215 Sale Conditions: -

Research Status: Research Complete

# Heron Food Supermarkets - Birchington Ave

Cleveland County

Sale Date: 11/07/2012 (12 days on mkt) Bldg Type: RetailSupermarket Sale Price: Year Built/Age: Built 2011 Age: 1 Price/SF: -NIA: 2,848 SF

Reversionary Yield: -Net Initial Yield:

Middlesbrough, TS6 7HU

Comp ID: 2510834 Sale Conditions: -

Research Status: Research Complete

# Tesco Stores Ltd - Dragon Ln (Part of Portfolio)

Durham, DH1 2XQ Co Durham County

Sale Date: 01/05/2013 Bldg Type: RetailSupermarket Sale Price: Year Built/Age: Built 2009 Age: 4 Price/SF: NIA: 118,612 SF

Reversionary Yield: -Net Initial Yield:

> Comp ID: 2759696 Sale Conditions: Bulk/Portfolio SalePartial Interest Transfer

Research Status: Research Complete (70.00%)

# Sainsburys - Etherstone Ave (Part of Portfolio)

Newcastle Upon Tyne, NE7 7JW Tyne And Wear County

Sale Date: 04/11/2015 Bldg Type: RetailSupermarket Sale Price: Year Built/Age: Built 2009 Age: 6 Price/SF: NIA: 100,000 SF

Reversionary Yield: -Net Initial Yield: -

Comp ID: 3459701 Sale Conditions: Bulk/Portfolio Sale

Research Status: In Progress

#### 8-8A Front St (Part of Portfolio) 5

Prudhoe, NE42 5HJ Northumberland County

Sale Date: 04/02/2016 (153 days on mkt) Bldg Type: RetailSupermarket Year Built/Age: Built 1975 Age: 41 Sale Price: Price/SF: NIA: 10,335 SF

Reversionary Yield: -Net Initial Yield:

3529437 Sale Conditions: Bulk/Portfolio Sale Comp ID:

Research Status: Research Complete

#### SOLD 54 High St

Yarm, TS15 9AH Cleveland County

Sale Date: 01/12/2014 Bldg Type: RetailSupermarket Sale Price: £1,250,000 - Confirmed Year Built/Age:

Price/SF: £383.08 NIA: 3,263 SF

Reversionary Yield: -Net Initial Yield: 5.25%

Comp ID: 3253582 Sale Conditions: -

Research Status: Confirmed





SOLD

SOLD

SOLD













## Morrisons Building - Morton Park Way

Darlington, DL1 4PJ Co Durham County

Sale Date: 01/01/2015 Bldg Type: RetailSupermarket Sale Price: £45,030,000 - Confirmed Price/SF: £248.99 Year Built/Age: Built 1986 Age: 29

NIA: 180,849 SF

Reversionary Yield: -Net Initial Yield: 5.70%

Sale Conditions: -

Comp ID: 3281714 Research Status: Confirmed



SOLD

SOLD

SOLD

SOLD

SOLD

## Sainsburys - Salters Ln

Stockton On Tees, TS21 3EE Cleveland County

Sale Date: 01/09/2012 Bldg Type: RetailSupermarket

Sale Price: £16,100,000 - Confirmed Year Built/Age: Built 2013 Price/SF: £329.10 NIA: 48,922 SF

Reversionary Yield: -Net Initial Yield: 5.00%

Comp ID: 2596659 Sale Conditions: -

Research Status: Confirmed



# Former Morrisons Supermarket - Stanley Ter

Morpeth, NE61 1PA Northumberland County

Sale Date: 01/11/2014 Bldg Type: RetailSupermarket Sale Price: Year Built/Age: Built 1990 Age: 24 Price/SF: -NIA: 31,000 SF

Reversionary Yield: -Net Initial Yield: -

> Comp ID: 3603527 Sale Conditions: Redevelopment Project

Research Status: In Progress



# Farm Foods - 99-101 Station Rd

Redcar, TS10 1RD **Cleveland County** 

Sale Date: 27/03/2013 (1,121 days on mkt) Bldg Type: RetailSupermarket Sale Price: £775,000 - Confirmed Year Built/Age: Built 2006 Age: 6 NIA: 8,740 SF

Price/SF: £88.67

Reversionary Yield:

Net Initial Yield: 7.32% Comp ID: 2723720 Sale Conditions: -

Research Status: Confirmed



#### 11 Sainsburys - Wessington Way

Sunderland, SR5 3JG Tyne And Wear County

Sale Date: 01/03/2012 Bldg Type: RetailSupermarket

Sale Price: £35,255,824 - Confirmed Year Built/Age: Built 2013

Price/SF: £341.69 NIA: 103,181 SF

Reversionary Yield: -

Net Initial Yield: 5.00%

Comp ID: 2742939 Sale Conditions: -

Research Status: Confirmed





# Appendix 8 – Development Appraisals Residential

The pages in this appendix are not numbered.





# Base APP8a Cover



Sunderland Typologoes - Summer 2017 v2 SOUTH SUNDERLAND



Number Units NET Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 650 126 74,025,472 SSGA Chapel Garth 22.00 29.55 82,176 3,735 900.82

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45	0.00	10%	999	0
	2	0	62	0.00	10%	999	0
Terrace	2	0	65	0.00		887	0
	3	60	75	4,500.00		887	3,991,500
Semi	2	0	85	0.00		887	0
	3	62	95	5,890.00		887	5,224,430
Det	3	0	110	0.00		887	0
	4	245	135	33,075.00		887	29,337,525
	5	122	150	18,300.00		887	16,232,100
	6	64	200	12,800.00	10%	887	12,488,960
Flat 2 High*	2	0	72.0	0.00	10%	1,027	0
Flat 3 High*	3	0	86.5	0.00	10%	1,027	0
Affordable							
Flat	1	0	45	0.00	10%	999	0
	2	0	67	0.00	10%	999	0
Terrace	2	49	75	3,675.00		887	3,259,725
	3	48	82	3,936.00		887	3,491,232
Semi	2	0	80	0.00		887	0
	3	0	85	0.00		887	0
Det	3	0	86	0.00		887	0
	4	0	100	0.00		887	0
	5	0	125.00	0.00		887	0
Flat 1 High*	1	0	59.5	0.00	10%	1,027	0
Flat 2 High*	2	0	72.0	0.00	10%	1,027	0
Flat 3 High*	3	0	86.5	0.00	10%	1,027	0

Number	2	Units	Area	Density erage Unit Size		Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
SSGA North of Burdon Lane		995	27.28	36.47	105	104,416	3,828	93,139,114

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	999	0
	2	0	62.00	0.00	10%	999	0
Terrace	2	42	65.00	2,730.00		887	2,421,510
	3	169	75.00	12,675.00		887	11,242,725
Semi	2	42	85.00	3,570.00		887	3,166,590
	3	169	95.00	16,055.00		887	14,240,785
Det	3	0	110.00	0.00		887	0
	4	338	135.00	45,630.00		887	40,473,810
	5	86	150.00	12,900.00		887	11,442,300
Flat 1 High*	1	0	200.00	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0
Affordable							
Flat	1	22	45.00	990.00	10%	999	1,087,911
	2	22	67.00	1,474.00	10%	999	1,619,779
Terrace	2	41	75.00	3,075.00		887	2,727,525
	3	41	82.00	3,362.00		887	2,982,094
Semi	2	0	80.00	0.00		887	0
	3	23	85.00	1,955.00		887	1,734,085
Det	3	0	86.00	0.00		887	0
	4	0	100.00	0.00		887	0
	5	0	125.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality een/ Brown Iternative Use

SSGA	Green	Agricultural
Area	Gross	49.930
	Net	22.000

Locality 'een/Brown Iternative Use

SSGA	Green	Agricultural
Area	Gross	88.610
	Net	27.280
		•

Rate

£/m2 **892.00** 

L	П	١	1
П	r	H	1
	٠		

Number 3 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 SSGA Cherry Knowle 121 3,014 770 30.80 25.00 92,838 83,954,872 904.32

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45	0.00	10%	999	0
	2	0	62	0.00	10%	999	0
Terrace	2	33	65	2,145.00		887	1,902,615
	3	65	75	4,875.00		887	4,324,125
Semi	2	0	85	0.00		887	0
	3	98	95	9,310.00		887	8,257,970
Det	3	0	110	0.00		887	0
	4	262	135	35,370.00		887	31,373,190
	5	131	150	19,650.00		887	17,429,550
	6	66	200	13,200.00	10%	887	12,879,240
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	19	45	855.00	10%	999	939,560
	2	18	67	1,206.00	10%	999	1,325,273
Terrace	2	31	75	2,325.00		887	2,062,275
	3	31	82	2,542.00		887	2,254,754
Semi	2	0	80	0.00		887	0
	3	16	85	1,360.00		887	1,206,320
Det	3	0	86	0.00		887	0
	4	0	100	0.00		887	0
	5	0	125.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	4	Units	Area	Density erage Unit Size		Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
SSGA South Ryhope		450	12.86	34.99	102	46,108	3,585	41,158,857

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	45.00	0.00	10%	999	C
	2	0	62.00	0.00	10%	999	C
Terrace	2	38	65.00	2,470.00		887	2,190,890
	3	57	75.00	4,275.00		887	3,791,925
Semi	2	38	85.00	3,230.00		887	2,865,010
	3	76	95.00	7,220.00		887	6,404,140
Det	3	0	110.00	0.00		887	C
	4	134	135.00	18,090.00		887	16,045,830
	5	40	150.00	6,000.00		887	5,322,000
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	C
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	11	45.00	495.00	10%	999	543,956
	2	11	67.00	737.00	10%	999	809,889
Terrace	2	18	75.00	1,350.00		887	1,197,450
	3	18	82.00	1,476.00		887	1,309,212
Semi	2	0	80.00	0.00		887	C
	3	9	85.00	765.00		887	678,555
Det	3	0	86.00	0.00		887	C
	4	0	100.00	0.00		887	C
	5	0	125.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	C

Locality 'een/Brown Iternative Use

Green	Agricultural
Gross	37.480
Net	30.800
	Gross

Locality 'een/Brown Iternative Use

SSGA	Green	Agricultural
Area	Gross	22.500
	Net	12.860

Rate

£/m2 **892.66** 

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Number 5 Units Area Density erage Unit Size Developed Density Total Cost Rate £/m2 Units/ha m2 m2/ha Large Green 350 92 350 10.00 35.00 32,222 3,222 28,904,254 897.05

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det	3	0	102.00	0.00		887	0
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
•	4	0	115.00	0.00		887	0
-	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1.027	0

Number Units Area Density erage Unit Size Developed Density Total Cost Rate £/m2 ha Units/ha m2 m2 m2/ha Large Green 175 175 14,535,727 5.00 35.00 93 16,205 3,241 896.99

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00	•	887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	C

Locality 'een/Brown Iternative Use

s Sunae	rian Green	Agriculturai
Area	Gross	13.333
	Net	10.000

S Sunder	lan Green	Agricultural
Area	Gross	6.667
	Net	5.000

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Number 7 Units Area Density erage Unit Size Developed Density Total Cost Rate £/m2 Units/ha m2 m2/ha Large Green 175 LD 91 14,472,644 175 5.83 30.00 16,012 2,745 903.86

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	22	72.00	1,584.00		887	1,405,008
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	15	83.00	1,245.00		887	1,104,315
	3	37	97.00	3,589.00		887	3,183,443
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	7	70.00	490.00		986	483,140
BUNGALOW	3	7	86.00	602.00		986	593,572
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Density erage Unit Size Number Units Area Developed Total Cost ha Units/ha m2 m2 m2/ha Large Green 75 75 6,201,056 2.14 35.00 92 6,914 3,227 896.88

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	(
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	(
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	C
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1.027	C

Locality reen/Brown Iternative Use

lan Green	Agricultural
Gross	7.778
Net	5.833
	Gross

Locality 'een/Brown Iternative Use

Rate

£/m2

Sunder	lan Green	Agricultural
ea	Gross	2.857
	Net	2.143



Number Units Density erage Unit Size Total Cost 9 Area Developed Density Rate ha Units/ha m2 m2 m2/ha £/m2 Medium Green 35 35 1.00 35.00 94 3,284 3,284 2,953,381 899.32

> Beds No Total BCIS COST m2 Market 59.50 0.00 10% 999 Flat 10% 72.00 0.00 999 Terrace 72.00 288.00 887 255,456 86.50 346.00 887 306,902 887 83.00 332.00 294,484 Semi 97.00 873.00 887 774,351 102.00 0.00 887 460.00 887 408,020 115.00 130.00 650.00 887 576,550 Flat 1 High\* 58.00 0.00 1,027 Flat 2 High\* 70.00 0.00 10% 1,027 Flat 3 High\* 84.00 0.00 10% 1,027 Affordable 10% Flat 59.50 119.00 999 130,769 72.00 72.00 10% 999 79,121 Terrace 72.00 144.00 887 127,728 86.50 0.00 887 83.00 0.00 887 Semi 97.00 0.00 887 Det 102.00 0.00 887 887 0.00 115.00 130.00 0.00 887 Flat 1 High\* 59.50 0.00 10% 1,027 Flat 2 High\* 72.00 0.00 10% 1,027

86.50

0.00

10%

1,027

Number 10 Units Area Density erage Unit Size Developed Total Cost ha Units/ha m2 m2 m2/ha Medium Green 35 LD 35 1.17 30.00 3,293 2,823 2,976,808

Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

S Sunder	lan Green	Agricultural
Area	Gross	1.176
	Net	1.000

Locality een/Brown Iternative Use

S Sunder	lan Green	Agricultural
Area	Gross	1.296
	Net	1.167

Rate

£/m2

903.98

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Number 11 Units Density erage Unit Size Developed Total Cost Area Density Rate Units/ha m2 m2/ha £/m2 Medium Green 15 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

> Beds No Total BCIS COST m2 Market 0.00 10% Flat 10% 72.00 0.00 999 Terrace 72.00 144.00 887 127,728 86.50 173.00 887 153,451 166.00 887 83.00 147,242 Semi 97.00 388.00 887 344,156 102.00 0.00 887 204,010 230.00 887 115.00 130.00 130.00 887 115,310 Flat 1 High\* 58.00 0.00 1,027 Flat 2 High\* 70.00 0.00 10% 1,027 Flat 3 High\* 84.00 0.00 10% 1,027 Affordable 59.50 10% Flat 59.50 999 65,385 72.00 0.00 10% 999 Terrace 72.00 72.00 887 63,864 86.50 0.00 887 83.00 0.00 887 Semi 97.00 0.00 887 Det 102.00 0.00 887 0.00 887 115.00 130.00 0.00 887 Flat 1 High\* 59.50 0.00 10% 1,027 Flat 2 High\* 72.00 0.00 10% 1,027

Number 12 Units Area Density erage Unit Size Developed Total Cost ha Units/ha m2 m2 m2/ha Large Brown 500 500 14.29 35.00 46,052 3,224 41,305,490

86.50

0.00

10%

1,027

Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

S Sunder	lan Green	Agricultural
Area	Gross	0.478
	Net	0.429

Locality reen/Brown Iternative Use

S Sunder	lan Brown	Industrial
Area	Gross	19.048
	Net	14.286

Rate

£/m2

896.94

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Number 13 Units Area Density erage Unit Size Developed Density Total Cost Rate £/m2 Units/ha m2 m2/ha 92 12,417,646 Large Brown 150 150 3.75 40.00 13,849 3,693 896.68

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	19	72.00	1,368.00		887	1,213,416
	3	19.0	86.50	1,643.50		887	1,457,785
Semi	2	19	83.00	1,577.00		887	1,398,799
	3	38	97.00	3,686.00		887	3,269,482
Det	3	0	102.00	0.00		887	0
	4	19	115.00	2,185.00		887	1,938,095
	5	14	130.00	1,820.00		887	1,614,340
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	7	59.50	416.50	10%	999	457,692
	2	3	72.00	216.00	10%	999	237,362
Terrace	2	7.0	72.00	504.00		887	447,048
	3	5	86.50	432.50		887	383,628
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number Units Area Density erage Unit Size Developed Density Total Cost ha Units/ha m2 m2 m2/ha Large Brown 60 4,901,866 1.71 35.00 91 5,467 3,189

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	(
Terrace	2	8	72.00	576.00		887	510,912
	3	8	86.50	692.00		887	613,804
Semi	2	8.0	83.00	664.00		887	588,968
	3	15.0	97.00	1,455.00		887	1,290,585
Det	3	0	102.00	0.00		887	(
	4	8	115.00	920.00		887	816,040
	5	4	130.00	520.00		887	461,240
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	C
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	3	72.00	216.00		887	191,592
	3	2	86.50	173.00		887	153,451
Semi	2	0.0	83.00	0.00		887	C
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

S Sunde	rlan Brown	Industrial
Area	Gross	5.00
	Net	3.75

Locality 'een/Brown Iternative Use

S Sunder	rlan Brown	Industrial
Area	Gross	1.915
	Net	1.714

Rate

£/m2

896.71

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Number 15 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 93 Medium Brown 25 2,332 25 0.63 40.00 3,730 2,095,905 898.95

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	16	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Medium Brown 15		15	0.43	35.00	91	1,363	3,179	1,221,146

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	C
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

lan Brown	Industrial
Gross	0.711
Net	0.625
	Gross

Locality reen/Brown Iternative Use

Rate

£/m2 **896.25** 

Sundei	rlan Brown	Industrial
ea	Gross	0.478 0.429
	Net	0.429

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Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2 m2/ha £/m2 Small Green 7 702 3,009 622,674 0.23 30.00 100 887.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	18	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Green 4		4	0.16	25.00	106	424	2,650	376,088	887.00

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	C
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	C
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

Locality een/ Brown Iternative Use

S Sunde	Paddock	
Area	Gross	0.23
	Net	0.23

S Sunder	lan Green	Paddock
Area	Gross Net	0.160 0.160
	1100	0.100

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Number 19 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 130 130 2,600 Green Plot 0.05 20.00 115,310 887.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	20	Units	Area	Density e	rage Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 11		11	0.28	40.00	82	904	3,287	827,064	914.89

	Beds	No	m	2 Total		BCIS	COST
Market							0
Flat	1	0	59.5	0.00	10%	999	0
	2	0	72.0	0.00	10%	999	0
Terrace	2	1	72.0	0 72.00		887	63,864
	3	2	86.5	0 173.00		887	153,451
Semi	2	3	83.0	0 249.00		887	220,863
	3	3	97.0	0 291.00		887	258,117
Det	3	0	102.0	0.00		887	0
	4	0	115.0	0.00		887	0
	5	0	130.0	0.00		887	0
Flat 1 High*	1	0	58.0	0.00	10%	1,027	0
Flat 2 High*	2	0	70.0	0.00	10%	1,027	0
Flat 3 High*	3	0	84.0	0.00	10%	1,027	0
Affordable			İ				
Flat	1	2	59.5	0 119.00	10%	999	130,769
	2	0	72.0	0.00	10%	999	0
Terrace	2	0	72.0	0.00		887	0
	3	0	86.5	0.00		887	0
Semi	2	0	83.0	0.00		887	0
	3	0	97.0	0.00		887	0
Det	3	0	102.0	0.00		887	0
	4	0	115.0	0.00		887	0
	5	0	130.0	0.00		887	0
Flat 1 High*	1	0	59.5	0.00	10%	1,027	0
Flat 2 High*	2	0	72.0	0.00	10%	1,027	0
Flat 3 High*	3	0	86.5	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

S Sunde	rlan Green	Paddock
Area	Gross	0.050
	Net	0.050

S Sunder	rlan Brown	Industrial
Area	Gross	0.275
	Net	0.275
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Number 21 Units Area Density erage Unit Size Developed Density Total Cost Units/ha m2/ha 87 Small Brown 7 0.14 50.00 608 4,343 539,296

Rate £/m2 **887.00** 

Rate

£/m2

887.00

Locality 'een/Brown Iternative Use

S Sunderlan Brown Industrial

Area Gross 0.140
Net 0.140

	Beds	No	m2	Total		BCIS	cos
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	-
Terrace	2	2	72.00	144.00		887	127,72
	3	2	86.50	173.00		887	153,45
Semi	2	0	83.00	0.00		887	
	3	3	97.00	291.00		887	258,11
Det	3	0	102.00	0.00		887	
	4	0	115.00	0.00		887	
	5	0	130.00	0.00		887	
Flat 1 High*	1	0	58.00	0.00	10%	1,027	
Flat 2 High*	2	0	70.00	0.00	10%	1,027	
Flat 3 High*	3	0	84.00	0.00	10%	1,027	
Affordable							
Flat	1	0	59.50	0.00	10%	999	
	2	0	72.00	0.00	10%	999	
Terrace	2	0	72.00	0.00		887	
	3	0	86.50	0.00		887	
Semi	2	0	83.00	0.00		887	
	3	0	97.00	0.00		887	
Det	3	0	102.00	0.00		887	
	4	0	115.00	0.00		887	
	5	0	130.00	0.00		887	
Flat 1 High*	1	0	59.50	0.00	10%	1,027	
Flat 2 High*	2	0	72.00	0.00	10%	1,027	
Flat 3 High*	3	0	86.50	0.00	10%	1,027	

Number 22 Units Area Density erage Unit Size Developed Density Total Cost ha Units/ha m2 m2 m2/ha Small Brown 4 281,179 0.10 40.00 79 317 3,170

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1.027	0

S Sunder	rlan Brown	Industrial
Area	Gross	0.100
	Net	0.100

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Number 23 Density erage Unit Size Developed Total Cost Units Area Density Rate Units/ha m2 m2 m2/ha £/m2 Brown Plot 0.03 30.00 115 115 3,450 102,005 887.00

> Beds No Total BCIS COST m2 Market 59.50 0.00 10% 999 0.00 10% 72.00 999 Terrace 72.00 0.00 887 86.50 0.00 887 0.00 887 83.00 Semi 97.00 0.00 887 102.00 0.00 887 102,005 115.00 887 115.00 130.00 0.00 887 Flat 1 High\* 58.00 0.00 1,027 Flat 2 High\* 70.00 0.00 10% 1,027 84.00 0.00 10% 1,027 Flat 3 High\* Affordable 10% Flat 59.50 0.00 999 72.00 0.00 10% 999 Terrace 72.00 0.00 887 86.50 0.00 887 83.00 0.00 887 Semi 97.00 0.00 887 Det 102.00 0.00 887 0.00 887 115.00 130.00 0.00 887 Flat 1 High\* 59.50 0.00 10% 1,027 Flat 2 High\* 72.00 0.00 10% 1,027 Flat 3 High\* 86.50 0.00 10% 1,027

Number 24 Units Area Density erage Unit Size Developed Density Total Cost Rate ha Units/ha m2 m2 m2/ha £/m2 Urban Flats 75 75 0.50 150.00 5,167 10,333 5,836,595 1,129.70

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	C
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	0
Flat 1 High*	1	16	58.00	928.00	10%	1,027	1,048,362
Flat 2 High*	2	32	70.00	2,240.00	10%	1,027	2,530,528
Flat 3 High*	3	16	84.00	1,344.00	10%	1,027	1,518,317
Affordable							
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	11	59.50	654.50	10%	1,027	739,389
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	C

Locality 'een/Brown Iternative Use

S Sunde	rlan Brown	Industrial
Area	Gross	0.033
	Net	0.033

S Sunder	rlan Brown	Industrial
Area	Gross	0.680
	Net	0.500

Number 25 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 Urban Flats 20 67 20 0.27 75.00 1,340 5,025 1,472,526 1,098.90

	Beds	No	l mi	Total		BCIS	COST
Market	Beas	INO	m.	lotai		BCIS	COST
		_	50.50	207.50	100/	200	225.022
Flat	1	5	59.50		10%	999	326,923
	2	12	72.00		10%	999	949,450
Terrace	2	0	72.00			887	0
	3	0	86.50			887	0
Semi	2	0	83.00			887	0
	3	0	97.00			887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00			887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00		10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



S Sunde	rlan Brown	Industrial
Area	Gross	0.306
	Net	0.267



		Site 1 SSGA Chapel S Garth	Site 2 SGA North of Burdon Lane	Site 3 SSGA Cherry Knowle	Site 4 SSGA South Ryhope	Site 5 Large Green 350	Site 6 Large Green 175	Site 7 Large Green 175 LD	Site 8 Large Green 175	Site 9 Medium Green N	Site 10 Medium Green I 35 LD	Site 11 Medium Green 15	Site 12 Large Brown 500	Site 13 Large Brown 150	Site 14 Large Brown 60	Site 15 Medium Brown 25	Site 16 Medium Brown 15	Site 17 Small Green 7	Site 18 Small Green 4	Site 19 Green Plot	Site 20 Small Brown 9	Site 21 Small Brown 7	Site 22 Small Brown 4	Site 23 Brown Plot	Site 24 Urban Flats 75 U	Site 25 rban Flats 20
	Green/brown field Use Locality	Green Agricultural SSGA	Green Agricultural SSGA	Green Agricultural SSGA	Green Agricultural SSGA	Green Agricultural S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Green Paddock S Sunderland	Green Paddock S Sunderland	Green Paddock S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland	Brown Industrial S Sunderland						
Site Area Units	Gross ha Net ha	49.93 22.00 650	88.61 27.28 995	37.48 30.80 770	22.50 12.86 450	13.33 10.00 350	6.67 5.00 175	7.78 5.83 175	2.86 2.14 75	1.18 1.00 35	1.30 1.17 35	0.48 0.43 15	19.05 14.29 500	5.00 3.75 150	1.91 1.71 60	0.71 0.63 25	0.48 0.43 15	0.23 0.23 7	0.16 0.16 4	0.05 0.05 1	0.28 0.28 11	0.14 0.14 7	0.10 0.10 4	0.03 0.03 1	0.68 0.50 75	0.31 0.27 20
Average Unit	Size m2	126.42	104.94	120.57	102.46	92.06	92.60	91.50	92.19	93.83	94.09	90.83	92.10	92.32	91.11	93.26	90.83	100.29	106.00	130.00	82.18	86.86	79.25	115.00	68.89	67.00
Mix	Intermediate to Buy Affordable Rent Social Rent	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%	3.75% 11.25% 0.00%								3.75% 11.25% 0.00%	3.75% 11.25% 0.00%
Price	Market         £/m2           Intermediate to Buy £/m2           Affordable Rent         £/m2           Social Rent         £/m2	2,655.00 1,726 1,000 910	2,430.00 1,580 1,000 910	2,605.00 1,693 1,000 910	2,370.00 1,541 1,000 910	2,250.00 1,463 1,000 910	2,250.00 1,463 1,000 910	2,250.00 1,463 1,000 910	2,250.00 1,463 1,000 910	2,200.00 1,430 1,000 910	2,200.00 1,430 1,000 910	2,200.00 1,430 1,000 910	1,800.00 1,170 1,000 910	1,800.00 1,170 1,000 910	1,800.00 1,170 1,000 910	1,800.00 1,170 1,000 910	1,800.00 1,170 1,000 910	2,450.00 1,593 1,000 910	2,450.00 1,593 1,000 910	2,450.00 1,593 1,000 910	1,750.00 1,138 1,000 910	1,750.00 1,138 1,000 910	1,750.00 1,138 1,000 910	1,750.00 1,138 1,000 910	1,600.00 1,040 1,000 910	1,600.00 1,040 1,000 910
Grant and Sub	Affordable Rent £/unit Social Rent £/unit																									
Sales per Qua Unit Build Tim		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 Us Up Lift % Additional Up	%	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	20,000 20% 350,000	400,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%	50,000 20% 350,000	50,000 20% 350,000	50,000 20% 350,000	400,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%
Easements etc Legals / Acqui		0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Planning Fee	<50 £/unit >50 £/unit	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115
Architects QS / PM Planning Cons Other Profess		6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%
BCIS CfSH Energy Design	£/m2 % £/m2 £/m2	901 1.50%	892 1.50%	904 1.50%	893 1.50%	897 1.50%	897 1.50%	904 1.50%	897 1.50%	899 1.50%	904 1.50%	896 1.50%	897 1.50%	897 1.50%	897 1.50%	899 1.50%	896 1.50%	887 1.50%	887 1.50%	887 1.50%	915 1.50%	887 1.50%	887 1.50%	887 1.50%	1,130 1.50%	1,099 1.50%
Acc & Adpt Over-extra 3 Small Sites	£/m2 £/m2 %	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0 6%	8.0 13%	8.0 13%	8.0	8.0 6%	8.0 13%	8.0 13%	8.0	8.0
Site Costs Pre CIL s106 Post CIL s106 LIT	% £/Unit £/Unit £/m2 %	20.0% 1,000 1,000 0.00	20.0% 1,000 1,000 0.00 0.00%	20.0% 1,000 1,000 0.00 0.00%	20.0% 1,000 1,000 0.00 0.00%	15.0% 1,000 1,000 0.00 0.00%	10.0% 1,000 1,000 0.00 0.00%	5.0% 1,000 1,000 0.00 0.00%	5.0% 1,000 1,000 0.00 0.00%																	
Contingency Abnormals	% % £/site	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00% 10.00%	5.00% 10.00%	5.00% 10.00%	5.00% 10.00%	5.00% 10.00%	2.50%	2.50%	2.50%	5.00% 10.00%	5.00% 10.00%	5.00% 10.00%	5.00% 10.00%	5.00% 10.00%	5.00% 10.00%
FINANCE	Fees £ Interest % Legal and Valuation £	476,000 6.00%	488,000 6.00%	523,000 6.00%	207,000 6.00%	138,000 6.00%	101,000 6.00%	99,000 6.00%	56,000 6.00%	34,000 6.00%	34,000 6.00%	19,000 6.00%	36,000 6.00%	39,000 6.00%	30,000 6.00%	19,000 6.00%	11,000 6.00%	12,000 6.00%	8,000 6.00%	2,000 6.00%	7,000 6.00%	6,000 6.00%	4,000 6.00%	2,000 6.00%	51,000 6.00%	15,000 6.00%
SALES	Agents % Legals % Misc. £	3.00% 0.50%	3.00% 0.50% 0                       3.00% 0.50% 0																							
Developers Pr	rof % of costs (before interest) % of GDV	20%	0% 20%                                 0% 20%																							



COME																								
	Av Size m2	%	Number 650		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning app fe	alc	rate			Build Cost BCIS	/m2 901	1
rket Housing	134 R	85%	553		2.655		74 498		LAND	Land		/unit or m2 54.202	Total	25 220 002			No dwgs No dwgs under	dwgs 650 600	785	231,000		CfSH	14	1.50%
					2,000		,			Stamp Duty		54,202	1,751,049	35,230,982			No dwgs under No dwgs over f	600	385 115	69,000		Energy Design	0	
ad Ownership	78.5	4%	24		1,726	3,300,597	1,913			Easements etc Legals Acquisit	i.	1.50%	528.465	2 279 514					Total	300,000		Acc & Adpt Over-extra 3	8	
able Rent	78.5	11%	73		1,000	5,737,674	5,738			Leges August		1.50%	320,400	2,270,314								Small Sites	ō	0%
Rent	78.5	0%	0		910	0	0		PLANNING	Planning Fee			300,000				Stamp duty cal	lc - Residual				Site Costs	180 1,102	20%
and Subsidy	Shared Owners					0				Architects OS / PM		6.00%	5,608,888 467,407				Land payment			35,230,982				-
	Affordable Rent				0	0				Planning Consu	ultants	1.00%	934,815											
	Social Rent				0					Other Profession	onal	2.50%	2,337,037	9,648,146										
IREA - Net IREA - Gross	22.00 49.93		30	/ha /ha		206,829,349	82,148		CONSTRUCT	ION Build Cost - BC	ne passal	1,102	90,567,281						Total	1,751,049				
AREA - Gross	49.93	na	13	/na						s106 / CIL	IIS Based		650,000						I Otal	1,751,049				
per Quarter	0									Contingency Abnormals		2.50%	2,264,182	93.481.463			Stamp duty cal Land payment	lc - Add Profit		18.673.820				
Build Time	3	Quarters								Automaia				30,401,400			125,000	0%	1%	10,075,020				
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r osing balance =	0	FINANCE	Fees			476,000				250,000 500,000	1% 3%	3% 4%					
idual Land Value		35,230,982 998,600	1,601,408	705,607		RUN CII MACE				Interest Legal and Value		6.00%		476 000			1,000,000 above	3% 4% 5%	5% 5%					
	20%	199,720		4,000			nsing balance =	0		Legal and Valu	ation		0	476,000			above	5%	Total	933,691				
Plus /ha	350,000	17,475,500		350,000 374,000	1 1	Check on phasing		1	SALES	Agents		3.0%	6 204 880				Pre CIL s106	1,000 4	E/ Unit (all)			LIT	% GDV	
THE	any rineanou	10,075,020		574,000			rect			Legals		0.5%	1,034,147				1 10 012 3100	1,000	Total	650,000		Li.	0.00%	0
ional Profit		24,736,810	£/m2 332							Misc.				7,239,027	148,355,132		Post CIL s106	1,000	£/ Unit (all)					
ACHIEF FOR		24,130,010	552						Developers P	rofit % of costs (befo							CIL	0	£/m2					
										% of costs (befi % of GDV	ore interest)	0.00% 20.00%			41,365,870				Total	650,000				
DUAL CASH FLOW	FOR INTERES	IT																						
ME	ł	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
Started t Housing		38	38 11,563,171	38 11,563,171	38 11,563,171	38 11,563,171	46 11,563,171	46 13,997,522	46 13,997,522	46 13,997,522	46 13,997,522	46 13,997,522	46 13,997,522	46 13,997,522	46 13,997,522	46 13,997,522	13.997.522	0	0	0	0	0	0	0
d Ownership			192,958	192,958	192,958	192,958	192,958	233,581	233,581	233,581	233,581	233,581	233,581	233,581	233,581	233,581	233,581	0	0	0	o	ō	0	0
lable Rent Rent			335,433 0	335,433 0	335,433 0	335,433 0	335,433 0	406,051 0	406,051 0	406,051 0	406,051 0	406,051 0	406,051 0	406,051 0	406,051 0	406,051 0	406,051 0	0	0	0	0	0	0	0
and Subsidy			0	0	0	0	0	0	ō	ō	0	ō	0	0	0	0	0	0	ō	ō	ō	ō	ō	0
INCOME		0	12,091,562	12,091,562	12,091,562	12,091,562	12,091,562	14,637,154	14,637,154	14,637,154	14,637,154	14,637,154	14,637,154	14,637,154	14,637,154	14,637,154	14,637,154	ď		U	•	0	0	0
NDITURE Duty		1,751,049																						
ents etc.		0																						
Acquisition		528,465																						
ig Fee cts		300,000 5.608.888																						
icts		5,608,888 467,407		0																				
ng Consultants Professional		934,815		ó										1										
		2,337,037		0																				
Cost - BCIS Base			5,294,703 38,000	38.000	38.000	38.000	5,294,703 38.000	46,000	46.000	46,000	46.000	6,409,377 46,000	46,000	46.000	6,409,377	46.000	46,000	0	0	0	0	0	0	0
ngency			132,368	132,368	132,368	132,368	132,368	160,234	160,234	160,234	160,234	160,234	160,234	160,234	160,234	160,234	160,234	0	0	0	0	0	0	0
mals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
e Fees																								
and Valuation	l.	476,000																						
		0																						
and Valuation		476,000 0 0	362,747 60,458	362,747 60,458	362,747 60,458	362,747 60,458	362,747 60,458	439,115 73,186	439,115 73,186	439,115 73,186	439,115 73,186	439,115 73,186	439,115 73,186	439,115 73,186	439,115 73,186	439,115 73,186	439,115 73,186	0	0	0	0	0	0	0
	INT AND PROF	0	60,458	60,458 0	60,458	60,458	60,458	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	0	0	0 0	0	0 0	0 0	0
s :	INT AND PROF	0							439,115 73,186 7,127,912	439,115 73,186 7,127,912		439,115 73,186 <b>7,127,912</b>	439,115 73,186 <b>7,127,912</b>		439,115 73,186 <b>7,127,912</b>			0	0	0 0	0	0 0	0 0	0
S BEFORE LAND I	INT AND PROF	0 0 0 12,403,660	60,458 5,888,275	60,458 0 5,888,275	60,458 5,888,275	60,458 5,888,275	60,458 5,888,275	73,186 7,127,912	73,186 7,127,912	73,186 7,127,912	73,186 7,127,912	73,186	73,186	73,186	73,186	73,186	73,186 7,127,912	0	0	0	0	0	0	0
S BEFORE LAND I	Land	0 0 0 12,403,660	60,458 5,888,275	60,458 0	60,458 5,888,275	60,458 5,888,275	60,458	73,186 7,127,912	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	0 0	0 0	0 0	0	0	0 0	0
S BEFORE LAND I	Land	0 0 0 12,403,660	60,458 5,888,275	60,458 0 5,888,275	60,458 5,888,275	60,458 5,888,275	60,458 5,888,275	73,186 7,127,912	73,186 7,127,912	73,186 7,127,912	73,186 7,127,912	73,186	73,186	73,186	73,186	73,186 7,127,912	73,186 7,127,912	0	0 0	0	0	0	0	0
S BEFORE LAND I	Land Interest Profit on Costs Profit on GDV	0 0 0 12,403,660 35,230,982	60,458 5,888,275 2,858,079	60,458 0 5,888,275 2,657,366	60,458 5,888,275 2,444,611	60,458 5,888,275 2,219,090	60,458 5,888,275 1,980,038	73,186 7,127,912 1,726,643	73,186 7,127,912 1,379,687	73,186 7,127,912 1,011,914	73,186 7,127,912 622,074	73,186 7,127,912 208,844	73,186 7,127,912 0	73,186 7,127,912 0	73,186 7,127,912 0	73,186 7,127,912 0	73,186 7,127,912 0	0	0	0	0	0	0	0
S BEFORE LAND I	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Baland	0 0 0 12,403,660 35,230,982	5,888,275 5,888,275 2,858,079 3,345,209	60,458 0 5,888,275 2,657,366	5,888,275 2,444,611 3,758,676	5,888,275 5,888,275 2,219,090 3,984,197	5,888,275 1,980,038 4,223,249	73,186 7,127,912 1,726,643 5,782,599	73,186 7,127,912 1,379,687 6,129,555	73,186 7,127,912 1,011,914 6,497,328	73,186 7,127,912 622,074 6,887,168	73,186 7,127,912 208,844 7,300,398	73,186 7,127,912 0 7,509,242	73,186 7,127,912 0 7,509,242	73,186 7,127,912 0 7,509,242	73,186 7,127,912 0 7,509,242	73,186 7,127,912 0 7,509,242	0	0	0	0	0	0	0
S BEFORE LAND I	Land Interest Profit on Costs Profit on GDV Cash Flow	0 0 0 12,403,660 35,230,982	60,458 5,888,275 2,858,079	60,458 0 5,888,275 2,657,366	60,458 5,888,275 2,444,611	60,458 5,888,275 2,219,090	60,458 5,888,275 1,980,038	73,186 7,127,912 1,726,643	73,186 7,127,912 1,379,687	73,186 7,127,912 1,011,914	73,186 7,127,912 622,074	73,186 7,127,912 208,844	73,186 7,127,912 0	73,186 7,127,912 0	73,186 7,127,912 0	73,186 7,127,912 0	73,186 7,127,912 0	0	0	0	0	0	0	0
S BEFORE LAND I	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balans Closing Balans	0 0 12,403,660 35,230,982 -47,634,642 0 -47,634,642	60,458 5,888,275 2,858,079 3,345,209 -44,289,433	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836	60,458 5,888,275 2,219,090 3,984,197 -33,000,639	60,458 5,888,275 1,980,038 4,223,249 -28,777,390	73,186 7,127,912 1,726,643 5,782,599 -22,994,791	73,186 7,127,912 1,379,687 6,129,555 -16,865,236	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740	73,186 7,127,912 208,844 7,300,398 3,819,658	73,186 7,127,912 0 7,509,242 11,328,900	73,196 7,127,912 0 7,509,242 18,838,143	73,186 7,127,912 0 7,509,242 26,347,385	73,186 7,127,912 0 7,509,242 33,856,628	73,186 7,127,912 0 7,509,242 41,365,870	0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 0 -47,634,642	5,888,275 5,888,275 2,858,079 3,345,209	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836	5,888,275 5,888,275 2,219,090 3,984,197	60,458 5,888,275 1,980,038 4,223,249 -28,777,390	73,186 7,127,912 1,726,643 5,782,599 -22,994,791	73,186 7,127,912 1,379,687 6,129,555	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740	73,186 7,127,912 208,844 7,300,398	73,186 7,127,912 0 7,509,242 11,328,900	73,196 7,127,912 0 7,509,242 18,838,143	73,186 7,127,912 0 7,509,242	73,186 7,127,912 0 7,509,242 33,856,628	73,186 7,127,912 0 7,509,242 41,365,870	0 0 0 41,365,870	0	0 0 41,365,870	0 0 0 0 41,365,870	0	0 0 41,365,870	0
S BEFORE LAND I	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balans Closing Balans	0 0 12,403,660 35,230,982 -47,634,642 0 -47,634,642	60,458 5,888,275 2,858,079 3,345,209 44,289,433 Year 2	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836	60,458 5,888,275 2,219,090 3,984,197 -33,000,639	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6	73,186 7,127,912 1,726,643 5,782,599 -22,994,791	73,186 7,127,912 1,379,687 6,129,555 -16,865,236	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740	73,186 7,127,912 208,844 7,300,398 3,819,658	73,186  7,127,912  0  7,509,242  11,328,900  Year 12	73,196 7,127,912 0 7,509,242 18,838,143	73,186  7,127,912  0  7,509,242  26,347,385	73,186 7,127,912 0 7,509,242 33,856,628	73,186 7,127,912 0 7,509,242 41,365,870	0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I S BEFORE LAND I S BEFORE LAND I FLOW FOR CIL ALE ME	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 0 -47,634,642 0 FIT Year 1 0	60,458 5,888,275 2,858,079 3,345,209 44,289,433 Year 2	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836 Year 4	60,458 5,888,275 2,219,090 3,984,197 -33,000,639	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 Year 7	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740 Year 10	73,186  7,127,912  208,844  7,300,398  3,819,658	73,186  7,127,912  0  7,509,242  11,328,900  Year 12	73,186  7,127,912  0  7,509,242  18,838,143  Year 13	73,186  7,127,912  0  7,509,242  26,347,385	73,186 7,127,912 0 7,509,242 33,856,628 Year 15	73,186 7,127,912 0 7,509,242 41,365,870 Year 16	0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 0-47,634,642 OFIT Year 1	60,458 5,888,275 2,858,079 3,345,209 44,289,433 Year 2	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836 Year 4	60,458 5,888,275 2,219,090 3,984,197 -33,000,639	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 Year 7	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740 Year 10	73,186  7,127,912  208,844  7,300,398  3,819,658	73,186  7,127,912  0  7,509,242  11,328,900  Year 12	73,186  7,127,912  0  7,509,242  18,838,143  Year 13	73,186  7,127,912  0  7,509,242  26,347,385	73,186 7,127,912 0 7,509,242 33,856,628 Year 15	73,186 7,127,912 0 7,509,242 41,365,870 Year 16	0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND II S BEFORE LAND II S BEFORE LAND II FLOW FOR CIL AL  BNCOME NDOTURE	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 0,47,634,642 OFIT Year 1 0	60,458 5,888,275 2,858,079 3,345,209 44,289,433 Year 2	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836 Year 4	60,458 5,888,275 2,219,090 3,984,197 -33,000,639	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 Year 7	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740 Year 10	73,186  7,127,912  208,844  7,300,398  3,819,658	73,186  7,127,912  0  7,509,242  11,328,900  Year 12	73,186  7,127,912  0  7,509,242  18,838,143  Year 13	73,186  7,127,912  0  7,509,242  26,347,385	73,186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154	73,186 7,127,912 0 7,509,242 41,385,870 Year 16 14,837,154	0 0 0 0 41,365.870 Year 17 0 0	0 0 41,365,870	0 0 41,365,870	0 0 0 41,365,870 Year 20	0 0 41,365,870	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I S BEFORE LAND I S BEFORE CLAND II FLOW FOR CLL AL  RE  NCOME NDUY DOING	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12.403,660 35,230,982 -47,634,642 OFIT Year 1 0 18,673,820 933,691	60,458 5,888,275 2,858,079 3,345,209 44,289,433 Year 2	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836 Year 4	60,458 5,888,275 2,219,090 3,984,197 -33,000,639	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 Year 7	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740 Year 10	73,186  7,127,912  208,844  7,300,398  3,819,658	73,186  7,127,912  0  7,509,242  11,328,900  Year 12	73,186  7,127,912  0  7,509,242  18,838,143  Year 13	73,186  7,127,912  0  7,509,242  26,347,385	73,186 7,127,912 0 7,509,242 33,856,628 Year 15	73,186 7,127,912 0 7,509,242 41,365,870 Year 16	0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 0 0 41,365,870	0 0 41,365,870	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I S BEFORE LAND I S BEFORE CAND I FLOW FOR CIL AE  RCOME NOOME NOTURE Day Acquisition	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 -47,634,642 OFIT Year 1 18,673,820 933,691 0,280,107	60,458 5,888,275 2,858,079 2,858,079 3,345,209 -44,299,433 Year 2 12,091,562	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512 Year 3 12,091,562	5,888,275  2,444,611  3,758,676  36,984,836  Year 4  12,091,562	60,458 5,888,275 2,219,090 3,984,197 33,000,639 Year 5 12,091,562 0 0	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6 12,091,542	73,186 7,127,912 1,726,643 1,726,643 5,782,599 -22,994,791 Year 7 14,637,154	73,196 7,127,912 1,379,687 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154	73,186 7,127,912 1,011,914 1,011,914 6,497,328 -10,367,908 Year 9 14,637,154	73,186  7,127,912  622,074  6,887,168  3,480,740  Year 10  14,637,154	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658 Year 11 14,637,154	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0	73,186 7,127,912 0 7,509,242 18,838,143 Year 13 14,637,154	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 14,637,154	73,186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154	73,186 7,127,912 0 7,509,242 41,365,870 Year 16 14,837,154	0 0 41,365,870 Year 17 9	0 0 0 41,365,870 Year 18	0 0 0 41,365,870 Year 19 0	0 0 0 0 41,365,870 Year 20 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 21 0	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I S BEFORE LAND I S BEFORE LAND I FLOW FOR CR. AC NOTINE NOTINE Doby Acquisition To Fee	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 0-47,634,642 OPIT Year 1 0 18,673,820 933,691 0 0 280,100 280,000	60,458 5,888,275 2,858,079 3,345,209 44,289,433 Year 2	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512	60,458 5,888,275 2,444,611 3,758,676 -36,984,836 Year 4	60,458 5,888,275 2,219,090 3,984,197 -33,000,639	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 Year 7	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8	73,186 7,127,912 1,011,914 6,497,328 -10,367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740 Year 10	73,186  7,127,912  208,844  7,300,398  3,819,658	73,186  7,127,912  0  7,509,242  11,328,900  Year 12	73,186  7,127,912  0  7,509,242  18,838,143  Year 13	73,186  7,127,912  0  7,509,242  26,347,385	73,186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154	73,186 7,127,912 0 7,509,242 41,385,870 Year 16 14,837,154	0 0 0 0 41,365.870 Year 17 0 0	0 0 41,365,870	0 0 41,365,870	0 0 0 41,365,870 Year 20	0 0 41,365,870	0 0 41,365,870	0 0 41,365,870
S REFORE LAND I S REFORE LAND I S REFORE CAND I FLOW FOR CE. AC ME NCOME NCOME DUCY HORS SEC. Acquisition 39 Fee Cod	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 0-47,634,642 OFIT Year 1 0 18,673,820 933,691 0 0 280,107 300,000 5,608,888	60,458 5,888,275 2,858,079 2,858,079 3,345,209 -44,299,433 Year 2 12,091,562	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512 Year 3 12,091,562	5,888,275  2,444,611  3,758,676  36,984,836  Year 4  12,091,562	60,458 5,888,275 2,219,090 3,984,197 33,000,639 Year 5 12,091,562 0 0	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6 12,091,542	73,186 7,127,912 1,726,643 1,726,643 5,782,599 -22,994,791 Year 7 14,637,154	73,196 7,127,912 1,379,687 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154	73,186 7,127,912 1,011,914 1,011,914 6,497,328 -10,367,908 Year 9 14,637,154	73,186  7,127,912  622,074  6,887,168  3,480,740  Year 10  14,637,154	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658 Year 11 14,637,154	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0	73,186 7,127,912 0 7,509,242 18,838,143 Year 13 14,637,154	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 14,637,154	73,186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154	73,186 7,127,912 0 7,509,242 41,365,870 Year 16 14,837,154	0 0 41,365,870 Year 17 9	0 0 0 41,365,870 Year 18	0 0 0 41,365,870 Year 19 0	0 0 0 0 41,365,870 Year 20 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 21 0	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I SIGNAL Valuation FLOW FOR CIL AE E NCOME Duty erra etc. Acquisition og Fee cits g Consultants	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 -47,634,642 -47,634,642 OFIT Year 1 18,673,820 933,691 0 280,107 300,000	60,458 5,888,275 2,858,079 2,858,079 3,345,209 -44,299,433 Year 2 12,091,562	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512 Year 3 12,091,562	5,888,275  2,444,611  3,758,676  36,984,836  Year 4  12,091,562	60,458 5,888,275 2,219,090 3,984,197 33,000,639 Year 5 12,091,562 0 0	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6 12,091,542	73,186 7,127,912 1,726,643 1,726,643 5,782,599 -22,994,791 Year 7 14,637,154	73,196 7,127,912 1,379,687 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154	73,186 7,127,912 1,011,914 1,011,914 6,497,328 -10,367,908 Year 9 14,637,154	73,186  7,127,912  622,074  6,887,168  3,480,740  Year 10  14,637,154	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658 Year 11 14,637,154	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0	73,186 7,127,912 0 7,509,242 18,838,143 Year 13 14,637,154	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 14,637,154	73,186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154	73,186 7,127,912 0 7,509,242 41,365,870 Year 16 14,637,154	0 0 41,365,870 Year 17 9	0 0 0 41,365,870 Year 18	0 0 0 41,365,870 Year 19 0	0 0 0 0 41,365,870 Year 20 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 21 0	0 0 41,365,870	0 0 41,365,870
E BEFORE LAND I SIGNAI Valuation FLOW FOR CIL AL E MCOME  NCOME  DDT VICTOR CIL AL CONTROL CIL AL CONTROL CIL AL CONTROL CIL AL CONTROL CIL CIL CIL CIL CIL CIL CIL CIL CIL CI	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,962 -47,634,642 0-47,634,642 0-67 Year 1 0 18,673,820 933,691 0 200,107 300,000 5,608,888 467,407 934,815	60,458 5,888,275 2,858,079 2,858,079 3,345,209 -44,299,433 Year 2 12,091,562	60,458 0 5,888,275 2,657,366 3,545,921 -40,743,512 Year 3 12,091,562	5,888,275  2,444,611  3,758,676  36,984,836  Year 4  12,091,562	60,458 5,888,275 2,219,090 3,984,197 33,000,639 Year 5 12,091,562 0 0	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6 12,091,542	73,186 7,127,912 1,726,643 1,726,643 5,782,599 -22,994,791 Year 7 14,637,154	73,196 7,127,912 1,379,687 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154	73,186 7,127,912 1,011,914 1,011,914 6,497,328 -10,367,908 Year 9 14,637,154	73,186  7,127,912  622,074  6,887,168  3,480,740  Year 10  14,637,154	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658 Year 11 14,637,154	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0	73,186 7,127,912 0 7,509,242 18,838,143 Year 13 14,637,154	73,186  7,127,912  0  7,509,242  26,347,385  Vear 14  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,186  7,127,912  0  7,509,242  33,856,628  Year 15  14,637,154	73,186 7,127,912 0 7,509,242 41,365,870 Year 16 14,637,154	0 0 41,365,870 Year 17 9	0 0 0 41,365,870 Year 18	0 0 0 41,365,870 Year 19 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 21 0	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I S BEFORE LAND I SIGNAL Valuation  FLOW FOR CR. At A  E  NCOME  NCOME  NCOME  OF FIG.	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 47,634,642 0 18,673,820 933,691 0 18,673,820 933,691 0 5,603,883 64,642 934,642 935,037	60,458 5,886,275 2,856,079 3,345,209 -44,289,433 Year 2 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 0 5,888,275 2,657,366 3,545,921 40,743,512 Year 3 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,888,275 2,444,611 3,758,676 -36,964,836  Year 4 12,091,562 0 0 0 0 0 5,294,703	0,458 5,888,275 2,219,090 3,984,197 -33,000,639 Year 5 12,091,562 0 0 0 0 0 0 0 0 0 0 1,864,121	60,458 5,885,275 1,980,038 4,223,249 4,223,249 28,777,390 Year 6 12,091,562 0 0 0 0 0 0 0 0 0 0 0 1,549,173	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 14,637,154 0 0 0 0 0 0 0,409,377	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  1,011,914  1,011,914  6,497,328  10,367,908  Year 9  14,637,154  0  0  0  0  0  0  1,011,914  1,0367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740  Year 10 14,637,154  0 0 0 0 0 0 0 0 6,409,377	73,186  7,127,912  208,844  7,300,398  3,819,668  Year 11  14,637,154	73,186 7,127,912 0 7,509,242 11,328,000 Year 12 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  0  7,509,242  18,838,143  Year 13  14,637,154  0  0  0  0  0  0  0  0  0  0  1,6409,377	73,186  7,127,912  0  7,500,242  26,347,385  Year 14  14,637,154  0  0  0  0  0  0  0  0  0  0  0  1,640,9377	73.186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154 0 0 0 0 0 6,409,377	73,186 7,127,912 0 7,509,242 41,385,870  Year 16 14,637,154 0 0 0 0 0 0 0 0 6,409,377	0 0 0 41,365,870 Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 18 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41.365,870 Vear 21 0 0 0 0 0	0 0 41.365.870 Vear 22 0 0 0 0	0 0 41,365,870
S BEFORE LAND I SIGNAL Valuation   FLOW FOR CE. AC   SIGNAL Valuation   FLOW FOR CE. AC   SIGNAL VALUE   SIGNAL	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 0 12,403,660 35,230,982 -47,634,642 0 -47,634,642 0 933,691 0 280,107 300,007 300,	60,458 5,888,275 2,858,079 3,345,209 -44,289,433 Year 2 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 0 5,889,275 2,657,366 3,545,921 40,743,512 Year 3 12,991,562 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,888,275 2,444,611 3,758,676 36,964,836 Year 4 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0	60.458 5,888,275 2,219,090 3,984,197 33,000,639 Year 5 0 0 0 0 0 0 0 0 0 5,294,703	60,458 5,886,275 1,980,038 4,223,249 -28,777,390 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,726,643 5,782,599 -22,994,791  Year 7 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 4,409,377	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,196  7,127,912  1,011,914  1,011,914  6,497,328  -10,367,908  Year 9  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 622,074 6,887,168 -3,480,740 Vear.10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 208,844 7,300,398 3,819,658 Vear 11 14,637,154	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  0  7,500,242  7,500,242  18,838,143  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 0 7,509,242 26,347,385 Year 14 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 46,409,377	73,186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,509,242 41,386,870  Year 16 14,637,154	0 0 0 41,365,870 Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 41,365,870 Year 18	0 0 41,365,870 Year 19 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 41,365,870 Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870	0 0 41,365,870
S BEFORE LAND I SIGNAL Valuation   FLOW FOR CR. AC   RESERVE   RES	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 47,634,642 0 47,634,642 47,634,642 0 933,691 0 933,691 0 300,000 5,608,884 467,407 934,815 2,337,937 0 1,649,121	60,458 5,888,275 2,855,079 3,345,209 -44,289,433 Year 2 12,091,562 0 0 0 0 0 0 1,562,121 38,000	60,458 0 5,888,275 2,657,366 3,545,921 40,743,512 Year 3 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,888,275 2,444,611 3,758,676 36,964,836 Year 4 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,886,275 2,219,090 2,219,090 3,384,197 33,000,639 Year 5 12,091,562 0 0 0 0 0 0 0 0 5,294,703 1,669,121	60,458 5,889,275 1,980,038 4,223,249 -28,777,390  Year 6 12,091,562 0 0 0 0 0 0 5,294,703 5,681,22 8,000	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 14,637,154 0 0 0 0 0 0 0,409,377	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  1,011,914  1,011,914  6,497,328  10,367,908  Year 9  14,637,154  0  0  0  0  0  0  0  0  0  6,409,377  1,569,121	73,186 7,127,912 622,074 6,887,168 -3,480,740  Year 10 14,637,154 0 0 0 0 0 0 0 6,409,377 1,660,121	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658 Year 11 14,637,154 0 0 0 0 0 0 0 0 0 0 0 6,440,377	73,186 7,127,912 0 7,509,242 11,328,900 Vear 12 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,500,242 18,838,143 Year 13 14,637,154 0 0 0 0 0 0 0 0 0 0 6,400,377	73,186  7,127,912  0  7,500,242  26,347,385  Year 14  14,637,154  0  0  0  0  0  0  0  0  0  0  0  1,640,9377	73.186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154 0 0 0 0 0 6,409,377	73,186 7,127,912 0 7,509,242 41,365,870 Year 16 14,637,154 0 0 0 0 0 0 6,409,377	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 18 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41.365,870 Vear 21 0 0 0 0 0	0 0 41.365.870 Vear 22 0 0 0 0	0 0 41,365,870
S BEFORE LAND I S BEFORE LAND I S BEFORE LAND I S BEFORE CR AC  FLOW FOR CR AC  E  NOTICE  NOTICE  LOS y C. Acquision I g Fee cts  CS Profession I g Onceilarts Profession II L 106 gency Genery II L 106 gency II L 106 gency	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 47,634,642 0 47,634,642 47,634,642 0 933,691 0 933,691 0 300,000 5,608,884 467,407 934,815 2,337,937 0 1,649,121	60,468 5,886,275 2,856,079 3,345,209 -44,289,433 Year 2 12,091,662 0 0 0 0 0 0 5,294,703 1,649,121 38,000	60,458 0 5,888,275 2,657,366 3,545,921 40,743,512 Year 3 12,091,662 0 0 0 0 0 0 0 0 0 0 1,545,921 1,54	60,458 5,888,275 2,444,611 3,758,676 36,994,836 Year 4 12,091,542 0 0 0 0 0 0 0 0 0 1,549,121 38,000 132,388	60,458 5,886,275 2,219,090 3,094,197 33,000,639 Year 5 12,091,692 0 0 0 0 0 0 1,5,294,703 1,669,121 38,000 132,368	60,458 5,885,275 1,980,038 4,223,249 28,777,390 Year 6 12,091,652 0 0 0 0 0 0 0 0 0 0 1,549,121 38,000 12,386,121 12,3	73,186 7,127,912 1,726,643 5,782,599 -22,994,791 Year 7 14,637,154 0 0 0 0 0 0 0 0 0 0 1,6409,71 1,649,121 46,000	73,186 7,127,912 1,379,667 6,129,555 -16,865,236 Year 8 14,637,154 0 0 0 0 0 0 6,409,377 1,649,121 46,000	73,186  7,127,912  1,011,914  1,011,914  6,497,328  10,367,908  Year 9  14,637,154  0  0  0  0  0  1,011,914  1,0367,908	73,186 7,127,912 622,074 6,887,168 -3,480,740  Year 10 14,637,154  0 0 0 0 0 0 0 1,640,937 1,649,121 4,600,160,234	73,186  7,127,912  208,844  7,300,398  3,819,658  Year 11  14,637,154  0  0  0  0  0  0  0  1,540,121  46,000	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0 0 0 0 0 0 6,409,37 1,649,121 46,000	73,186  7,127,912  0  7,509,242  18,838,143  Year 13  14,637,154  0  0  0  0  0  0  6,409,377  1,649,121  46,000	73,186  7,127,912  0  7,509,242  26,347,385  Year 14  14,637,154  0  0  0  0  0  0  6,409,377  1,649,121  46,000	73,186 7,127,912 0 7,509,242 33,856,628 Year 15 14,637,154 0 0 0 0 0 0 6,409,37 1,649,121 46,000	73,186 7,127,912 0 7,509,242 41,365,870 Year 16 14,637,154 0 0 0 0 0 0 0 6,409,377	0 0 0 41,365,870 Year 17 0 0 0 0 0 0	0 0 41,365,870 Year 18 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41.365,870 Vear 21 0 0 0 0 0	0 0 41.365.870 Vear 22 0 0 0 0	0 0 41,365,870
S BEFORE LAND II	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 12,403,660 35,230,982 47,634,642 0 47,634,642 0 18,673,820 933,691 0 280,107 300,007 300,007 300,008 407,407 504,815 2,357,037 0 1,5649,121	60,468 5,888,275 2,858,079 3,345,209 -44,289,433 Year 2 12,091,562 0 0 0 0 5,294,703 1,693,121 389,020	60,458 0 5,888,275 2,657,366 3,545,921 40,743,512 Year 3 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,888,275 2,444,611 3,758,676 -36,964,836 Vear 4 12,091,542 0 0 0 0 0 5,294,703 1,669,121 38,000 132,368 0	0,458 5,886,275 2,219,090 3,384,197 33,000,639 Year 5 12,091,662 0 0 0 0 0 5,294,703 1,669,121 3,668	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Vear 6 12,091,542 0 0 0 0 0 5,294,703 1,669,121 38,000 132,968	73,186 7,127,912 1,726,643 5,782,599 -22,994,791  Vear 7 14,637,154 0 0 0 0 0 0 0 6,409,377 5,664,020 160,224 0	73,186 7,127,912 1,379,687 6,129,555 16,865,236 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,011,914 1,011,914 6,497,328 10,367,908 Year 9 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 622,074 6,887,168 3,480,740 Vear 10 14,637,154 0 0 0 0 0 6,409,377 1,669,121 46,000 16,234 0 0	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658  Year 11 14,637,154 0 0 0 0 0 0 0 6,400,377 1,646,121 46,000 160,234 0	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0 0 0 0 0 0 6,409,377 5,640,321 460,020 160,224 0	73,186  7,127,912  0  7,509,242  18,838,143  Year 13  14,637,154  0  0  0  0  0  6,409,377  1,669,123  46,000  160,234  0	73,186 7,127,912 0 7,509,242 26,347,385 Year 14 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,509,242 33,866,628 Year 15 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,196 7,127,912 0 7,509,242 41,366,870 Vealer 16 14,637,154 0 0 0 0 0 0 6,409,377 46,000 160,234	0 0 0 41,365,870 Year 17 0 0 0 0 0 0 0 0	0 0 0 0 41,365,870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 41,365,870 Year 20 0 0 0 0 0	0 0 41,365,870 Year 21 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0	0 0 41,365,870
S BEFORE LAND II S BEFORE CAND II S BEFORE CAND II FLOW FOR CR. AC ACQUIRION NOTICE NO	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 0 0 12,403,669 35,230,982 37,634,642 OFIT Year 1 0 933,691 0 0 5,000,888 467,407 0 944,815 0 0 1,649,121 0 0 476,000 476,000 476,000 476,000 476,000 476,000 476,000 476,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,468 5,888,275 2,858,079 3,345,209 -44,289,433 Year 2 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 0 5,888,275 2,667,366 3,545,921 40,743,512 Year 3 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,868,275 2,444,611 3,756,676 36,904,836 Year 4 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0.458 5.886.275 2.219.090 3.984.197 33.000.639 Year 5 0 0 0 0 0 0 5.204.703 1568.21 3.000 30.747	60,458 5,869,275 1,980,038 4,223,249 -28,777,390 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,726,643 1,726,643 5,762,599 22,994,791 Year 7 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  1,011,914  1,011,914  6,497,328  10,367,908  Year 9  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,156 7,127,912 6,287,168 6,287,168 3,480,740 Year 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658  Vear 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,150,242  7,502,342  11,228,000  Year 12  14,537,154  0  0  0  0  0  0  0  0  0  0  0  0  420,115	73,186  7,127,912  0  7,509,242  18,838,143  Year 13  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,127,912  0  7,509,242  33,866,628  Veer 15  14,637,154  0  0  0  0  0  0  0  0  0  0  0  400,115	73.196 7.127,912 0 7.509,242 41.365,870 Year 16 14.637,154 0 0 0 0 6.409,377 46,000 430,115	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 41,365,870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 21 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0	0 0 41,365,870
S BEFORE LAND II S BEFORE CAND II S BEFORE CAND II FLOW FOR CR. AC ACQUIRION NOTICE NO	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc Closing Balanc	0 0 0 0 12,403,669 35,230,982 37,634,642 OFIT Year 1 0 933,691 0 0 5,000,888 467,407 0 944,815 0 0 1,649,121 0 0 476,000 476,000 476,000 476,000 476,000 476,000 476,000 476,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0,468 5,888,275 2,858,079 3,345,209 -44,289,433 Year 2 12,091,562 0 0 0 0 0 0 0 0 1,528,703 12,548 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 0 7.5,888,275 2,657,366 3,545,921 40,743,512 Year 3 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,888,275 2,444,611 3,758,676 -36,984,836 Year 4 12,091,542 0 0 0 0 0 0 1,5294,703 1,649,121 38,000 122,368 0 0	60,458 5,886,275 2,219,090 3,984,197 33,000,639 Year 5 12,091,642 0 0 0 0 0 5,294,703 132,388	60,458 5,888,275 1,980,038 4,223,249 -28,777,390 Year 6 12,091,562 0 0 0 0 0 0 1,528,773 38,000 12,386,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,726,643 5,782,599 22,994,791 Year 7 14,637,154 0 0 0 0 0 0 0 0 1,640,37,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154 0 0 0 0 0 0 1,549,121 46,000 16,409,121 46,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  1,011,914  1,011,914  6,497,328  10,367,908  Year 9  14,637,154  0  0  0  0  0  0  1,549,321  46,000  16,499,321  46,000  0  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 622,074 6,887,168 -3,480,740  Year 10 0 0 0 0 0 6,409,7154 16,627,154 16,023 16,023 0 0 0	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658 Year 11 14,637,154 0 0 0 0 0 0 0 1,549,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,509,242 11,328,900 Year 12 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  0  7,509,242  18,618,143  Year 13  14,637,154  0  0  0  0  0  0  1,6409,371  1,648,121  46,000  10  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 0 7,509,242 26,347,385 Year 14 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,509,242 33,866,628 Year 15 14,637,154 0 0 0 0 0 0 0 1,6409,121 46,000	73,196 7,127,912 0 7,509,342 41,365,870 Vear 16 14,637,154 0 0 0 0 0 0 6,409,377	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 41,365,870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 1 141365.870 9 0 0 0 0 0	0 0 41,365,870 Year 21 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0	0 0 41,365,870
S BEFORE LAND II S BEFORE LAND II S BEFORE CAN DE SENDE SEND	Land Inferent Profit or Costs Profit or GDV Cash Flow Opering Balance Closing Balance DDITIONAL PRI As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,468 5,888,275 2,858,079 3,345,209 -44,289,433 Year 2 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 0 5,888,275 2,667,366 3,545,921 40,743,512 Year 3 12,991,562 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,868,275 2,444,611 3,756,676 36,904,836 Year 4 12,091,562 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0.458 5.886.275 2.219.090 3.984.197 33.000.639 Year 5 0 0 0 0 0 0 5.204.703 1568.21 3.000 30.747	60,458 5,869,275 1,980,038 4,223,249 -28,777,390 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,726,643 1,726,643 5,762,599 22,994,791 Year 7 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,379,687 6,129,555 -16,865,236 Year 8 14,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  1,011,914  1,011,914  6,497,328  10,367,908  Year 9  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,156 7,127,912 6,287,168 6,287,168 3,480,740 Year 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 208,844 208,844 7,300,398 3,819,658  Vear 11 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,150,242  7,502,342  11,228,000  Year 12  14,537,154  0  0  0  0  0  0  0  0  0  0  0  0  420,115	73,186  7,127,912  0  7,509,242  18,838,143  Year 13  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,127,912  0  7,509,242  33,866,628  Veer 15  14,637,154  0  0  0  0  0  0  0  0  0  0  0  400,115	73.196 7.127,912 0 7.509,242 41.365,870 Year 16 14.637,154 0 0 0 0 6.409,377 46,000 430,115	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 41,365,870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 1 141365.870 9 0 0 0 0 0	0 0 41,365,870 Year 21 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0	0 0 41,365,870
S BEFORE LAND IV S BEFORE LAND IV S BEFORE LAND IV S BEFORE LAND IV S BEFORE CAL ACL NOTURE  NOTURE  NOTURE  NOTURE  NOTURE  NODE  N	Land Inferent Profit or Costs Profit or GDV Cash Flow Opering Balance Closing Balance DDITIONAL PRI As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,468 5,886,275 2,856,079 3,345,209 44,289,433 12,891,562 0 0 0 0 0 0 0 0 0 0 1,526,703 12,568,122 38,000 132,368 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,450,275 5,886,275 2,567,366 2,567,366 3,545,321 46,743,512 46,743,512 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,888,275 2,444,611 3,756,676 30,594,896 Year 4 12,695,642 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0.468 5,885,275 2,219,090 2,219,090 3,984,197 3,3,000,639 12,091,642 0 0 0 0 0 1,5,284,360 0 0 1,5,284,360 1,3,600,636 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,869,275 1,980,038 4,223,249 -28,777,390 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,127,912  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,643  1,728,643  1,728,643  1,728,643  1,728,643	73,166 7,127,942 13,279,667 6,129,565 6,129,565 146,865,256 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,011,914 1,011,914 6,497,328 10,367,908 Year 9 14,637,154 0 0 0 0 1,564,903,121 46,000 16,400,124 0 0 0 1,564,903,121 46,000 16,203,136	73,186 7,127,912 6,20,74 6,887,168 -3,480,740 14,637,154 0 0 0 0 0 0 6,409,377 16,620,37 16,620,37 16,620,37 16,620,37	73,186  7,127,912  208,844  7,300,398  3,819,658  Year 11  14,637,154  0  0  0  0  0  0  0  4,000,155,72,166  0  4,20,115,73,166	7,186 7,127,912 0 0 7,509,242 11,328,900 14,527,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  0  7,500,342  18,838,143  Year 13  14,637,154  0  0  0  0  1,540,7154  46,000  16,400,115  73,186  0  0  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,127,942  0  7,520,342  33,846,629  Year 15  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,196 7,127,912 0 7,509,242 41,365,870 Vear 16 14,637,154 0 0 0 0 0 6,409,377 60,234	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 41,365,870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 1 141365.870 9 0 0 0 0 0	0 0 41,365,870 Year 21 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0 0	0 0 41,365,870
S BEFORE LAND I	Land Index	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,669 5,886,275 2,866,079 2,866,079 3,346,209 44,299,633 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,468,275  5,886,275  2,667,366  3,546,321  Year 3  12,091,542  0  0  0  0  0  0  0  0  0  0  0  0  0	60,669   5,666,275   2,444,611   3,756,576   36,564,976   76,676   36,564,976   76,677   76,676   76,677   76,677   76,677   76,677   76,676   76,677   76,676   76,677   76,677   76,677   76,677   76,676   76,677   76,6	0,68   588,275   2219,090   3,084,197   33,000,619   12,084,197   3,000,619   0   0   0   0   0   0   0   0   0	60,669   6,868,275   1,960,036   4,223,260   4,223,260   7,877,360	73,166 7,127,912 1,726,643 1,726,643 1,726,643 1,726,643 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73.166 7.157.912 1.379.987 1.379.987 1.379.987 1.379.987 1.379.987 1.388.979.987 1.388.979.987 1.388.979.987 1.388.979 1.388.9	7.197.962 1.071.974 1.071.	73.196 7.32.292 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.075 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.07	7.350,366 7.327,362 200,844 7.300,366 3.819,658 114,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73.186  0  7.502.432  11.208.000  Year 12  14.837.154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,160 1,127,912 0 0 1,500,342 18,508,43 14,627,454 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7.500,242 0 0 7.500,242 33.806.628  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,166 7,272,912 0 0 7,500,342 41,366,670 0 0 0 0 0 0 0 0 0 0 0 0 0 0 7,500,342 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41306570 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 9 9 9 141866.870 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41366870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0 0	9 0 0 1 0 0 1 1 2 0 1 2 0 1 1 2 0 1 1 2 0 1 1 1 1
S BEFORE LAND I	Land People and People	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,468 5,886,275 2,856,079 3,345,209 44,289,433 12,891,562 0 0 0 0 0 0 0 0 0 0 1,526,703 12,568,122 38,000 132,368 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,450,275 5,886,275 2,567,366 2,567,366 3,545,321 46,743,512 46,743,512 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,888,275 2,444,611 3,756,676 30,594,896 Year 4 12,695,642 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0.468 5,885,275 2,219,090 2,219,090 3,984,197 3,3,000,639 12,091,642 0 0 0 0 0 1,5,284,360 0 0 1,5,284,360 1,3,600,636 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,458 5,869,275 1,980,038 4,223,249 -28,777,390 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,127,912  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,543  1,728,643  1,728,643  1,728,643  1,728,643  1,728,643	73,166 7,127,942 13,279,667 6,129,565 6,129,565 146,865,256 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 1,011,914 1,011,914 6,497,328 10,367,908 Year 9 14,637,154 0 0 0 0 1,564,903,121 46,000 16,400,124 0 0 0 1,564,903,121 46,000 16,203,136	73,186 7,127,912 6,20,74 6,887,168 -3,480,740 14,637,154 0 0 0 0 0 0 6,409,377 16,620,37 16,620,37 16,620,37 16,620,37	73,186  7,127,912  208,844  7,300,398  3,819,658  Year 11  14,637,154  0  0  0  0  0  0  0  4,000,155,72,166  0  4,20,115,73,166	7,186 7,127,912 0 0 7,509,242 11,328,900 14,527,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186  7,127,912  0  7,500,342  18,838,143  Year 13  14,637,154  0  0  0  0  1,540,7154  46,000  16,400,115  73,186  0  0  0  0  0  0  0  0  0  0  0  0  0	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,127,942  0  7,520,342  33,846,629  Year 15  14,637,154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,196 7,127,912 0 7,509,242 41,365,870 Vear 16 14,637,154 0 0 0 0 0 6,409,377 60,234	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 41,365,870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Year 19 0 0 0 0	0 0 0 1 141365.870 9 0 0 0 0 0	0 0 41,365,870 Year 21 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0 0	0 0 1 1 205.070 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
S BEFORE LAND I  S BEFORE LAND I  FLOW FOR CL AE  MCOME  NCOME  N	Land Index	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,669 5,886,275 2,866,079 2,866,079 3,346,209 44,299,633 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,468,275  5,886,275  2,667,366  3,546,321  Year 3  12,091,542  0  0  0  0  0  0  0  0  0  0  0  0  0	60,669   5,666,275   2,444,611   3,756,576   36,564,976   76,676   36,564,976   76,677   76,676   76,677   76,677   76,677   76,677   76,676   76,677   76,676   76,677   76,677   76,677   76,677   76,676   76,677   76,6	0,68   588,275   2219,090   3,084,197   33,000,619   12,084,197   3,000,619   0   0   0   0   0   0   0   0   0	60,669   6,868,275   1,960,036   4,223,260   4,223,260   7,877,360	73,166 7,127,912 1,726,643 1,726,643 1,726,643 1,726,643 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73.166 7.157.912 1.379.987 1.379.987 1.379.987 1.379.987 1.379.987 1.388.979.987 1.388.979.987 1.388.979.987 1.388.979 1.388.9	7.197.962 1.071.974 1.071.	73.196 7.32.292 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.075 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.07	7.350,366 7.327,362 200,844 7.300,366 3.819,658 114,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73.186  0  7.502.432  11.208.000  Year 12  14.837.154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,160 1,127,912 0 0 1,500,342 18,508,43 14,627,454 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7.500,242 0 0 7.500,242 33.806.628  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,166 7,272,912 0 0 7,500,342 41,366,670 0 0 0 0 0 0 0 0 0 0 0 0 0 0 7,500,342 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41306570 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 9 9 9 141866.870 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41366870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0 0	9 0 0 1 0 0 1 1 2 0 1 2 0 1 2 0 1 1 2
S BEFORE LAND I	Land Land Land Land Land Land Land Land	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,669 5,886,275 2,866,079 2,866,079 3,346,209 44,299,633 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	60,468,275  5,886,275  2,667,366  3,546,321  Year 3  12,091,542  0  0  0  0  0  0  0  0  0  0  0  0  0	60,669   5,666,275   2,444,611   3,756,576   36,564,976   76,676   36,564,976   76,677   76,676   76,677   76,677   76,677   76,677   76,676   76,677   76,676   76,677   76,677   76,677   76,677   76,676   76,677   76,6	0,68   588,275   2219,090   3,084,197   33,000,619   12,084,197   3,000,619   0   0   0   0   0   0   0   0   0	60,669   6,868,275   1,960,036   4,223,260   4,223,260   7,877,360	73,166 7,127,912 1,726,643 1,726,643 1,726,643 1,726,643 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73.166 7.157.912 1.379.987 1.379.987 1.379.987 1.379.987 1.379.987 1.388.979.987 1.388.979.987 1.388.979.987 1.388.979 1.388.9	7.197.962 1.071.974 1.071.	73.196 7.32.292 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.074 622.075 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.076 622.077 622.07	7.350,366 7.327,362 200,844 7.300,366 3.819,658 114,637,154 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73.186  0  7.502.432  11.208.000  Year 12  14.837.154  0  0  0  0  0  0  0  0  0  0  0  0  0	73,160 1,127,912 0 0 1,500,342 18,508,43 14,627,454 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,186 7,127,912 0 7,509,242 26,347,385  Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7.500,242 0 0 7.500,242 33.806.628  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	73,166 7,272,912 0 0 7,500,342 41,366,670 0 0 0 0 0 0 0 0 0 0 0 0 0 0 7,500,342 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41306570 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 9 9 9 141866.870 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41366870 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 41,365,870 Vear 22 0 0 0 0 0 0 0	0 0 1 1 205.070 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0



SITE NAME	Site 2	SSGA North of	Burdon Lane																						
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS							Planning fee o					Build Cost	/m2		
Market Housing	m2 110.6	85%	995 846		£/m2	£ 227,283,616	m2 93,532		LAND	Land		/unit or m2 34,036	Total	33.866.072			Planning app fe No dwgs No dwgs under	dwgs 995 945	rate 385	363,825		BCIS CfSH Energy	892 13	1.50%	
Market Housing Shared Ownership	72.9		37		1,580	4,293,956	2,719			Stamp Duty Easements etc.		34,036	1,682,804	33,866,072			No dwgs under No dwgs over 5	945	115 Total	108,675 472,500		Energy Design Acc & Adpt	0		
Affordable Rent	72.9	11%	112		1,000	8,155,661	8,156			Legals Acquisit	on	1.50%	507,991	2,190,795					rotai	472,300		Over-extra 3 Small Sites	0	0%	
Social Rent	72.9				910	0	0		PLANNING	Planning Fee			472.500				Stamp duty ca	c - Residual				Site Costs	178 1.092	20%	
Grant and Subsidy	Shared Owners	hip			0	0				Architects QS / PM		6.00%	7,070,027 589,169				Land payment			33,866,072					
,	Affordable Ren Social Rent				0	0				Planning Consu Other Professio		1.00% 2.50%	1,178,338 2,945,844	12,255,878											
SITE AREA - Net	27.28	ha	36	/ha		239,733,233	104,407		CONSTRUCT																
SITE AREA - Gross	88.61	ha	11	/ha						Build Cost - BC s106 / CIL	IS Based	1,092	113,989,052 995,000						Total	1,682,804					
Sales per Quarter	0									Contingency Abnormals		2.50%	2,849,726 0	117,833,779			Stamp duty ca Land payment			33,140,140					
Unit Build Time	3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE								125,000 250,000	1%	1% 3%						
Residual Land Value		Whole Site 33,866,072	Per ha NET 1,241,425	382,192			sing balance =	0		Fees Interest		6.00%	488,000				500,000 1,000,000	3% 4%	4% 5%						
Alternative Use Value Uplift	20%	1,772,200 354,440		20,000 4,000		RUN CIL MACR	O ctrl+I sing balance =	0	SALES	Legal and Value	tion		0	488,000			above	5%	5% Total	1,657,007					
Plus /hi Vis	na 350,000 lability Threshold	31,013,500 33,140,140		350,000 374,000		Check on phasing of			SALES	Agents		3.0% 0.5%	7,191,997 1,198,666				Pre CIL s106		/ Unit (all)	995,000		LIT	% GDV		]
Additional Profit		1,063,011	£/m2			com	ect			Legals Misc.		0.5%	1,198,666	8,390,663	175,025,186		Post CIL s106	1,000	Fotal E/ Unit (all)	995,000			0.00%		4
Additional Profit		1,063,011	- "						Developers Pr	rofit % of costs (befo	co interect)	0.00%			0		CIL	0	£/m2 Total	995,000					
										% of GDV	re muereas)	20.00%			47,946,647		l		100	330,000					
RESIDUAL CASH FLO	W FOR INTERES	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		54	54	54	54	54	90	90	90	90	90	47	47	47	47	47	40								
Market Housing Shared Ownership			12,334,990 233,039	12,334,990 233,039	12,334,990 233,039	12,334,990 233,039	12,334,990 233,039	20,558,317 388,398	20,558,317 388,398	20,558,317 388,398	20,558,317 388,398	20,558,317 388,398	10,736,010 202,830	10,736,010 202,830	10,736,010 202,830	10,736,010 202,830	10,736,010 202,830	9,137,030 172,621	0	0	0	0	0	0	0
Affordable Rent Social Rent			442,619 0	442,619 0	442,619 0	442,619 0	442,619 0	737,698 0	737,698 0	737,698 0	737,698 0	737,698 0	385,242 0	385,242 0	385,242 0	385,242 0	385,242 0	327,866 0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	E	0	13,010,648	13,010,648	13,010,648	13,010,648	13,010,648	21,684,413	21,684,413	21,684,413	21,684,413	21,684,413	11,324,082	11,324,082	11,324,082	11,324,082	11,324,082	9,637,517	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty Easements etc. Legals Acquisition		1,682,804 0 507,991																							
Planning Fee		472.500																							
Architects QS		7,070,027 589,169		0																					
Planning Consultants Other Professional		1,178,338		0																					
Build Cost - BCIS Base			6,186,341	6 186 341	6 186 341	6 186 341	6,186,341	10 310 568	10 310 568	10 310 568	10 310 568	10,310,568	5 384 407	5 384 407	5,384,407	5 384 407	5 384 407	4 582 474	0	0	0	0	0	0	0
s106/CIL			54,000 154,659	E4.000	54,000 154,659	54,000 154,659	64,000	90,000 257,764	90,000	90,000	00.000	00.000	47,000 134,610	47,000	47,000 134,610	47.000	47,000 134,610	40,000 114,562	0	0	0	0	0	0	0
Contingency Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	ō	0	0	0	0
Finance Fees Legal and Valuation		488,000 0																							
Agents		0	390,319	390,319	390,319	390,319	390,319	650,532	650,532	650,532	650,532	650,532	339,722	339,722	339,722	339,722	339,722	289,126	0	0	0	0	0	0	0
Legals Misc.		0	65,053	65,053 0	65,053	65,063	65,053	108,422	108,422	108,422	108,422	108,422	56,620	56,620	56,620	56,620	56,620	48,188	0	0	ō	0	0	0	0
COSTS BEFORE LAND	ID INT AND PROF	14,934,673	6,850,372	6,850,372	6,850,372	6,850,372	6,850,372	11,417,286	11,417,286	11,417,286	11,417,286	11,417,286	5,962,361	5,962,361	5,962,361	5,962,361	5,962,361	5,074,349	•	0	0	. 0			
For Residual Valuation	Land	33,866,072		2,734,111			2,079,658			792,588		0	0	0	0	0	0		0	0	0	0	0		
	Profit on Costs Profit on GDV		2,928,045	2,734,111	2,528,541	2,310,637	2,079,658	1,834,821	1,328,883	792,588	224,116	0	0	0	0	0	0	0	0	0	0	0	. 0	0	0 0 47,946,647
	Cash Flow	-48,800,744	3,232,231	3,426,165	3,631,735	3,849,639	4,080,618	8,432,305	8,938,244	9,474,538	10,043,011	10,267,127	5,361,722	5,361,722	5,361,722	5,361,722	5,361,722								
	Opening Balano Closing Balano	0	-45.568.513	-42.142.348	-38.510.612	-34.660.973	-30.580.355	-22.148.050	13 209 806				0,001,100					4 563 167	0	0	0	0	0	0	
										-3,735,267	6,307,743	16,574,870	21,936,592	27,298,314	32,660,035	38,021,757	43,383,479	4,563,167 47,946,647	0 47,946,647	0 47,946,647	0 47,946,647	0 47,946,647	0 47,946,647	0 47,946,647	-47,946,647 0
CASH FLOW FOR CIL.	ADDITIONAL PR									-3,735,267	6,307,743	16,574,870	21,936,592	27,298,314	32,660,035	38,021,757			0 47,946,647	0 47,946,647	0 47,946,647	0 47,946,647	47,946,647	0 47,946,647	-47,946,647 0
INCOME		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	-5,150,201	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	16,574,870 Year 11		27,298,314 Year 13	32,660,035 Year 14	38,021,757	43,383,479	47,946,647	0 47,946,647 Year 18	0 47,946,647 Year 19			0 47,946,647 Year 22	47,946,647	0
INCOME	As Above	Year 1				Year 5 13,010,648				Year 9	Year 10	Year 11	Year 12		32,660,035 Year 14 11,324,082	38,021,757 Year 15	43,383,479 Year 16	47,946,647	0 47,946,647 Year 18	0 47,946,647 Year 19				47,946,647	0
EXPENDITURE		Year 1								Year 9	Year 10	Year 11	Year 12			38,021,757 Year 15	43,383,479 Year 16	47,946,647 Year 17	0 47,946,647 Year 18	0 47.946,647 Year 19				47,946,647	0
EXPENDITURE Land		9 Year 1 0 33,140,140								Year 9	Year 10	Year 11	Year 12			38,021,757 Year 15	43,383,479 Year 16	47,946,647 Year 17	0 47,946,647 Year 18	0 47.946,547 Year 19				47,946,647	0
EXPENDITURE Land Stamp Duty Easements etc.		9 33,140,140 1,657,007		13,010,648 0 0	13,010,648 0 0				21,684,413 0 0	Year 9	Year 10	Year 11	Year 12			38,021,757 Year 15 11,324,082	43,383,479 Year 16	47,946,647 Year 17	0 47,946,647 Year 18 0	0 47.946,547 Year 19 0	Year 20 0			47,946,647 Year 23	0 Year 24 0
EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition		9 33,140,140 1,657,007 0 497,102		0 0 0	0 0 0					Year 9	Year 10	Year 11	Year 12			38,021,757 Year 15	43,383,479 Year 16	47,946,647 Year 17	0 47,946,647 Year 18 0 0	0 47.946,647 Year 19 0	Year 20 0			47,946,647	0
EXPENDITURE Land  Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects		9 33,140,140 1,657,007 0 497,102 472,500 7,070,027		13,010,648 0 0	13,010,648 0 0				21,684,413 0 0	Year 9	Year 10	Year 11	Year 12			38,021,757 Year 15 11,324,082	43,383,479 Year 16	47,946,647 Year 17	0 47,946,647 Year 18 0	0 47.946,647  Year 19 0 0 0 0 0	Year 20 0			47,946,647 Year 23	0 Year 24 0
EXPENDITURE Land  Stamp Duty Easements etc. Legals Acquisition  Planning Fee Architects QS Planning Consultants		9 33,140,140 1,657,007 0 497,102 472,500 7,070,027 589,169 1,178,338		0 0 0	13,010,648 0 0 0				21,684,413 0 0	Year 9	Year 10	Year 11	Year 12			38,021,757 Year 15 11,324,082	43,383,479 Year 16	47,946,647 Year 17	0 47,945,647 Year 18 0	0 47,946,647 Year 19 0	Year 20 0			47,946,647 Year 23	0 Year 24 0
EXPENDITURE Land  Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional	iE	9 33,140,140 1,657,007 0 497,102 472,500 7,070,027 589,169	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0 0	21,584,413 0 0 0 0 0	21,684,413 0 0 0 0 0	Year 9 21,684,413	Year 10 21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 11 21,684,413	Year 12 11,324,662	0 0 0 0 0	0 0 0 0 0 0	38,021,757  Year 15  11,324,082	43.383,479  Year 16  11,324,082  0 0 0 0 0 0	47,946,647  Year 17  9,637,517  0 0 0 0 0 0	0 47,946,647 Year 18 0 0 0 0 0 0	0 47.946,647 Year 19 0 0 0 0 0	Year 20 0	Year 21 0		47,946,647 Year 23	0 Year 24 0
EXPENDITURE Land  Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects OS Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL.	iE	9 33,140,140 1,657,007 0 497,102 472,500 7,070,027 589,169 1,178,338	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0	Year 9 21,684,413 0 0 0 0 0 10,310,568 70,867	Year 10	Year 11 21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 12	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	38,021,757 Year 15 11,324,082	43.383,479  Year 16  11,324,082  0 0 0 0 0 0 5,384,407	47,946,647  Year 17  9,637,517  0 0 0 0 4,582,474	0 47,946,647 Year 18 0 0 0 0 0 0 0	0 47.946,647 Year 19 0 0 0 0 0 0 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 21 0		47,946,647  Year 23  0  0 0 0 0 0 0 0	0 Year 24 0
EXPENDITURE Land  Stamp Duty Easements etc. Legals Acquisition  Planning Fee Architects OS Planning Consultants Other Professional  Build Cost - BCIS Base	iE	7 Year 1 0 33,140,140 1,657,007 0 497,102 472,500 7,070,027 589,169 1,178,338 2,945,844	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0	Year 9  21.684,413  0 0 0 0 0 10.310,568	Year 10   21,684,413   0   0   0   0   0   0   0   0   0	Year 11 21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 12 11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 5,384,407	0 0 0 0 0 0 0 0 0 0	38,021,757  Year 15  11,324,082  0 0 0 0 0 0 5,384,407 70,867	43.383,479  Year 16  11,324,082  0 0 0 0 0 0	47,946,647  Year 17  9,637,517  0 0 0 0 0 0	0 47,946,647 Year 18 0 0 0 0 0 0 0 0	0 47.946,647 Year 19 0 0 0 0 0 0 0	Year 20 0	Year 21 0		47,946,647  Year 23  0  0 0 0 0 0 0 0	0 Year 24 0
EXPENDITURE Land Samp Duly Essements etc. Legals Acquisition Planning Fee Archiects QS Planning Consultants Other Professional Build Cod. = BCIS Base POTENTIAL CIL. Post CIL. s166 Contingency Althoromals Finance Fees	iE	76ar 1 0 33,140,140 1,657,007 0 497,102 472,500 7,070,027 589,169 1,178,338 2,945,844	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 10,310,568 70,867 90,000	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 9 21.684.413 0 0 0 0 0 10.310.568 70.667	Year 10 21,684,413 0 0 0 0 0 10,310,568 70,867	Year 11 21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 12  11,324,082  0 0 0 0 0 0 0 5,384,407 70,957	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 70,867 47,000	38,021,757  Year 15  11,324,082  0 0 0 0 0 0 5,384,407 70,887	43.383,479  Year 16  11,324,082  0 0 0 0 0 0 5,384,407  47,000	47,946,647  Year 17  9,637,517  0 0 0 0 4,582,474  40,000 114,562	0 47,946,647 Year 18 0 0 0 0 0 0 0 0 0	0 47.946,647 Year 19 0 0 0 0 0 0 0	Year 20  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0	0 0 0 0 0	47,946,647  Year 23  0  0 0 0 0 0 0 0	0 Year 24 0
EXPENDITURE Land Samp Duly Essements etc. Legals Acquisition Planning Fee Architects QS Planning Consultants Other Professional Build Cod. 9CIS Base POTENTIAL CIL. Post CIL. stop Annomalia Finance Fees Legal and Valuation	iE	70 33,140,140 1,667,007 0 497,102 477,102 477,102 1,7,070,027 589,169 1,178,338 0 70,867 0 0 488,000 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 9 21,684,413 0 0 0 0 0 0 10,310,568 70,867 90,000 257,764 0	Year 10 21,684,413 0 0 0 0 0 0 0 10,310,568 70,867 90,000 257,764 0	Year 11 21,684,413 0 0 0 0 0 0 0 10,310,568 70,667 90,000 257,764 0	Year 12 11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	38,021,757  Year 15  11,324,082  0 0 0 0 0 0 5,384,407 70,867 47,000 134,610 0 0	43,383,479  Year 16  11,324,082  0 0 0 0 0 0 5,384,407  47,000 134,610 0 0	47,946,647  Year 17  9,837,517  0 0 0 0 0 4,582,474  40,000 114,562 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 21	Vear 22   0	47,946,647  Year 23  0  0  0  0  0  0  0  0  0  0  0  0  0	0 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EXPENDITURE Land Samp Duly Essements etc. Legals Acquisition Planning Fee Archiects QS Planning Consultants Other Professional Build Cod. = BCIS Base POTENTIAL CIL. Post CIL. s166 Contingency Althoromals Finance Fees	iE	Year 1 0 33,140,140 1,657,007 0 497,102 472,500 7,070,027 589,169 1,178,338 2,945,844 0 70,867	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 9 21.684.413 0 0 0 0 0 10.310.568 70.667	Year 10 21,684,413 0 0 0 0 0 0 0 10,310,568 70,567 90,000 257,764	Year 11 21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 12 11,324,662 0 0 0 0 0 0 0 0 0 0 0 0 0 70,867 47,000 134,610 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 70,867 47,000 134,610 0	38,021,757  Year 15  11,324,082  0 0 0 0 0 0 0 5,384,407 70,867 47,000 134,610	43.383,479  Year 16  11,324,082  0 0 0 0 0 0 5,384,407  47,000 134,610 0	47,946,647  Year 17  9,637,517  0 0 0 0 0 4,582,474  40,000 114,562	0 47,946,647  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 47.946.647 Year 19 0 0 0 0 0 0 0 0 0 0	Year 20  0  0  0  0  0  0  0  0  0  0  0  0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	47,946,647  Year 23  0  0 0 0 0 0 0 0	0
EXPENDITURE Land  Samp Duty Exerments etc. Legish Acquistion Legish Acquistion Off Planning Fee Architects Off Planning Fee Potential State Pote	E	76ar 1  0  33,140,140  1,657,007  0 497,102  472,102  472,000  1,773,338  2,945,844  0  70,867  0  0  488,000  0  0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 9  21.684.413  0 0 0 0 0 0 10.310.568 70.887 90.000 257.764 0 0 0 660,532	Year 10 21,684,413 0 0 0 0 0 0 10,310,568 790,000 257,764 0 0 0 690,532	Year 11  21,884,413  0 0 0 0 0 10,310,568 70,567 90,000 257,764 0 0 0 650,532	Year 12 11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	38,021,757  Year 15  11,324,082  0 0 0 0 0 0 0 5,384,407 70,867 47,000 134,610 0 0 0 0 0 0 0 0 0 0 339,722	43,383,479  Year 16  11,324,082  0 0 0 0 0 0 0 5,384,407  47,000 134,510 0 0 0 0 339,722	47,946,647  Year 17  9,637,517  0 0 0 0 0 0 4,582,474  40,000 114,662 0 0 0 289,126	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 21	Vear 22   0	47,946,647  Year 23  0  0  0  0  0  0  0  0  0  0  0  0  0	0 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EXPENDITURE Land Samp Duly Essements etc. Logals Acquisition Penering Fee Auchineus GS Planting Consultants Other Professional Bald Coat. 9508 Base POTENTIAL Cit. Bald Coat. 9508 Base POTENTIAL Cit. Post Cit. 1508 Confringency Abnormals Finance Fess Logal and Valuation Agents Logals Model COSTS BEFORE LANG	E	76ar 1  0  33,140,140  1,657,007  0 497,102  472,102  472,000  1,773,338  2,945,844  0  70,867  0  0  488,000  0  0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 6,186,341 70,867 54,009 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 10,310,568 70,967 90,000 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 10,310,568 70,867 90,000 0 0 0 0 0 0 0 0 0 0 0 0	75,594,413  0 0 0 0 0 0 10,310,568 70,867 90,000 257,764 0 0 0 660,532 106,422	Year 10 21,684,413 0 0 0 0 0 0 0 10,310,568 70,967 90,000 257,764 0 0 0 650,532 108,422	Year 11 21,884,413 0 0 0 0 0 0 10,310,568 70,967 90,000 257,764 0 0 650,532 108,422	Year 12  11,324,082  0 0 0 0 0 0 0 0 0 134,610 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	38,021,757  Year 15  11,324,082  0 0 0 0 0 0 0 5,384,407 70,867 47,000 134,610 0 0 0 0 339,722 56,620	43,383,479  Year 16  11,324,082  0 0 0 0 0 0 0 5,384,607  47,000 134,610 0 0 0 339,722 56,620	47,946,647  Year 17  9,637,517  0 0 0 0 0 0 4,582,474  40,000 114,662 0 0 0 299,126 48,188	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20  0  0  0  0  0  0  0  0  0  0  0  0	Year 21	Vear 22   0	47,946,647  Year 23  0  0  0  0  0  0  0  0  0  0  0  0  0	0 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EXPENDITURE Land  Samp Duly Essements etc. Legish Acquisition  Planning Fee Architects  Other Professional  Build Cost - BCIS Base POTENTIAL CO. Contingency Abnormals  France Fee Legisland Valuation  Aggests  Legisland  Legisland  Legisland  Land   E Interest	76ar 1  0  33,140,140  1,657,007  0 497,102  472,102  472,000  1,773,338  2,945,844  0  70,867  0  0  488,000  0  0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 6,186,341 70,867 54,009 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 0 10,310,568 70,967 90,000 0 0 0 0 0 0 0 0 0 0 0 0	21,684,413 0 0 0 0 0 0 0 0 0 0 0 10,310,568 70,867 90,000 0 0 0 0 0 0 0 0 0 0 0 0	75,594,413  0 0 0 0 0 0 10,310,568 70,867 90,000 257,764 0 0 0 660,532 106,422	Year 10 21,684,413 0 0 0 0 0 0 0 10,310,568 70,967 90,000 257,764 0 0 0 650,532 108,422	Year 11 21,884,413 0 0 0 0 0 0 10,310,568 70,967 90,000 257,764 0 0 650,532 108,422	Year 12  11,324,082  0 0 0 0 0 0 0 0 0 134,610 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	38,021,757  Year 15  11,324,082  0 0 0 0 0 0 0 5,384,407 70,867 47,000 134,610 0 0 0 0 339,722 56,620	43,383,479  Year 16  11,324,082  0 0 0 0 0 0 0 5,384,607  47,000 134,610 0 0 0 339,722 56,620	47,946,647  Year 17  9,637,517  0 0 0 0 0 0 4,582,474  40,000 114,662 0 0 0 299,126 48,188	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20  0  0  0  0  0  0  0  0  0  0  0  0	Year 21	Vear 22   0	47,946,647  Year 23  0  0  0  0  0  0  0  0  0  0  0  0  0	0 Vear 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
EXPENDITURE Land Stamp Duly Easements etc. Logisk Acquisition Parening Face Continues	E	76ar 1  0  33,140,140  1,657,007  0 497,102  472,102  472,000  1,773,338  2,945,844  0  70,867  0  0  488,000  0  0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 6,186,341 70,887 54,000 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	21,694,413 0 0 0 0 0 0 0 0 0 0 0 0 0	21,694,413 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 9 21,684,413 0 0 0 0 0 0 0 0 0 0 0 10,310,568 70,867 90,000 257,704 0 0 11,488,154	Year 10 21,694,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 11 21,884,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 12 11,324,682 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	38,021,767  Year 15  11,324,082  0 0 0 0 0 0 0 5,384,407 70,867 47,000 134,610 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	43.363,479  Year 16  11,324,682  0 0 0 0 0 0 5,384,407  47,000 134,610 0 0 339,722 66,630 5,962,361	47,946,647  Year 17  9,637,517  0 0 0 0 0 4,582,474 14,562 0 0 289,126 43,188 5,074,349	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21  0  0  0  0  0  0  0  0  0  0  0  0  0	Vear 22   0	47,946,647  Year 23  0  0  0  0  0  0  0  0  0  0  0  0  0	0 Year 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Parvining Fac Architogia G S Planning Corsultants Other Professional Build Code: JR SCB Base FOTENTIAL CE. Build Code: JR SCB Base FOTENTIAL CE. Contingency Abnormals Finance Face Legal and Valuation Agents Legals McCOSTS BEFORE LANG	IO INT AND PROF	76ar 1  0  33,140,140  1,657,007  0 497,102  472,102  472,000  1,773,338  2,945,844  0  70,867  0  0  488,000  0  0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 6,186,341 70,887 54,000 0 0 0 0 0 0 0 0 0 0 0 0	13,010,648 0 0 0 0 0 0 0 0 0 0 0 0 0	21,694,413 0 0 0 0 0 0 0 0 0 0 0 0 0	21,694,413 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 9 21,684,413 0 0 0 0 0 0 0 0 0 0 0 10,310,568 70,867 90,000 257,704 0 0 11,488,154	Year 10 21,694,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 11 21,884,413 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 12 11,324,682 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,082 0 0 0 0 0 0 0 0 0 0 0 0 0	11,324,682 0 0 0 0 0 0 0 0 0 0 0 0 0	38,021,767  Year 15  11,324,082  0 0 0 0 0 0 0 5,384,407 70,867 47,000 134,610 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	43.363,479  Year 16  11,324,682  0 0 0 0 0 0 5,384,407  47,000 134,610 0 0 339,722 66,630 5,962,361	47,946,647  Year 17  9,637,517  0 0 0 0 0 4,582,474 14,562 0 0 289,126 43,188 5,074,349	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21  0  0  0  0  0  0  0  0  0  0  0  0  0	Vear 22   0	47,946,647  Year 23  0  0  0  0  0  0  0  0  0  0  0  0  0	0 Vear 24 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0



COME arket Housing																									
atomatic and an artist and an artist and artist ar	Av Size m2	%	Number 770		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 904		
	129.1	85%	655		2,605		84,485		LAND	Land		/unit or m2 49,800	Total	38 345 667			Planning ago fe No dwgs No dwgs under	dwgs 770 720	385	277,200		BCIS CfSH Energy	904 14	1.50	0%
										Stamp Duty		+9,000	1,906,783	30,340,067			No dwgs under !	720	115	82,800		Design Acc & Adpt	0		
Iwnership	72.1	4%	29		1,693		2,081			Easements etc. Legals Acquisit	ion	1.50%	0 575,185	2,481,968					Total	360,000		Over-extra 3	8		
Rent	72.1	11%	87		1,000	6,243,026	6,243		PLANNING													Small Sites Site Costs	0		0% 0%
nt	72.1	0%	0		910	0	0			Planning Fee Architects		6.00%	360,000 6,363,254				Stamp duty call Land payment	- Residual		38 345 667			1,107		
d Subsidy	Shared Ownershi	ip			0	0				QS/PM		0.50%	530,271				Land payment			38,345,667					
	Affordable Rent Social Rent				0	. 0				Planning Consu Other Professio		1.00%	1,060,542 2,651,356	10,965,423											
REA - Net	30.80	na	25	/he		229.851.312	92,809		CONSTRUCT	ION															
REA - Gross	37.48 1	ha .	21	/ha			,			Build Cost - BC s106 / CIL	CIS Based	1,107	102,716,323 770.000						Total	1,906,783					
										Contingency		2.50%	770,000 2,567,908				Stamp duty cal	- Add Profit	_						
er Quarter ild Time	3 (	Duarters								Abnormals			0	106,054,231			Land payment 125,000	0%	1%	14,017,520					
		Whole Site	Per ha NET	Day to CDOSS		RUN Residual N	MACRO ctrl+r sino balance =		FINANCE	Fees			523,000				250,000 500,000	1%	3% 4%						
sal Land Value		38,345,667	1,244,989	1,023,097				-		Interest		6.00%					1,000,000	4%	5%						
ive Use Value	20%	749,600 149,920		20,000 4,000		RUN CIL MACR Cios	IO ctrl+I sing balance =	0		Legal and Value	ation		0	523,000			above	5%	5% Total	700,876					
Plus /ha Viab	350,000 bility Threshold	13,118,000		350,000 374,000		Check on phasing o			SALES	Agents		3.0%	6.895.539				Pre CIL s106	1.000 £	Unit (all)			LIT	% GDV		$\neg$
	,	,,	F/m/2			corr				Legals		0.5%	1,149,257		166.415.086				otal	770,000			0.00%		0
nal Profit		35,965,820								Misc.				8,044,796	166,415,086		Post CIL s106	1,000	£/ Unit (all)						
									Developers Pr	% of costs (befo % of GDV	ore interest)	0.00%			0 45 970 262		CIL	0	£/m2 Total	770,000					
UAL CASH FLOW	FOR INTEREST																								
E Control	į.	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	
Started Housing		50	50 14,291,209	50 14,291,209	14,291,209	50 14,291,209	50 14,291,209	50 14,291,209	50 14,291,209	50 14,291,209	50 14,291,209	54 14,291,209	54 15,434,506	54 15,434,506	54 15,434,506	54 15,434,506	15,434,506	0	0	0	0	0	0	0	
Ownership ble Rent			228,810 405,391	228,810 405,391	228,810 405,391	228,810 405,391	228,810 405,391	228,810 405,391	228,810 405,391	228,810 405,391	228,810 405,391	228,810 405,391	247,114 437,823	247,114 437,823	247,114 437,823	247,114 437,823	247,114 437,823	0	0	0	0	0	0	0	
Rent nd Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME		0	14,925,410	14,925,410	14,925,410	14,925,410	14,925,410	14,925,410	14,925,410	14,925,410	14,925,410	14,925,410	16,119,443	16,119,443	16,119,443	16,119,443	16,119,443	0	0	0	0	0	0	0	
DITURE										l															
Outy ints etc.		1,906,783 0																							
cquisition		575,185								l															
Fee		360,000								l															
s		6,363,254 530,271		0						l															
Consultants ofessional		1,060,542 2,651,356		0																					
			6,669,891	0.000.000	0.000.00	0.000.00	6,669,891	0.000.000	0.000.00	0.000.00	0.000.00	6,669,891	7 202 407	7 000 405	7,203,482	7 202 407	7 000 400	0					0		
st - BCIS Base L			50,000	50,000	50,000	FO 000	ED 000	ED 000	50,000	FO 000	FO 000	FO 000	E4.000	E4.000	E4.000	54,000	54,000	0	0	0	0	0	0	0	
ency als			166,747 0	166,747	166,747 0	166,747	166,747	166,747	166,747 0	166,747	166,747 0	166,747 0	180,087	180,087	180,087 0	180,087 0	180,087 0	0	0	0	0	0	0	0	
Fees		523.000																							
nd Valuation		0								l															
		0	447,762	447,762	447,762	447,762	447,762	447,762	447,762	447,762	447,762	447,762	483,583	483,583	483,583	483,583	483,583	0	0	0	0	0	0	0	
		0	74,627	74,627 0	74,627	74,627	74,627	74,627	74,627	74,627	74,627	74,627	80,597	80,597	80,597	80,597	80,597	0	0	0	0	0	0	0	
BEFORE LAND	INT AND PROF	13,970,391	7,409,028	7,409,028	7,409,028	7,409,028	7,409,028	7,409,028	7,409,028	7,409,028	7,409,028	7,409,028	8,001,750	8,001,750	8,001,750	8,001,750	8,001,750	0	0	0	0	0	0		
idual Valuation		38.345.667								1															
						2 202 207																			
	Land Interest	30,343,007		2,876,318	2,597,915	2,302,007	1,989,992	1,658,409	1,306,930	934,363	539,442	120,825	0	0	0	0	0	0	0	0	0	0	0	0	
		30,343,007		2,876,318	2,597,915	2,302,807	1,989,992	1,658,409	1,306,930	934,363	539,442	120,825	0	0	0	0	0	0	0	0	0	0	0	0	
	Interest Profit on Costs Profit on GDV		3,138,964															0	0	0	0		0		
	Profit on Costs Profit on GDV  Cash Flow Opening Balance	-52,316,059 0		2,876,318 4,640,064	4,918,468	5,213,576	1,989,992 5,526,390	1,658,409 5,857,974	1,306,930 6,209,452	934,363 6,582,019	539,442 6,976,940	7,395,557	8,117,693	8,117,693	8,117,693	8,117,693	8,117,693	0	0	0	0	0	0	0	
	Interest Profit on Costs Profit on GDV Cash Flow Opening Balano Closing Balano	-52,316,059 0 -52,316,059	3,138,964															0 0 45,970,262	0 0 45,970,262	0 0 45,970,262	0 45,970,262	0 45,970,262	0 0 45,970,262		
FLOW FOR CIL A	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059	3,138,964 4,377,419 -47,938,640 Year 2	4,640,064 -43,298,576 Year 3	4,918,468 -38,380,109 	5,213,576 -33,166,533 Year 5	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169 Year 7	6,209,452 -15,572,717 Year 8	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12	8,117,693 21,617,184 Year 13	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15	8,117,693 45,970,262 Year 16	0 45,970,262	0 0 45,970,262 Year 18	0 45,970,262	0 45,970,262	0 45,970,262	0 0 45,970,262 Year 22	0 45,970,26	32
FLOW FOR CIL AS E INCOME	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balanc Closing Balance	-52,316,059 0 -52,316,059	3,138,964 4,377,419 -47,938,640 Year 2	4,640,064 -43,298,576 Year 3	4,918,468 -38,380,109 	5,213,576	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169 Year 7	6,209,452 -15,572,717 Year 8	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12	8,117,693 21,617,184	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15	8,117,693 45,970,262 Year 16	0 45,970,262	0 45,970,262	0 45,970,262	0 45,970,262	0 45,970,262	0 45,970,262 Year 22	0 45,970,26	32
FLOW FOR CIL AS E INCOME	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 PFIT Year 1	3,138,964 4,377,419 -47,938,640 Year 2	4,640,064 -43,298,576 Year 3	4,918,468 -38,380,109 	5,213,576 -33,166,533 Year 5	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169 Year 7	6,209,452 -15,572,717 Year 8	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12	8,117,693 21,617,184 Year 13	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15	8,117,693 45,970,262 Year 16	0 45,970,262	0 45,970,262	0 45,970,262	0 45,970,262 Year 20	0 45,970,262	0 0 45,970,262 Year 22	0 45,970,26	32
ELOW FOR CIL AL E INCOME DITURE	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 PFIT Year 1 0	3,138,964 4,377,419 -47,938,640 Year 2	4,640,064 -43,298,576 Year 3	4,918,468 -38,380,109 	5,213,576 -33,166,533 Year 5	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169 Year 7	6,209,452 -15,572,717 Year 8	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12	8,117,693 21,617,184 Year 13	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15	8,117,693 45,970,262 Year 16	0 45,970,262	0 45,970,262	0 45,970,262	0 45,970,262 Year 20	0 45,970,262	0 45,970,262 Year 22 0	0 45,970,26	32
LOW FOR CIL AL INCOME  INCOME  DITURE  uty tts etc.	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 PFIT Year 1	3,138,964 4,377,419 -47,938,640 Year 2	4,640,064 -43,298,576 Year 3	4,918,468 -38,380,109 	5,213,576 -33,166,533 Year 5	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169 Year 7	6,209,452 -15,572,717 Year 8	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12	8,117,693 21,617,184 Year 13	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15	8,117,693 45,970,262 Year 16	0 45,970,262	0 45,970,262	0 45,970,262	0 45,970,262 Year 20	0 45,970,262	0 45,970,262 Year 22 0	0 45,970,26	32
INCOME  INCOME  INCOME  INCOME  INCOME  INCOME	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 WFIT Year 1 0 14,017,520 700,876 0 210,263	3,138,964 4,377,419 -47,398,640 Year 2 14,925,410	4,540,064 -43,298,576 Year 3 14,925,410 0 0	4,918,468 -38,380,109 Year 4 14,925,410 0 0	5,213,576 -33,166,533  Year 5 14,925,410 0 0	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169  Year 7  14,925,410  0 0	6,209,452 -15,572,717 Year 8 14,925,410	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12 16,119,443	8,117,693 21,617,184 Year 13	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15 16,119,443	8,117,693 45,970,262 Year 16 16,119,443	0 45,970,262 Year 17 0 0 0	0 45,970,262 Year 18 0 0 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0	0 45,970,262 Year 21	0	0 45,970,26	32
LOW FOR CIL AL  INCOME  DITURE  tuty tts etc. oquisition  Fee	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 9FIT Year 1 0 14,017,520 700,876 0 210,283 360,000 6,363,254	3,138,964 4,377,419 -47,398,640 Year 2 14,925,410	4,640,064 -43,298,576 Year 3 14,925,410	4,918,468 -38,380,109 Year 4 14,925,410	5,213,576 -33,166,533  Year 5 14,925,410 0 0	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169	6,209,452 -15,572,717 Year 8 14,925,410	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12 16,119,443	8,117,693 21,617,184 Year 13	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15 16,119,443	8,117,693 45,970,262 Year 16 16,119,443	0 45,970,262 Year 17 0	0 45,970,262 Year 18 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0	0 45,970,262 Year 21	0 45,970,262 Year 22 0 0 0	0 45,970,26	32
LOW FOR CIL AL  INCOME  DITURE  Loty crystalion  Fee  5	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 -52,316,059 -52,316,059 14,017,520 700,876 0 210,263 360,000 360,000 360,000 1,060,353,254 530,271 1,060,542 1,060,542	3,138,964 4,377,419 -47,398,640 Year 2 14,925,410	4,540,064 -43,298,576 Year 3 14,925,410 0 0	4,918,468 -38,380,109 Year 4 14,925,410 0 0	5,213,576 -33,166,533  Year 5 14,925,410 0 0	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169  Year 7  14,925,410  0 0	6,209,452 -15,572,717 Year 8 14,925,410	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12 16,119,443	8,117,693 21,617,184 Year 13	8,117,693 29,734,877 Year 14	8,117,693 37,852,570 Year 15 16,119,443	8,117,693 45,970,262 Year 16 16,119,443	0 45,970,262 Year 17 0 0 0	0 45,970,262 Year 18 0 0 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0	0 45,970,262 Year 21	0 45,970,262 Year 22 0	0 45,970,26	32
ILOW FOR CIL ALL  INCOME  INCOME  DITURE  Auty  Ints etc.  cquisition  Fee is  Coreutaints	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 -52,316,059 -52,316,059 FFIT Year 1 0 14,017,520 700,876 0 210,263 360,000 6,363,254 530,254	3,138,964 4,377,419 -47,398,640 Year 2 14,925,410	4,540,064 -43,298,576 Year 3 14,925,410 0 0	4,918,468 -38,380,109 Year 4 14,925,410 0 0 0 0	5,213,576 -33,166,533  Year 5 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	5,526,390 -27,640,143 Year 6	5,857,974 -21,782,169  Year 7  14,925,410  0 0	6,209,452 -15,572,717 Year 8 14,925,410	6,582,019 -8,990,698 Year 9	6,976,940 -2,013,758 Year 10	7,395,557 5,381,799 Year 11	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0	8,117,603 21,617,184 Year 13 16,119,443	8,117,693 29,734,877 Year 14	8,117,593 37,852,570 Year 15 16,119,443	8,117,693 45,970,262 Year 16 16,119,443 0 0 0	0 45,970,262 Year 17 0 0 0	0 45,970,262 Year 18 0 0 0 0 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0 0 0 0	0 45,970,262 Year 21	0 45,970,262 Year 22 0 0 0 0	0 45,970,26	32
BNCOME  BNCOME  BNCOME  BNCOME  DITURE  July  Inst etc.  Corgulation  Fee  Is  Is  Is  Is  Is  Is  Is  Is  Is	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0	3,138,964 4,377,419 47,938,640  Vear 2 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,640,064 43,298,576  Year 3 14,925,410 0 0 0 0 0 0 0 0 0 0 6,6698,891	4,918,468 38,380,109  Year 4  14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 6,669,891	5,213,576 -333,166,533  Year 5  14,925,410  0 0 0 0 0 0 0 0 0 0 6,669,891	5,526,390 -27,640,143  Year 6 14,925,410 0 0 0 0 0 0 0 6,669,891	5,857,974 -21,782,169  Year 7  14,925,410  0 0 0 0 0 0 0 0 0 0 6,669,891	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0	6,582,019 -8,900,698  Year 9 14,925,410 0 0 0 0 0 0 0 0 6,669,891	6,976,940 -2,013,758  Year 10 14,925,410 0 0 0 0 0 0 0 0 0 6,669,891	7,396,557 5,381,799 Year 11 14,925,410 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 7,203,482	8,117,693 21,617,184 Year 13 16,119,443	8.117,693 29,734,877  Year 14 16,119,443 0 0 0 0 0 7.203,482	8,117,693 37,852,570 Year 15 16,119,443	8,117,693 45,970,262 Year 16 16,119,443 0 0 0	0 45,970,262 Year 17 0 0 0	0 45,970,262 Year 18 0 0 0 0 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0 0 0 0	0 45,970,262 Year 21	0 45,970,262 Year 22 0	0 45,970,26	32
ELOW FOR CIL AU  BNCOME  BNCOME  DITURE  Duty  rist etc.  Conculation  Fine  ts  Correlatoris  Correlatoris  St - BCIS Base  TIAL CIL  2.5106	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,057,520 0 -52,057,520 0 -530,271 1,960,542 2,651,350 0 -530,271 1,960,542 0 -530,271 1,960,542 0 -530,271 1,960,542 0 -530,7721	3,138,964 4,377,419 47,938,640  Year 2 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,640,064  43,298,576  Year 3  14,925,410  0 0 0 0 0 0 6,669,891 2,397,721	4,918,468 -38,380,109	\$213.576 -33,166,533  Year 5  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	5,526,390 -27,640,143  Year 6  14,925,410  0 0 0 0 0 6,669,891 2,397,721 50,000	5,857,974 -21,782,169	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,900,698  Year 9 14,925,410 0 0 0 0 0 0 0 0 0 0 5,669,891 2,397,721	6,976,940 -2,013,758  Year10 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 5,669,891 2,397,721	7,395,557 5,381,799  Year 11 14,925,410 0 0 0 0 0 0 6,669,891 2,397,721	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 7,203,482 2,397,721	8,117,693 21,617,184 Year 13 16,119,443 0 0 0 0 0 0 0 0 7,203,482 2,397,721 54,000	8,117,693 29,734,877 Year 14 16,119,443 0 0 0 0 0 0 0 0 7,203,482 2,397,721 54,000	8,117,593 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 7,203,482 2,397,721	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 7,203,482	0 45,970,282  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 45,970,262 Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0 0 0 0 0	Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	32
ELOW FOR CIL AU  BNCOME  BNCOME  DITURE  Duty  rist etc.  Conculation  Fine  ts  Correlatoris  Correlatoris  St - BCIS Base  TIAL CIL  2.5106	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0 -53,316,059 0	3,138,964 4,377,419 47,938,640 Year 2 14,925,410 0 0 0 0 0 0 0 6,669,891 2,397,721	4,640,064 43,298,576  Year 3 14,925,410 0 0 0 0 0 0 6,6668,891 2,2997,721	4,918,468 38.380,109 Year 4 14,925,410 0 0 0 0 0 0 0,669,891	5,213,576 -33,166,533  Year 5 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0,660,891	5,526,390 -27,640,143  Year 6 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,857,974 -21,782,169 -21,782,169	6,209,452 -15,572,717 Year 8 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0	6.582,019 -8.990,698  Year 9 -14,925,410 -0 -0 -0 -0 -0 -0 -0,6660,691	6,976,940 -2,013,758  Year 10 14,925,410 0 0 0 0 0 0 0 6,669,891	7,395,557 5,381,799 Year 11 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 21,617,194 Year 13 16,119,443 0 0 0 0 0 0 0 0 0	8,117,693 29,734,877  Year 14 16,119,443 0 0 0 0 0 0 0 2 2,237,721 54,000	8,117,593 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 7,203,482 54,000	0 45,970,262 Year 17 0 0 0	0 45,970,262 Year 18 0 0 0 0 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0	0 45,970,262 Year 21	0 45,970,262 Year 22 0 0 0 0 0	0 45,970,26	32
BNCOME BN	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-62,316,059 -62,316,059 -62,316,059 FFIT Year 1 0 14,017,520 700,876 0 210,263 360,000 210,263 360,000 210,263 0 0 2,392,772 0 0 0 0	3,138,964 4,377,419 -47,938,640  Year 2 14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,840,064 -43,298,676  Year 3  14,925,410  0 0 0 0 0 0 0 0 0 0 2,997,721 50,000 166,747	4,918,468 -38,380,109  Year 4 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	5,213,576 -33,166,533 -33,166,	5,526,390 -27,640,143  Year 6 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,857,974 -21,782,169 -21,782,169	6,209,452 -15,572,717 Year 8 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698  Year 9 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	6,976,940 -2,013,758  Year 10 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	7,395,557 5,381,799 Year 11 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.117,693 21,617,184  Year 13  16,119,443  0 0 0 0 0 0 7,203,482 2,397,721 54,000 180,087	8,117,693 29,734,877  Year 14 16,119,443 0 0 0 0 0 0 0 0 1 0 0 1 0 180,087	8,117,693 37,852,670 Year15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,762  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 19 0 0 0 0 0 0 0	0 45,970,262 Year 20 0 0 0 0 0 0	9 45,970,262  Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	32
E INCOME  INCOME  INCOME  DITURE  DUby  Interest etc.  Loquisition  If Fee to	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,316,059 0 -52,057,520 0 -52,057,520 0 -530,271 1,960,542 2,651,350 0 -530,271 1,960,542 0 -530,271 1,960,542 0 -530,271 1,960,542 0 -530,7721	3,138,964 4,377,419 -47,938,640 Year 2 114,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,640,064 43,298,576  Year 3 14,925,410 0 0 0 0 0 0 0 6,666,891 5,000 166,777,21	4,918,468 -38,380,109  Year 4 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	5.213,576 -33,166,533	5,526,390 -27,640,143  Year 6 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 16,666,891 50,000	5,857,974 -21,782,169 -21,782,169	6,209,452 -15,572,717 Year 8 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698  Year 9 -14,925,419 -0 -0 -0 -0 -0 -0 -0,569,991 -2,397,721 -50,000	6,976,940 -2,013,758  Year10 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 5,669,891 2,397,721	7,395,557 5,381,799  Year 11 14,925,410 0 0 0 0 0 0 6,669,891 2,397,721	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 21,617,194 Year 13 1 16,119,443 0 0 0 0 0 0 0 0 7,203,482 2,397,721 54,000	8,117,693 29,734,877  Year 14 16,119,443 0 0 0 0 0 0 0 2 2,237,721 54,000	8,117,593 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 7,203,482 54,000	0 45,970,282  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 45,970,262 Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 19 0	0 45,970,262 Year 20 0 0 0 0 0	Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	32
E NCOME  NCOME  NCOME  DITURE  Day  This sic.  Logistion  J Fee  J Fee  J Corestiants  Total Cit.  L 106  L	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano  DDITIONAL PRO	-52,316,059 0 -52,316,059 9 14,017,520 10,263 360,000 6,361,254 20,261,356 0 2,397,721 0 0 523,000	3,138,964  4,377,419  47,938,640  Year 2  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	4,640,064 43,298,576  Year 3 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,918,468 -38,380,109  Year 4  14,925,410  0 0 0 0 0 0 6,669,891 2,397,721 0 0 447,762	5,213,576 -33,165,533 -33,165,533 -34,025,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	5,526,390 -27,640,143  Year 6 14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,857,974 -21,782,169  Year 7  14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698  Year 9 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 6,669,691 2,397,721 50,000 166,747 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,976,940 -2,013,758  Year 10 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,395,557 5,381,799 Year 11   14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 7,203,482 2,397,723 54,0067 0	8,117,693 21,617,184 Year 13 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 29,734,877  Year 14 16,119,443 0 0 0 0 7,203,482 2,397,721 54,000 180,087 0 0 483,563	8,117,693 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 7,203,482 2,397,721 54,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,762  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 19 0 0 0 0 0 0 0	0 45,970,262 Year 20 0 0 0 0 0 0	9 45,970,262  Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	32
E  BNCOME  BNCOME  Duty  onts etc.  Duty  onts etc.  g Fee  is  strict  onts onts  o	Profit on Costs Profit on GDV Cash Fise Opering Balan Closing Balan	-52,316,059 0 .62,316,059 0 .62,316,059 FFIT Year 1 14,017,520 700,876 0 .210,263 360,000 6,363,254 500,277,21 0 .0 0 .2397,721 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .	3,138,964  4,377,419  47,008,640  Year 2  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	4,640,064 43,208,676  Year 3 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,918,468 38.380,109  Year 4 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,213,576 -33,166,533  Year 5  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	5,526,390 -27,640,143  Year 6 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,857,974 -21,782,169  Year 7 14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698 -7,990,698 -8,990,698 -8,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9	6,976,940 2,013,758  Year 10 14,925,410 0 0 0 0 0 0 0 0 0 16,669,891 2,397,721 0 0 165,747 0 0 447,782 74,627	7.395.557 5.381,799 Year 11 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 7,201,482 2,397,721 54,000 180,087 0 0 0 483,583 80,597	8,117,693 21,617,194 21,617,194 316,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 29,734,877  Year 14 16,119,443  0 0 0 0 0 7,203,482 2,397,721 54,000 180,087 0 0 0 43,563 80,597	8,117,693 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 19 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 20 0 0 0 0	0 46,970,262 Year 21 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	32
E  BNCOME  BNCOME  Duty  onts etc.  Duty  onts etc.  g Fee  is  strict  onts onts  o	Profit on Costs Profit on GDV Cash Fise Opering Balan Closing Balan	-52,316,059 0 -52,316,059 0 -52,316,059 FIT Year 1 0 14,017,520 700,876 0 210,283 360,000 2,363,254 530,271 1,060,542 2,661,356 0 2,397,721	3,138,964  4,377,419  47,938,640  Year 2  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	4,640,064 43,298,576  Year 3 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,918,468 -38,380,109  Year 4  14,925,410  0 0 0 0 0 0 6,669,891 2,397,721 0 0 447,762	5,213,576 -33,165,533 -33,165,533 -34,025,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	5,526,390 -27,640,143  Year 6 14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,857,974 -21,782,169  Year 7  14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698  Year 9 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 6,669,691 2,397,721 50,000 166,747 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,976,940 -2,013,758  Year 10 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,395,557 5,381,799 Year 11   14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 7,203,482 2,397,723 54,0067 0	8,117,693 21,617,184 Year 13 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 29,734,877  Year 14 16,119,443 0 0 0 0 7,203,482 2,397,721 54,000 180,087 0 0 483,563	8,117,693 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 7,203,482 2,397,721 54,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 19 0 0 0 0 0 0 0 0 0	0 45,970,262 Year 20 0 0 0 0	0 46,970,262 Year 21 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	32
E NCOME DITURE  DITURE  DITURE  DITURE  DITURE  CONSISTENCY  DISTRICT  DITURE	Profit on Costs Profit on GDV Cash Fise Opering Balan Closing Balan	-52,316,059 0 .62,316,059 0 .62,316,059 FFIT Year 1 14,017,520 700,876 0 .210,263 360,000 6,363,254 500,277,21 0 .0 0 .2397,721 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .	3,138,964  4,377,419  47,008,640  Year 2  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	4,640,064 43,208,676  Year 3 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,918,468 38.380,109  Year 4 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,213,576 -33,166,533  Year 5  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	5,526,390 -27,640,143  Year 6 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,857,974 -21,782,169  Year 7 14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698 -7,990,698 -8,990,698 -8,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9	6,976,940 2,013,758  Year 10 14,925,410 0 0 0 0 0 0 0 0 16,569,891 2,397,721 0 0 165,747 0 0 447,782 74,627	7.395.557 5.381,799 Year 11 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 7,201,482 2,397,721 54,000 180,087 0 0 0 483,583 80,597	8,117,693 21,617,194 21,617,194 316,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 29,734,877  Year 14 16,119,443  0 0 0 0 0 7,203,482 2,397,721 54,000 180,087 0 0 0 43,563 80,597	8,117,693 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45.970.262 Year 19 0 0 0 0 0 0 0 0 0	0 45,970 262 Year 20 0 0 0 0 0 0	0 46,970,262 Year 21 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	32
E INCOME  BYCOME  BYCO	Profit on Costs Profit on GDV Cash Flow Opering Balan Cash Flow Opering Balan Cash Flow DOTTIONAL PROFI Balan Bala	-52,316,059 0 .62,316,059 0 .62,316,059 FFIT Year 1 14,017,520 700,876 0 .210,263 360,000 6,363,254 500,277,21 0 .0 0 .2397,721 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .	3,138,964  4,377,419  47,008,640  Year 2  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	4,640,064 43,208,676  Year 3 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,918,468 38.380,109  Year 4 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,213,576 -33,166,533  Year 5  14,925,410  0  0  0  0  0  0  0  0  0  0  0  0	5,526,390 -27,640,143  Year 6 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,857,974 -21,782,169  Year 7 14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698 -7,990,698 -8,990,698 -8,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,991 -9,990,698 -9,99	6,976,940 2,013,758  Year 10 14,925,410 0 0 0 0 0 0 0 0 16,569,891 2,397,721 0 0 165,747 0 0 447,782 74,627	7.395.557 5.381,799 Year 11 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 7,201,482 2,397,721 54,000 180,087 0 0 0 483,583 80,597	8,117,693 21,617,194 21,617,194 316,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 29,734,877  Year 14 16,119,443  0 0 0 0 0 7,203,482 2,397,721 54,000 180,087 0 0 0 43,563 80,597	8,117,693 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,262  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45 970 202  Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970 262 Year 20 0 0 0 0 0 0	0 46,970,262 Year 21 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 45,970,26	332
FLOW FOR CIL AL   BICOME  BICO	Profit on Costs Profit on GDV Cash Flow Opering Balan Cash Flow Opering Balan Cash Flow DOTTIONAL PROFI Balan Bala	-52,316,059 0 .62,316,059 0 .62,316,059 FFIT Year 1 14,017,520 700,876 0 .210,263 360,000 6,363,254 500,277,21 0 .0 0 .2397,721 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .	3,138,964 4,377,419 47,938,640  Year 2 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,640,064  43,298,576  Year 3  14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 447,762 74,627 0 0 0,000,749	4,918,468 -38,380,109  Year 4  14,925,410  0 0 0 0 0 0 0 0 0 0 6,669,891 2,397,721 50,000 166,747 0 447,762 74,627 0 0 9,806,749	5,213,576 -33,166,533  Year 5 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	5,526,390 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143	5,857,974 -21,782,169 -21,782,	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698  Year 9 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 447,762 74,627 0 9,006,749	6,976,940 -2,013,758  Year 10  14,925,410  0 0 0 0 0 0 6,669,891 50,000 166,749	7,396,557 5,381,799  Year 11 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 447,762 74,627 0 0 0,300,749	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 21,617,184 Year 13 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.117,693 29,734,877 Year 14 16,119,443 0 0 0 0 0 7,203,482 2,397,721 54,000 180,007 0 0 10,399,471	8,117,693 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 46,970,262  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 46,970,262 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 45.970,262  Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 45.970.262 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 45,970,262  Year 21  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	52
E ROOME DUTURE  Duty parts etc. Anoguistion of press of the professional of the professional of the professional of the professional of the pression of the pr	Profit on Costs Profit on GDV Cash Flow Opering Balan Custo Page DOTTONAL PRO As Above	-52,316,059 0 .62,316,059 0 .62,316,059 FFIT Year 1 14,017,520 700,876 0 .210,263 360,000 6,363,254 500,277,21 0 .0 0 .2397,721 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .0 0 .	3,138,964 4,377,419 47,938,640  Year 2 14,925,419 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 47,762 74,627 0 0 3,306,749	4,640,064  43,298,576  Year 3  14,925,410  0 0 0 0 0 0 0 0 0 0 0 0 0 0 447,762 74,627 0 0 0,000,749	4,918,468 -38,380,109  Year 4  14,925,410  0 0 0 0 0 0 0 0 0 0 6,669,891 2,397,721 50,000 166,747 0 447,762 74,627 0 0 9,806,749	5,213,576 -33,166,533  Year 5 -14,925,410 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	5,526,390 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143 -27,640,143	5,857,974 -21,782,169 -21,782,	6,209,452 -15,572,717 Year 8 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0	6,582,019 -8,990,698  Year 9 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 447,762 74,627 0 9,006,749	6,976,940 -2,013,758  Year 10  14,925,410  0 0 0 0 0 0 6,669,891 50,000 166,749	7,396,557 5,381,799  Year 11 14,925,410 0 0 0 0 0 0 0 0 0 0 0 0 0 447,762 74,627 0 0 0,300,749	8,117,693 13,499,492 Year 12 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 21,617,184 Year 13 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8.117,693 29,734,877 Year 14 16,119,443 0 0 0 0 0 7,203,482 2,397,721 54,000 180,007 0 0 10,399,471	8,117,693 37,852,570 Year 15 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	8,117,693 45,970,262 Year 16 16,119,443 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 46,970,262  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 46,970,262 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 45.970,262  Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 45.970.262 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 45,970,262  Year 21  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	. 32



COME		SSGA South																						
	Av Size	. %	Number 450		Price £/m2	GDV f	GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca		rate			Build Cost BCIS	/m2 893	
	mz					L	IIIZ		LAND			/unit or m2	Total	14 141 846			Plannino apo fe No dwgs	dwgs 450				BCIS CfSH	893 13	1.50%
ket Housing	107.8		383		2,370		41,231		l	Land Stamp Duty		31,426	696,592	14,141,846			No dwgs under No dwgs over f	400 400	385 115	154,000 46,000		Energy Design	0	
d Ownership	72.0	4%	17		1,541	1,871,320	1,215		l	Easements etc. Legals Acquisit		1.50%	212,128	908.720					Total	200,000		Design Acc & Adpt Over-extra 3	8	
le Rent	72.0	11%	51		1,000	3,644,244	3,644		l	Lugais Acquisit	ion	1.50%	212,128	908,720								Small Sites	0	0%
ent	72.0				910	0	0		PLANNING	Planning Fee			200.000				Stamp duty cale	- Residual				Site Costs	179 1,093	20%
							٥		l	Architects		6.00%	3,123,975				Land payment			14,141,846			.,003	
nd Subsidy	Shared Owners Affordable Ren	snip rt			0	0			l	QS / PM Planning Consu		0.50%	260,331 520,662											
	Social Rent				ō	0			l	Other Professio		2.50%	1,301,656	5,406,625										
REA - Net	12.86		35	/ha		103,233,278	46,090		CONSTRUCT	ION														
REA - Gross	22.50	ha	20	/ha					l	Build Cost - BC s106 / CIL	IS Based	1,093	50,357,313 450,000						Total	696,592				
			1							Contingency		2.50%	1,258,933				Stamp duty cale	- Add Profit	_					
oer Quarter alld Time	3	Quarters								Abnormals			0	52,066,246			Land payment 125,000	0%	1%	8,415,000				
		Whole Site	Per ha NET	Day to GDOGG		RUN Residual I	MACRO ctrl+r sino balance = 1	0	FINANCE	Fees			207.000				250,000 500,000	1%	3% 4%					
ual Land Value		14,141,846	1,099,677	628,527						Interest		6.00%					1,000,000	4%	5%					
rive Use Value	20%	450,000		20,000		RUN CIL MACR	tO ctrl+I sing balance = 1	n		Legal and Value	ation		0	207,000			above	5%	5% Total	420,750				
Plus /h		7,875,000		350,000				-	SALES								Pre CIL s106							
Vi	Viability Threshold	8,415,000		374,000		Check on phasing o				Agents Legals		3.0% 0.5%	3,096,998 516,166				Pre CIL s106	1,000 £/ Ti	Unit (all) stal	450,000		LIT	% GDV 0.00%	0
			£/m2							Misc.			0	3,613,165	76,343,602									
onal Profit		8,284,237	201						Developers Pr	rofit							Post CIL s106 CIL	1,000	E/ Unit (all) £/m2					
										% of costs (befo	ore interest)	0.00% 20.00%			20,646,656				Total	450,000				
UAL CASH FLO	OW FOR INTERES	ST						•																
E		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
Started Housing		29	29 6 297 364	29 6 297 364	29 6 297 364	29 6.297.364	40 6 297 364	40 8 686 019	40 8 686 019	40 8 686 019	40 8 686 019	21 8 686 019	21 4 560 160	21 4 560 160	21 4 560 160	21 4 560 160	4 560 160	0	0	0	0	0	0	0
Ownership			120,596	120,596	120,596	120,596	120,596	166,340	166,340	166,340	166,340	166,340	87,328	87,328	87,328	87,328	87,328	0	0	0	0	0	0	0
ible Rent Rent			234,851	234,851	234,851	234,851	234,851	323,933 0	323,933 0	323,933 0	323,933	323,933	170,065	170,065	170,065	170,065 0	170,065	0	0	0	0	0	0	0
nd Subsidy			0	0	0	0	0	0	0	0	0	0	0	ō	0	0	0	0	0	0	0	0	0	0
INCOM	ME	0	6,652,811	6,652,811	6,652,811	6,652,811	6,652,811	9,176,291	9,176,291	9,176,291	9,176,291	9,176,291	4,817,553	4,817,553	4,817,553	4,817,553	4,817,553	0	0	0		0	0	0
IDITURE Duty		696,592																				1		
ents etc.		0																				1		
Acquisition		212,128																						
Fee		200,000																				1		
ts		3,123,975 260,331		0																				
Consultants rofessional		520,662 1,301,656		0																		1		
		1,301,656		U																				
ost - BCIS Base IL	ie.		3,245,249 29,000	20,000	20,000	29,000	3,245,249 29,000	40,000	40,000	40,000	4,476,206 40,000	40.000	24 000	21,000	2,350,008 21,000	21,000	21,000	0	0	0	0	0	0	0
ency nals			81,131	81,131	81,131	81,131	81,131	111,905	111,905	111,905	111,905	111,905	58,750	58,750	58,750	58,750	58,750	0	0	0	0	0	0	0
			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Fees nd Valuation		207,000																				1		
/ #######		0	199 584	199 584	199 584	199 584	199 584	275 289	275 289	275 289	275 289	275 289	144 527	144 527	144 527	144 527	144 527				0			
		0	199,584 33,264	199,584 33,264	199,584 33,264	199,584 33,264	199,584 33,264	275,289 45,881	275,289 45,881	275,289 45,881	275,289 45,881	275,289 45,881	144,527 24,088	144,527 24,088	144,527 24,088	144,527 24,088	144,527 24,088	0	0	0	0	0	0	0
S REFORE 1 AM	ND INT AND PROI	6,522,345	3 588 229	3 588 229	3 588 229	3 588 229	3 588 229	4 949 281	4,949,281	4,949,281	4 949 281	4,949,281	2,598,372	2 598 372	2 598 372	2,598,372	2,598,372			0	0			0
- JLI ORE LAN	ARD PRO	0,022,345	9,500,623	0,000,223	J., 600, ££3	5,500,223	v,vvv,££3	7,070,601	7,473,401	7,479,401	7,073,401	7,473,201	4,000,012	4,000,312	2,000,012	2,000,312	2,000,012		•	•		,		
sidual Valuation	on Land	14.141.846	1																					
	Interest			1,130,368	1,014,315	891,299	760,902	622,681	406,421	177,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																							
	Cash Flow	-20,664,191	1,824,731	1,934,215	2,050,268	2,173,284	2,303,681	3,604,330	3,820,590	4,049,825	4,227,010	4,227,010	2,219,180	2,219,180	2,219,180	2,219,180	2,219,180	0	0	0	P		0	0
	Opening Balan	-20,664,191	1,024,131	1,034,210	-14 954 077	2,173,204	4,303,001	5,004,330	3,020,000	4,049,625	4,221,010	4,227,010	2,219,100	a,419,10U	4,219,100	4,210,100	2,219,160							
	Closing Balance	-20,664,191	-18,839,460	-16,905,245	-14,854,977	-12,681,693	-10,378,012	-6,773,682	-2,953,093	1,096,732	5,323,743	9,550,753	11,769,934	13,989,114	16,208,295	18,427,475	20,646,656	20,646,656	20,646,656	20,646,656	20,646,656	20,646,656	20,646,656	20,646,656
FLOW FOR CIL	IL ADDITIONAL PR	ROFIT																						
IE.	As Above	Year 1	Year 2				Year 6				Year 10				Year 14			Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23
INCOM		0	6,652,811	6,652,811	6,652,811	6,652,811	6,652,811	9,176,291	9,176,291	9,176,291	9,176,291	9,176,291	4,817,553	4,817,553	4,817,553	4,817,553	4,817,553	0		0	0	0	0	0
														4,011,000										
IDITURE		8,415,000												4,011,000										
		8,415,000	l											4,011,333										
Outy onts etc.		420,750 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Outy onts 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	0 0	0	0 0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0
Outy ents etc. Acquisition		420,750 0 126,225 200,000	0 0 0	0 0 0	0 0 0	0 0	0 0 0		0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0	0			0 0 0		0 0 0	0 0 0	0 0 0
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Outy nts etc. loquisition pree ts		420,750 0 126,225 200,000 3,123,975 260,331 520,662	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		-	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	-	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0	0	0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Outy Strints etc. Acquisition g Fee tts g Consultants refessional		420,750 0 126,225 200,000 3,123,975 260,331	0 0 0	0 0 0	0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0	0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
outy ints etc. coquisition if Fee ts (Consultants ofessional	50	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656	0 0 0 0 0 0 0 0 0 0 0		0 0	0	0 0 0 0 0 0 0 0 0 0	0	-	0 0 0 0 0 0 0 0 0 0 4.476,206	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 4.476,205	0	0 0 0	0 0 0 0 0 0 0 0 0 0	0 0	0 0 0	0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duty Inits etc. Acquisition If Fee Its In Consultants Inferessional Initial Cill L s 106	ie	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282	0 0 0 0 0 0 0 3,245,249 552,282 29,000	0 0 0 0 0 0 3,245,249 552,282 29,000	0 0 0 0 0 0 3,245,249 552,282 29,000	0 0 0 0 0 0 3,245,249 552,282 29,000	552,282 29,000	0 0 0 0 0 0 4,476,206 552,282 40,000	0 0 0 0 0 0 4,476,206 552,282 40,000	552,282 40,000	552,282 40,000	552,282 40,000	0 0 0 0 0 0 2,350,008 552,282 21,000	0 0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000	552,282 21,000	0 0 0 0 0 0 2,350,008 552,282 21,000	0 0 0 0 0 0 2,350,008	0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duty Inits etc. Acquisition If Fee Its In Consultants Inferessional Initial Cill L s 106	ia	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656	0 0 0 0 0 0 3,245,249 552,282	0 0 0 0 0 0 3,245,249 552,282	0 0 0 0 0 0 3,245,249 552,282	0 0 0 0 0 0 3,245,249 552,282	552,282	0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905	0 0 0 0 0 0 4,476,206	552,282	552,282	552,282	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750	0 0 0 0 0 0 0 0 0 0	552,282	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750	0 0 0 0 0 0 0 2,350,008	0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duty ints etc. Acquisition g Fee its g Consultants rofessional out - BCIS Base TITAL CIL L = 106 ency als	ie.	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	552,282 29,000 81,131 0	0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	552,282 40,000 111,905 0	552,282 40,000 111,905 0	552,282 40,000 111,905 0	0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	552,282 21,000 58,750 0	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 0 2,350,008	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ō	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duty posts etc. Acquisition g Fee ths g Consultants rofessional post - BCIS Base ITIAL CIL L s106 lency lais	ie	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282	0 0 0 0 0 0 0 3,245,249 552,282 29,000	0 0 0 0 0 3,245,249 552,282 29,000 81,131	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131	0 0 0 0 0 3,245,249 552,282 29,000 81,131	552,282 29,000	0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905	0 0 0 0 0 4,476,206 552,282 40,000 111,905	552,282 40,000	552,282 40,000	552,282 40,000	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750	0 0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000	552,282 21,000 58,750	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750	0 0 0 0 0 0 0 2,350,008	0 0 0 0 0 0	0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duty sents etc. Acquisition tig Fee cits tig Consultants Professional tiost - BCIS Base NTIAL CIL. IL s106 gency nats	ie.	420,750 0 126,225 200,000 3,123,975 260,331 520,652 1,301,656 0 552,282 0 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	552,282 29,000 81,131 0 0	0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	552,282 40,000 111,905 0 0	552,282 40,000 111,905 0 0	552,282 40,000 111,905 0 0	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	552,282 21,000 58,750 0 0	0 0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 2.350,008	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ō	
Duty ents etc. Acquisition g Fee ots g Consultants professional ost - BCIS Base HTIAL CIL IL s106 gency sals	ie.	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	552,282 29,000 81,131 0	0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	552,282 40,000 111,905 0	552,282 40,000 111,905 0	552,282 40,000 111,905 0	0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	552,282 21,000 58,750 0	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 0 2,350,008	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	
Duey cents etc. Acquisition g Fee cts g Consultants professional cost - BCIS Base VITIAL CIL Ls 106 Leptop also so Fees and Valuation d Valuation		420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282 0 0 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0	552,282 29,000 81,131 0 0 0	0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	0 0 0 0 0 4,476,206 552,282 40,000 111,905 0	552,282 40,000 111,905 0 0 0 275,289	552,282 40,000 111,905 0 0 0 275,289	552,282 40,000 111,905 0 0 0 275,289	0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 0 0 0 0 2,350,008 582,282 21,000 0 0	552,282 21,000 58,750 0 0 0	0 0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0	0 0 0 0 0 0 0 2.350,008 21,000 58,750 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	
Duty sents stc. Acquisition by Fee cts g Consultants redesional loss + BCIS Base WITAL CIL. IL ±106 percy and stress of the state of the stress of the state of the stress of the state of	NO INT AND PROJ	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282 0 0 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0 199,584 33,264	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0 199,584 33,264	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0	552,282 29,000 81,131 0 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 4,476,206 552,282 40,000 0 0 0 0 275,289 45,881	4,476,206 552,282 40,000 111,905 0 0 275,289 45,881	552,282 40,000 111,905 0 0 0 275,289 45,881 0	552.282 40,000 111,905 0 0 0 275,289 45,881 0	552,282 40,000 111,905 0 0 0 275,289 45,881 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000 0 0 0	552,282 21,000 58,750 0 0 0 144,527 24,088	0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0 0 0	0 0 0 0 0 0 2,350,008 21,000 58,750 0 0 0 144,527 24,088	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duey sents etc. Acquisition g Fee cres cres consultants rotessional cost - BCIS Base eTITLA. Cit. Lt. 106 epocy abats of Cost and Cost - BCIS Base et al. 20 epocy abats of Cost - BCIS Base et al. 20	ND INT AND PROJ	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282 0 0 0	0 0 0 0 0 545,249 29,000 81,131 0 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 0 502.242.249 29,000 81,131 0 0 0 0 0 4,140,511	552,282 29,000 81,131 0 0 0 199,584 33,264 0 4,140,511	0 0 0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	0 0 0 0 0 0 4.476,206 552,282 40,000 111,905 0 0 275,289 45,881 0 5,501,563	552,282 40,000 111,905 0 0 0 275,289 45,881 0	552.282 40,000 111,905 0 0 0 275,289 45,881 0	552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	0 0 0 0 0 2,350,008 552,282 21,000 0 0 0 144,527 24,088 0 3,150,855	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	552,282 21,000 58,750 0 0 0 144,527 24,088 0 3,150,655	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 2,350,008 21,000 58,750 0 0 144,527 24,088 2,599,372	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duey but set. Acquisition of Fee or other other or other or other other or other or	ND INT AND PROI	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282 0 0 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0 199,584 33,264	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0 199,584 33,264	0 0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 0	552,282 29,000 81,131 0 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 4,476,206 552,282 40,000 0 0 0 0 275,289 45,881	4,476,206 552,282 40,000 111,905 0 0 275,289 45,881	552,282 40,000 111,905 0 0 0 275,289 45,881 0	552.282 40,000 111,905 0 0 0 275,289 45,881 0	552,282 40,000 111,905 0 0 0 275,289 45,881 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000 0 0 0	552,282 21,000 58,750 0 0 0 144,527 24,088	0 0 0 0 0 0 0 0 0 2,350,008 552,282 21,000 58,750 0 0 0	0 0 0 0 0 0 2,350,008 21,000 58,750 0 0 0 144,527 24,088	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duey but set. Acquisition of Fee or other other or other or other other or other or	ND INT AND PROJ	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282 0 0 0	0 0 0 0 0 545,249 29,000 81,131 0 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 0 502.242.249 29,000 81,131 0 0 0 0 0 4,140,511	552,282 29,000 81,131 0 0 0 199,584 33,264 0 4,140,511	0 0 0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	0 0 0 0 0 0 4.476,206 552,282 40,000 111,905 0 0 275,289 45,881 0 5,501,563	552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	0 0 0 0 0 2,350,008 552,282 21,000 0 0 0 144,527 24,088 0 3,150,855	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	552,282 21,000 58,750 0 0 0 144,527 24,088 0 3,150,655	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 2,350,008 21,000 58,750 0 0 144,527 24,088 2,599,372	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Duty Duty See to Acquisition Ng Fee cts Gg Consultants Professional Cost - BCIS Base WTIAL CIL Lary Best of Be	ND INT AND PROI	420,750 0 126,225 200,000 3,123,975 260,331 520,662 1,301,656 0 552,282 0 0 0	0 0 0 0 0 545,249 29,000 81,131 0 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 3,245,249 552,282 29,000 81,131 0 0 199,584 33,264 0	0 0 0 0 0 0 0 0 0 502.242.249 29,000 81,131 0 0 0 0 0 4,140,511	552,282 29,000 81,131 0 0 0 199,584 33,264 0 4,140,511	0 0 0 0 0 0 0 0 0 4,476,206 552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	0 0 0 0 0 0 4.476,206 552,282 40,000 111,905 0 0 275,289 45,881 0 5,501,563	552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	552,282 40,000 111,905 0 0 0 275,289 45,881 0 5,501,563	0 0 0 0 0 2,350,008 552,282 21,000 0 0 0 144,527 24,088 0 3,150,855	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	552,282 21,000 58,750 0 0 0 144,527 24,088 0 3,150,655	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 2,350,008 21,000 58,750 0 0 144,527 24,088 2,599,372	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	



COME		Large Green 3																						1
	Av Size m2	%	Number 350		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS						P	tanning fee cal tanning app fe to dwgs	lc dwgs	rate			Build Cost BCIS CfSH	/m2 897 13	
irket Housing	95.6	85%	298		2,250	64,025,270	28,456		LAND	Land		/unit or m2 26,977	Total	9.442.019		N	lo dwgs lo dwgs under	dwgs 350 300	385	115,500		CfSH Energy	13	1.50%
							20,400			Stamp Duty		20,017	461,601	3,442,013		N	lo dwgs over !	300	115	34,500		Decise	0	
d Ownership	71.5	4%	13		1,463	1,372,465	938			Easements etc. Legals Acquisit		1.50%	141,630	603,231		L			Total	150,000		Acc & Adpt Over-extra 3	8	
lable Rent	71.5	11%	39		1,000	2,815,313	2,815			Lugau Auquan		1.50%	141,000	000,201								Small Sites	ō	0%
Rent	71.5	0%	0		910				PLANNING	Planning Fee			150,000			ls.	tamp duty calc	- Residual				Site Costs	135 1,053	15%
							ŭ			Architects QS / PM		6.00%	2.106.988			L	and payment _			9,442,019			1,000	1
and Subsidy	Shared Owners Affordable Ren				0					QS / PM Planning Consu	itants	0.50%	175,582 351,165											
	Social Rent				0	0				Other Professio		2.50%	877,912	3,661,647										
AREA - Net	10.00	ha	35	/ha		68,213,047	32,209		CONSTRUCT	ION														
AREA - Gross	13.33	ha	26	/ha						Build Cost - BC	IS Based	1,053	33,918,512			L			Total	461,601				
										s106 / CIL Contingency		2.50%	350,000 847,963			s	tamp duty calc	- Add Profit						
per Quarter	0									Abnormals			0	35,116,475			and payment			4,986,667				
Build Time	3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE								125,000 250,000	0% 1%	1% 3%					
dual Land Value		Whole Site 9,442,019	Per ha NET	Per ha GROSS 708.151		Clo	ising balance =	0		Fees Interest		6.00%	138,000				500,000 1,000,000	3% 4%	4% 5%					
native Use Value		266,667	944,202	20,000		RUN CIL MACR	RO ctrl+l			Legal and Value	ation	6.00%	0	138,000			above	4% 5%	5%					
	20%	53,333 4 666 667		4,000			ising balance =	0	SALES							L			Total	249,333				
Plus/ha Vial	a 350,000 ability Threshold	4,666,667		350,000 374,000		Check on phasing o	deas nos		SALES	Agents		3.0%	2,046,391			P	ne CIL s106	1.000 £	/ Unit (all)			LIT	% GDV	
						con	rect			Legals		0.5%	341,065			L			otal	350,000			0.00%	
ional Profit		5 894 334	E/m2 207							Misc.			0	2,387,457	51,348,829	Го	ost CIL s106	1.000	E/ Unit (all)					
ional Profit		3,034,334	201					ĺ	Developers Pr	rofit				_		c	IL	1,000	£/m2					
										% of costs (befo % of GDV	are interest)	0.00% 20.00%			13,642,609	⊢			Total	350,000				
DUAL CASH FLOW	W FOR INTERES	T 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
ME Started		17	37	37	37	37	37	37	37	37	37													
S Started et Housing		17	3,109,799	6,768,386	37 6,768,386	6,768,386	6,768,386	6,768,386	37 6,768,386	37 6,768,386	6,768,386	6,768,386	0	0	0	0	0	0	0	0	0	0	0	0
d Ownership			66,663	145.089	145,089	145.089	145,089	145.089	145.089	145.089	145.089	145,089	0	0	0	ō	0	0	0	0	0	0	0	0
lable Rent Rent			136,744	297,619 0	297,619 0	297,619 0	297,619 0	297,619 0	297,619 0	297,619 0	297,619 0	297,619 0	0	0	0	0	0	0	0	0	0	0	0	0
and Subsidy			0	0	ó	0	0	0	0	0	ó	0	0	0	0	0	0	0	0	0	ó	0	ō	ō
INCOME		0	3,313,205	7,211,094	7,211,094	7,211,094	7,211,094	7,211,094	7,211,094	7,211,094	7,211,094	7,211,094	0		0		0	0		0				
NDITURE		461,601								1														
Duty nents etc.		0								1														
Acquisition		141,630																						
ng Fee		150,000																						
icts		2.106.988		0						1														
ng Consultants		175,582 351,165		0						1														
Professional		877,912		0						1														
Cost - BCIS Base			1,647,471	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	0	0	0	0	0	0	0	0	0	0	0	0
CIL			17,000 41.187	37,000 89,642	37.000	37.000	37,000 89,642	37,000 89,642	37.000	37,000 89,642	37,000 89,642	37,000 89,642	0	0	0	0	0	0	0	0	0	0	0	0
gency mals			41,187 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	0	0	0	0	0	0	0	0	0	0	0	0
e Fees		139 000																						
e Fees and Valuation		138,000 0								1														
s		0	99,396	216,333	216,333	216,333	216,333	216,333	216,333	216,333	216,333	216,333	e		0	0	0	0	0	0				
s :		0	16,566	216,333 36,055	216,333 36,055	36,055	36,055	36,055	216,333 36,055	216,333 36,055	216,333 36,055	216,333 36,055	0	0	0	0	0	0	0	0	0	0	0	0
S BEFORE LAND	D INT AND PROF	4,402,879	1,821,620	3,964,701	3,964,701	3,964,701	3,964,701	3,964,701	3,964,701	3,964,701	3,964,701	3,964,701	0		0	0	0	0		0	0	0	0	
		4,142,011	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,						.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,															
esidual Valuation	Land	9,442,019	ì																					
		3,442,013		791,040	643,719	487,559	322,029	146,567	0	0	0	0	0	0	0	0	0	0	0	0	0	. 0	0	0
ESIGUSI VEIDELIOII	Interest		830,694							i .												1		
CIOCA VACALOR	Profit on Costs		830,694																					
	Profit on GDV																							
	Profit on GDV Cash Flow	-13,844,898 0	830,694 660,892	2,455,352	2,602,673	2,758,833	2,924,363	3,099,825	3,246,392	3,246,392	3,246,392	3,246,392	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV	-13,844,898 0 -13,844,898			2,602,673 -8,125,981	2,758,833 -5,367,148	2,924,363	3,099,825 657,041	3,246,392 3,903,433	3,246,392 7,149,825	3,246,392 10,396,217	3,246,392 13,642,609	0 13,642,609	0 13,642,609			0 13,642,609	0 13,642,609	0 13,642,609	0	0 13,642,609	0 13,642,609	0 13,642,609	0 13,642,609
	Profit on GDV  Cash Flow Opening Balance Closing Balance	0 -13,844,898	660,892	2,455,352																				
FLOW FOR CIL A	Profit on GDV  Cash Flow Opening Balance Closing Balance	0 -13,844,898 OFIT	660,892 -13,184,006 Year 2	2,455,352 -10,728,654 Year 3	-8,125,981 Year 4	-5,367,148 Year 5	-2,442,784 Year 6	657,041 Year 7	3,903,433 Year 8	7,149,825 Year 9	10,396,217 Year 10	13,642,609	13,642,609	13,642,609		13,642,609	13,642,609	13,642,609		13,642,609	13,642,609	13,642,609		13,642,609
FLOW FOR CIL A	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT	660,892 -13,184,006	2,455,352 -10,728,654 Year 3	-8,125,981	-5,367,148 Year 5	-2,442,784 Year 6	657,041	3,903,433	7,149,825	10,396,217	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609
FLOW FOR CIL A	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1	660,892 -13,184,006 Year 2	2,455,352 -10,728,654 Year 3	-8,125,981 Year 4	-5,367,148 Year 5	-2,442,784 Year 6	657,041 Year 7	3,903,433 Year 8	7,149,825 Year 9	10,396,217 Year 10	13,642,609 Year 11	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609
I FLOW FOR CIL A ME INCOME	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1	660,892 -13,184,006 Year 2	2,455,352 -10,728,654 Year 3	-8,125,981 Year 4	-5,367,148 Year 5	-2,442,784 Year 6	657,041 Year 7	3,903,433 Year 8	7,149,825 Year 9	10,396,217 Year 10	13,642,609 Year 11	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609
FLOW FOR CIL A  SE  INCOME  NOTURE  Duty	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1	660,892 -13,184,006 Year 2	2,455,352 -10,728,654 Year 3	-8,125,981 Year 4	-5,367,148 Year 5	-2,442,784 Year 6	657,041 Year 7 7,211,094	3,903,433 Year 8	7,149,825 Year 9	10,396,217 Year 10	13,642,609 Year 11	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609 Year 16 0	13,642,609 Year 17 0	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609	13,642,609
FLOW FOR CIL A  E  INCOME  INCOME  Duty  ents etc.	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 +13,844,898 OFIT Year 1 0 4,986,667 249,333 0	660,892 -13,184,006 Year 2 3,313,205	2,455,352 -10,728,654 Year 3	-8,125,981 Year 4 7,211,094	-5,367,148  Year 5  7,211,094	-2,442,784 Year 6	7,211,094	3,903,433 Year 8 7,211,094	7,149,825 Year 9	10,396,217 Year 10	13,642,609 Year 11	13,642,609	13,642,609	13,642,609	13,642,609 Year 15 0 0 0	Year 16 0 0	13,642,609 Year 17 0	13,642,609	13,642,609	13,642,609 Year 20 0	13,642,609	13,642,609	13,642,609
FLOW FOR CIL A  E  INCOME  NOTURE  Dusy ents etc.  Acquisition	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 +13,844,898 OFIT Year 1 0 4,986,667 249,333 0 74,800	660,892 -13,184,006 Year 2 3,313,205	2,455,352 -10,728,654 Year 3 7,211,094	-8,125,981  Year 4  7,211,094	-5,367,148  Year 5  7,211,094	-2,442,784  Year 6  7,211,094	Year 7 7,211,094	3,903,433  Year 8  7,211,094	7,149,825 Year 9 7,211,094	10,396,217 Year 10	13,642,609 Year 11	13,642,609	13,642,609	13,642,609	13,642,609  Year 15  0  0 0 0	13,642,609  Year 16  0  0 0 0	13,642,609  Year 17  0  0 0 0	13,542,609  Year 18  0  0 0 0	13,642,609	13,642,609 Year 20 0 0 0 0	13,642,609  Year 21  0	13,642,609	13,642,609
FLOW FOR CIL A  ME  INCOME  NDITURE  Duly  rents etc.  Acquisition	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 +13,844,898 OFIT Year 1 0 4,986,667 249,333 0	660,892 -13,184,006 Year 2 3,313,205	2,455,352 -10,728,654 Year 3 7,211,094	-8,125,981 Year 4 7,211,094	-5,367,148  Year 5  7,211,094	-2,442,784  Year 6  7,211,094	7,211,094	3,903,433 Year 8 7,211,094	7,149,825 Year 9 7,211,094	10,396,217 Year 10	13,642,609 Year 11	13,642,609	13,642,609	13,642,609	13,642,609 Year 15 0 0 0	Year 16 0 0	13,642,609 Year 17 0	13,642,609 Year 18 0 0 0	13,642,609	13,642,609 Year 20 0	13,642,609  Year 21  0	13,642,609	13,642,609
FLOW FOR CIL A  E  NCOME  NOTURE  Duty  Herris etc.  Acquisition  Ing Fee octs	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1 0 4,986,667 249,333 0 74,800 150,000 2,106,988 175,582	660,892 -13,184,006 Year 2 3,313,205	2,455,352 -10,728,654 Year 3 7,211,094	-8,125,981  Year 4  7,211,094	-5,367,148  Year 5  7,211,094  0 0 0 0	-2,442,784  Year 6  7,211,094	Year 7 7,211,094 0 0 0	3,903,433  Year 8  7,211,094	7,149,825 Year 9 7,211,094	10,396,217 Year 10	13,642,609 Year 11	13,642,609  Year 12  0  0 0 0 0 0	13,642,609	13,642,609	13,642,609  Year 15  0  0  0  0  0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 17  0  0 0 0	13,542,609  Year 18  0  0 0 0	13,642,609	13,642,609  Year 20  0  0  0  0  0  0	13,642,609  Year 21  0	13,642,609	13,642,609
FLOW FOR CIL A  E  INCOME  INCOME  IDITURE  Diay  ents etc.  Acquisition  Ig Fee  cts  Ig Consultants	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1 0 4,986,667 249,333 0 74,800 150,000 2,106,988 176,582 351,165	660,892 -13,184,006 Year 2 3,313,205	2,455,352 -10,728,654 Year 3 7,211,094	-8,125,981  Year 4  7,211,094	-5,367,148  Year 5  7,211,094	-2,442,784  Year 6  7,211,094	Year 7 7,211,094 0 0 0	3,903,433  Year 8  7,211,094	7,149,825 Year 9 7,211,094	10,396,217 Year 10	13,642,609 Year 11	13,642,609	13,642,609	13,642,609	13,642,609  Year 15  0  0 0 0	13,642,609  Year 16  0  0 0 0	13,642,609  Year 17  0  0 0 0	13,542,609  Year 18  0  0 0 0	13,642,609	13,642,609  Year 20  0  0  0  0  0	13,642,609  Year 21  0	13,642,609	13,642,609
FLOW FOR CIL A  E  INCOME  INCOME  UDITURE  Duly  sents set.  Acquisition  Ig Fee  cts  Ig Consultants  Professional	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1 0 4,986,667 249,333 0 74,800 150,000 2,106,988 175,582	660,892 -13,184,006 Year 2 3,313,295 0 0 0 0	2,455,352 110,728,654 Year 3 7,211,094	-8,125,981  Year 4  7,211,094	-5,367,148  Year 5  7,211,094  0 0 0 0 0 0 0	7,211,094  7,211,094  0 0 0 0 0 0	Vear 7 7 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,903,433  Year 8  7,211,094	7,149,825  Year 9  7,211,094	7,211,094  7,211,094	13.642,509  Year 11  7,211,094  0 0 0 0 0 0	13,642,609  Year 12  0  0 0 0 0 0 0 0	13,642,609	13,642,609	13,642,609  Year 15  0  0  0  0  0  0  0	13,642,509  Year 16  0  0 0 0 0 0 0	13.642.609  Year 17  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0  0  0  0  0  0	Year 19 0	13,642,609  Year 20  0  0  0  0  0  0  0	13.642.609  Year 21  0  0 0 0 0 0 0 0	13,642,609	13,642,609
ELOW FOR CIL A  E  INCOME  IDITURE  Duly  orts etc.  Acquation  g Fee  cs  g Consultants  rofessional  ost = BGIS Base  THAL Cill.	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1 0 4,986,667 249,333 0 74,800 150,000 2,106,988 176,582 351,165	660,892 -13,184,006 Year 2 3,313,205	2,455,352 -10,728,654 Year 3 7,211,094	-8,125,981  Year 4  7,211,094	-5,367,148  Year 5  7,211,094  0 0 0 0 0	-2,442,784  Year 6  7,211,094	7,211,094	3,903,433  Year 8  7,211,094	7,149,825 Year 9 7,211,094	10,396,217 Year 10	7,211,094  7,211,094  0 0 0 0 0 0 0 3,585,671	13,642,609  Year 12  0  0 0 0 0 0 0 0	13,642,609	13,642,609	Year 15 0 0 0 0 0 0 0	13,642,509  Year 16  0  0 0 0 0 0 0	13.642.609  Year 17  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0  0  0  0  0  0	Year 19 0	13,642,609  Year 20  0  0  0  0  0  0  0	13.642.609  Year 21  0  0 0 0 0 0 0 0	13,642,609	13,642,609
FLOW FOR CIL A  INCOME   Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 0 13,844,898  OFIT Year 1 0 4,986,667  249,333 0 74,800 150,00 88 175,582 351,195 877,912 0 589,433	Year 2  Vear 2  3,313,205  0 0 0 0 1,647,471 599,433	2,456,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-8,125,981  Year 4  7,211,094  0 0 0 0 0 0 3,585,671 599,433 37,000	5.387,148  Year 5  7,211.094  0 0 0 0 0 0 0 3.585.671 589.433 37,000	7,211,094  7,211,094  0 0 0 0 0 0 3,585,671 589,433 37,000	7,211,694 7,211,694 0 0 0 0 0 0 0 0 0 0 0 0 0	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 3,585,671 559,433 37,000	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 3,585,671 589,433	Vear10  7,211,094  0 0 0 0 0 0 3,585,671 589,433 37,000	7,211,094  7,211,094  0 0 0 0 0 0 3,585,671 37,000	13,642,609  Year 12  0  0 0 0 0 0 0 0	13,642,609	13,642,609	Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 16 0 0 0 0 0 0 0	13,642,509  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 18 0	Year 19 0	13,642,609  Year 20  0  0  0  0  0  0  0  0  0	13.642.609  Year 21  0  0 0 0 0 0 0 0	13,642,609	13,642,609	
FLOW FOR CIL A  E  NCOME  NOTURE  Duy  serts sitc. Acquisition  tg Fee  g Consultants  Professional  out BCIS Base  NTIAL CIL 1.506	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 OFIT Year 1 0 4,986,667 249,333 0 74,800 150,000 2,106,988 175,582 351,165 877,912 0	Year 2  3,313,205  0 0 0 0 1,647,471	2,455,352 +10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0	-8,125,981  Year 4  7,211,094	Year 5 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,211,094  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	957,041  Year 7  7,211,094  0 0 0 0 0 0 3,585,671	3,903,433  Year 8  7,211,094	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,396,217  Year 10  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,211,094  7,211,094  0 0 0 0 0 0 0 3,585,671	13,642,609  Year 12  0  0 0 0 0 0 0 0	13,642,609	13,642,609	13,642,609  Year 15  0  0  0  0  0  0  0	13,642,509  Year 16  0  0 0 0 0 0 0	13.642.609  Year 17  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0  0  0  0  0  0	Year 19 0	13,642,609  Year 20  0  0  0  0  0  0  0	13.642.609  Year 21  0  0 0 0 0 0 0 0	13,642,609	13,642,609
ELOW FOR CIL A  EL  NCOME  NCOME  NCOME  NCOME  NCOME  NO PORT  NO	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 OFIT Year 1 0 4,986,667 249,333 0 74,800 150,000 2,106,988 175,585 877,912 0 589,433	660,892 -13,184,006  Year 2 3,313,205  0 0 0 0 0 0 1,167,471 589,433 17,000 41,187	2,455,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,211,094  7,211,094  0 0 0 0 0 0 3,585,671 599,433 37,000 89,642 9,642	5,367,148  Year 5  7,211,094  0 0 0 0 0 0 0 3,585,671 589,433 37,000 89,642	7,211,094  Year 6  7,211,094  0 0 0 0 0 0 0 3,585,671 599,433 37,000 89,642	957,041  Year 7  7,211,094  0 0 0 0 0 0 0 0 3,585,671  559,433 37,000 89,642 0	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 3,585,671 569,433 37,000 89,642 0	7,149,825  Year 9  7,211,994  0 0 0 0 0 0 3,585,671 589,433 37,000 89,642	10,396,217  Year 10  7,211,094  0 0 0 0 0 0 0 3,585,571 589,433 37,000 89,642 0	13,642,609  Year 11  7,211,094  0 0 0 0 0 0 0 3,585,671  37,000 89,642	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 14 0	Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13.642.609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609
FLOW FOR CIL A  E  NOOME  NOTURE  Duly  norts etc. Acquisition  tig Fee cts  yg Consultants  Professional  oos - BCIS Base  NTIAL CIL  IL 1106  gency natis	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 OFIT Year 1 0 4.986,667 2-49,333 0 74,800 2.106,988 175,582 351,165 877,912 0 589,433 0	660,892 -13,184,006 -13,184,006 	2,455,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 4 7,211,094 0 0 0 0 0 3,585,671 589,433 37,000 89,642	5.367,148  Year 5  7,211,094  0 0 0 0 0 0 0 3.585,671 589,433 37,000 89,642	7,211,094  Year 6  7,211,094  0 0 0 0 0 0 0 0 0 589,433 37,000 89,642	957,041  Year 7  7,211,094  0 0 0 0 0 0 3,585,671 599,433 37,000 89,642	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 0 0 0 3,585,671 589,433 37,000 89,642	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 3,585,671 589,433 37,000 89,642	10,396,217  Year 10  7,211,094  0 0 0 0 0 0 0 3,585,671 589,433 37,000 89,642	13,642,609  Year 11  7,211,094  0 0 0 0 0 0 3,585,671 37,000 89,642	13,642,600  Year 12  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0 0 0 0 0 0 0 0 0 0	13,642,609	Year 15 0	13.642.609  Year 16  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13.642.609  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 19 0	13,642,609  Year 20  0  0  0  0  0  0  0  0  0  0  0  0	13.642.609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609
FLOW FOR CIL A  EE  NCOME  NOTURE  Delty Delty Delty Delty Opple D	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 0 13,844,898 0FIT Year 1 0 4,986,667 249,333 0 150,000 2,106,982 3175,582 351,165 877,195 0 0 138,000 0	660,892 -13.184,006 -13.184,006 -13.184,006 -13.184,006 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	2,455,352 -10,728,654 Year 3 7,211,694 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 4 7,211,094  0 0 0 0 0 0 3,585,671 599,433 37,000 89,642 0 0	5,367,148  Year 5  7,211,094  0  0  0  0  0  0  3,565,671  569,433  37,000  90,642  0  0	.2,442,784  Year 6 7,211,094  0 0 0 0 0 0 0 0 3,565,671 589,642 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 0 3,585,671 589,433 37,000 89,642 0 0	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 3,585,671 589,643 37,000 89,642 0 0	10,396,217  Year 10  7,211,094  0 0 0 0 0 0 0 0 0 0 0 9 0 9 9 9 9 9	13,642,609  Year 11  7,211,094  0 0 0 0 0 0 3,566,671  37,000 89,642 0 0	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 14 0	Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609
IFLOW FOR CE. A  ME  NCOME  NOTURE  NDITURE  Day  In pay  In p	Profit on GDV  Cash Flow Opening Balanc Closing Balanc  ADDITIONAL PR  As Above	0 -13,844,898 DFIT Year 1 0 -4,966,667 -249,333 0 74,800 150,000 2,106,982 361,165 877,165 0 0 0 138,000	660,892 -13,184,006 Year 2 3,313,205 0 0 0 0 0 0 0 0 0 0 1,547,471 589,433 17,000 1,1647,471 0	2,455,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 4  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5,367,148  Year 5  7,211,094  0 0 0 0 0 0 0 3,585,671  599,433 37,000  9,942 0 0 216,333	2,442,784  Year 6  7,211,094  0 0 0 0 0 0 0 0 3,585,671 559,433 37,000 89,642 0 0 0 216,333	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 0 3,565,671 589,433 37,000 89,642 0	7,149,825  Year 9  7,211,894  0 0 0 0 0 0 0 0 3,585,671 589,433 37,000 89,642 0 0	10,396,217  Year 10  7,211,094  0 0 0 0 0 0 0 3,585,571 589,433 37,000 89,642 0	13,642,609  Year 11  7,211,094  0  0  0  0  0  0  0  3,586,671  37,000  89,642  0  0  216,333	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 14 0	Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 17 0	Year 18 0	Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Vear 20  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609
IFLOW FOR CIL A  ME  NOTINE  N	Profit on GDV Cash Flow Opening Balance Closing Balance ADDITIONAL PR As Above	0 13,844,898 OFFT Year 1 0 4.986,667 249,333 0 74,800 2,106,988 175,582 351,165 877,192 0 0 138,000 0 0 0	660,892 -13.184,006  Year 2 3,313.295  0 0 0 0 0 0 1,647,471 589,433 17,187 0 0 99,306 16,566	2,455,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-8,125,981  Year 4  7,211,094  0 0 0 0 0 0 0 3,585,671  589,433 37,000 89,642 0 0 216,333 36,055	5,367,148  Year 5  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	.2,442,784  Year 6  7,211,094  0 0 0 0 0 0 0 0 3,586,671  569,433 37,000 80,642 0 0 0 216,333 36,055	7,211,094  7,211,094  0 0 0 0 0 0 0 0 3,585,671  589,433 37,000 88,642 0 0 0 216,333 36,055	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 0 3,585,671 580,433 37,000 0 0 0 216,333 36,055	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 3,585,671 580,433 37,000 0 0 0 216,333 36,055	10,396,217  Year 10  7,211,994  0 0 0 0 0 0 0 0 3,585,671 599,433 37,000 99,642 0 0 0 216,333 38,055	13,642,609  Year 11  7,211,094  0  0  0  0  0  0  0  3,586,671  37,000  80,642  0  0  216,333  36,055	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 19 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609  Vear 23  0  0  0  0  0  0  0  0  0  0  0  0  0
FLOW FOR CE. A  E  NOUNE  NOUN	Profit on GDV Cash Flow Opening Balance Closing Balance ADDITIONAL PR As Above	0 13,844,898 OPFIT Year 1 0 4.986,667 249,333 0 74,800 2,106,988 175,582 351,165 877,192 0 0 138,000 0 0 0	660,892 -13,184,006  Vear 2 3,313,295  0 0 0 0 0 0 1,647,471 589,433 11,187 0 0 99,396	2,455,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0	-8,125,981  Year 4  7,211,094  0 0 0 0 0 0 0 3,585,671  589,433 37,000 89,642 0 0 216,333 36,055	5,367,148  Year 5  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,442,784  Year 6  7,211,094  0 0 0 0 0 0 0 0 3,585,671 559,433 37,000 89,642 0 0 0 216,333	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,903,433 Year 8 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 3,585,671 589,433 37,000 89,642 0 0 0 216,333	10,396,217  Year 10  7,211,094  0  0  0  0  0  0  0  3,585,671  599,433  37,000  89,642  0  0  216,333	13,642,609  Year 11  7,211,094  0  0  0  0  0  0  0  3,586,671  37,000  89,642  0  0  216,333	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609
IFLOW FOR CIL A ME  NCOME  NCOME  NCOME  NCOME  NOTURE  1-Day  1-	Profit on GDV Cash Flow Opening Balance Closing Balance ADDITIONAL PR As Above	0 13,844,898 OPFIT Year 1 0 4.986,667 249,333 0 74,800 2,106,988 175,582 351,165 877,192 0 0 138,000 0 0 0	660,892 -13.184,006  Year 2 3,313.295  0 0 0 0 0 0 1,647,471 589,433 17,187 0 0 99,306 16,566	2,455,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-8,125,981  Year 4  7,211,094  0 0 0 0 0 0 0 3,585,671  589,433 37,000 89,642 0 0 216,333 36,055	5,367,148  Year 5  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	.2,442,784  Year 6  7,211,094  0 0 0 0 0 0 0 0 3,586,671  569,433 37,000 80,642 0 0 0 216,333 36,055	7,211,094  7,211,094  0 0 0 0 0 0 0 0 3,585,671  589,433 37,000 88,642 0 0 0 216,333 36,055	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 0 3,585,671 580,433 37,000 0 0 0 216,333 36,055	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 3,585,671 580,433 37,000 0 0 0 216,333 36,055	10,396,217  Year 10  7,211,994  0 0 0 0 0 0 0 0 3,585,671 599,433 37,000 99,642 0 0 0 216,333 38,055	13,642,609  Year 11  7,211,094  0  0  0  0  0  0  0  3,586,671  37,000  80,642  0  0  216,333  36,055	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 19 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609  Vear 23  0  0  0  0  0  0  0  0  0  0  0  0  0
E NCOME  Divy ents etc.   Profit on GDV Cash Prov Opening Balance Closing Balance ADDITIONAL PR As Above	0 13,844,898 OPFIT Year 1 0 4.986,667 249,333 0 74,800 2,106,988 175,582 351,165 877,192 0 0 138,000 0 0 0	660,892 -13,184,006 -13,184,00	2,456,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 4 7,211,094 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 216,333 36,055 0 4,554,135	5.367,148  Year 5  7.211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,442,784  Year 6  7,211,694  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 2 16,3333 36,055 0 4,554,135	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,003,433 Year 8 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,366,217  Year 10  7,211,094  0  0  0  0  0  0  0  0  0  2,566,671  589,643  37,000  99,642  0  216,333  36,055  0  4,354,135	13,642,609  Year 11  7,211,094  0 0 0 0 0 0 0 3,566,671 37,000 89,642 0 0 216,333 36,055 0 0 3,564,701	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 14   0   0   0   0   0   0   0   0   0	Year 15   0   0   0   0   0   0   0   0   0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13.642.609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 20  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 22  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	
E NCOME  Divy ents etc.   Profit on GDV  Cash Pow Opening Balance Closing Balance As Above  D INT AND PROFI  Interest	0 13,844,898 OPFIT Year 1 0 4.986,667 249,333 0 74,800 2,106,988 175,582 351,165 877,192 0 0 138,000 0 0 0	660,892 -13.184,006  Year 2 3,313.295  0 0 0 0 0 0 1,647,471 589,433 17,187 0 0 99,306 16,566	2,455,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-8,125,981  Year 4  7,211,094  0 0 0 0 0 0 0 3,585,671  589,433 37,000 89,642 0 0 216,333 36,055	5,367,148  Year 5  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	.2,442,784  Year 6  7,211,094  0 0 0 0 0 0 0 0 3,586,671  569,433 37,000 80,642 0 0 0 216,333 36,055	7,211,094  7,211,094  0 0 0 0 0 0 0 0 3,585,671  589,433 37,000 88,642 0 0 0 216,333 36,055	3,903,433  Year 8  7,211,094  0 0 0 0 0 0 0 3,585,671 580,433 37,000 0 0 0 216,333 36,055	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 3,585,671 580,433 37,000 0 0 0 216,333 36,055	10,396,217  Year 10  7,211,994  0 0 0 0 0 0 0 0 3,585,671 599,433 37,000 99,642 0 0 0 216,333 38,055	13,642,609  Year 11  7,211,094  0  0  0  0  0  0  0  3,586,671  37,000  80,642  0  0  216,333  36,055	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 19 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609	13,642,609  Vear 23  0  0  0  0  0  0  0  0  0  0  0  0  0	
FLOW FOR CE. A  E  NCOME  Duty  Interest set.  Acquaistion  In Fee cits  In Consultants  Professional  In La 106  Interest set.  Inte	Profit on GDV Cash Prov Opering Balance Closing Balance As Above  E As Above Interest	0 13,844,898 OPFIT Year 1 0 4.986,667 249,333 0 74,800 2,106,988 175,582 351,165 877,192 0 0 138,000 0 0 0	660,892 -13,184,006 -13,184,00	2,456,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 4 7,211,094 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 216,333 36,055 0 4,554,135	5.367,148  Year 5  7.211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,442,784  Year 6  7,211,694  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 2 16,3333 36,055 0 4,554,135	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,003,433 Year 8 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,366,217  Year 10  7,211,094  0  0  0  0  0  0  0  0  0  2,566,671  589,643  37,000  99,642  0  216,333  36,055  0  4,354,135	13,642,609  Year 11  7,211,094  0 0 0 0 0 0 0 3,566,671 37,000 89,642 0 0 216,333 36,055 0 0 3,564,701	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 14   0   0   0   0   0   0   0   0   0	Year 15   0   0   0   0   0   0   0   0   0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13.642.609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 20  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 22  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609
FLOW FOR CIL A  E  NCOME  NCOME  NCOME  Doly  ents etc.  Acquation  g Consultants  referations  g Consultants  referations  s BCIS Base  WINA Cit.  S BASE  FREE  and Valuation  S BEFORE LAND  L calculation	Profit on GDV  Cash Pow Opening Balance Closing Balance As Above  D INT AND PROFI  Interest	0 13,844,898 OPFIT Year 1 0 4.986,667 249,333 0 74,800 2,106,988 175,582 351,165 877,192 0 0 138,000 0 0 0	660,892 -13,184,006 -13,184,00	2,456,352 -10,728,654 Year 3 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 4 7,211,094 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 216,333 36,055 0 4,554,135	5.367,148  Year 5  7.211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,442,784  Year 6  7,211,694  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 2 16,3333 36,055 0 4,554,135	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,003,433 Year 8 7,211,094 0 0 0 0 0 0 0 0 0 0 0 0 0	7,149,825  Year 9  7,211,094  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,366,217  Year 10  7,211,094  0  0  0  0  0  0  0  0  0  2,566,671  589,643  37,000  99,642  0  216,333  36,055  0  4,354,135	13,642,609  Year 11  7,211,094  0 0 0 0 0 0 0 3,566,671 37,000 89,642 0 0 216,333 36,055 0 0 3,564,701	13,642,609  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 13  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 14   0   0   0   0   0   0   0   0   0	Year 15   0   0   0   0   0   0   0   0   0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13.642.609  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,642,609  Year 20  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 21  0  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609  Year 22  0  0  0  0  0  0  0  0  0  0  0  0	13,642,609



SITE NAME	Site 6	Large Green 17	5						1																
INCOME	Av Size	. %	Number		Price	GDV	GIA		DEVELOPME	NT COSTS						1	Planning fee o	alc			1	Build Cost	/m2		
	m2		175		£/m2	£	m2		LAND			/unit or m2	Total				Planning ago fo No dwas	dwgs	rate			BCIS CfSH	897 13	1.50%	
Market Housing	96.3		149		2,250		14,322			Land Stamp Duty		26,384	220,362	4,617,244			No dwgs under No dwgs over	125	385 115	48,125 14,375		Energy Design	0		
Shared Ownership	71.5		7		1,463	686,232	469			Easements etc Legals Acquisit		1.50%	69,255	289,621			ļ		Total	62,500	J	Acc & Adpt Over-extra 3	8		
Affordable Rent	71.5		20		1,000		1,408		PLANNING													Small Sites Site Costs	0 135	0% 15%	
Social Rent	71.5		0		910		0			Planning Fee Architects		6.00%	62,500 1,059,520				Stamp duty ca Land payment	alc - Residual		4,617,244			1,053		
Grant and Subsidy	Shared Owners Affordable Ren Social Rent				0	0				QS / PM Planning Consu Other Profession	ultants onal	0.50% 1.00% 2.50%	88,293 176,587 441,467	1,828,367											
SITE AREA - Net SITE AREA - Gross	5.00 6.67		35 26	/ha /ha		34,318,230	16,199		CONSTRUCT	FION Build Cost - BC s106 / CIL	CIS Based	1,053	17,057,238 175,000						Total	220,362					
Sales per Quarter Unit Build Time	0 3	Quarters								Contingency Abnormals		2.50%	426,431	i			Stamp duty ca Land payment 125,000	olic - Add Profit	1%	2,493,333					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r using balance =	0	FINANCE	Fees			101,000	)			250,000 500,000	1%	3% 4%						
Residual Land Value Alternative Use Value		4,617,244 133,333	923,449	20,000		RUN CIL MACE				Interest Legal and Valu	ation	6.00%		101,000			1,000,000 above	4% 5%	5% 5%						
Uplift Plus /h	20% ha 350,000 lability Threshold	26,667 2,333,333 2,493,333		4,000 350,000 374,000		Check on phasing	dega nos	0	SALES	Agents		3.0%					Pre CIL s106	1,000	E/ Unit (all)	124,667	! ]	LIT	% GDV		1
Additional Profit		2,589,650	£/m2 181	1		con	rect		Developers P	Legals Misc.		0.5%	171,591	1,201,138	25,696,038		Post CIL s106	1,000	Total £/ Unit (all) £/m2	175,000	 		0.00%	0	Ц
									Developers Pi	% of costs (before % of GDV	ore interest)	0.00% 20.00%			6,863,646		CIL	-	Total	175,000					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				9	9	9	9	9 1,657,252	9 1,657,252	9 1,657,252	9 1,657,252	9 1,657,252	9 1,657,252	15 1,657,252	15 1,657,252	10 1,657,252	9 1,657,252	9 2,762,086	9 2,762,086	9 1,841,391	9 1,657,252	1,657,252	1,657,252	1,657,252	1,657,252
Shared Ownership Affordable Rent					0	0	0	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	58,820 120,656	58,820 120,656	39,213 80,438	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394	35,292 72,394
Social Rent 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	Œ	0	0	0	0		0	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	2,941,563	2,941,563	1,961,042	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		220,362 0 69,259																							
Planning Fee		62,500																							
Architects QS Planning Consultants Other Professional		529,760 44,147 88,293 220,733		529,760 44,147 88,293 220,733																					
Build Cost - BCIS Base			0	292,410 3,000	584,820	877,229	877,229	877,229	877,229	877,229	877,229	877,229	877,229 9,000	1,072,169	1,267,109	1,299,599	1,104,659	909,719	877,229 9,000	877,229	877,229	584,820	292,410	0	0
s106/CIL Contingency Abnormals			0	7,310 0	6,000 14,620	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931 0	11,000 26,804 0	13,000 31,678 0	13,333 32,490 0	11,333 27,616 0	9,333 22,743 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	6,000 14,620	3,000 7,310 0	0	0
Abnormas Finance Fees		101.000	0		U		0	0	0	0	0	0	0		0		0	0	0	0	0	0	0	U	0
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	88,247	88,247 14,708	58,831 9,805	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825	52,948 8,825
Misc. COSTS BEFORE LANI	ID INT AND DOO	1 336 054	0	1.185.653	605,440	908.160	908 160	969 933	969.933	969 933	969.933	969.933	969.933	1 171 746	1,373,560	1,407,195	1 205 382	14,708	1011115	976.797	969.933	667,213	364 493	61,773	61,773
OGGI G DEI GRE EAR	ID IN I AND I NO	1,000,004		1,103,033	000,440	300,100	200,100	303,333	303,333	203,233	302,333	202,333	303,333	1,171,140	1,515,565	1,401,133	1,200,002	1,044,130	1,011,113	310,131	302,233	007,215	304,433	01,115	01,115
For Residual Valuation	n Land Interest Profit on Costs Profit on GDV	4,617,244	89,299	90,639	109,783	120,512	135,942	151,603	141,952	132,157	122,214	112,122	101,879	91,482	83,956	79,345	75,169	67,903	40,469	12,120	0	0	0	0	0 0 6,863,646
	Cash Flow	-5.953.298	.89 299	1 276 292	-715.223	-1.028.672	1 044 102	643.401	653.052	662.848	672.791	682 883	693.126	501 709	307 422	278 398	484.387	1 828 909	1 889 978	972.125	795.005	1.097.725	1 400 445	1.703.165	-5.160.481
	Opening Balan Closing Balanc	0 -5,953,298	-6,042,598	-7,318,890	-8,034,114	-9,062,785	-10,106,887	9,463,486	-8,810,434	-8,147,586	-7,474,795	-6,791,912	-6,098,786	-5,597,077	-5,289,655	-5,011,257	4,526,870	-2,697,961	-807,983	164,143	959,147	2,056,872	3,457,317	5,160,481	0
CASH FLOW FOR CIL	. ADDITIONAL PR		Year 1	Q3	Q4	01	Year 2	Q3	Q4	01	Year 3	Q3	Q4	01	Year 4	Q3	04	Q1	Year 5	Q3	Q4	T 01	Year 6	Q3	04
INCOME INCOME	As Above	Q1 0	0	0	0	0	0	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	1,764,938	2,941,563	2,941,563	1,961,042	1,764,938	1,764,938	Q2 1,764,938	1,764,938	1,764,938
EXPENDITURE Land		2,493,333																							
Stamp Duty		124,667	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. Legals Acquisition		0 37,400	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 Architects		62,500 529,760	0	0 529,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		44,147 88,293	0	44,147 88,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		220,733	0	220,733	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 POTENTIAL CIL		0	0	292,410 161,853	584,820 161,853	877,229 161,853	877,229 161,853	877,229 161,853	877,229 161,853	877,229 161,853	877,229 161,853	877,229 161,853	877,229 161,853	1,072,169	1,267,109 161,853	1,299,599 161,853	1,104,659 161,853	909,719 161,853	877,229 161,853	877,229	877,229	584,820	292,410	0	0
Post CIL s106 Contingency Abnormals		0	0	7,310 0	14,620	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 26,804 0	9,000 31,678 0	15,000 32,490 0	15,000 27,616 0	10,000 22,743 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 14,620 0	9,000 7,310 0	0 0	0
Finance Fees Legal and Valuation		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
Agents Legals		0	0	0	0	0	0	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8.825	88,247 14.708	88,247 14,708	58,831 9.805	52,948 8.825	52,948 8.825	52,948 8.825	52,948 8,825	52,948 8,825
Misc.	10 BIT 17	0 0 3.701.833	0	0 0 1.344,507	0	1,070,013	1.070.013	8,825 0 1,131,786	8,825 0 1,131,786	8,825 0 1,131,786	8,825 0 1,131,786	8,825 0 1,131,786	8,825 0 1,131,786	8,825 0 1,331,599	8,825 0 1,531,413	8,825 0 1,570,715	8,825 0 1,370,902	14,708 0 1,207,270	14,708 0 1,172,968	9,805 0 976,797	8,825 0 969,933	8,825 0 670,213	8,825 0 370,493	8,825 0 61,773	8,825 0 61,773
COSTS BEFORE LAN	ED INT AND PRO	3,701,833	0	1,344,507	761,293	1,070,013	1,070,013	1,131,786	1,131,786	1,131,786	1,131,786	1,131,786	1,131,786	1,331,599	1,531,413	1,570,715	1,370,902	1,207,270	1,172,968	976,797	969,933	670,213	370,493	61,773	61,773
For CIL calculation	Interest Profit on cost		55,528	56,360	77,373	89,953	107,353	125,013	117,391	109,655	101,802	93,832	85,742	77,531	72,194	69,774	67,908	63,016	37,946	11,987	0	0	0	0	0 0 6,863,646
	Profit on GDV Cash Flow	2.70		4 400 000	890	4 45		F00	F4F	500	F04	F20		200	404	404 ***	200	4.07	4 700	070	70	4.001.001	4.000	4 700	-5,160,481
1	Opening Balance Closing Balance	-3,701,833 0 -3,701,833	-55,528	-1,400,867 -5,158,228	-838,667	-1,159,967 -7 156 861	-1,177,366 -8.334.227	508,138	515,760	523,497 -6.786.832	531,349 6 255 483	539,319	547,409	355,807	161,331 -4 651 618	124,448	326,128	1,671,277	1,730,648	972,258	795,005 968.147	1,094,725	1,394,445	1,703,165 5,160,481	-5,160,481
					-5,996,895	-7,156,861	-6,334,227	·7,826,089	·r,310,329	-6,786,832	6,255,483	+5,716,164	-5,168,755	4,812,948	-4,551,518	4,527,169	-4,201,041	<2,529,764	-799,116	1/3,143	968,147	2,062,8/2	3,457,317	0,160,481	U

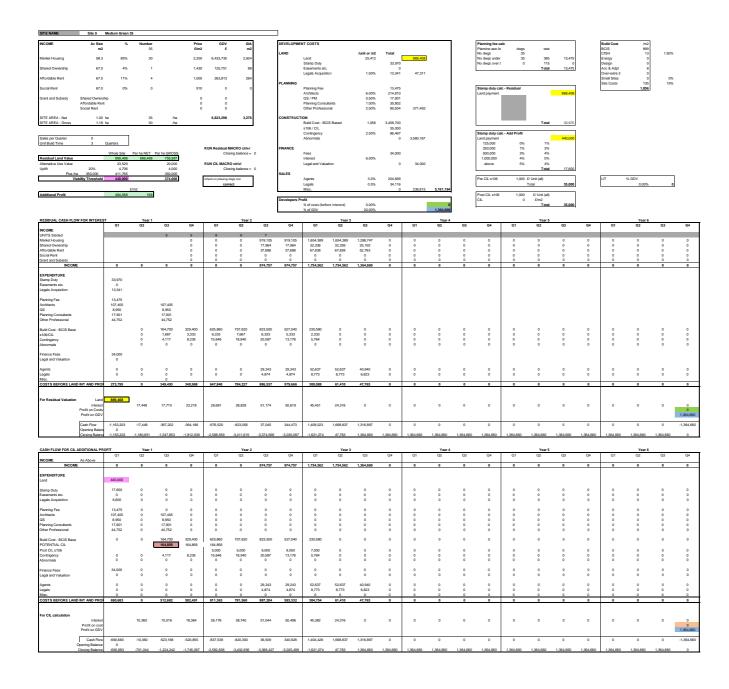


SITE NAME	Site 7	Large Green 17	IID.						1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
	m2		175		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fo No dwgs	dwgs 175 125 125	rate			BCIS CfSH	904 14	1.50%	
Market Housing	95.0	85%	149		2,250		14,129			Land Stamp Duty		25,310	210,961	4,429,222			No dwgs under No dwgs over	125	385 115	48,125 14,375		Energy Design	0		
Shared Ownership	71.5 71.5	4%	7		1,463		469 1,408			Easements etc. Legals Acquisit	ion	1.50%	66,438	277,399					Total	62,500		Acc & Adpt Over-extra 3	8		
Affordable Rent Social Rent	71.5	11%	20		1,000	1,407,656	1,408		PLANNING	Planning Fee			62,500				Stamp duty ca	to Bookson				Small Sites Site Costs	136	0% 15%	
Grant and Subsidy	71.5 Shared Owners				910		0			Architects OS / PM		6.00%	1 054 924				Land payment	ic - Residual		4,429,222			1,061		
Grant and Subsidy	Affordable Rent Social Rent				0	0				Planning Consu Other Professio	itants	1.00%	87,910 175,821 439,551	1.820.706											
SITE AREA - Not	Social Rent 5.83		30	/ha		33,884,709	16,006		CONSTRUCT		inai	2.50%	439,551	1,820,706											
SITE AREA - Gross	7.78		23	/ha		33,864,709	16,006		CONSTRUCT	Build Cost - BC s106 / CIL	IS Based	1,061	16,982,496						Total	210,961					
Sales per Quarter	0									Contingency Abnormals		2.50%	424,562				Stamp duty ca	ic - Add Profit		2.908.889					
Unit Build Time	3	Quarters				RUN Residual N	MACRO ctrl+r		FINANCE	ALICANIA				17,502,550			125,000 250,000	0% 1%	1% 3%	2,300,003					
Residual Land Value		Whole Site 4,429,222	Per ha NET	Per ha GROSS 569,471		Clos	sing balance = 1	0	I BOOKED	Fees Interest		6.00%	99,000				500,000	3% 4%	4% 5%						
Alternative Use Value Uplift	20%	155,556 31,111		20,000 4.000		RUN CIL MACR	O ctrl+I sing balance = 1	0		Legal and Value	ation		0	99,000			above	5%	5% Total	145,444					
Plus /h	ha 350,000 lability Threshold	2,722,222		350,000 374,000		Check on phasing o			SALES	Agents		3.0%	1,016,541				Pre CIL s106	1,000	£/ Unit (all)			LIT	% GDV		1
			Um2			corr	ect			Legals Misc.		0.5%	169,424	1,185,965	25,394,350				Total	175,000			0.00%	0	ļ
Additional Profit		1,850,916	131						Developers P	rofit							Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% of costs (befo	ore interest)	0.00% 20.00%			6,776,942				Total	175,000					
RESIDUAL CASH FLO	OW FOR INTERES	T Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	04	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	94
INCOME UNITS Started				9	9	9	9	9	9	9	9	9	9	15	15	10	9	9	9	9	9	L			
Market Housing Shared Ownership					0	0	0	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292	1,634,956	1,634,956 35,292	1,634,956 35.292	2,724,927 58,820	2,724,927 58.820	1,816,618 39,213	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292	1,634,956 35,292
Affordable Rent Social Rent					0	0	0	72,394	72,394	72,394	72,394 0	72,394 0	72,394	72,394	72,394	72,394	72,394 0	120,656	120,656	80,438 0	72,394 0	72,394	72,394 0	72,394	72,394 0
Grant and Subsidy INCOME	1E	0	0	0	0	0	0	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	2,904,404	2,904,404	1,936,269	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642
EXPENDITURE							•																		
Stamp Duty Easements etc.		210,961 0																							
Legals Acquisition		66,438																							
Planning Fee Architects		62,500 527,462		527,462																					
QS Planning Consultants		43,955 87,910		43,955 87,910																					
Other Professional		219,776		219,776 291,129														905.733	873.386				291.129		
Build Cost - BCIS Base s106/CIL	2		0	3.000	582,257 6,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	1,067,471 11,000	1,261,557 13,000	1,293,904 13,333	1,099,819 11,333	9.333	9.000	873,386 9,000	873,386 9,000	582,257 6,000	3.000	0	0
Contingency Abnormals			0	7,278 0	14,556 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	26,687 0	31,539 0	32,348 0	27,495 0	22,643 0	21,835 0	21,835 0	21,835 0	14,556 0	7,278 0	0	0
Finance Fees		99,000																							
Legal and Valuation		0		0	0			52,279	52.279	52.279	52,279	52.279	52,279	52,279	52,279	52.279	52,279	87,132	87,132	58.088	52,279	52,279	52,279	52,279	£0.070
Agents Legals		0	0	0	0	0	0	8,713	8,713	8,713	8,713	8,713	8,713	8,713	8,713	8,713	8,713	14,522	14,522	9,681	8,713	8,713	8,713	8,713	52,279 8,713
COSTS BEFORE LAN	ID INT AND PROF	1,318,002	0	1,180,510	602,813	904,220	904,220	965,213	965,213	965,213	965,213	965,213	965,213	1,166,150	1,367,088	1,400,578	1,199,640	1,039,364	1,005,874	971,990	965,213	663,806	362,399	60,992	60,992
For Residual Valuation	n Land	4,429,222																							
	Interest Profit on Costs		86,208	87,501	106,522	117,162	132,482	148,033	138,592	129,009	119,283	109,411	99,391	89,220	81,911	77,506	73,538	66,496	39,518	11,633	0	0	0	0	0
	Profit on GDV																								6,776,942
	Cash Flow Opening Balance	-5,747,224 0	-86,208	-1,268,011	-709,335	-1,021,382	-1,036,703	629,397	638,838	648,420	658,146	668,019	678,039	487,272	293,643	264,558	469,464	1,798,544	1,859,011	952,647	777,430	1,078,836	1,380,243	1,681,650	-5,095,292
L	Closing Balano	-5,747,224	-5,833,433	-7,101,444	-7,810,779	-8,832,161	-9,868,863	-9,239,467	-8,600,629	-7,952,209	-7,294,062	-6,626,044	-5,948,005	-5,460,733	-5,167,090	-4,902,532	-4,433,068	-2,634,525	-775,513	177,134	954,563	2,033,399	3,413,642	5,095,292	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	01	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	02	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4
EXPENDITURE	ti.	0	0	0	0		0	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642	2,904,404	2,904,404	1,936,269	1,742,642	1,742,642	1,742,642	1,742,642	1,742,642
EXPENDITURE Land		2,908,889																							
Stamp Duty Easements etc.		145,444	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		43,633	0	0	0	ő	0	ō	ō	ő	ő	0	ő	ő	0	0	0	ő	ő	0	0	ő	ő	ő	0
Planning Fee Architects		62,500 527,462	0	0 527,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		43,955 87,910	0	43,955 87,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		219,776	ō	219,776	0	ō	ō	0	0	ō	ō	ō	0	ō	0	0	ō	ő	ō	0	0	ō	0	ō	ō
Build Cost - BCIS Base POTENTIAL CIL	•	0	۰	291,129 115,682	582,257 115,682	873,386 115,682	873,386 115,682	873,386 115,682	873,386 115,682	873,386 115,682	873,386 115,682	873,386 115,682	873,386 115,682	1,067,471 115,682	1,261,557 115,682	1,293,904 115,682	1,099,819 115,682	905,733 115,682	873,386 115,682	873,386	873,386	582,257	291,129	0	0
Post CIL s106 Contingency		0		7,278	14,556	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000	9,000 26,687	9,000 31,539	15,000 32,348	15,000 27,495	10,000 22,643	9,000 21,835	9,000 21,835	9,000 21,835	9,000 14,556	9,000 7,278	0	0
Abnormals		0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	ő	ō
Finance Fees Legal and Valuation		99,000	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	52,279	52,279	52,279	52,279	52,279	52,279	52,279	52,279	52,279	52,279	87,132	87,132	58,088	52,279	52,279	52,279	52,279	52,279
Legals Misc.		0	0	0	0	0	0	8,713 0	8,713 0	8,713 0	8,713 0	8,713 0	8,713 0	8,713 0	8,713 0	8,713 0	8,713 0	14,522 0	14,522 0	9,681 0	8,713 0	8,713 0	8,713 0	8,713 0	8,713 0
COSTS BEFORE LAN	ID INT AND PROF	4,138,570	0	1,293,192	712,496	1,019,902	1,019,902	1,080,895	1,080,895	1,080,895	1,080,895	1,080,895	1,080,895	1,279,833	1,478,771	1,517,927	1,318,989	1,155,713	1,121,557	971,990	965,213	666,806	368,399	60,992	60,992
For CIL calculation																									
	Interest Profit on cost		62,079	63,010	83,353	95,290	112,018	128,997	121,006	112,895	104,662	96,306	87,824	79,215	73,461	70,605	68,294	62,963	37,677	11,500	0	0	0	0	0
	Profit on GDV																								6,776,942
1	Cash Flow Opening Balance	-4,138,570 0	-62,079	-1,356,202	-795,848	-1,115,193	-1,131,921	532,750	540,741	548,852	557,085	565,442	573,923	383,594	190,410	154,110	355,360 -4,197,544	1,685,728	1,745,170	952,780	777,430 963,563	1,075,836	1,374,243	1,681,650	-5,095,292
	Closing Balance	-4 129 570			-6 252 609								-5.281.018	.4 907 424	-4 707 012			-2 511 916							



SITE NAME Site 8 Large Green 75																									
INCOME	Av Size m2	%	Number 75		Price £/m2	GDV £	GIA m2	1	DEVELOPMEN	T COSTS						1	Planning fee o	alc	rate			Build Cost BCIS	/m2		
Market Housing	95.6		64		2,250		6,092		LAND	Land		/unit or m2 27,183	Total	2 038 705			No dwgs No dwgs under	dwgs 75 25	385	9,625		CfSH Energy	897 13	1.50%	
Shared Ownership	72.5				1,463	298,400	204			Stamp Duty Easements etc.		27,103	91,435	2,038,705			No dwgs over:	25	115	2,875		Design Acc & Adpt	0		
Affordable Rent	72.5		3		1,000	612.102	612			Legals Acquisiti	ion	1.50%	30,581	122,016					I Otal	12,500		Over-extra 3 Small Sites	ů	0%	
							612		PLANNING													Site Costs	135	15%	
Social Rent	72.5		0		910	0	0			Planning Fee Architects		6.00%	12,500 451,819				Stamp duty ca Land payment	alc - Residual		2,038,705			1,053		
Grant and Subsidy	Shared Owners Affordable Ren	ship nt			0	0				QS / PM Planning Consu	itants	0.50%	37,652 75,303												
	Social Rent				0	0				Other Professio	inal	2.50%	188,258	765,532											
SITE AREA - Net SITE AREA - Gross	2.14 2.86	ha iha	35 26	/ha /ha		14,617,748	6,908			Build Cost - BC	IS Based	1,053	7,273,483						Total	91,435					
										s106 / CIL Contingency Abnormals		2.50%	75,000 181,837				Stamp duty ca	alc - Add Profit	_						
Sales per Quarter Unit Build Time	0 3	Quarters								Abnormals			0	7,530,321			Land payment 125,000	0%	1%	1,068,571					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual Cic	MACRO ctrl+r using balance =	0	FINANCE	Fees			56,000				250,000 500,000	1% 3%	3% 4% 5%						
Residual Land Value Alternative Use Value		2,038,705 57,143	951,395	713,547 20,000 4,000		RUN CIL MACE	RO ctrl+l			Interest Legal and Valua	ation	6.00%	0	56,000			1,000,000 above	4% 5%	5%						
Uplift Plus /I	20% /ha 350,000	11,429 1,000,000		350.000		Cic	ising balance =	0	SALES										Total	53,429					
	Viability Threshold	1,068,571		374,000		Check on phasing cor		Ì		Agents Legals		3.0%	438,532 73,089				Pre CIL s106	1,000 £/	Unit (all) tal	75,000		LIT	% GDV 0.00%		
Additional Profit		1.102.321	E/m2 181		•			_		Misc.				511,621	11,024,194	J	Post CIL s106	1,000	E/ Unit (all)						
									Developers Pr	rofit % of costs (before interest)		0.00%				0	CIL	1,000	E/Unit (all) E/m2 Total	75,000					
										% of GDV		20.00%			2,923,550	l	,			,					
RESIDUAL CASH FLO	OW FOR INTERES	ST Q1	Year 1	Q1	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	04
INCOME UNITS Started		4.		5	9	9	9	9	9	9	9	7					-					4.			
Market Housing Shared Ownership					0	0	0	913,816 19,893	1,644,870 35,808	1,644,870 35,808	1,644,870 35,808	1,644,870 35,808	1,644,870 35,808	1,644,870	1,644,870 35,808	1,279,343 27,851	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	40,807	73,452	73,452	73,452 0	73,452	73,452 0	73,452 0	73,452	57,130 0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	MF	0	0	0	0	ŏ	0	974,517	1,754,130	1,754,130	1,754,130	1,754,130	1,754,130	1,754,130	1,754,130	1,364,323	0	0	Ö	0	o o	0	ő	ő	0
EVDENDITUDE		Ĭ						7,011	.,,	.,,	., ,,130	., ,,	.,	.,,	.,	.,	•	-	-	-			-	-	•
Stamp Duty Easements etc.		91,435 0																							
Legals Acquisition		30,581																							
Planning Fee Architects		12,500 225,910		225.910																					
QS Planning Consultants		18,826 37,652		18,826 37,652																					
Other Professional		94,129		94,129																					
Build Cost - BCIS Base s106/CIL	ie		0	161,633 1,667	452,572 4,667	743,512 7,667	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	808,165 8,333	517,225 5,333	226,286 2,333	0	0	0	0	0	0	0	0	0	0	0
Contingency Absormals			0	4,041	11,314	18,588	21,820	21,820	21,820	21,820	21,820	20,204	12,931	5,657	0	ō	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		56,000	5	9	J	,	J	U		3	3	J	J		J	٠	U	Ĭ	•		3				ŭ
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	29,235 4,873	52,624 8,771	52,624 8,771	52,624 8,771	52,624 8,771	52,624 8,771	52,624 8,771	52,624 8,771	40,930 6,822	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	NO BUT AND DOOR		0	0 543,856	468,553	769,766	903,638	937,747	965,033	965,033	965,033	898,097	596,884	295,671	61,395	47,751									
GOOT G DET GIVE EAST	ALD INT AND THO	307,032		545,050	400,000	702,700	303,030	337,147	303,033	300,033	303,033	030,037	330,004	130,011	01,333	47,131									
For Residual Valuation	on Land	2,038,705	39.086	39,672	48,425	56,180	68.569	83,152	83,848	73,269	62,532	51,633	39,567	22,802	1,267		0	_			0			0	
	Profit on Costs Profit on GDV		39,086	39,672	48,425	56,180	68,569	83,152	83,848	73,269	62,532	51,633	39,567	22,802	1,267		0	0	0	0		0	0		0 2,923,550
	Cash Flow	-2,605,736	-39,086	-583,529	-516,979	-825,946	-972,208	-46,382	705,249	715,828	726,565	804,400	1,117,678	1,435,656	1,691,468	1,316,572	0	0	0	0	0	0	0		-2,923,550
	Opening Balan Closing Balang	0 2,005,736	2 644 822	3 228 351	3 745 330	4 571 276	5 543 484	-5.589.866	4.884.617	4 168 789	3 442 225	-2.637.825	-1.520.147	84 490	1 606 978	2.923.550	2.923.550	2,923,550	2.923.550	2.923.550	2,923,550	2 923 550	2 923 550	2.923.550	0
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	. Appendix off	ger sjeak	, passagara 1	,,, .e,e.00			2,200,000	1,00,-011	.,,		1,001,000	Janes N	0.1.20	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	2,022,000	2722707070	tomolese			,,	- speedard			-
CASH FLOW FOR CIL	IL ADDITIONAL PR	ROFIT 01	Year 1	Q3	04	01	Year 2	Q3	Q4	Q1	Year 3	Q3	04	Q1	Year 4	Q3	04	Q1	Year 5	Q3	Q4	01	Year 6 Q2	Q3	Q4
INCOME	As Above ME	0	0	0	0	0	0	974,517	1,754,130	1,754,130	1,754,130	1,754,130	1,754,130	1,754,130	1,754,130	1,364,323	0	0	0	0		0	0	0	0
EXPENDITURE							·	. 900	,																
Land		1,068,571																							
Stamp Duty Easements etc.		53,429 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		16,029	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 Architects		12,500 225,910	0	0 225,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
qs		18,826	ó	18,826 37,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		37,652			2		ó	0	ō	ō	ó	ó	0	ō	ō	0	0	0	ō	0	ó	ō	0	0	0
Planning Consultants Other Professional		37,652 94,129	ō	94,129	0	Ü	-					808,165	517,225	226,286	0	0	0	0							
Planning Consultants Other Professional Build Cost - BCIS Base POTENTIAL CIL	se se	37,652	0	161,633	452,572 157,474	743,512 157 474	872,818 157 474	872,818 157 474	872,818 157,474	872,818 157 474	872,818	000,100								0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	se	37,652 94,129	° I	161,633 157,474	157,474	157,474 5,000	157,474 9,000	157,474 9,000	157,474 9,000	157,474 9,000	9,000	9,000	9,000	7,000	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base POTENTIAL CIL	se	37,652 94,129	° I	161,633		157,474	157,474	157,474	157,474	157,474				7,000 5,657 0	0 0 0	0	0 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  Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals Finance Fees	50	37,652 94,129 0	· I	161,633 157,474	157,474	157,474 5,000	157,474 9,000	157,474 9,000	157,474 9,000	157,474 9,000	9,000	9,000	9,000	7,000 5,657 0	0 0	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  Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Contingency Abnormals	ie	37,652 94,129 0 0	· I	161,633 157,474 4,041 0	157,474 11,314 0	157,474 5,000 18,588 0	157,474 9,000 21,820 0	157,474 9,000 21,820 0 0 0	157,474 9,000 21,820 0 0 0 52,624	157,474 9,000 21,820 0 0 0 52,624	9,000 21,820 0 0 0	9,000 20,204 0 0 0 52,624	9,000 12,931 0 0 0	5,657 0 0 0 52,624	0 0 0 0 0	0 0 0 0 0	0 0 0	0 0 0	0 0 0	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 Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Confingency Abnormals Finance Fees Legal and Valuation	ie	37,652 94,129 0 0	0	161,633 157,474 4,041 0	157,474 11,314 0 0	157,474 5,000 18,588 0	157,474 9,000 21,820 0	157,474 9,000 21,820 0 0	157,474 9,000 21,820 0 0	9,000 21,820 0 0	9,000 21,820 0 0	9,000 20,204 0 0	9,000 12,931 0 0	5,657 0 0	0 0 0 0 0 52,624 8,771	0 0 0 0 0 40,930 6,822	0	0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	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 Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 confingency Abnormals Finance Fees Legal and Valuation Agents		37,652 94,129 0 0 0 56,000 0	0 0	161,633 157,474 4,041 0	157,474 11,314 0 0	157,474 5,000 18,588 0	157,474 9,000 21,820 0	157,474 9,000 21,820 0 0 0 29,235 4,873	157,474 9,000 21,820 0 0 0 52,624	157,474 9,000 21,820 0 0 0 52,624	9,000 21,820 0 0 0	9,000 20,204 0 0 0 52,624	9,000 12,931 0 0 0 52,624 8,771	5,657 0 0 0 52,624	0 0 0 0 0 52,624 8,771 0	0 0 0 0 40,930 6,822 0 47,751	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 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 Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Confrigency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN		37,652 94,129 0 0 0 56,000 0	0 0	161,633 157,474 4,041 0 0 0	157,474 11,314 0 0 0	157,474 5,000 18,588 0 0 0 0	157,474 9,000 21,820 0 0 0	157,474 9,000 21,820 0 0 0 29,235 4,873 0	157,474 9,000 21,820 0 0 0 52,624 8,771 0	157,474 9,000 21,820 0 0 0 52,624 8,771 0	9,000 21,820 0 0 0 52,624 8,771 0	9,000 20,204 0 0 0 52,624 8,771	9,000 12,931 0 0 0 52,624 8,771	5,657 0 0 0 52,624 8,771 0	8,771 0	6,822	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 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 Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Confingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.		37,652 94,129 0 0 0 56,000 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	161,633 157,474 4,041 0 0 0	157,474 11,314 0 0 0	157,474 5,000 18,588 0 0 0 0	157,474 9,000 21,820 0 0 0	157,474 9,000 21,820 0 0 0 29,235 4,873 0	157,474 9,000 21,820 0 0 0 52,624 8,771 0	157,474 9,000 21,820 0 0 0 52,624 8,771 0	9,000 21,820 0 0 0 52,624 8,771 0	9,000 20,204 0 0 0 52,624 8,771	9,000 12,931 0 0 0 52,624 8,771	5,657 0 0 0 52,624 8,771 0	8,771 0	6,822	0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 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 Build Cost - BCIS Base POTENTIAL CIL Post CIL 5106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN	ND INT AND PROI	37,652 94,129 0 0 0 56,000 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	161,533 157,474 4,041 0 0 0 0 0 0 0 0 0	157,474 11,314 0 0 0 0 0 0 0 0 621,361	157,474 5,000 18,588 0 0 0 0 0 0 924,574	157,474 9,000 21,820 0 0 0 0 0 0 0 0 1,061,113	157,474 9,000 21,820 0 0 0 29,235 4,873 0	157,474 9,000 21,820 0 0 0 52,624 8,771 0	157,474 9,000 21,820 0 0 52,624 8,771 0	9,000 21,820 0 0 0 52,624 8,771 0	9,000 20,204 0 0 0 52,624 8,771 0	9,000 12,931 0 0 0 52,624 8,771 0 600,551	5,657 0 0 0 52,624 8,771 0 300,338	8,771 0 61,395	6,822 0 47,751	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 2.923,550
Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL 5106 Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN	Interest Profit on cost Profit of Start Flow	37,652 94,129 0 0 56,000 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	161,533 157,474 4,041 0 0 0 0 0 0 0 0 0	157,474 11,314 0 0 0 0 0 0 0 0 621,361	157,474 5,000 18,588 0 0 0 0 0 0 924,574	157,474 9,000 21,820 0 0 0 0 0 0 0 0 1,061,113	157,474 9,000 21,820 0 0 0 29,235 4,873 0	157,474 9,000 21,820 0 0 0 52,624 8,771 0	157,474 9,000 21,820 0 0 52,624 8,771 0	9,000 21,820 0 0 0 52,624 8,771 0	9,000 20,204 0 0 0 52,624 8,771 0	9,000 12,931 0 0 0 52,624 8,771 0 600,551	5,657 0 0 0 52,624 8,771 0 300,338	8,771 0 61,395	6,822 0 47,751	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	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 Build Cost - BCIS Base POTENTIAL CIL Post CIL s106 Confrigency Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN	ND INT AND PROJ Interest Profit on cost Profit on GDV	37,652 94,129 0 0 56,000 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	161,633 157,474 4,041 0 0 0 0 0 0 0 0 0 29,664	157,474 11,314 0 0 0 0 0 0 621,361	157,474 5,000 18,588 0 0 0 0 0 0 924,574	157,474 9,000 21,820 0 0 0 0 0 0 0 0 1,061,113	157,474 9,000 21,820 0 0 0 29,235 4,873 0 1,095,221	157,474 9,000 21,820 0 0 0 52,624 8,771 0 1,122,507	157,474 9,000 21,820 0 0 0 52,624 8,771 0 1,122,597	9,000 21,820 0 0 0 52,624 8,771 0 965,033	9,000 20,204 0 0 0 52,624 8,771 0 898,763	9,000 12,931 0 0 0 52,624 8,771 0 600,551	5,657 0 0 0 52,624 8,771 0 300,338	8,771 0 61,395	6,822 0 47,751	0		0	0 0 0 0 0 0 0	0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 2.923,550







SITE NAME	Site 10	Medium Green 3	15 LD						]																
INCOME	Av Size m2	%	Number 35		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of	alic dwgs	rate			Build Cost BCIS	/m2 904		
Market Housing	98.6		30		2,200		2,933		LAND	Land		Junit or m2 25,004		875,126			No dwgs No dwgs under	35	385	13,475		Energy	14 0	1.50%	
Shared Ownership	67.0	4%	1		1,430	125,751	88			Easements etc.			0				No dwgs over 5	0	115 Total	13,475		Design Acc & Adpt	8		
Affordable Rent	67.0	11%	4		1,000	263,813	264		DI ANNING	Legas Acquisti	on	1.50%	13,127	46,383								Small Sites	0	0% 15%	
Social Rent	67.0	0%	0		910	0	0		LAULING	Planning Fee Architects		6.00%	13,475 216,485				Stamp duty ca Land payment	c - Residual	_	875.126		One Coass	1,061	10,0	
Grant and Subsidy	Affordable Ren	ship t			0	0						0.50%	18,040 36,081												
	Social Rent				0	0					inal	2.50%	90,202	374,284											
SITE AREA - Net SITE AREA - Gross	1.17 1.30	ha ha	30 27	/ha /ha		6,842,933	3,285		CONSTRUCT	Build Cost - BC	IS Based	1,061	3,485,942						Total	33,256					
Salar per Ouarter	0									Contingency		2.50%	87,149	3 608 001			Stamp duty ca	c - Add Profit		494 945					
Unit Build Time	3	Quarters				RUN Residual N	MACRO otrl+r		FINANCE	Automaia				3,000,031			125,000 250,000	0% 1%	1% 3%	404,015					
Residual Land Value		875,126	Per ha NET 750,108	675,097		Clos	sing balance =	0		Fees Interest		6.00%	34,000				1,000,000	3% 4%	0%						
Alternative Use Value Uplift	20%	5,185		4,000		RUN CIL MACR Clos	tO ctrl+I sing balance =	0		Legal and Value	ation		0	34,000			above	5%	4% Total	19,393					
Plus /h		453,704 484,815		350,000 374,000				Ì	SALES	Agents		3.0%	205,288				Pre CIL s106	1,000 £	/ Unit (all)			LIT	% GDV		]
Additional Broft		429.224	Um2		Į.	con	rect			Misc.		0.5%	34,215	239,503	5,177,387		Post CII e106			35,000			0.00%		ı
March   Marc																									
										% of GDV		20.00%			1,010,000					(					
	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				5	5	9	9	921,910	921,910	1,659,438	1,659,438	1,290,674	0	0	0	0	0	0	0	0	0	0	0		0
Shared Ownership Affordable Rent					0	0	0	17,964 37,688	17,964 37,688	32,336 67,838	32,336 67,838	25,150	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
EXPENDITURE	TL.	J	·		J		J	917,562	9//,562	1,709,611	1,700,611	1,360,587	Ü		U	J	U	v		v	a				U
Stamp Duty Easements etc.		0																							
Planning Fee		13,475		400.040																					
QS		9.020		9.020																					
Other Professional				45,101																					
s106/CIL	2		0	165,997 1,667	331,994 3,333	6,333	763,587 7,667	8,333	5,333	2,333	0	0		0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	4,150 0	8,300 0	15,770 0	19,090 0	20,750	13,280	5,810 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		34,000																							
		0	0		0		0	29.327	29.327	52.788	52.788	41.058		0	0		0	0		0		0	0		0
Legals Misc.		0	ō	0	0	0	0	4,888	4,888	8,798	8,798	6,843		0	ō	0	0	ō	ō	ō	ō	0	ō	ō	0
COSTS BEFORE LAN	ID INT AND PROF	274,263	0	352,218	343,628	652,893	790,344	893,284	584,019	302,126	61,586	47,901	0		0	0	0	0		0	0	0	0		0
For Residual Valuation	Interest Profit on Costs	875,126	17,241	17,499	23,045	28,545	38,767	51,204	50,707	45,565	24,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 1,368,587
	Cash Flow	-1,149,389	-17,241	-369,718	-366,673	-681,438	-829,111	33,074	342,835	1,411,921	1,673,639	1,320,686	0	0	0	0	0	0	0	0	0	0	0	0	-1,368,587
		0 -1,149,389	-1,166,630	-1,536,348	-1,903,021	-2,584,458	-3,413,569	-3,380,495	-3,037,659	-1,625,738	47,901	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	0
CASH FLOW FOR CIL	. ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
Martine   Mart		Q3	Q4																						
	Œ	0	0	0	0	0	0	977,562	977,562	1,759,611	1,759,611	1,368,587	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
			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		108,243	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		18.040	0	18.040	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	165,997	331,994	630,790	763,587	829,986	531,191	232,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				143,077	143,077	143,077	5.000	9.000	9.000	7.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	4,150 0	8,300 0	15,770 0	19,090 0	20,750 0	13,280 0	5,810 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		34,000 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			52,788		41,058	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	ID INT AND DOOR	739,359	0	493,629	483,371	794,636	787,677	893,951	587,686	306,792	61,586	47,901	0	0	0	0	0	0	0	0	0	0	0	0	0
March   Marc																									
Misc. COSTS BEFORE LAN  For CIL calculation	Interest Profit on cost		11,090	11,257	18,830	26,363	38,678	51,073	50,585	45,496	24,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Interest Profit on cost Profit on GDV												0		0		0	0	0	0	0		0		0 0 1,368,587
	Interest Profit on cost	-739,359 0 -739,359	11,090 -11,090 -750,450	11,257	18,830 -502,201 -1,757,536	26,363 -820,999 -2,578,535	38,678 -826,355 -3,404,890	51,073 32,538 -3.372,352	50,585 339,291 -3.033.061	45,496 1,407,323 -1,625,738	24,386 1,673,639 47,901	1,320,696	0 0 1,368,587	0 1,368,587	0	0 1,368,587	0 0 1,368,587	0 1,368,587	0	0	0 1,368,587	0 0 1,368,587	0 0 1,368,587		0 0 1,368,587



SITE NAME	Site 11	Medium Green 1	15						]																
INCOME	Av Size	%	Number 15		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of	alc duor	rate			Build Cost BCIS	/m2 896		
Market Housing	94.7		13		2,200		1,207		LAND	Land		/unit or m2 25,056	Total	375,846			No dwgs No dwgs under	15		5,775		CfSH Energy	13	1.50%	
Shared Ownership	65.8		1		1,430	52,888	37			Stamp Duty Easements etc.			8,292 0				No dwgs over f		385 115 Total	0 5,775		Design Acc & Adm	0 8		
Affordable Rent	65.8	11%	2		1,000	110,953	111			Legals Acquisiti	on	1.50%	5,638	13,930								Over-extra 3 Small Sites	0	0%	
Social Rent	65.8		0		910		0		PLANNING	Planning Fee			5,775				Stamp duty ca	ilc - Residual				Site Costs	134 1,052	15%	
Grant and Subsidy	Shared Owners	ship			0	0				Architects QS / PM		6.00%	88,594 7.383				Land payment			375,846					
	Affordable Ren Social Rent	r.			0	0				Planning Consul Other Professio	tants nal	0.50% 1.00% 2.50%	14,766 36,914	153,432											
SITE AREA - Net	0.43		35	/ha		2,819,960	1,355		CONSTRUCT	ION															
SITE AREA - Gross	0.48	ha	31	/ha				J		Build Cost - BCI s106 / CIL	S Based	1,052	1,425,922 15,000						Total	8,292					
Sales per Quarter	0									Contingency Abnormals		2.50%	35,648 0	1,476,570			Stamp duty ca Land payment 125,000			178,799					
Unit Build Time	3	Quarters Whole Site		Per ha GROSS		RUN Residual I	MACRO ctrl+r	_	FINANCE	Fees			19.000				125,000 250,000 500,000	0% 1% 3%	1% 3% 0%						
Residual Land Value Alternative Use Value		375,846 9,561	876,975	786,172 20,000		RUN CIL MACE		0		Interest Legal and Valua	No.	6.00%	19,000	19,000			1,000,000 above	4% 5%	0% 3%						
Uplift Plus it	20% ha 350,000	1,912 167,325		4,000 350,000		Cio	osing balance =	0	SALES	Legarard vada	DON			19,000			above	5%	Total	5,364					
V	lability Threshold	178,799		374,000		Check on phasing con		1	UNLLU	Agents Legals		3.0% 0.5%	84,599 14,100				Pre CIL s106		E/ Unit (all) Total	15,000		LIT	% GDV		Ì
Additional Profit		209,281	Um2 173	i		Con	Tuci	1		Misc.		0.5%	0	98,699	2,137,477		Post CIL s106			15,565			0.00%		,
AUGUNCIA I TOIL		100,101	113						Developers P	rofit % of costs (befo	re interest)	0.00%			0		CIL	1,000	£/m2 Total	15,000					
										% of GDV		20.00%			563,992										
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				5	5	5	0	885,373	885,373	885,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	17,629 36,984	17,629 36,984	17,629 36,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy					0	0	0	36,984 0 0	0 0	36,984 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	ИЕ	0	0	0	ō	o	0	939,987	939,987	939,987	0	0	0	0	0	ō	ō	0	0	0	ō	0	0	ó	0
EXPENDITURE Stamp Duty Easements etc.		8,292																							
Easements etc. Legals Acquisition		0 5,638																							
Planning Fee		5,775																							
Architects QS		44,297 3,691		44,297 3,691 7,383																					
Planning Consultants Other Professional		7,383 18,457		7,383 18,457																					
Build Cost - BCIS Base			0	158,436	316,872	475,307	316,872	158,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency			0	1,667 3,961 0	3,333 7,922 0	5,000 11,883	3,333 7,922 0	1,667 3,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		19,000	U	U	U	0	U	0	0	U	U	U	U	U	U	U	U	U	U	U	0	0	U	U	U
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	28,200 4,700	28,200 4,700	28,200 4,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROI	112,533		237,892	328,127	492,190	328,127	196,963	32,900	32,900	0	0	0		0		0	0		0	0	0	-		0
For Residual Valuation	n Land Interest	375,846	7,326	7,436	11,115	16,204	23,830	29,109	18,401	5,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								0 563,992
	Cash Flow	-488,380	-7,326	-245,327	-339,242	-508,394	-351,957	713,914	888,686	902,017	0	0	0	0	0	0	0	0	0	0	0	0	- 0	0	-563,992
	Opening Balan Closing Balano	0 -488,380	-495,705	-741,033	-1,080,275	-1,588,669	-1,940,626	-1,226,711	-338,025	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	0
CASH FLOW FOR CIL	L ADDITIONAL PR	ROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOM	ME.	0	0	0	0		0	939,987	939,987	939,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		178,799																							
Stamp Duty Easements etc.		5,364	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. Legals Acquisition		0 2,682	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		5,775 44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants			0	44,297 3,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		7,383 18,457	0	7,383 18,457	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 POTENTIAL CIL		0	۰	158,436 209,281	316,872	475,307	316,872	158,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0			7,922	5,000 11,883	5,000 7,922	5,000 3,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	ō	3,961 0	0	0	0	3,961 0	0	ő	ō	ō	ő	ő	ō	ő	ő	ő	0	ō	ő	ő	ō	ő	ő
Finance Fees Legal and Valuation		19,000 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	28,200	28,200	28,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	4,700 0	4,700 0	4,700 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ND INT AND PRO	285,448	0	445,507	324,793	492,190	329,793	200,296	32,900	32,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
I		1																							
For CIL calculation										5.070	0	0	0				0	0	0	0	0			0	0
For CIL calculation	Interest Profit on cost		4,282	4,346	11,094	16,132	23,757	29,060	18,401	5,070													0		0
For CIL calculation	Profit on cost Profit on GDV	one									-	-				-								-	0 563,992
For CIL calculation	Profit on cost Profit on GDV  Cash Flow Opening Balance Cinsion Balance	-285,448 0 -285,448	4,282	4,346 -449,853	-335,887	16,132 -508,322	-353,550 -1 937 342	710,630	18,401 888,686	902,017	0	0 563 992	0	0	0	0 563,992	0 563.992	0 563.992	0 563.992	0	0 563,992	0 563 992	0	0	-563,992



OME ket Housing																								
	Av Size m2	%	Number 500		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning ago fe No dwgs	alic dwas	rate			Build Cost BCIS	/m2 897	
	95.7	85%	425		1,800	73,220,400	40,678		LAND	Land		/unit or m2 -4,466		-2.232.813			No dwgs No dwgs under	dwgs 500 450	385	173,250		BCIS CfSH Energy	897 13	1.50%
										Stamo Duty		-4,400	0	-2,232,013			No dwgs over !	450	115	51,750		Design	0	
ed Ownership	71.6		19		1,170		1,343			Easements etc. Legals Acquisit	ion .	1.50%	-33,492	-33,492					Total	225,000	J	Acc & Adpt Over-extra 3	8	
dable Rent	71.6	11%	56		1,000	4,030,125	4,030		DI ANIMAG													Small Sites Site Costs	0	0% 15%
al Rent	71.6	0%	0		910	0	0		PLANNING	Planning Fee			225,000				Stamp duty cal	c - Residual	_		1	Site Costs	1,053	
and Subsidy	Shared Owners	thin				0				Architects QS / PM		6.00% 0.50%	3,375,762 281,314				Land payment			-2,232,813				
	Affordable Rent				0	0				Planning Consu		1.00%	562,627											
	Social Rent				0	0					onal	2.50%	1,406,568	5,851,270										
AREA - Not AREA - Gross	14.29	ha ha	35 26	/ha /ha		78,822,274	46,052		CONSTRUCT	TON Build Cost - BC	IS Based	1.053	48 489 308						Total	0				
AICEA - GIUSS	13.00		- 10	//86						s106 / CIL	IIO DIBINO		500,000						100					
per Quarter	0		1							Contingency Abnormals		5.00%	2,424,465 4,848,931				Stamp duty call Land payment	c - Add Profit		9.142.857				
Build Time	3	Quarters	ļ			RUN Residual			FINANCE								125,000	0% 1%	0%					
		Whole Site	Per ha NET	Per ha GROSS			sing balance =	0	PINANCE	Fees			36,000				500,000	3%	0%					
fual Land Value lative Use Value		-2,232,813 7,619,048	-156,297	-117,223 400,000		RUN CIL MACE	RO ctrlal			Interest Legal and Value	ation	6.00%		36,000			1,000,000 above	4% 5%	0%					
mare care value	20%	1,523,810		80,000			osing balance =	0		Lugarano varo	mron .			30,000			allow.	5,4	Total	0	ļ			
Plus /ha Viab	0 bility Threshold	9,142,857		480,000	1	Check on phasing	deas nos	1	SALES	Agents		3.0%	2,364,668				Pre CIL s106	1.000	£/ Unit (all)		1	LIT	% GDV	
						cor	rect			Legals		0.5%	394,111					-	Total	500,000			0.00%	0
tional Profit		-14.379.390	£/m/2 -353	Ì					L	Misc.				2,758,780	62,642,449		Post CIL s106	1,000	£/ Unit (all)		1			
									Developers P	rofit % of costs (befo		0.00%					CIL	0	£/m2 Total	500.000				
										% of GDV	are interest)	20.00%			15,764,455				1 Ocal	500,000				
DUAL CASH FLOW	FOR INTERES	ВТ																						
ME		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
S Started		38	38 5,564,750	38 5,564,750	38 5,564,750	38 5,564,750	46 5,564,750	46 6 736 277	46	46 6 736 377	46 6 736 377	46 6 736 377	34 6 726 277	4 079 00°	0	0	0	0	0	0	0	0	0	0
it Housing d Ownership		l	119.453	119.453	119,453	119.453	119.453	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	4,978,987 106,879	0	0	0	0	0	0	0	0	0	0
table Rent		l	306,290	306,290	306,290	306,290	306,290	370,772	370,772	370,772	370,772	370,772	370,772	274,049	0	0	0	0	0	0	0	0	0	0
and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	5,990,493	5,990,493	5,990,493	5,990,493	5,990,493	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	5,359,915	0	0	0	0	0	0	0	0	0	0
NDITURE																						1		
Duty ents etc.		0																						
Acquisition		-33,492																						
ng Fee		225,000																						
octs		3,375,762		0																				
ng Consultants		281,314 562,627		0		1																		
Professional		1,406,568		0		1																		
Cost - BCIS Base		1	3,685,187	3,685,187	3,685,187	3,685,187	3,685,187	4,461,016	4,461,016	4,461,016	4,461,016	4,461,016	4,461,016	3,297,273	0	0	0	0	0	0	0	0	0	0
CIL		1	38,000 184,259	38,000 184,259	38,000 184,259	38,000 184,259	38,000 184,259	46,000 223,051	46,000 223,051	46,000 223.051	46,000 223,051	46,000 223,051	46,000 223,051	34,000 164.864	0	0	0	0	0	0	0	0	0	0
gency mals			184,259 368,519	184,259 368,519	184,259 368,519	184,259 368,519	184,259 368,519	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	164,864 329,727	0	0	0	0	0	0	0	0	0	0
e Fees		36,000																						
and Valuation																								
		0																						
		0	179,715	179,715	179,715	179,715	179,715	217,549	217,549	217,549	217,549	217,549	217,549	160,797	0	0	0	0	0	0	0	0	0	0
		0	179,715 29,952	179,715 29,952	179,715 29,952	179,715 29,952	179,715 29,952	217,549 36,258	217,549 36,258	217,549 36,258	217,549 36,258		217,549 36,258	160,797 26,800	0	0	0	0	0	0	0	0	0	0
	INT AND PROF	0										217,549			0	0 0	0 0	0 0	0	0	0 0	0 0	0 0	0
S BEFORE LAND	INT AND PROF	0	29,952	29,952 0	29,952	29,952	29,952	36,258	36,258	36,258	36,258	217,549 36,258	36,258	26,800	0	0	0 0	0 0	0	0	0	0 0	0	0
S BEFORE LAND	Land	0	29,952 4,485,633	29,952 0 4,485,633	29,952 4,485,633	29,952 4,485,633	29,952 4,485,633	36,258 <b>5,429,977</b>	36,258 5,429,977	36,258 5,429,977	36,258	217,549 36,258 5,429,977	36,258 5,429,977	26,800	0	0	0	0	0	0	0	0	0 0	0
S BEFORE LAND	Land	0 0 0 5,853,778	29,952 4,485,633	29,952 0 4,485,633	29,952	29,952	29,952	36,258	36,258	36,258	36,258	217,549 36,258	36,258	26,800	0 0	0	0 0 0	0 0	0 0	0 0	0 0	0	0 0	0 0
S BEFORE LAND		0 0 0 5,853,778	29,952 4,485,633	29,952 0 4,485,633	29,952 4,485,633	29,952 4,485,633	29,952 4,485,633	36,258 <b>5,429,977</b>	36,258 5,429,977	36,258 5,429,977	36,258	217,549 36,258 5,429,977	36,258 5,429,977	26,800	0	0	0	0	0	0	0	0	0	0
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow	0 0 0 5,853,778 -2,232,813	29,952 4,485,633	29,952 0 4,485,633	29,952 4,485,633	29,952 4,485,633	29,952 4,485,633	36,258 <b>5,429,977</b>	36,258 5,429,977	36,258 5,429,977	36,258	217,549 36,258 5,429,977	36,258 5,429,977	26,800	0	0	0	0	0	0	0	0	0	0
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc	0 0 0 5,853,778	29,952 4,485,633 217,258	29,962 0 4,485,633 140,002	29,952 4,485,633 58,110	29,952 4,485,633	29,952 4,485,633 0	36,258 5,429,977 0	36,258 5,429,977 0	36,258 5,429,977 0	36,258 5,429,977 0	217,549 36,258 5,429,977	36,258 5,429,977 0	26,800 4,013,461	0	0	0	0	0	0	0	0	0	0
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow	0 0 0 5,853,778 -2,232,813 -3,620,965 0	29,952 4,485,633 217,258	29,952 0 4,485,633 140,002	29,952 4,485,633 58,110 1,446,750	29,962 4,485,633 0 1,504,860	29,952 4,485,633 0 1,504,860	36,258 5,429,977 0 1,821,673	36,258 5,429,977 0 1,821,673	36,258 5,429,977 0 1,821,673	36,258 5,429,977 0	217,549 36,258 5,429,977 0	36,258 5,429,977 0 1,821,673	26,800 4,013,461 0 1,346,454	0	0	0	0	0	0	0	0	0	0
S BEFORE LAND	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965	29,952 4,485,633 217,258 1,287,602 -2,333,363	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,962 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965	29,952 4,485,633 217,258	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,962 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860	36,258 5,429,977 0 1,821,673 5,309,638 Year 7	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454	0 0 15,764,455	0	0 0 0 0 0 15,764,455	0 0 15,764,455	0	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0	0 0 15,764,455
rsidual Valuation	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965	29,952 4,485,633 217,258 1,287,602 -2,333,363	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND esidual Valuation  I FLOW FOR CIL AL	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638 Year 7	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 1 5,853,778 -2,232,813 -3,620,965 0 1 3,620,965	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638 Year 7	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI  E  INCOME	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638 Year 7	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 15.764,455 Year 16 0	0 0 0 15,764,455 Year 17   0	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI  BE INCOME  Duty  sents etc.	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2,232,813 -3,620,965 -3,620,965 OFIT Year 1 0 9,142,857	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638 Year 7	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455 Year 20	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIT. AI  EE  NCOME  NOTURE  Duay  ents etc.  Acquisition	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965 OFIT Year 1 0 0 137,143	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 0 15,764,455 Year 15 0 0 0 0	0 0 0 15,764,455 1 Year 16 0	0 0 15,764,455 Year 17 0 0	0 0 15,764,455 Year 18 0	0 0 15,764,455	0 0 0 15.764.455 Vear 20 0 0 0 0 0 0 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND  Sidual Valuation  FLOW FOR CIL AI  BE  BNCOME	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 5.853,778 -2.232,813 -3.620,965 0 -3.620,965 0 0 0 137,143 225,00 3,375,762 3,375,762	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,485,633 140,002 1,364,858 -968,505 Year 3 5,990,493	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,860 3,487,965 Year 6 5,990,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649	36,258  5,429,977  0  1,821,673  7,131,311  Year 8  7,251,649	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 0 15,764,465 Year 15	0 0 0 15,764,455 1 Year 16 0	0 0 15,764.455 Year 17 0	0 0 15,764.455 Year 18 0	0 0 15,764,455	0 0 0 15,764,455 Year 20 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. AI  E  NCOME  NOTURE  Duty  control quickon  g Fee cit.	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 5.853,778 -2.232,813 -3.620,965 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,962 4,465,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 15,764,455 Year 15 0	0 0 0 0 15,764,455 Vear 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17 0 0	0 0 15,764,455 Year 18 0	0 0 15,764,455	0 0 0 15,764,455 Year 20 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. AI  FLOW FOR CIL. AI  BE  NCOME  NCOME  Duty  nets etc.  Acquisition  G Fee  cts  G Consultants	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 5.853,778 -2.232,813 -3.620,965 0 -3.620,965 0 0 0 137,143 225,00 3,375,762 3,375,762	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,962 4,465,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 0 15,764,455 Year 15 0 0 0 0	0 0 0 15.764,455 Year 16 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17 0 0	0 0 15,764,455 Year 18 0	0 0 15,764,455	0 0 0 15,764,455 Vear 20 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI  FLOW FOR CIL AI  E  NCOME  NCOME  Duty  Arter etc.  Free  Free  Consultants  Trofessional	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2.232,813 -3,620,965 0 -3,620,965 0 137,143 225,000 3,375,762 281,314 562,627	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2 5,990,493	29,952 0 4,485,633 140,002 1,364,858 -968,505 Year 3 5,990,493	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,495,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,860 3,487,965  Year 6 5,990,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649 0 0 0 0 0	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 7,251,649 0 0 0 0 0	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0	26,800 4,013,461 0 1,346,454 15,764,455  Year 13 5,359,915 0 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 0 15,764,455 Year 15 0	0 0 0 15.764.455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 Year 17 0 0	0 0 0 15,764,455 Year 18 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15,764,455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI FLOW FOR CIL AI E  NCOME Duty ords etc. cis g Fee cis g Consultaria rofessional out - BCIS Base WITAL CILL Base	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2.232,813 -3,620,965 0 -3,620,965 0 137,143 225,000 3,375,762 281,314 562,627	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,962 4,465,633 58,110 1,446,750 478,245 Year 4 5,990,493	28,952 4,485,633 0 1,564,860 1,983,105 Year 5 0 0 0 0	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 0 0 0 0 0 0 4,651,016	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0	28,800 4,013,461 0 1,346,454 15,764,455  Year 13 5,359,915 0 0 0 0 0 0	0 0 15,764,455	0 0 0 15,764,455 Year 15 0	0 0 0 15.764.455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 Year 17 0 0	0 0 0 15,764,455 Year 18 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15,764,455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. All  E  NCOME  NOTICE  STORY	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 3,620,965 0 137,143 0 0 0 3,375,762 281,314 562,627 1,406,568	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,485,633 140,002 1,364,858 968,505 Year 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	28,952 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 3,685,187 1,198,283 38,000	29,952 4,485,633 0 1,504,860 3,487,965  Year 6 5,996,493 0 0 0 0 0 0 1,504,850 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016 -1,198,283 46,001	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 0 0 0 0 0 4,651,016 1,188,283	36,258 5,429,977 0 1,821,673 8,962,963 Vear 9 7,251,649 0 0 0 0 0 4,461,016 1,156,263	36,258 5,429,977 0 1,821,673 10,774,656  Vear 10 0 0 0 0 0 4,461,016 1,192,283	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	56,258 5,429,977 0 1,821,673 14,418,001  Year 12 0 0 0 0 0 0 4,461,016 1,186,283	26,800 4,913,461 0 1,246,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 0 3,297,273	0 0 15,764,465 Year 14 0	0 0 0 15,764,455 Vear 15 0 0 0 0	0 0 0 15,764,455 1 7 ear 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17 0 0 0 0 0	0 0 15,764,455 Year 18 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 0 15.764.455 Year 29 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI  E  NOOME  NOTURE  Discrete Section of	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 2,303,363 Year 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,485,633 140,002 1,264,858 968,505 Year 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 0 1,504,860 1,983,105 Year 5 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 0 1,504,860 3,487,965 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 0 0 0 0 0 0 4,651,016	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,291,649 0 0 0 0 0 0 0 4,461,016	36,258 5,429,977 0 1,821,673 10,774,656  Vear.10 0 0 0 0 0 0 0 4,651,016	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	26,800 4,013,461 0 1,346,454 15,764,455  Year 13 5,359,915 0 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 0 15,764,455 Year 15 0	0 0 0 15.764.455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 Year 17 0 0	0 0 0 15,764,455 Year 18 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15,764,455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND  SIGNATURE  NOOME  NOOM	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2.232,813 -3.620,965 0 0,3.620,965 0 137,143 225,00 0 137,143 225,027 1,406,668 0 0 1,198,283	29,952 4,485,633 217,258 1,287,502 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 3,685,187 1,198,083 368,519	29,952 0 4,465,633 140,002 1,364,858 968,505 Vear 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245  Vear 4 5,999,493 0 0 0 0 0 3,685,187 1,198,263 38,003 38,003 389,519	29,952 4,485,633 0 1,554,860 1,983,105 Year 5 5,999,493 0 0 0 0 0 0 3,685,187 1,988,283 1,988,281	29,952 4,485,633 0 1,504,860 3,487,965 Vear 6 5,995,493 0 0 0 0 3,685,187 1,198,283 380,051 380,519	36,258 5,429,977 0 1.821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016 -1,198,283	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 4,461,016 4,461,016 220,051 2446,102	36,258 5,429,977 0 1,821,673 8,562,663 Year 9 7,291,649 0 0 0 0 0 4,461,016 1,182,263 446,102	36,258 5,429,977 0 1.821,673 10,774,656 Year 10 7,251,649 0 0 0 0 4,461,016 1,198,283 446,102	217,549 36,258 5,429,977 0 1,821,673 12,596,328  Vear 11 7,251,649 0 0 0 0 0 4,461,016 -1,168,283 446,102	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 1,186,288 4,461,000 223,051	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 3,297,273 34,000 164,854 329,727	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 15,764,455 Vear 15 0 0 0 0	0 0 15.764.455 0 15.764.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,465 Year 18	0 0 15,764,455	0 0 15.764.455 Vear 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND.  SIGNAT Valuation  FLOW FOR CR. AI  NCOME	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,485,633 1,364,858 -968,506 Year 3 5,399,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 1,446,750 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 0 1,504,860 1,983,105  Year 5 5,999,493 0 0 0 0 0 0 0 3,665,187 1,198,283 3,8000 184,229	29,952 4,485,633 0 1,504,860 1,504,860 3,487,965  Year 6 5,999,493 0 0 0 0 0 0 0 1,168,187 1,158,283 38,000	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,010 1,196,263 46,000	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 4,461,000 1,166,283	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,291,649 0 0 0 0 0 4,485,018 4,480,00 223,061	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 7,251,649 0 0 0 0 0 4,461,016 1,156,283 46,000 223,051	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 4,461,016 1,186,283 4,600 223,051	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 3,297,273 34,000	0 0 15,764,455 Year 14 0 0 0 0	0 0 15,764,455 Year 15 0 0 0	0 0 15.764,455 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,465 Year 17   0 0 0	0 0 15,764,455 Year 18 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15.764.455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND  SIGNATURE  PLOW FOR CIL. AI  EE  NOCOME  NOTURE  Duy  Series set.  Occupation  To Fee  Signature  Go Orselfarts  To Go Signature  To Go Signatur	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,485,633 140,002 1,364,858 -968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,996,493 0 0 0 0 0 0 0 1,368,187 1,198,283 38,000 184,299 368,519 0	29,952 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 1,504,860 1,983,105 0 0 1,504,860 0 0 0 1,504,860 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,860 3,487,965 Year 6 5,990,493 0 0 0 0 0 0 1,504,860 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1.821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,02 4,461,02 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 4,661,02 4,661,02 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5.429,977 0 1.821,673 8.962,963 7.291,649 0 0 0 0 0 4.481,016 1.882,0	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 7,251,649 0 0 0 0 0 4,461,02 1,198,223 44,000 223,051 446,102 0	217,549 30,259 6,479,977 0 1,621,673 17,509,339 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 4,461,02 4,600 223,051 446,102 0 0	26,800 4,013,461 0 1,346,464 15,764,465 Year 13 5,399,915 0 0 0 0 0 0 0 0 0 0 3,297,273	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,764,465 9 0 0 0 0 0 0	0 0 0 15,764,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764.455 9 0 0 0 0 0	0 0 15,764,465 Year 18	0 0 15,764,455	0 0 15.764.455 Year 20 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND ossidual Valuation ossidual	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,465,633 140,002 1,364,858 -968,505 Vear 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 24,485,633 55,119 1,446,750 478,246 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,504,860 1,508,105  Year 5 5,999,493 0 0 0 0 0 3,665,187 1984,299 0 0 178,715 20,662	29,952 4,485,633 0 1,504,860 3,467,965 Year 6 5,990,493 0 0 0 0 0 0 3,865,187 1,198,283 38,000 184,299 368,169	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016 -1,198,283 46,000 42,000 4461,012	96,259,977  0  1,821,973  7,131,311  Year B  0  0  0  0  0  0  0  0  0  0  0  0  0	36,258 5,479,877 0 1,821,673 8,952,983 7,291,649 0 0 0 0 4,461,016 1,182,281 220,051 220,051 221,549 36,258	36,258 5,429,977 0 1.821,673 10,774,656 Year 10 7,251,649 0 0 0 0 4,461,016 1,198,283 446,102	217,549 36,258 5,429,977 0 1,821,673 12,596,328  Vear 11 7,251,649 0 0 0 0 0 4,461,016 -1,168,283 446,102	96.259.877  0  1.821.673  14.418.001  Year 12  7.251.449  0  0  0  0  0  0  0  0  0  0  1.822.001  4.461.001  4.66.002	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 3,297,273 34,000 164,854 329,727	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,764,455 Vear 15 0 0 0 0 0	0 0 0 15,764,455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,465	0 0 15.764.455 Year 21 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. AI  FLOW FOR CIL. AI  SECURITY	Land Infecest Profit on Costs Profit on Costs Profit on Costs Profit on Costs Cash Flow Opening Balance Closing Balance DOMITIONAL PR As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 0 0 184,259 368,519 0 179,715	29,952 0 4,495,633 140,002 1,364,858 968,505 Year 3 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,890 3,487,985 Year 6 0 0 0 0 0 0 0 0 0 184,299 184,299 288,519 0 179,715	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 4,461,016 4,198,383 223,051 446,102 0 0 217,549	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 4,461,016 1186,263 222,061 446,102 0 211,549	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,291,649 0 0 0 0 0 4,461,016 1,168,263 223,051 446,100 0 1,1154,948	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	217,540 36,259 6,429,577 0 11,221,673 11,221,673 11,221,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 4,461,016 1,186,223 223,051 446,102 0 0 1,17,549	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,207,273 94,000 164,864 329,727 0 0 160,787	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,764,465 9 0 0 0 0 0 0	0 0 0 15,764,455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,465	0 0 15.764.455 Year 21 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND.  FLOW FOR CE. Al.  MCOME  NGOME  NGOME  NGOME  NGOME  One Base  NGOME	Land Infecest Profit on Costs Profit on Costs Profit on Costs Profit on Costs Cash Flow Opening Balance Closing Balance DOMITIONAL PR As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 1,198,783 38,000 184,209 366,519 179,715	20,962 0 4466,533 1440,002 1440,002 15,664,553 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,863,105 Year 5 5,990,493 0 0 0 0 0 1,1504,260 0 0 0 1,1504,260 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,890 3,487,965 Vear 6 5,990,493 0 0 0 0 0 0 1,504,890 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.429.277  0  1.821.673 5.309.538  Vesit 7  2.251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 2 2.217.640 0 2 2.217.640 0 0 2 2.217.640	96,259 5,429,977 0 1 1,821,673 3 1 1,721,673 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	36,256 5.429,877 0 1,821,673 8.562,663 7.251,649 0 0 0 0 0 4.461,602 4.461,602 0 0 0 0 1.156,263	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  4,651,676  0  0  0  0  0  0  0  0  0  0  0  2 217,549  36,258	217,549 30,258 0	5.29377  0  1.221.673  1.4416.001  Vest 12  2.251.649  0  0  0  0  0  0  0  0  0  0  0  0  0	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,297,273 34,000 0 164,864 329,727 0 0 150,787 26,800	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,794,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 115,714,455 Year 19 0 0 0 0 0 0 0	0 0 0 15.794.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,794,465 Year 23 0 0 0 0 0 0 0 0
FLOW FOR CIL. AI  FLOW FOR CIL. AI  SECURITY	Land Infecest Profit on Costs Profit on Costs Profit on Costs Profit on Costs Cash Flow Opening Balance Closing Balance DOMITIONAL PR As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 1,198,783 38,000 184,209 366,519 179,715	20,962 0 4466,533 1440,002 1440,002 15,664,553 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,863,105 Year 5 5,990,493 0 0 0 0 0 1,1504,260 0 0 0 1,1504,260 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,890 3,487,965 Vear 6 5,990,493 0 0 0 0 0 0 1,504,890 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.429.277  0  1.821.673 5.309.538  Vesit 7  2.251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 2 2.217.640 0 2 2.217.640 0 0 2 2.217.640	96,259 5,429,977 0 1 1,821,673 3 1 1,721,673 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	36,256 5.429,877 0 1,821,673 8.562,663 7.251,649 0 0 0 0 0 4.461,602 4.461,602 0 0 0 0 1.156,263	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  4,651,676  0  0  0  0  0  0  0  0  0  0  0  2 217,549  36,258	217,549 30,258 0	5.29377  0  1.221.673  1.4415.001  Vest 12  2.251.649  0  0  0  0  0  0  0  0  0  0  0  0  0	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,297,273 34,000 0 164,864 329,727 0 0 150,787 26,800	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,794,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 115,714,455 Year 19 0 0 0 0 0 0 0	0 0 0 15.784.455 8 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0 0	0 0 15,764,455	9 0 15.764.405 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EFLOW FOR CE. AI.  E NCOME  NCOME  NCOME  NCOME  OUT 100	Land Process Control of the Control of the Control of C	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 1,198,783 38,000 184,209 366,519 179,715	20,962 0 4466,533 1440,002 1440,002 15,664,553 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,863,105 Year 5 5,990,493 0 0 0 0 0 1,1504,260 0 0 0 1,1504,260 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,890 3,487,965 Vear 6 5,990,493 0 0 0 0 0 0 1,504,890 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.429.277  0  1.821.673 5.309.538  Vesit 7  2.251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 2 2.217.640 0 2 2.217.640 0 0 2 2.217.640	96,259 5,429,977 0 1 1,821,673 3 1 1,721,673 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	36,256 5.429,877 0 1,821,673 8.562,663 7.251,649 0 0 0 0 0 4.461,602 4.461,602 0 0 0 0 1.156,263	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	217,549 30,258 0	5.29377  0  1.221.673  1.4415.001  Vest 12  2.251.649  0  0  0  0  0  0  0  0  0  0  0  0  0	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,297,273 34,000 0 164,864 329,727 0 0 150,787 26,800	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,794,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 115,714,455 Year 19 0 0 0 0 0 0 0	0 0 0 15.794.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0 0	0 0 15,764,455	9 0 0 0 15,784.455 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EFLOW FOR CE. AI.  E NCOME  NCOME  NCOME  NCOME  OUT 100	Land Telephone Politics (Cash Flow Control Flow Con	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29 902 A485.633 A485.	29,962 4,465.833 1440,002 145,003 145,003 145,003 155,003,403 155,003,403 155,003,403 155,003,403 155,003,403 155,003,403 155,003,403 155,003	29,962 4.465.633 55,110 55,110 1.446.750 478,246 478,246 0 0 0 0 0 0 0 0 0 1.58,266 194,269 194,269 194,269 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 952 4486.533 0 0 1 1.504.960 0 1 5983.005 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 A486,633 0 0 1,504,890 3 A47,965 493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,29   6.429.977   0   1,821,673   0   1,821,673   0   0   1,821,673   0   0   0   0   0   0   0   0   0	96,259  6.423,677  1,621,673  7,191,311  Year S  0  0  0  1,621,673  1,621,673  0  0  0  0  0  0  0  0  0  0  0  221,051  4.441,056  0  221,051  4.231,669	36,259 5.42877 0 1.621,672 6 1	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	277,549 30,258 4,49,877  1,221,679  1,221,679  1,221,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679	36,268 5,429,977 0 1,821,673 1 1,421,673 1 1,4418,071 1 1,4418,071 1 1,4418,071 1 1,4818,071 1 1	26,800 A013,461 A013,	0 0 15754.455 Year 14   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.050 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 7 Year 19 0 0 0 0 0 0 0 0	0 0 0 15.784.455 8 0 0 0 0 0 0 0 0	0 0 115.794.605 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 15.764.60 9 10.00 10.00 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 15.764.405 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
FLOW FOR CR. AI  E  NCOME  NOTURE  Duty  OF Red  CR  OF STATES ACCURATES  Professional States  NTIAL CRI.  IL 106  S BEFORE LAND  C addoubtion	Lond Lond Lond Lond Lond Lond Lond Lond	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29 902 A485.633 A485.	29,962 4,465.833 1440,002 145,003 145,003 145,003 155,003,403 155,003,403 155,003,403 155,003,403 155,003,403 155,003,403 155,003,403 155,003	29,962 4.465.633 55,110 1.446.750 1.446.750 0 0 0 0 0 0 0 0 0 0 0 0 1.582.636 194.250 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 952 4486.533 0 0 1 1.504.960 0 1 5983.005 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 A486,633 0 0 1,504,890 3 A47,965 493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,29   6.429.977   0   1,821,673   0   1,821,673   0   0   1,821,673   0   0   0   0   0   0   0   0   0	96,259  6.423,677  1,621,673  7,191,311  Year S  0  0  0  1,621,673  1,621,673  0  0  0  0  0  0  0  0  0  0  0  221,051  4.441,056  0  221,051  4.231,669	36,259 5.42877 0 1.621,672 6 1	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	277,549 30,258 4,49,877  1,221,679  1,221,679  1,221,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679	36,268 5,429,977 0 1,821,673 1 1,421,673 1 1,4418,071 1 1,4418,071 1 1,4418,071 1 1,4818,071 1 1	26,800 A013,461 A013,	0 0 15754.455 Year 14   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.050 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 7 Year 19 0 0 0 0 0 0 0 0	0 0 0 15.784.455 8 0 0 0 0 0 0 0 0	0 0 115.794.605 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 15.764.60 9 10.00 10.00 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 15,784.455 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0



SITE NAME	Site 13	Large Brown 1	50						]																
INCOME	Av Size	%	Number	,	Price	GDV	GIA m²		DEVELOPMEN	NT COSTS							Planning fee o	alc	mte		1	Build Cost BCIS	/m2		
Market Housing						22,016,760			LAND	Land		/unit or m2 -6,747	Total	-1,012,003			No dwgs	150 150	385	38,500		CfSH Energy	897 13 0	1.50%	
Shared Ownership	71.3				1,170	469,363	401			Stamp Duty Easements etc.			0				No dwgs over	! 100	115 Total	11,500 50,000		Design Acc & Adpt	0		
Affordable Rent	71.3	11%	17		1,000	1,203,494	1,203			Legals Acquisiti	on	1.50%	-15,180	-15,180								Over-extra 3 Small Sites Site Costs	0 0 135	0% 15%	
Market Housing   95   95   97   123   150   123   1400   2,216   2,2			Site Costs	1,053	15%																				
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0	0				QS/PM	tants	0.50%	84,495												
					0	0					nal	2.50%	422,476	1,739,905											
			40 30			23,689,617	13,836		CONSTRUCT	Build Cost - BC	IS Based	1,053	14,564,390						Total	0					
Sales per Ouarter	0									Contingency		5.00%	728,220	16.899.049			Stamp duty ca	alc - Add Profit		2 400 000					
	3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE					10,000,00			125,000 250,000	1%	0%						
Residual Land Value		-1,012,003	Per ha NET -269,867	-202,401				0		Interest		6.00%					1,000,000	4%	0%						
Uplift		2,000,000 400,000		400,000 80,000		RUN CIL MACR	tO ctrl+l sing balance =	0		Legal and Valua	tion		0	39,000			above	5%	0% Total	0					
		2,400,000		480,000					OALES								Pre CIL s106	1,000		150 000		LIT	% GDV 0.00%	0	l
Additional Profit			£/m2 -323	1		Con	uci			Misc.		0.5%	0	829,137	18,479,908		Post CIL s106	1.000		130,000	! ]		0.00%	· ·	
				-					Developers Pr	% of costs (befo	re interest)	0.00%			0		CIL	0	£/m2	150,000					
										% of GDV		20.00%			4,737,923										
INCOME	UW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Q2		Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				9	9	9	9	1,321,006	1,321,006	1,321,006	1,321,006	1,321,006	1,321,006	9 1,321,006	1,321,006	1,321,006	1,321,006	9 1,321,006	1,321,006	1,321,006	1,321,006	1,321,006	1,321,006	880,670	0
Shared Ownership Affordable Rent					0	0	0	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	28,162 72,210	18,775 48,140	0
Social Rent Grant and Subsidy INCON	ME.				0	0	0	0 0 1,421,377	0 0	0 0 1,421,377	0 0 1,421,377	0 0 1,421,377	0 0	0 0	0 0	0 0 1,421,377	0 0 1,421,377	0 0	0 0 1,421,377	0 0 1,421,377	0 0 1,421,377	0 0 1,421,377	0 0 1,421,377	0 0 947,585	0
EXPENDITURE	m_	J	U		U		J	1,461,377	1,421,377	1,921,377	1,921,377	1,921,377	1,421,377	1,421,377	1,421,377	1,941,377	1,921,311	1,421,377	1,921,377	1,921,377	1,421,311	1,021,311	1,921,377	297,385	
Stamp Duty Easements etc.		0																							
Legals Acquisition		-15,180																							
Planning Fee Architects OS		50,000 506,971 42,248		506,971 42.248																					
Planning Consultants Other Professional		84,495 211,238		84,495 211,238																					
Build Cost - BCIS Base	e		0	291,288	582,576	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	776,767	485,480	194,192	0	0	0
s106/CIL Contingency Abnormals			0	3,000 14,564 29,129	6,000 29,129 58,258	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	9,000 43,693 87,386	8,000 38,838 77,677	5,000 24,274 48,548	2,000 9,710 19,419	0	0	0
Finance Fees		39,000		29,123	30,230	07,550	07,300	01,300	07,300	0,500	07,300	07,300	07,500	01,330	01,500	07,000	07,000	01,330	01,300	11,011	40,540	13,413			·
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	28,428 4,738	0
COSTS BEFORE LAN	ND INT AND PROF	918,772	0	1,182,933	675,962	1,013,943	1,013,943	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	951,031	613,050	275,069	49,748	33,165	0
For Residual Valuatio		-1,012,003																							
	Interest Profit on Costs		0	0	16,346	26,730	42,340	58,185	53,692	49,132	44,504	39,806	35,038	30,198	25,286	20,300	15,239	10,102	4,889	0	0	0	0	0	0 0 4,737,923
	Profit on GDV Cash Flow	93.230	0	-1.182.933	-692.308	-1.040.673	-1.056.283	299.501	303.994	308.554	313.182	317.880	322.648	327.488	332.400	337.386	342.447	347.584	352.797	470.346	808.327	1.146.308	1.371.629	914.419	4,737,923
	Opening Balano Closing Balano	93,230	93,230	-1,089,703	-1,782,011	-2,822,684	-3,878,967	-3,579,466	3,275,472	-2,966,918	-2,653,736	-2,335,856	-2,013,208	-1,685,720	-1,353,320	-1,015,934	673,487	325,904	26,894	497,240	1,305,567	2,451,875	3,823,504	4,737,923	0
CASH FLOW FOR CIL	As Above	Q1	Year 1	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOM		0	0	0	0	0	0	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	947,585	0
EXPENDITURE Land		2,400,000																							
Stamp Duty 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		36,000	0	0	0	ő	0	0	0	ő	ō	0	ō	ő	0	ō	0	0	ō	0	0	0	0	ő	0
Planning Fee Architects		50,000 506,971	0	0 506,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional		42,248 84,495 211,238	0	42,248 84,495 211,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base		211,238	0	211,238	582,576	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	0 873,863	776,767	485,480	194,192	0	0	0
POTENTIAL CIL Post CIL s106				-263,105	-263,105	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	9,000	9,000	9,000	6,000	0	0	0
Contingency Abnormals		0	0	14,564 29,129	29,129 58,258	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	38,838 77,677	24,274 48,548	9,710 19,419	0	0	0
Finance Fees Legal and Valuation		39,000	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	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	28,428	0
Legals Misc.		0	0	0	0	0	0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	7,107 0	4,738 0	0
COSTS BEFORE LAN	ND INT AND PROF	3,369,952	0	916,829	406,857	750,838	750,838	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	1,063,691	952,031	617,050	279,069	49,748	33,165	0
For CIL calculation	Interest		50.549	51.308	65.830	72.920	85.276	97.818	89.973	82.011	73.929	65.727	57.401	48 950	40.372	31,666	22.829	13.860	4.756	0	0		0	0	0
	Profit on cost Profit on GDV		JU,549	31,300	uu,030	12,020	UJ,270	er,010	GP,313	UA.011	13,829	ww.121	51,401	-0,200	70,312	31,000	44,049	13,000	-,/00	3		U	J		0 4,737,923
	Cash Flow	-3,369,952	-50,549	-968,136	472,687	-823,758	-836,115	522,973	530,817	538,779	546,861	555,064	563,390	571,841	580,418	589,125	597,962	606,931	352,930	469,346	804,327	1,142,308	1,371,629	914,419	-4,737,923
	Opening Balance Closing Balance	0 +3,369,952	-3,420,502	-4,388,638	-4,861,325	-5,685,083	-6,521,198	-5,998,225	-5,467,408	-4,928,628	-4,381,767	-3,826,703	-3,263,313	-2,691,472	-2,111,054	-1,521,929	-923,968	-317,037	35,894	505,240	1,309,567	2,451,875	3,823,504	4,737,923	0



SITE NAME	Site 14	Large Brown 60	)						]																
INCOME	Av Size	%	Number		Price	GDV	GIA m2	1	DEVELOPMEN	NT COSTS						1	Planning fee o					Build Cost	/m2		
	m2		60		£/m2	_			LAND			/unit or m2 -7,888	Total		1		Planning ago fo No dwgs	dwgs 60 10	rate			CfSH	897 13	1.50%	
Market Housing	94.6		51		1,800		4,827			Land Stamp Duty		-7,888	0	-473,281			No dwgs under No dwgs over !	10 1 10	385 115	3,850 1,150		Energy Design	0		
Shared Ownership	71.1		2		1,170	187,054				Easements etc. Legals Acquisiti	on	1.50%	-7,099	-7,099					Total	5,000		Acc & Adpt Over-extra 3	8		
Affordable Rent	71.1		7		1,000	479,625	480		PLANNING													Small Sites Site Costs	135	0% 15%	
Social Rent	71.1		0		910	0	0			Planning Fee Architects		6.00%	5,000 400,654				Stamp duty ca Land payment	alc - Residual		-473,281		L	1,053		
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0	0				QS / PM Planning Consul	tants	0.50%	33,388 66,776												
	Social Rent				0	0				Other Professio	nal	2.50%	166,939	672,757											
SITE AREA - Net SITE AREA - Gross	1.71 1.91		35 31	/ha /ha		9,355,279	5,467		CONSTRUCT	Build Cost - BCI	IS Based	1,053	5,754,406						Total	0					
								_		s106 / CIL Contingency		5.00%	60,000 287,720				Stamp duty ca	ilc - Add Profit							
Sales per Quarter Unit Build Time	0	Quarters								Abnormals			575,441	6,677,567			Land payment 125,000	0%	0%	919,193					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r using balance =	0	FINANCE	Fees Interest			30,000				250,000 500.000	1%	0%						
Residual Land Value Alternative Use Value		-473,281 765,994	-276,080	-247,146 400,000		RUN CIL MACE	RO ctrl+l			Interest Legal and Valua	tion	6.00%		30,000			1,000,000 above	4% 5%	0% 0% 0%						
Uplift Plus /h	20% ha 0	153,199 0		80,000			ising balance =	0	SALES										Total	0					
Vi	lability Threshold	919,193		490,000		Check on phasing con	degs nos rect	1		Agents Legals		3.0%	280,658 46,776				Pre CIL s106		E/ Unit (all) Total	60,000		LIT	% GDV 0.00%		
Additional Profit		-1.506.450	E/m/2 -312					_		Misc.				327,435	7,227,379	l	Post CIL s106	1,000	£/ Unit (all)						
									Developers Pr	ofit % of costs (befo	re interest)	0.00%			0		CIL	0	£/m/2 Total	60,000					
										% of GDV		20.00%			1,871,056	ļ				,					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				5	5	9	9	9	9	9	5														
Market Housing Shared Ownership					0	0	0	724,050 15,588	724,050 15,588 39,969	1,303,290 28,058 71,944	1,303,290 28,058	1,303,290 28,058 71,944	1,303,290 28,058 71,944	1,303,290 28,058 71,944	724,050 15,588	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	39,969	39,969	71,944 0	71,944 0	71,944 0	71,944 0	71,944 0	39,969	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	tE	0	0		0		0	779,607	779,607	1,403,292	1,403,292	1,403,292	1,403,292	1,403,292	779,607	0	0	0	0	0		0	0	0	0
EXPENDITURE																									
Stamp Duty Fasements etc		0																							
Legals Acquisition																									
Planning Fee Architects		5,000 200,327		200,327																					
QS Planning Consultants		33.388		33.388																					
		83,470																							
s106/CIL	2		0	159,845 1,667	319,689 3,333	607,410 6,333	7.667	9.000	9,000	863,161 9,000	7 667	4 667	1.667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	7,992 15,984	15,984 31,969	30,370 60,741	36,764 73,529	43,158 86,316	43,158 86,316	43,158 86,316	36,764 73,529	22,378 44,756	7,992 15,984	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		30,000																							
		0																							
Agents Legals		0	0	0	0	0	0	23,388 3,898	23,388 3,898	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	23,388 3,898	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	361,779	0	0 519,366	370,976	704,854	853,245	1,028,921	1,028,921	1,050,750	902,360	568,482	234,603	49,115	27,286	0	0	0	0	0	0	0	0	0	0
For Kesiduai Valuation	n Land Interest	4/3,281	0	0	6,118	11,774	22,524	35,660	39,935	44,274	39,650	32,730	20,699	3,479	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV																								1,871,056
	Cash Flow	111,502	0	-519,366	-377,094	-716,629	-875,769	-284,975	-289,250	308,268	461,282	802,080	1,147,989	1,350,697	752,320	0	0	0	0	0	0	0	0	0	-1,871,056
	Closing Balano	111,502	111,502	-407,865	-784,959	-1,501,587	-2,377,356	-2,662,331	-2,951,581	-2,643,313	-2,182,031	-1,379,951	-231,962	1,118,735	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT	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	04	Q1	Q2	Q3	Q4
INCOM	Œ	0	0	0	0	0	0	779,607	779,607	1,403,292	1,403,292	1,403,292	1,403,292	1,403,292	779,607	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		919,193																							
		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. Legals Acquisition		0 13,788	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		200,327 16,694	0	200,327 16,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		33,388 83,470	0	33,388 83,470	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	The Control of Control		0	0																					
POTENTIAL CIL			Ţ	-251,075		-251,075	-251,075	-251,075	-251,075	9,000	9,000	9,000			0	0	0		0	0	0	0	0	o	0
Proving Continues		0	0																						
Finance Fees		30,000	0	0	0	0	0	0	0	0	0	0	o	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
Agents Legals		0	0	0		0	0	23,388 3,898	23,388 3,898	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	23,388 3,898	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	1,301,859	0	0 266,625	116,568	0 452,446	0 599,503	0 777,846	0	0	903,693	0 572,815	0	0 49,115	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest		19,528	19,821	24,117	26,228	33,408	42,902	43,519	44,145	39,519	32,618	20,650	3,479	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								0 1,871,056
	Cash Flow	-1,301,859	-19,528	-286,445	-140,685	478,674	-632,911	-41,141	-41,758	308,396	460,079	797,859	1,144,705	1,350,697	752,320	0	0	0	0	0	0	0	0	0	-1,871,056
	Opening Balance Closing Balance	0 -1,301,859	-1,321,387	-1,607,833	-1,748,518	-2,227,192	-2,860,102	-2,901,244	-2,943,002	-2,634,606	-2,174,526	-1,376,667	-231,962	1,118,735	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	0
					_																				

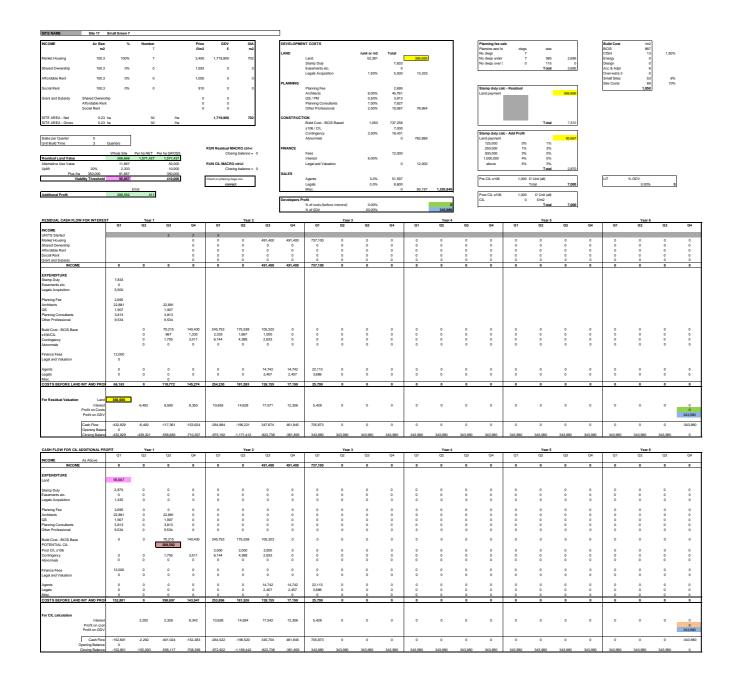


Size pr Country   0   150.01   150.01   150.01   150.01   150.01   150.01   150.01   150.00	SITE NAME	Site 15	Medium Brown	25																						
Martine   Mart	INCOME	Av Size	%			Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
Part	Madatilania									LAND			/unit or m2	Total	400 450			No dwgs	25		0.505		CfSH	13	1.50%	
The column				21							Stamp Duty		-4,138	0	-103,459			No dwgs under	25	115	0		Design	0		
March   Marc				1							Legals Acquisiti	ion	1.50%	-1,552	-1,552					I otal	9,625		Over-extra 3	0		
The content of the				3				204		PLANNING	Discolar For			0.000				F	to Books				Site Costs		10%	
The content								٥			Architects		6.00%	164,466				Land payment	ic - Residual	l l	-103,459			1,010		
Martin	Grant and Subsidy	Affordable Ren	at Sulb			0	0				Planning Consul	itants	1.00%	27,411	292 725											
The state   1	SITE AREA : Not		ha	40	Λa		4 001 876	2 338		CONSTRUCT			2.50%	00,320	200,100											
The column   The	SITE AREA - Gross	0.71	ha	35	/ha						Build Cost - BCI s106 / CIL	IS Based		25,000						Total	0					
Part	Sales per Quarter	0									Contingency Abnormals		5.00%	118,091 236,183	2,741,103			Land payment			341,040					
Part	Unit Build Time	3					RUN Residual N	IACRO ctrl+r		FINANCE								250,000	1%	0% 0%						
Column   C	Residual Land Value			Per ha NET +165,534	Per ha GROSS -145,614		Clos	sing balance =	0		Fees Interest		6.00%	19,000				500.000	3%	0% 0%						
Part	Alternative Use Value Uplift	20%	284,200 56,840		400,000 80,000		RUN CIL MACR Clos	O ctrl+I sing balance =	0		Legal and Valua	ation		0	19,000			above	5%	0% Total	0					
Part	Plus /I	ha 0 Nability Threshold	341,040		480,000					SALES			3.0%					Pre CIL s106					LIT			
Column				£/m2		I	corr	ect			Legals Misc.		0.5%	20,009 0	140,066	3,078,893					25,000			0.00%	0	
This is not to be considered the content of the c	Additional Profit		-471,380	-228	l					Developers Pr	ofit							Post CIL s106 CIL	1,000	£/m2						
Section 1. The content of the conten												ore interest)				800,375				Total	25,000					
Section 1	RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2	03	0.4				0.4	04	Year 4				Year 5	03	0.4	- 04		01	
Secretary 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	INCOME UNITS Started		41	-42	5		5	5		J-	41						45	4-				-	41		-3	٠.
Column   C	Market Housing Shared Ownership					0	0	0	15.905	15.905	15.905	15,905	15.905	0	0	0	0	0	0	0	0	0	0	0		0
Companies   Comp	Affordable Rent Social Rent					0	0	0	40,781	40,781	40,781	40,781	40,781	0	0	0	0	0	0	0	0	0	0	0	0	0
Control   Cont	Grant and Subsidy	ME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Content	EXPENDITURE																									
Compose   Comp	Easements etc.		0																							
Some tensor series and the series an																										
The control of the co	Architects		82.233		82,233 6,853																					
Secretaria series and	Planning Consultants		13,706		13,706																					
Significant with a second state of the second	Build Cost - BCIS Base	e		0	157,455	314,911	472,366	472,366	472,366	314,911	157,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
The part of training of the part of training of traini	s106/CIL			0	1 667	3,333 15.746	5,000 23,618	5,000 23.618	5,000 23,618	3,333 15.746	1.667	0	0		0	0	0	0	0		0	0	0	0	0	0
Separation	Abnormals			0	15,746	31,491	47,237	47,237	47,237	31,491	15,746	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Second																										
Second	Agents		0	0	0	0	0	0	24,011		24,011	24,011	24,011	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Visibility	Misc.			0	0			0						0	0	0	0	0	0	0	0	0	0	0	0	0
Part	COSTS BEFORE LAN	ND INT AND PROF	164,128		319,795	365,480	548,221	548,221	576,234	393,494	210,753	28,013	28,013	0	•					•		0	•			•
Print of Complex Compl	For Residual Valuation		-103,459	l											_				_							_
Part		Profit on Costs		910	324	5,734	11,303	19,696	20,214	25,275	19,551	11,000		0				0			Ü			0	٥	0 800 375
Company   Comp			-60.669	-910	-320.719	-371.215	-559.523	-567.916	195.927	381,606	570.071	761.362	772.362	0	0	0	0	0	0	0	0	0	0	0	0	
NOTINE	Opening Balans	0											800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	0	
NOTINE																										
DEPOSITION   1960   196					Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	04	Q1		Q3	Q4
Land    Missel   Miss	INCOME		0	0	0	0	0	0	800,375	800,375	800,375	800,375	800,375	0	0	0	0	0	0	0	0	0	0	0	0	0
Sump Day  Sump D			341,040																							
Elements acc.  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
The Princip Conditions   Sa25   0   0   0   0   0   0   0   0   0	Easements etc.		0 5,116	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
GS (6.853 0 6.853 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			9.625	0	. 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Principational 34,284 0 34,284 0 34,284 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	QS		6.853	0	6.853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
FORTENTIAL CLE			13,706 34,264	0	13,706 34,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pred Ct. 1166 Configurery 0 0 0 7,8773 15,746 0 13,746 0 13,746 0 13,746 0 13,746 0 13,746 0 13,746 0 13,746 0 13,746 0 13,746 0 14,747 0			0	0				472,366	472,366	314,911	157,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Feature Feeds 19,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Post CIL s106						5,000			5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Copyright   Copy	Abnormals		0	0	15,746	31,491	23,618 47,237	23,618 47,237	23,618 47,237	15,746 31,491	15,746	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agers 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Finance Fees		19,000	0	0		0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lispais   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Agents		0	0	0		0	0	24,011	24,011			24,011	0	0	0	0	0	0		0	0	0	0	0	0
For CL calculation Plot to cools Port of the COO Compress Or Classification For CL calculation Profit or COO Compress Profit or COO Compress Or Classification Or Compress Or Classification Or Compress Or Compre	Legals Misc.		0	0	0	0	0	0	4,002 0	4,002 0			4,002 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest   7,876   7,793   10,325   13,655   13,625   28,142   25,202   19,502   11,000   0   0   0   0   0   0   0   0   0	COSTS BEFORE LAN	ND INT AND PROF	511,836	0	161,002	205,021	391,094	548,221	576,234	395,160	214,087	28,013	28,013	0	0	0	0	0	0	0	0	0	0	0	0	0
Petit on code Profit on CODY   Front on CODY	For CIL calculation																									
Cash Fine 011.88 7.676 488.795 215.345 404.849 607.845 195.999 300.013 595.787 781.362 772.382 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Profit on cost		7,678	7,793	10,325	13,555	19,625	28,142	25,202	19,502	11,000	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance 0			_E44 non	.7 070	.sep mr	.215 745	404.040	.567 nar	105.000	200 040	566 707	761 000	779 000	0		0		_		0	0	c	_	0	0	
**************************************		Opening Balance	0		-168,795	-215,345 -003 660	-404,649			380,013	.722.240			-	-	900 275	-	-	-	-	900.275	-	_	900.376		-800,375 0
		Cosing busince	1011,036	*019,013	1000,300	-9U3,003	-1,300,302	-1,0/0,14/	-1,000,148	-1,300,135	*733,349	20,013	800,375	UU,313	800,313	300,375	ouu,3/5	ouu,3/5	000,370	JUU,313	JU,3/5	300,375	000,370	000,315	500,375	U



SITE NAME	Site 16	Medium Brown	15						]																
INCOME	Av Size	%	Number		Price £/m2	GDV	GIA	1	DEVELOPME	NT COSTS							Planning fee co	alc				Build Cost	/m2		
Market Housing	m2 94.7		15		£/m2 1,800		m2 1,207		LAND	Land		/unit or m2 -3,399	Total	50 000			Planning ago fe No dwgs No dwgs under	15	rate	5,775		BCIS CISH	896 13	1.50%	
Shared Ownership	94.7		13		1,800		1,207			Stamp Duty Easements etc.		-3,399	0	-50,980			No dwgs under No dwgs over 5	15	385 115 Total	5,775 5,775		Energy Design Acc & Adot	0		
Affordable Rent	65.8		2		1,170		111			Legals Acquisiti	on	1.50%	-765	-765			1		1 otal	5,775		Over-extra 3 Small Sites	0	0%	
Social Rent	65.8		2		910		111		PLANNING	Planning Fee			5,775				Stamp duty ca	to Books				Site Costs	90 1,007	10%	
Grant and Subsidy	Shared Owners				910					Architects QS / PM		6.00% 0.50%	95,098 7,925				Land payment	ic - Residual	·	-50,980			1,007		
Ciair aid Suady	Affordable Ren Social Rent	g.			0	0				Planning Consul Other Professio	tants	1.00%	15,850 39,624	164,272											
SITE AREA - Not	0.43	ha	35	/ha		2,327,413	1,355		CONSTRUCT			2.50%	33,024	104,272											
SITE AREA - Gross	0.48	ha	35 31	/ha			-	l		Build Cost - BC s106 / CIL	IS Based	1,007	1,365,189						Total	0					
Sales per Quarter	0									Contingency Abnormals		5.00%	68,259 136,519	1,584,967			Stamp duty ca Land payment			229,474					
Unit Build Time	3	Quarters				RUN Residual	MACRO ctrl+r		FINANCE								125,000 250,000	0% 1%	0% 0%						
Residual Land Value		Whole Site -50,980	-118,954	Per ha GROSS -106,638		Cit	osing balance =	0		Fees Interest		6.00%	11,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift	20%	191,229 38,246		400,000 80,000		RUN CIL MACE	RO ctrl+I osing balance =	0		Legal and Valua	tion		0	11,000			above	5%	0% Total	0					
Plus /	/ha 0 Viability Threshold	229,474		480,000		Check on phasing		1	SALES	Agents		3.0%	69,822				Pre CIL s106	1,000 ±	/ Unit (all)			LIT	% GDV		1
			£/m2			cor	rect	J		Legals Misc.		0.5%	11,637 0	81,459	1,789,953		L		otal	15,000		L	0.00%	0	ļ
Additional Profit		-297,426	-246						Developers P	rofit							Post CIL s106 CIL	1,000	E/ Unit (all) £/m2						
										% of costs (befo % of GDV	re interest)	0.00% 20.00%			0 465,483		ļ		Total	15,000					
RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4 3	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				3	0	0	0	3 434,638 8.654	434,638 8.654	434,638 8.654	434,638 8.654	434,638 8.654	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0	0	0	8,654 22,191 0	8,654 22,191 0	8,654 22,191 0	8,654 22,191 0	8,654 22,191 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCON	ME				0	0	0	465,483	465,483	0 465,483	0 465,483	0 465,483	0		0	Ö	0	0	Ö	0	0	0	0	0	0
EXPENDITURE		1						400,403	403,403	100,100	403,403	100,100		•								ļ ,		•	
Stamp Duty Easements etc. Legals Acquisition		0 0 -765																							
Planning Fee Architects		5,775 47.549		47.549																					
QS Planning Consultants		3,962 7,925		3,962 7,925																					
Other Professional		19,812		19,812																					
Build Cost - BCIS Base s106/CIL	se		0	91,013 1,000	182,025 2,000	273,038 3,000	273,038 3,000	273,038 3,000	182,025 2,000	91,013 1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	4,551 9,101	9,101 18,203	13,652 27,304	13,652 27,304	13,652 27,304	9,101 18,203	4,551 9,101	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		11,000																							
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	13,964 2,327	13,964 2,327	13,964 2,327	13,964 2,327	13,964 2,327	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF	95,259	0	0 184,913	211,329	316,993	316,993	333,285	227,621	121,956	16,292	16,292	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio	n Land Interest Profit on Costs	-50,980	664	674	3,458	6,680	11,535	16,463	14,727	11,380	6,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV																								0 465,483
	Cash Flow Opening Balance	-44,278 0	-664	-185,587	-214,787	-323,673	-328,528	115,735	223,135	332,147	442,793	449,191	0	0	0	0	0	0	0	0	0	0	0	0	-465,483
	Closing Balano	-44,278	-44,942	-230,529	-445,316	-768,989	-1,097,518	981,783	-758,648	-426,501	16,292	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	0
CASH FLOW FOR CIL	IL ADDITIONAL PR		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOM	ME	0			0		0	465,483	465,483	465,483	465,483	465,483	00				0	0		0		0			
Land		229,474																							
Stamp Duty 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		3,442	0	0	0	ō	0	0	ō	ō	0	ō	0	ō	0	0	0	ō	0	0	0	ō	ō	ō	0
Planning Fee Architects		5,775 47,549	0	0 47,549	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		3,962 7,925	0	3,962 7,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		19,812	0	19,812	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 POTENTIAL CIL	ie	0	0	91,013 -99,142	182,025 -99,142	273,038 -99,142	273,038	273,038	182,025	91,013	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106		0	0	4,551 9,101	9,101	3,000 13,652 27,304	3,000 13,652 27,304	3,000 13,652 27,304	3,000 9,101	3,000 4,551	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	9,101	18,203	27,304			18,203	9,101	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
Contingency Abnormals Finance Fees Legal and Valuation		11,000 0	0	0	0	-									_			1							
Abnormals Finance Fees Legal and Valuation Agents		11,000 0	0	0	0	0	0	13,964	13,964	13,964	13,964	13,964	0	0	0		0	0	0	0	0	0	0	0	0
Abnormals  Finance Fees Legal and Valuation  Agents Legals Misc.		0 0 0	0	0	0 0	0	0 0	2,327 0	2,327 0	2,327 0	2,327 0	2,327 0	0	0	0	0	0	0	0	0	0	0 0 0	0	0	0 0 0
Abnormals Finance Fees Legal and Valuation Agents	ND INT AND PROF	0 0 0	0 0 0 0	0 0 0 0 84,771		0 0 0 217,851	0 0 0 316,993	13,964 2,327 0 333,285	13,964 2,327 0 228,621		13,964 2,327 0 16,292	13,964 2,327 0 16,292	0 0 0	0 0 0	0	0	0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Abnormals  Finance Fees Legal and Valuation  Agents Legals Misc.		0 0 0	0 0 0	0 0 84,771	0 0 0 110,187			2,327 0 333,285	2,327 0 228,621	2,327 0 123,956	2,327 0 16,292	2,327 0 16,292	0	0	0	0		0	0 0 0	0 0 0		0 0 0	0	0 0 0	0 0 0
Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN	Internet	0 0 0	0 0 0 0 0	0	0 0	0 0 0 217,851	0 0 0 316,993	2,327 0	2,327 0	2,327 0	2,327 0	2,327 0	0	0	0	0	0	0	0 0 0	0 0 0	0 0 0	0 0 0	0	0 0 0	0 0 0
Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN		0 0 0	0 0 0 0 0 0 4,934	0 0 84,771	0 0 110,187			2,327 0 333,285	2,327 0 228,621 14,683	2,327 0 123,956 11,350	2,327 0 16,292	2,327 0 16,292	0	0	0	0		0	0	0		0	0 0 0		0 465,483
Abnormals Finance Fees Legal and Valuation Agents Legals Misc. COSTS BEFORE LAN	Interest Profit on cost Profit on GDV	0 0 0 0 8 328,940		0 0 84,771 5,008	0 0 0 110,187	8,103	11,492	2,327 0 333,285	2,327 0 228,621	2,327 0 123,956	2,327 0 16,292 6,398	2,327 0 16,292	0	-	0 0 0	0 0 0	0	0 0 0 0	-	0 0 0 0	0	0 0 0	0 0 0 0	0 0 0 0	







This continue	SITE NAME	Site 18	Small Green 4							]																
Martine   Mart	INCOME	Av Size	%	Number		Price	GDV	GIA	l	DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
Part	Madatitania			4						LAND			/unit or m2	Total	400 577			No dwgs	dwgs 4		4.540		CfSH	13	1.50%	
Column								424			Stamp Duty		49,644	972	198,577			No dwgs under	0	115	0		Design	0		
Second column				-				0			Legals Acquisiti	on	1.50%		3,960			-		I otal	1,540		Over-extra 3	0	4700	
The content of the										PLANNING	Disease Fee			4.540					n Beetleet				Site Costs	89	10%	
Column   C								0			Architects		6.00%	29,245				Land payment	ic - Residual		198,577			1,112		
The column	Grant and Subsidy	Affordable Ren	at Sulb			0	0				Planning Consul	tants	1.00%	4,874	E0 281											
The state   The	SITE AREA - Not		ha	25	Λa		1 038 800	424		CONSTRUCT		near .	2.50%	12,100	50,261											
Column	SITE AREA - Gross			25	/ha		.,,				Build Cost - BC	S Based	1,112	471,622						Total	972					
Column	Sales ner Quarter										Contingency		2.50%	11,791	487 412			Stamp duty ca	lc - Add Profit		65.600					
The column	Unit Build Time	3	Quarters				RUN Residual N	MACRO otrler		FINANCE	Automaia				407,412			125,000	0%	1%	00,000					
Minima   M	Residual Land Value		Whole Site 198,577	Per ha NET 1,241,107	Per ha GROSS 1,241,107		Clos	sing balance =	0		Fees Interest		6.00%	8,000				500.000	3%	0%						
Paris	Alternative Use Value Uplift	20%	8,000 1,600		50,000		RUN CIL MACR	tO ctrl+l sing balance =	0		Legal and Value	tion		0	8,000			above	5%	1% Total	656					
The column	Plus /I	ha 350,000 Nability Threshold			350,000 410,000				ı	SALES	Agents		3.0%	31,164				Pre CIL s106	1,000 £	/ Unit (all)			LIT	% GDV		
This image				£/m2					l				0.5%	5,194 0	36.358	784,579					4,000				0	
The column	Additional Profit		139,434	329	l					Developers P	rofit							Post CIL s106 CIL	1,000	E/Unit (all) E/m2						
The column											% of costs (befo	re interest)				207,760		-		Total	4,000					
Section 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
Secretary 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	INCOME		Q1		Q3		Q1	Q2	Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Column   C	Market Housing				2		0	0	519,400	519,400	0	0	0	0	0			0	0	0	0	0		0	0	0
Companies	Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	ō	0	0	0	0
Control   Cont	Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Search 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	EVENDEUDE	ME.	0	0		0		0	519,400	519,400	0		0	0		0		0	0	0	0	0	0	0	0	0
Composition   1.50	Stamp Duty		972																							
Modelle Marie 1942   142	Legals Acquisition		2,979																							
Secont	Planning Fee		1,540		14 622																					
Control   Cont	QS		1,219		1,219																					
SIGNAL STATE OF STATE	Other Professional		6,093		6,093																					
State of the control	Build Cost - BCIS Base s106/CIL	0		0	667	1,333	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Control Process   Control Pr	Contingency Abnormals			0	1,965 0	3,930		1,965 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Series of the control			8,000																							
Second Second Label Pin No Pin Co   19   19   19   19   19   19   19   1	Legal and Valuation		0																							
Second Second Label Pin No Pin Co   19   19   19   19   19   19   19   1	Agents Legals		0	0	0	0	0	0	15,582 2,597	15,582 2,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Heate   March   Marc	Misc. COSTS BEFORE LAN	ND INT AND PROF	37,861	0	0 105,606		162,471	81,235		18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Heate   March   Marc																										
First Color   Fi	For Residual Valuation	n Land Interest	198,577	3,547	3,600	5,238	7,753	10,307	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Campa   Para   Campa		Profit on Costs Profit on GDV																								207,760
Campa   Para   Campa		Cash Flow	-236,438	-3,547	-109,206	-167,709	-170,224	-91,542	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-207,760
MODE  MATCH		Closing Balano		-239,985	-349,190	-516,899	-687,123	-778,665	-289,124	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	0
MODE  MATCH	CASH FLOW FOR CIL	L ADDITIONAL PR	ROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
Personant Land Land Land Land Land Land Land Land	INCOME	As Above		Q2	Q3	Q4	Q1	Q2			Q1	02	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		Q3	Q4
Land    66.600	INCOM	ME	0	0	0	0	0	0	519,400	519,400	0	0	0	0	0	0		0	0	0	0		0	0	0	0
Elements acc.  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Part																									
Sept   Companion   Sept   Se	Stamp Duty		656	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0
Additional Marketing Marke			0 984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
1,219   0   1,219   0   1,219   0   0   0   0   0   0   0   0   0	Planning Fee		1,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contribution   Cont	QS		1.219	0	1.219	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CL.    1984-01			6,093	0	6,093	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pred CL 1546 Configurery De CL 1546 De De			0	0		157,207	157,207	78,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Assomation    O O O O O O O O O O O O O O O O O O	Post CIL s106			·		2000			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Variations  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Abnormals		0	0	0	3,930	0	0	0	0	0	0	0	ő	0	0	0	0	ő	0	0	0	0	0	0	0
Per Ck. clockspillen    1.517   1.540   5.229   7.724   10.387   11.680   43.37   0   0   0   0   0   0   0   0   0	Finance Fees		8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lispais   0 0 0 0 0 0 0 0 2,597 2,597 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-			0		0		0	15,582	15,582	0	0	0	0	0	0		0	0	0	0		0	0	0	
For CLL calculation   Interest   1,517   1,540   5,229   7,724   10,287   11,680   4,307   0   0   0   0   0   0   0   0   0	Legals Misc.		0	0	0	0	0	0	2,597 0	2,597 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest   1,517   1,540   5,229   7,724   10,287   11,890   4,337   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	COSTS BEFORE LAN	ND INT AND PROF	101,151	0	244,374	161,137	163,137	82,569	18,179	18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Petit on coats Profit on CODY    Coats From - 101/151   1/5/17   245/514   166/366   1/70/862   406/544   406/544   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	For CIL calculation																									
Cash Fine		Interest Profit on cost		1,517	1,540	5,229	7,724	10,287	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance 0																										
Contrig Contrig 1102.01 1102.00 (485)26 (513,30) (405)26 (513,30) (405)26 (513,00) (201,10) (		Opening Balance	0				-170,862			496,884	_	0	0	-		-		-		-	0	-		0		-207,760
		Gosing Balance	-101,151	-102,668	-348,582	-514,948	-685,809	-778,665	costi,124	207,760	207,760	207,760	207,760	207,760	207,760	201,160	207,760	207,760	207,760	∠ur,r60	∠01,760	207,760	20/,760	207,760	zur_/60	ΰ



SITE NAME	Site 19	Green Plot							]																
INCOME	Av Size	%	Number		Price £/m2	GDV	GIA	l	DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
Market Housing	m2 130.0		1		£/m2 2,450	£ 318,500	m2 130		LAND	Land		/unit or m2 62,103	Total	62 103			Planning ago fo No dwgs No dwgs under	dwgs 1	rate	385		BCIS CfSH	887 13	1.50%	
Shared Ownership	130.0		0		1,593	318,500	130			Stamp Duty Easements etc.		62,103	0	62,103			No dwgs under	. 0	385 115 Total	385 0 385		Energy Design Acc & Adot	0		
Affordable Rent	130.0				1,000	0	0			Legals Acquisiti	on	1.50%	932	932					I otal	385		Over-extra 3 Small Sites	0 115	13%	
Social Rent	130.0				910	0			PLANNING	Planning Fee							Stamp duty ca					Site Costs	89	10%	
Grant and Subsidy	Shared Owners				910	0	0			Architects QS / PM		6.00%	385 8,953 746				Land payment	ic - Residual	l l	62,103			1,112		
Chart and Outsidy	Affordable Ren Social Rent	#			0	0				Planning Consul Other Professio	tants	0.50% 1.00% 2.50%	1,492	15,307											
SITE AREA - Net	0.05	ha	20	/ha		318,500	130		CONSTRUCT		net.	2.50%	3,730	15,307											
SITE AREA - Gross	0.05		20	/ha		510,300	150		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	1,112	144,601						Total	0					
Sales per Quarter	0									Contingency Abnormals		2.50%	3,615	149,216			Stamp duty ca Land payment	ic - Add Profit		20.500					
Unit Build Time	3	Quarters				RUN Residual N	MCRO ctrlur		FINANCE	Automina				140,210			125,000 250,000	0% 1%	0%	10,500					
Residual Land Value		Whole Site 62,103	Per ha NET 1,242,058	Per ha GROSS 1,242,058		Clos	ing balance =	0		Fees Interest		6.00%	2,000				500,000	3%	0%						
Alternative Use Value Uplift	20%	2,500 500		50,000 10,000		RUN CIL MACR	O ctrl+I sing balance =	0		Legal and Valua	tion		0	2,000			above	5%	0% Total						
Plus /I	ha 350,000 Viability Threshold	17,500 20,500		350,000 410,000		Check on phasing d		ı	SALES	Agents		3.0%	9,555				Pre CIL s106	1,000 i	2/ Unit (all)			LIT	% GDV		1
			£/m2			com		l		Legals Misc.		0.5%	1,593	11,148	240,705				Fotal	1,000			0.00%	0	1
Additional Profit		43,518	335						Developers P	rofit							Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% of costs (befo % of GDV	re interest)	0.00%			63,700				Total	1,000					
RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				1	0	0	0	318,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership 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 Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	ME	0	0		0		0	318,500		0	0	0	0		0		0	0		0		0	0		0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		932																							
Planning Fee		385																							
QS		373		373																					
Planning Consultants Other Professional		746 1,865		746 1,865																					
Build Cost - BCIS Base		1	0	48,200	48,200	48,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	1,205	1,205	1,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		2 000	9	3	3	,	~	o o								o		,		v	3			,	U
Legal and Valuation		0																							
Agents Lenals		0	0	0	0	0	0	9,555	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	ND INT AND PRO		0	0 57.199			0			0	0	0			0	0	0	0		0	0				
For Residual Valuation	n Land Interest	62,103	1.093	1.110	1.984	2.760	3.548	3.601	0	0	0	0	0		0	0	0	0		0	0	0	0	0	0
	Profit on Costs Profit on GDV																								63,700
		-72,880	-1,093	-58,309	-51,723	-52,499	-3,548	303,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-63,700
	Opening Balan Closing Balanc	0 -72,880	-73,973	-132,283	-184,005	-236,504	-240,052	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	0
		Q1	Year 1	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	04	Q1	Q2	Q3	Q4
INCOME	As Above ME	0	0	0	0	0	0	318,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Secondary																									
			0	0	0		0	0	0		0	0			0	0	0	0	0	0	0		0	0	0
Easements etc.		ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		385	0	0	0	0	0	0	0		0	0	0		0	0	0	0		0	0	0	0	0	0
Architects QS		373	0	272	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		746 1,865	0	746 1,865	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	48,200	48,200	48,200	0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				43,518		1,000	0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	1,205 0	1,205 0	1,206 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		2,000	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	ů	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	9,555 1,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PRO	0 30,653	0	100,384	0 49,405	50,405	0	11,148	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
For CIL calculation	Interest		460	467	1,979	2,750	3,548	3,601	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV	1																							63,700
	Cash Flow Opening Balance	-30,653 0	-460	-100,851	-51,385	-53,156	-3,548	303,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-63,700
L	Closing Balance	-30,653	-31,113	-131,964	-183,349	-236,504	-240,052	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	63,700	0



Mart	SITE NAME	Site 20	Small Brown 11	1						]																
Marked   M	INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS							Planning fee o	alc				Build Cost	/m2		
Part	Market Housing									LAND	Land		/unit or m2	Total	-38.015			No dwgs No dwgs under	- 11		4 235		CfSH	14	1.50%	
Martine   Mart											Stamp Duty		-5,450	0	-50,015			No dwgs over		115 Total	0		Design	0		
March   Marc								0			Legals Acquisiti	on	1.50%	-570	-570						.,		Over-extra 3	0	0%	
State   Stat								0		PLANNING	Planning Fee			4.235				Stamp duty ca	ic - Residual				Site Costs		10%	
State   Stat		Shared Owners	ship								Architects QS / PM		0.50%	68,722 5,727				Land payment			-38,015			,		
The column		Affordable Ren Social Rent	4			0	0				Planning Consul Other Professio	tants nal	1.00% 2.50%		118,772											
				40	/ha		1,679,028	959		CONSTRUCT	ION															
The column   The	SITE AREA - Gross	0.28	ha	40	/ha						s106 / CIL	IS Based		11,000						Total	0					
Part	Sales per Quarter	0									Contingency Abnormals		5.00%	49,321 98,641	1,145,373			Land payment			132,000					
Column   C	Unit Build Time	3		Darke NET	D b CDOSS		RUN Residual I	MACRO ctrl+r		FINANCE	F			7.000				250,000	1%	0%						
The column   1964   1965   1	Residual Land Value		-38,015	-138,237	-138,237			-	0		Interest	tion	6.00%		7.000			1,000,000	4%							
Part	Uplift Phys./	20% ha 0	22,000		80,000		Cio	sing balance =	0		Lugarano vaca	aron .			7,000			80076	3,6	Total	0					
Part	v	/iability Threshold	132,000		480,000								3.0%	50,371 8,395				Pre CIL s106			11.000		LIT		0	
The column	Additional Profit			£/m2 -189	i						Misc.			0	58,766	1,291,326		Post CIL s106								
The column					•					Developers Pr	% of costs (befo	re interest)				0		CIL	0	£/m2	11,000					
Section 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1											% of GDV		20.00%			335,806										
THE		OW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1		Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1		Q3	Q4
The control of the co	UNITS Started				1	2	2	2			305 270	305 279	305 770	305 279		0		0		0	0		^	0	0	
STATE OF THE TOTAL STATE OF THE	Shared Ownership					0	0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Marche	Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Series 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	INCOM	ME	0	0	0	0		0	152,639	305,278	305,278	305,278	305,278	305,278		0	0	0	0	0	0		0	0		0
Transport (1988)   1.00	Stamp Duty		0																							
Maring Ma	Easements etc. Legals Acquisition		0 -570																							
2	Planning Fee		4,235		24.254																					
The Principle of the Pr	QS		2,863		2,863																					
STREET, STREET	Other Professional		14,317		14,317																					
Company   0   148   248   178	Build Cost - BCIS Base s106/CIL	e		0	333	1,000	1 667	2,000	2,000	2,000	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Treatment 100 100 100 100 100 100 100 100 100 10	Contingency			0	1,495	4 484	7,473 14,946	8.967	8.967	8,967	5.978	2.989	0	0	0	0	0		0		0	0	0	0	0	0
			7,000							,	,			-			-	-		•	•		1		-	-
March   Marc	Legal and Valuation		0																							
For Residual Visibility   1.00	Agents Legals		0	0	0	0	0	0	4,579 763		9,158 1,526	9,158 1,526	9,158 1,526	9,158 1,526	0	0	0	0	0	0	0	0	0	0	0	0
Second Personal Per	Misc. COSTS BEFORE LAN	ND INT AND PRO	67,933	0	0 91,977	104,125	173,541	208,250		218,934					0	0	0	0	0	0	0	0	0	0	0	0
Second Personal Per				'n																						
Part of Color    For Residual Valuatio	Interest	-38,015	449	456	1,842	3,431	6,086	9,301	10,355	9,215	7,017	3,745	0	0	0	0	0	0	0	0	0	0	0	0	0	
Company   Comp		Profit on GDV																								335,806
Var		Opening Balan	0	-449	-92,432										0	0	0	0	0	0	0		0	0	0	-335,806
NOME Abdroom    STOCK	Closing Balanc	-29,918	-30,367	-122,799	-228,766	-405,739	-620,075	690,329	-614,340	-467,796	-249,636	41,212	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	0	
NOOME 6 0 0 0 152.69 96.271 962.71 96	CASH FLOW FOR CIL	L ADDITIONAL PR			00	04	01		03	01	24		03	04			01	04	04			04	04			
September   Sept	INCOME		u1	u2	u3	U4 A	Q1	u2 0							u1	u2 0	43	Q4	u1	uz n	us n	U4 P	Q1	u/2	u3	Q4 A
List 1932/00   1	EXPENDITURE			J	J		,		102,039	SSJ,210	500,210	JUJ_£10	JVV,£10	303,210	,			v				,			•	v
Elements etc.  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Land																									
Printing Flags    Marie   Mari	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
And				0	0	0	Ů	U	0	0	0	0	0	0	0	U	0	0	0	0	0	0	0	0		0
Particular Service Consideration 1	Architects		34,361	0	2 962	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
The CLE	Planning Consultants		5,727 14,317	0	5,727 14.317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CLS.    44,603   46,603   46,603   46,603   46,603   46,603				0		89,674	149,456	179,348	179,348	179,348	119,565	59,783	0	0		0	0	0	0	0	0		0	0		0
Corrigency 0 0 1.465 4.444 7.479 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.987 8.988 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	POTENTIAL CIL			l			1.000	-45,403 2,000					0	0		0	0	0	0	0	0	0	0	0	0	0
Finance Fees	Contingency		0	0	1,495 2,989	4,484 8,967	7,473	8,967 17,935					0	ō	0	0	0	0	0	0	0	0	0	0	0	0
Legis and Visualization 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
Lepals 0 0 0 0 0 0 783 1.556 1.556 1.556 1.556 1.556 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	· ·		0	0	0		0	0		0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CLL calculation   Interest   3,037   3,063   3,1623   4,746   6,729   9,273   10,266   9,156   6,597   3,746   0   0   0   0   0   0   0   0   0	Agunts Legals Misc		0	0	0	0	0	0	763	1,526	1,526	1,526 0	1,526	1,526	0	0	0	0	0	0	0	0	0	0	0	0
Indexes   1,037   3,083   3,823   4,746   6,729   9,273   10,256   9,186   6,997   3,745   0   0   0   0   0   0   0   0   0	COSTS BEFORE LAN	ND INT AND PRO	202,484	0	46,240	57,722	127,471	162,846	213,592	218,934	150,184	81,435	10,685	10,685	0	0	0	0	0	0	0	0	0	0	0	0
Indexes   1,037   3,083   3,823   4,746   6,729   9,273   10,256   9,186   6,997   3,745   0   0   0   0   0   0   0   0   0	For CIL calculation																									
Cesh Fig. 202.644 3,037 48,323 41,544 132,217 189,575 79,226 79,017 145,557 216,346 200,649 294,593 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Interest Profit on cost		3,037	3,083	3,823	4,746	6,729	9,273	10,326	9,186	6,997	3,745	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance 0																										
Closing Balance   202,444   205,521   254,544   316,358   448,655   416,141   686,407   412,208   446,452   246,655   412,101   355,056   335,056		Opening Balance	0								145,907			294,593	-	0	-	-	-	-	0	-	_	0		-335,806
		Closing Balance	-202,484	-205,521	-254,844	-316,388	-448,605	-618,181	688,407	-612,389	-466,482	:249,636	41,213	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	0



SITE NAME	Site 21	Small Brown 7							]																
INCOME	Av Size m2	%	Number 7		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee o	alc dwgs	rate			Build Cost BCIS	/m2 887		
Market Housing	86.9		7		1,750		608		LAND	Land		/unit or m2 -6,136	Total	-42,950			No dwgs No dwgs under	7	385	2,695		CfSH Energy	13 0	1.50%	
Shared Ownership	86.9	0%	0		1,138	0	0			Stamp Duty Easements etc.		1.50%	0	-644			No dwgs over	. 0	115 Total	0 2,695		Design Acc & Adpt	8		
Affordable Rent	86.9	0%	0		1,000	0	0		PLANNING	Legals Acquisit	on	1.50%	-644	-644								Over-extra 3 Small Sites Site Costs	53	6% 10%	
Social Rent	86.9	0%	0		910	0	0		PLANNING	Planning Fee Architects		6.00%	2,695 44,479				Stamp duty ca Land payment	ic - Residual		-42,950		Sile Cusis	1,050	10%	
Grant and Subsidy	Shared Owners Affordable Ren Social Rent	ship st			0	0 0				QS / PM Planning Consu Other Professio	itants inal	0.50% 1.00% 2.50%	3,707 7,413 18,533	76,827			Land payment			-42,555					
SITE AREA - Net SITE AREA - Gross	0.14 0.14		50 50	/ha /ha		1,064,000	608		CONSTRUCT	Build Cost - BC s106 / CIL	IS Based	1,050	638,537 7,000						Total	0					
Sales per Quarter Unit Build Time	0	Quarters				RUN Residual	MACRO ctrl+r		FINANCE	Contingency Abnormals		5.00%	31,927 63,854	741,317			Stamp duty ca Land payment 125,000 250,000	ic - Add Profit 0% 1%	0% 0%	67,200					
Residual Land Value		-42,950	Per ha NET -306,786	Per ha GROSS -306,786		Cit	ising balance =	0		Fees Interest		6.00%	6,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift Plus /t	20% ha 0	56,000 11,200 0 <b>67,200</b>		400,000 80,000 0 480,000		RUN CIL MACE Cito Check on phasing	ising balance =	0	SALES	Legal and Value	ation	3.0%	31,920	6,000			above Pre CIL s106	5%	0% Total £/ Unit (all)	0			ev onu		ה
Additional Profit	nability I hreshold		E/m2 -191	480,000		Check on phasing COR				Agents Legals Misc.		0.5%	5,320 0	37,240	817,790		Pre CIL s106		Total	7,000		ш	% GDV 0.00%	0	
									Developers Pr	ofit % of costs (befo % of GDV	ore interest)	0.00% 20.00%			0 212,800		CIL	1,000	£/m2 Total	7,000					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				1	2	2	2	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership 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 Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	ME	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0		0	0		0
Stamp Duty Easements etc. Legals Acquisition		0 0 644																							
Planning Fee Architects		2,695 22,240		22,240																					
QS Planning Consultants		1,853 3,707		1,853 3,707																					
Other Professional		9,266		9,266																					
Build Cost - BCIS Base s106/CIL	0		0	30,407 333	91,220 1,000	152,033 1,667	182,439 2,000	121,626 1,333	60,813 667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	1,520 3,041	4,561 9,122	7,602 15,203	9,122 18,244	6,081 12,163	3,041 6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		6,000																							
Legal and Valuation Agents			0	0	0		0	4.560	9.120	9.120	9.120	0	0	0	0	0	0	0	0	0		0	0		0
Legals Misc.		0	0	0	0	0	0	4,560 760	1,520	9,120 1,520	9,120 1,520	0	0	ő	ō	ő	0	ō	0	0	0	0	ō	0	ő
COSTS BEFORE LAN	ND INT AND PRO	45,117	0	72,367	105,902	176,504	211,805	146,523	81,242	10,640	10,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land	-42,950																							
	Profit on Costs Profit on GDV		32	33	1,119	2,724	5,413	8,671	8,719	5,508	1,191	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 212,800
	Cash Flow Opening Balan	-2,167 0	-32	-72,400	-107,021	-179,228	-217,218	-3,194	214,039	287,852	292,169	0	0	0	0	0	0	0	0	0	0	0	0	0	-212,800
CASH FLOW FOR CIL	Closing Balanc	-2,167	-2,199 Year 1	-74,599	-181,620	-360,849	-578,066 Year 2	-581,261	-367,221	-79,369	212,800 Year 3	212,800	212,800	212,800	212,800 Year 4	212,800	212,800	212,800	212,800 Year 5	212,800	212,800	212,800	212,800 Year 6	212,800	0
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOM		0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		67,200																							
Stamp Duty 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		1,008	0	ō	0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	ō	0
Planning Fee Architects		2,695 22,240	0	0 22,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		1,853 3,707 9,266	0	1,853 3,707 9,266	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base	_	9,266	0	9,266	91 220	152 033	182,439	121,626	0 60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	0	0	U	30,407 -57,969	91,220 -57,969	152,033	2.000	121,626	2.000		0	0	0		0	0	0		0	0		0	0		0
Post CIL s106 Contingency Abnormals		0	0	1,520 3,041	4,561 9,122	1,000 7,602 15,203	2,000 9,122 18,244	2,000 6,081 12,163	2,000 3,041 6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		6,000		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 4,560		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0	0	0	0	0	0	4,560 760 0	9,120 1,520 0	9,120 1,520 0	9,120 1,520 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ND INT AND PRO	113,969	ō	14,064	46,933	175,837	211,805	147,190	82,575	10,640	10,640	ō	0	ő	0	ō	ō	ō	ő	0	0	ō	0	ŏ	0
For CIL calculation	Interest Profit on cost Profit on GDV		1,710	1,735	1,972	2,706	5,384	8,642	8,699	5,508	1,191	0	0	0	0	0	0	0	0	0	0	0	0	0	0
																									212,800
	Cash Flow Opening Balance Closing Balance	-113,969 0 -113,969	-1,710 -115.678	-15,799 -131,478	-48,905 -180 383	-178,543 -358,926	-217,189	-3,832 -579.947	212,726	287,852	292,169	0 212 800	0 212.800	0 212 800	212.800	0 212.800	212.800	212.800	0 212.800	0 212.800	0 212.800	212.800	212.800	0 212 800	-212,800
	Annual Resource	-113,969	1110,678	131,478	100,383	*30d,1626	10/6,115	1973,947	-30/,221	-79,369	212,800	£12,600	212,800	£12,800	£12,600	212,800	212,800	212,800	£14,800	212,800	212,800	£12,800	212,800	212,800	U

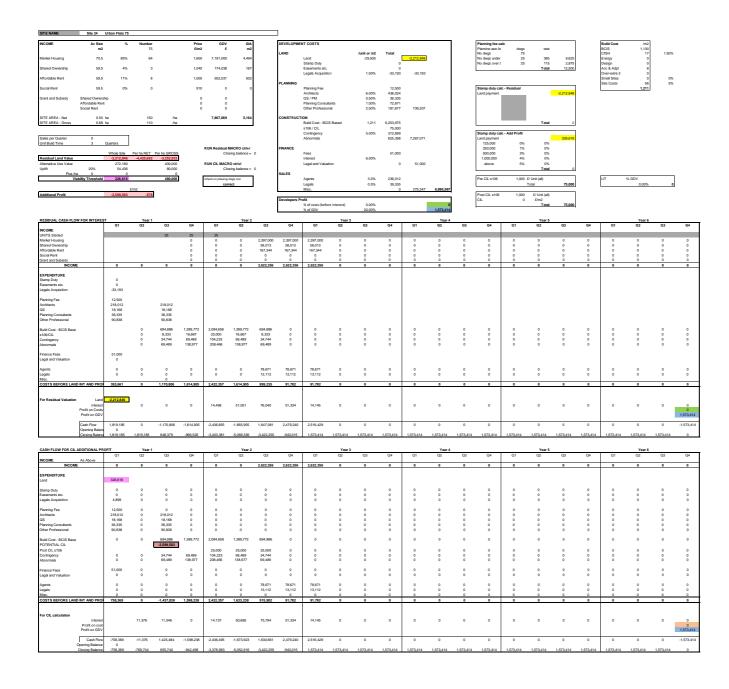


SITE NAME	Site 22	Small Brown 4							]																
INCOME	Av Size m2	%	Number 4		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee o	alc dwgs	rate			Build Cost BCIS	/m2 887		
Market Housing	79.3		4		1,750		317		LAND	Land		/unit or m2 -12,147	Total	-48,586			No dwgs No dwgs under	4	385 115	1,540		BCIS CfSH Energy	887 13	1.50%	
Shared Ownership	79.3	0%	0		1,138	0	0			Stamp Duty Easements etc.			0				No dwgs over	! 0	115 Total	0 1,540		Design Acc & Adpt	0		
Affordable Rent	79.3	0%	0		1,000	0	0			Legals Acquisiti	on	1.50%	-729	-729								Over-extra 3 Small Sites Site Costs	0 115 89	13% 10%	
Social Rent	79.3	0%	0		910	0	0		PLANNING	Planning Fee Architects		6.00%	1,540				Stamp duty ca Land payment	ic - Residual		-49 596		Site Costs	1,112	10%	
Grant and Subsidy	Shared Owners Affordable Ren	ship 18			0	0				QS / PM Planning Consul	tants	0.50%	24,570 2,047 4,095				Caro payman			-40,500					
	Social Rent				0	0				Other Professio	nal	2.50%	10,237	42,489											
SITE AREA - Net SITE AREA - Gross	0.10 0.10	ha ha	40 40	/ha /ha		554,750	317			Build Cost - BCI	S Based	1,112	352,604						Total	0					
Sales per Quarter										s106 / CIL Contingency Abnormals		5.00%	4,000 17,630 35,260	409,494			Stamp duty ca	ic - Add Profit		40.000					
Unit Build Time	3	Quarters				RUN Residual M	IACRO otrlur		FINANCE	Abnormals			35,260	409,494			Land payment 125,000 250,000	0% 1%	0%	48,000					
Residual Land Value		Whole Site -48,586	Per ha NET -485,864	Per ha GROSS -485,864			ing balance =	0		Fees Interest		6.00%	4,000				500,000	3% 4%	0% 0% 0%						
Alternative Use Value Uplift	20%	40,000 8,000		400,000 80,000		RUN CIL MACR	D ctrl+l ing balance =	0		Legal and Valua	tion		0	4,000			above	5%	0% Total	0					
Plus /t Vi	ha 0 Viability Threshold	48,000		480,000		Check on phasing d	legs nos		SALES	Agents		3.0%	16,643				Pre CIL s106	1,000	E/ Unit (all)			LIT	% GDV		Ì
Additional Profit		400.000	E/m2			com	ect			Legals Misc.		0.5%	2,774 0	19,416	426,085		Post CIL s106	1,000	Total E/ Unit (all)	4,000			0.00%	0	ļ
Additional Profit		-100,236	-316						Developers Pr	ofit % of costs (befo	re interest)	0.00%			0		CIL S106	1,000	£/m² £/m² Total	4 000					
										% of GDV		20.00%			110,950					.,					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				2	2	0	0	277.375	277.375	0			0				0		0	0	0		0	0	
Market Housing Shared Ownership Affordable Rent					0	0	0	2//,375 0	2//,375 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	ИE	0	0	0	0	0	0	277,375	277,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.		0																							
Legals Acquisition		-729																							
Planning Fee Architects		1,540 12,285		12,285																					
QS Planning Consultants Other Professional		1,024 2,047 5,119		1,024 2,047 5,119																					
Other Professional  Build Cost - BCIS Base		0,179	0	5,119	117,535	117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency			0	667 2,938 5,877	1,333 5,877 11,753	1,333	667 2 938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees			0	5,877	11,753	11,753	5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		4,000 0																							
Agents Legals		0	0	0	0	0	0	8,321 1,387	8,321 1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PRO		0	0 88,724	136,498	136,498	68,249	9,708	9,708	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land Interest Profit on Costs	-48,586	0	0	981	3,044	5,137	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV																								110,950
	Cash Flow Opening Balan	23,300	0	-88,724	-137,479	-139,542	-73,386	261,429	265,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,950
	Closing Balano	23,300	23,300	-65,423	-202,903	-342,445	415,830	-154,401	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	0
CASH FLOW FOR CIL	L ADDITIONAL PR	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME	As Above	0	0	0	0	0	0	277,375	277,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE				•																					
Land		48,000		0			0	c			0	0		0					0		c			c	0
Stamp Duty Easements etc. Legals Acquisition		0 0 720	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		1 540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		12,285 1,024	0	12,285 1,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		2,047 5,119	0	2,047 5,119	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 POTENTIAL CIL	•	0	0	58,767 -100,236	117,535	117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106		0	0		5,877	2,000 5,877	2,000 2,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		ō	o	2,938 5,877	11,753	5,877 11,753	2,938 5,877	ó	ō	ó	ō	ō	ò	Ö	o	ō	ō	ó	ō	0	ó	ő	ó	ó	ō
Finance Fees Legal and Valuation		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	0
Agents Legals		0	0	0	0	0	0	8,321 1,387	8,321 1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROI	0 74,735	0	-12,179	135,165	0	69,582	9,708	9,708	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
										·						-	-								-
For CIL calculation	Interest		1,121	1,138	972	3,014	5,117	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								0 110,950
	Cash Flow Opening Balance	-74,735 0	-1,121	11,041	-136,137	-140,179	-74,699	261,429	265,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,950
L	Closing Balance	-74,735	-75,856	-64,815	-200,952	-341,131	415,830	-154,401	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	0

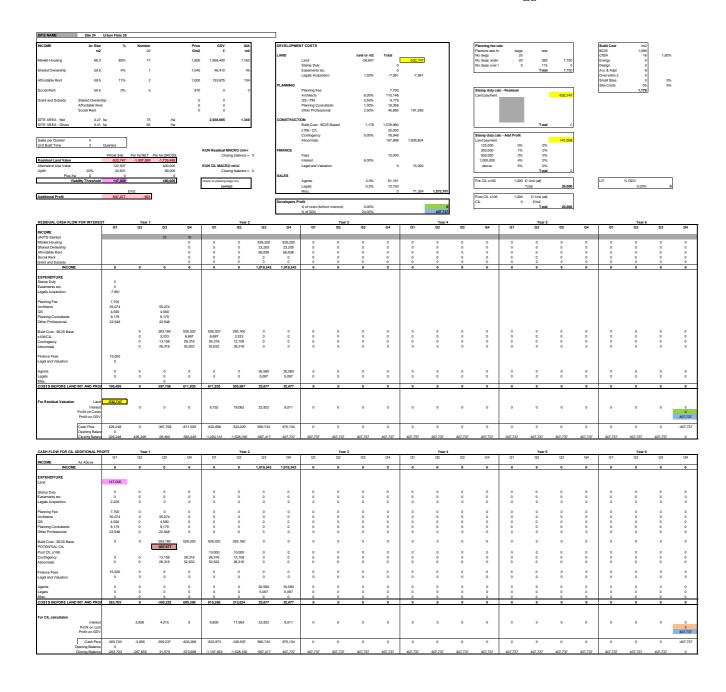


SITE NAME	Site 23	Brown Plot							]																
INCOME	Av Size	%	Number		Price £/m2	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
Market Housing	m2 115.0		1		£/m2 1,750	£ 201,250	m2 115		LAND	Land		/unit or m2 -17,799	Total	-17,799			Planning ago fo No dwgs No dwgs under	dwgs	rate	385		BCIS CISH	887 13	1.50%	
Shared Ownership	115.0		0		1,750	201,250	115			Stamp Duty Easements etc.		-17,799	0	-17,799			No dwgs under		385 115 Total	385 0 385		Energy Design Acc & Adot	0		
Affordable Rent	115.0				1,138	0	0			Legals Acquisiti	on	1.50%	-267	-267					I otal	385		Over-extra 3 Small Sites	0 115	13%	
Social Rent	115.0				910	0			PLANNING	Planning Fee							Stamp duty ca					Site Costs	89	10%	
Grant and Subsidy	Shared Owners				910	0	0			Architects QS / PM		6.00%	385 8,886 741				Land payment	ic - Residual		-17,799			1,112		
Ciair aid Suady	Affordable Ren Social Rent	#			0	0				Planning Consul Other Professio	tants	1.00%	1,481	15,195											
SITE AREA - Not	0.03	: ha	30	/ha		201,250	115		CONSTRUCT		net.	2.50%	3,703	10,190											
SITE AREA - Gross	0.03		30	/ha						Build Cost - BCI s106 / CIL	S Based	1,112	127,916						Total	0					
Sales per Quarter	0	1								Contingency Abnormals		5.00%	6,396 12,792	148,104			Stamp duty ca Land payment	ic - Add Profit		16,000					
Unit Build Time	3	Quarters				RUN Residual M	MACRO otrler		FINANCE				-2,132				125,000 250,000	0% 1%	0% 0%						
Residual Land Value		Whole Site	Per ha NET -533.968	Per ha GROSS -533,968		Clos	ing balance =	0		Fees Interest		6.00%	2,000				500,000	3% 4%	0%						
Alternative Use Value Uplift	20%	13,333 2,667		400,000 80,000		RUN CIL MACR	O ctrl+l sing balance =	0		Legal and Valua	tion		0	2,000			above	5%	0% Total						
Plus /	ha 0 Viability Threshold	16,000		480,000		Check on phasing d			SALES	Agents		3.0%	6,038				Pre CIL s106	1,000 £	/ Unit (all)			LIT	% GDV		1
			£/m2			com				Legals Misc.		0.5%	1,006	7,044	154,277				otal	1,000			0.00%	0	1
Additional Profit		-35,078	-305						Developers P	rofit							Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% of costs (befo % of GDV	re interest)	0.00%			40,250				Total	1,000					
RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2	•			Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				1	0	0	0	201,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership 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 Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	WC		U	ď	0		U	201,250		0		U	U		U	0	0	U	U	U	0		U	U	
Stamp Duty Easements etc.		0																							
Legals Acquisition		-267																							
Planning Fee Architects		385 4,443		4,443																					
QS Planning Consultants		370 741		370 741																					
Other Professional		1,851		1,851																					
Build Cost - BCIS Base s106/CIL	e		0	42,639 333	42,639 333	42,639 333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		1	0	2,132 4,264	2,132 4,264	2,132 4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		2,000																							
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	6,038 1,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PRO	9,523	0	0 56,773	49,368	49,368	0	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Book of Vehicula		47.700																							
For Residual Valuatio	n Land Interest	-17,799	0	0	727	1,479	2,242	2,275	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								40,250
	Cash Flow Opening Balan	8,276	0	-56,773	-50,095	-50,847	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-40,250
	Closing Balano	8,276	8,276	-48,497	-98,593	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0
CASH FLOW FOR CIL	L ADDITIONAL PR		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 -	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	04
INCOM	WE	•	0	0	0	•	0	201,250				0	0	•	0	0	0	0	0	0	0	•	0	0	0
Land Land		16,000																							
Stamp Duty 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		240	0	0	ō	· ·	0	ó	ō	ō	ō	0	0	0	0	0	0	o	ō	0	ó	o o	0	0	0
Planning Fee Architects		385 4,443	0	0 4,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		370 741	0	370 741	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		1,851	0	1,851	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 POTENTIAL CIL	e	0	0	42,639 -35,078	42,639	42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	2,132 4,264	2,132	1,000 2,132 4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	4,264	4,264	4,264	0		0	0	0	0	0	0	0	0	0		0	0		°	0	0	0
Finance Fees Legal and Valuation		2,000 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 Legals		0	0	0	0	0	0	6,038 1,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	UD INT AND PRO	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 LAN	NU INT AND PROI	26,030	0	21,362	49,035	50,035	0	7,044		0	0	0	0		0	0	0	0		0	0		0	0	0
For CIL calculation	Interest		390	396	723	1.469	2.242	2,275		_	0	0	0		0	0	0			0		0	0	0	0
	Profit on cost Profit on GDV		390	390	123	1,460	2,242	2,210				U	U		U				0	U			0		0 40,250
	Cash Flow	-26,030	-390	-21,758	49,757	-51,504	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-40,250
	Opening Balance Closing Balance	0 -26,030	-26,421	-48,179	-97,936	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0









			Site 1 SSGA Chapel S	Site 2	Site 3 SSGA Cherry	Site 4 SSGA South	Site 5 Large Green	Site 6 Large Green	Site 7 Large Green	Site 8 Large Green M	Site 9	Site 10	Site 11 ledium Green	Site 12 Large Brown	Site 13 Large Brown	Site 14 Large Brown	Site 15 Medium	Site 16 Medium	Site 17	Site 18	Site 19	Site 20 Small Brown	Site 21	Site 22	Site 23	Site 24
				Burdon Lane	Knowle	Ryhope	350	175	175 LD	75	35	35 LD	15	500	150	60	Brown 25	Brown 15	mall Green 7 S	mall Green 4	Green Plot	11 Sr	mall Brown 7 Si	mall Brown 4	Brown Plot U	rban Flats 75
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown
		Use	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial
Site	Area Gross	ha	49.93	88.61	37.48	22.50	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68
Unit	Net	ha	22.00 650	27.28 995	30.80 770	12.86 450	10.00 350	5.00 175	5.83 175	2.14 75	1.00 35	1.17 35	0.43 15	14.29 500	3.75 150	1.71 60	0.63	0.43 15	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50 75
																				-				-		
Mix	Market Intermediate to Buy		85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	85.00% 3.75%	100.00% 0.00%	100.00%	100.00% 0.00%	100.00% 0.00%	100.00%	100.00% 0.00%	100.00% 0.00%	85.00% 3.75%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.25%
	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%
Alter	native Land Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000
		£ site	998,600	1,772,200	749,600	450,000	266,667	133,333	155,556	57,143	23,529	25,926	9,561	7,619,048	2,000,000	765,994	284,200	191,229	11,667	8,000	2,500	110,000	56,000	40,000	13,333	272,180
Uplif	t	£/ha	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	80,000	80,000	80,000	80,000	80,000	360,000	360,000	360,000	80,000	80,000	80,000	80,000	80,000
		£ site	17,675,220	31,367,940	13,267,920	7,965,000	4,720,000	2,360,000	2,753,333	1,011,429	416,471	458,889	169,237	1,523,810	400,000	153,199	56,840	38,246	84,000	57,600	18,000	22,000	11,200	8,000	2,667	54,436
Viab	lity Threshold	£/ha	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000
		£ site	18,673,820	33,140,140	14,017,520	8,415,000	4,986,667	2,493,333	2,908,889	1,068,571	440,000	484,815	178,799	9,142,857	2,400,000	919,193	341,040	229,474	95,667	65,600	20,500	132,000	67,200	48,000	16,000	326,616
Resi	dual Va Gross	£/ha	705,607	382,192	1,023,097	628,527	708,151	692,587	569,471	713,547	755,997	675,097	786,172	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-3,252,033
	Net	£/ha £ site	1,601,408 35,230,982	1,241,425 33.866.072	1,244,989 38,345,667	1,099,677 14,141,846	944,202 9.442,019	923,449 4,617,244	759,295 4.429.222	951,395 2.038.705	889,408 889,408	750,108 875,126	876,975 375.846	-156,297 -2.232.813	-269,867 -1,012,003	-276,080 -473,281	-165,534 -103,459	-118,954 -50,980	1,571,427 366,666	1,241,107 198.577	1,242,058 62,103	-138,237 -38.015	-306,786 -42,950	-485,864 -48,586	-533,968 -17,799	-4,425,692 -2,212,846
		2 3116	33,230,302	33,000,072	30,343,007	, , , ,	., ,.		,	,,	,		,	-2,232,013	-1,012,000	-, -	-100,400	,	,				,	.,	,	
Addi	ional Profit	£ site £/m2	24,736,810 332	1,063,011	35,965,820 426	8,284,237	5,894,334	2,589,650 181	1,850,916	1,102,321	494,569 169	429,231 146	209,281 173	-14,379,390 -353	-3,946,570 -323	-1,506,450 -312	-471,380 -228	-297,426 -246	288,592 411	139,434 329	43,518 335	-181,613 -189	-115,938 -191	-100,236 -316	-35,078 -305	-2,599,503 -578
		Lilliz	332		420	201	201	101	131	101	100	140	173	-555	-020	-012	-220	-240	411	323	333	-100	-101	-010	-303	-570

## Base - APP8b Cover



Sunderland Typologoes - Summer 2017 v2 - North Sunderland

Number	5	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Large Green 350		350	10.00	35.00	92	32,222	3,222	28,904,254	897.05

	350	10.00	35.00	92	32,222	3,222		28,904,254
	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		59.50	0.00	10%	999	0
	2	0		72.00	0.00	10%	999	0
Terrace	2	44		72.00	3,168.00		887	2,810,016
	3	45		86.50	3,892.50		887	3,452,648
Semi	2	45		83.00	3,735.00		887	3,312,945
	3	89		97.00	8,633.00		887	7,657,471
Dot	2	٥		102.00	0.00		997	0

		U	72.00	0.00	10%	999	U
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det	3	0	102.00	0.00		887	0
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0

0.00

0.00

0.00

0.00

887

1,027 1,027

1,027

10%

10%

Developed Number Units Area Density erage Unit Size Density Total Cost m2/ha ha Units/ha m2 m2 Large Green 175 175 93 3,241 14,535,727 5.00 35.00 16,205

Flat 1 High\* Flat 2 High\* Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	(
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	C
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

N Sunde	rlar Green	Agricultural
Area	Gross	13.333
	Not	10 000

Locality 'een/Brown Iternative Use

Rate

£/m2

896.99

Sunda	rlar Green	Agricultural
Junue	riai Green	Agricultural
rea	Gross	6.667
	Net	5.000



Large Green 175 LD 175 5.83 30.00 91 16,012 2,745	14.472.644	903.86
ha Units/ha m2 m2 m2/ha		£/m2
Number 7 Units Area Density erage Unit Size Developed Density	Total Cost	Rate

ost	Rate	
	£/m2	
544	903.86	



	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	22	72.00	1,584.00		887	1,405,008
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	15	83.00	1,245.00		887	1,104,315
	3	37	97.00	3,589.00		887	3,183,443
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	7	70.00	490.00		986	483,140
BUNGALOW	3	7	86.00	602.00		986	593,572
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Area	Gross	7.778
	Net	5.833

Locality reen/Brown Iternative Use N Sunderlar Green Agricultural

Number Units Area Density erage Unit Size Developed Density Total Cost m2/ha ha Units/ha m2 m2 Large Green 75 75 92 3,227 6,201,056 2.14 35.00 6,914

Rate £/m2 896.88

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	0
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Loca	lity een/Brov	vn .lternative Use
N Sunde	rlar Green	Agricultural
Area	Gross	2.857
	Net	2.143

Number	9	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Medium Green 35		35	1.00	35.00	94	3,284	3,284	2,953,381	899.32

5	35	1.00	35.00	94	3,284	3,284		2,953,381
	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		59.50	0.00	10%	999	0
	2	0		72.00	0.00	10%	999	0
Terrace	2	4		72.00	288.00		887	255,456
	3	4		86.50	346.00		887	306,902
Semi	2	4		83.00	332.00		887	294,484
	3	9		97.00	873.00		887	774,351
Det	3	0		102.00	0.00		887	0
	4	4		115.00	460.00		887	408,020
	5	5		130.00	650.00		887	576,550
Flat 1 High*	1	0		58.00	0.00	10%	1,027	0

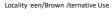
	3	4	86.50	346.00		887	306,902
Semi	2	4	83.00	332.00		887	294,484
	3	9	97.00	873.00		887	774,351
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	5	130.00	650.00		887	576,550
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	10	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Medium Green 35 LD		35	1.17	30.00	94	3,293	2,823	2,976,808

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	C
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	C
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	C

Locality reen/Brown Iternative Use

N Sunde	rlar Green	Agricultural
Area	Gross	1.176
	Not	1 000



N Sunde	rlar Green	Agricultural
Area	Gross	1.296
	Net	1.167

Rate

£/m2 903.98



Total Cost	Rate	
	£/m2	
1,221,146	896.25	

Rate Locality 'een/Brown Iternative Use £/m2 896.25 N Sunderlar Green Agricultural

Area Gross 0.478

Net

0.429

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Density erage Unit Size Developed

m2

91

m2

1,363

Density

m2/ha

3,179

Number

Medium Green 15

11

Units

15

Area

0.43

Units/ha

35.00

Number	12	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Large Brown 500		500	14.29	35.00	92	46,052	3,224	41,305,490	896.94

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

N Sunde	erlar Brown	Industrial
Area	Gross	19.048
	Net	14.286
		•



Number	13	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Large Brown 150		150	3.75	40.00	92	13,849	3,693	12,417,646	896.68

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	19	72.00	1,368.00		887	1,213,416
	3	19.0	86.50	1,643.50		887	1,457,785
Semi	2	19	83.00	1,577.00		887	1,398,799
	3	38	97.00	3,686.00		887	3,269,482
Det	3	0	102.00	0.00		887	0
	4	19	115.00	2,185.00		887	1,938,095
	5	14	130.00	1,820.00		887	1,614,340
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	7	59.50	416.50	10%	999	457,692
	2	3	72.00	216.00	10%	999	237,362
Terrace	2	7.0	72.00	504.00		887	447,048
	3	5	86.50	432.50		887	383,628
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0

Number	14	Units	Area	Density erage Unit Size		Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Large Brown 60		60	1.71	35.00	91	5,467	3,189	4,901,866

86.50

Flat 3 High\*

10%

0.00

1,027

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	(
Terrace	2	8	72.00	576.00		887	510,912
	3	8	86.50	692.00		887	613,804
Semi	2	8.0	83.00	664.00		887	588,968
	3	15.0	97.00	1,455.00		887	1,290,585
Det	3	0	102.00	0.00		887	(
	4	8	115.00	920.00		887	816,040
	5	4	130.00	520.00		887	461,240
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	C
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	3	72.00	216.00		887	191,592
	3	2	86.50	173.00		887	153,451
Semi	2	0.0	83.00	0.00		887	C
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

N Sunde	rlar Brown	Industrial
Area	Gross	5.000
	Net	3.750

Locality 'een/Brown .lternative Use

N Sunde	rlar Brown	Industrial
Area	Gross	1.915
	Net	1.714

Rate

£/m2 **896.71** 



Number 15 Units Area Density erage Unit Size Developed Density Total Cost Rate £/m2 Units/ha m2 m2 m2/ha 93 Medium Brown 25 25 0.63 40.00 2,332 3,730 2,095,905 898.95

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0

130.00

59.50

72.00

86.50

0.00

0.00

0.00

0.00

10%

10%

10%

887

1,027

1,027

1,027

Number	16	Units	Area	Density erage Unit Size		Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Medium Brown 15		15	0.43	35.00	91	1,363	3,179	1,221,146

Flat 1 High\* Flat 2 High\*

Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

N Sunde	erlar Brown	Industrial
Area	Gross	0.711
	Net	0.625

Locality reen/Brown Iternative Use

N Sunde	rlar Brown	Industrial
Area	Gross	0.478
	Net	0.429

Rate

£/m2 **896.25** 



Rate	Locality een/ Brown Iternative Use	

N Sunderlar Green Paddock

Area Gross 0.233
Net 0.233

Number	17	Units	NET Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
				Units/ha	m2	m2	m2/ha		£/m2
Small Green 7		7	0.23	30.00	100	702	3,009	622,674	887.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	18	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Green 4		4	0.16	25.00	106	424	2,650	376,088	887.00

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	(
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

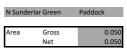
N Sunde	rlar Green	Paddock	
Area	Gross	0.10	60
	Net	0.10	60



Number	19	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Green Plot		1	0.05	20.00	130	130	2,600	115,310	887.00

Total Cost	- 1
	£
115,310	88





	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	20	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 11		11	0.28	40.00	82	904	3,287	827,064	914.89

I	Beds	No	m2	Total	1	BCIS	COST
Market	Deus	NO	IIIZ	Total		BCI3	0
Flat	1	0	59.50	0.00	10%	999	0
riat	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00	10/6	887	63,864
Terrace	2	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
Jenn	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	230,117
500	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable						,	
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

N Sunde	rlar Brown	Industrial
Area	Gross	0.275
	Net	0.275

Number	21	Units	Area	Density erag	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 7		7	0.14	50.00	87	608	4,343	539,296	887.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	0
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0

Number	22	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 4		4	0.10	40.00	79	317	3,170	281,179	887.00

86.50

0.00

10%

1,027

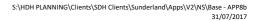
Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	C
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1.027	C

Locality 'een/Brown Iternative Use

N Sunde	rlar Brown	Industrial
Area	Gross	0.140
	Net	0.140

N Sunde	rlar Brown	Industrial
Area	Gross Net	0.100 0.100



Number	23	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Brown Plot		1	0.03	30.00	115	115	3.450	102.005	887.00

ate m2 .00





	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

0.033 Gross 0.033 Net

N Sunderlar Brown Industrial

Locality reen/Brown Iternative Use

Number Urban Flats 75

	Beds	No		m2	Total		BCIS	COST	
	75	0.50	150.00		5,167	10,333		5,836,595	1,129.70
		ha	Units/ha	m2	m2	m2/ha			£/m2
24	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	C
Flat 1 High*	1	16	58.00	928.00	10%	1,027	1,048,362
Flat 2 High*	2	32	70.00	2,240.00	10%	1,027	2,530,528
Flat 3 High*	3	16	84.00	1,344.00	10%	1,027	1,518,317
Affordable							
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	11	59.50	654.50	10%	1,027	739,389
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

N Sunde	rlar Brown	Industrial
Area	Gross	0.680 0.500
	Net	0.500

Number 25 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 67 Urban Flats 20 1,098.90 20 0.27 75.00 1,340 5,025 1,472,526

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	5	59.50	297.50	10%	999	326,923
	2	12	72.00	864.00	10%	999	949,450
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(



N Sunde	rlar Brown	Industrial
Area	Gross	0.306
	Net	0.267



																						احتا
			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
			Large Green		Large Green 75				Large Brown	Large Brown	Large Brown	Medium	Medium	Small Green 7	Small Green 4	Green Plot		Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
			175	175 LD		35	35 LD	15	500	150	60	Brown 25	Brown 15				11					
	Green/brown fi	eld	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
	Locality		N Sunderland     N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland	N Sunderland												
Site Area	Gross	ha	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68	0.31
	Net	ha	5.00	5.83	2.14	1.00 35	1.17	0.43	14.29	3.75	1.71 60	0.63 25	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	0.27 20
Units			175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1	75	20
Average Unit	Size	m2	92.60	91.50	92.19	93.83	94.09	90.83	92.10	92.32	91.11	93.26	90.83	100.29	106.00	130.00	82.18	86.86	79.25	115.00	68.89	67.00
		_																				
Mix	Intermediate to Affordable Rent		3.75% 11.25%								3.75% 11.25%	3.75% 11.25%										
	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%
Price	Market Intermediate to	£/m2	2,200 1,430	2,200 1,430	2,200 1,430	2,200 1,430	2,200 1,430	2,200 1,430	1,800 1,170	1,800 1,170	1,800 1,170	1,800 1,170	1,800 1,170	2,450 1,593	2,450 1,593	2,450 1,593	1,750 1,138	1,750 1,138	1,750 1,138	1,750 1,138	1,600 1,040	1,600 1,040
	Affordable Rent		1,430	1,430	1,430	1,430	1,430	1,430	1,170	1,170	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,138	1,000	1,138	1,040	1,040
	Social Rent	£/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
Grant and Sub	sic Intermediate to																					
	Affordable Rent Social Rent	£/unit £/unit																				
	Social Neme	Z) unit																				
Sales per Qua																						
Unit Build Tin	ie		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative U	se Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Up	lift	£/ha	350,000	350,000	350,000	350,000	350,000	350,000						350,000	350,000	350,000						
Easements et	c	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acqui	sition	% 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%
Planning Fee	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385
rialilling ree	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115
Architects		%	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%
QS / PM Planning Cons	ultants	%	0.50% 1.00%   0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%												
Other Profess		%	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 CfSH		£/m2 %	897 1.50%	904 1.50%	897 1.50%	899 1.50%	904 1.50%	896 1.50%	897 1.50%	897 1.50%	897 1.50%	899 1.50%	896 1.50%	887 1.50%	887 1.50%	887 1.50%	915 1.50%	887 1.50%	887 1.50%	887 1.50%	1,130 1.50%	1,099 1.50%
Energy		£/m2	1.50%	1.50%	1.30%	1.30%	1.50%	1.50%	1.3070	1.50%	1.50%	1.50%	1.50%	1.50%	1.30%	1.50%	1.50%	1.30%	1.50%	1.50%	1.50%	1.50%
Design		£/m2																				
Acc & Adpt		£/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Over-extra 3 Small Sites		£/m2 %												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%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%
Pre CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
LIT		£/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
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%							10.00%	10.00%	10.00%	10.00%	10.00%				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
		£/site																				
FINANCE	Fees	£	95,000	93,000	53,000	34,000	34,000	19,000	36,000	38,000	29,000	19,000	11,000	12,000	8,000	2,000	7,000	6,000	4,000	1,000	50,000	15,000
-	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%
	Legal and Valua	tion £																				
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%
57125	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%
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Davidani : D	- <b>f</b> : 0/ - <b>f t</b> - /! - <b>f</b> -	:	<b>C</b> 2/	0%	0%	0%	0%	0%	0%	0%	00/	0%	0%	0%	0%	0%	00/	00/	0%	0%	0%	001
Developers Pi	ofi % of costs (befo % of GDV	re interest)	0% 20%        0% 20%	0% 20%	0% 20%	0% 20%	0% 20%	0% 20%	0% 20%	0% 20%												
	,3 01 GDV		20/6	20/6	2076	20/6	20/6	20/0	20/6	20/0	20/6	20/0	2076	20%	20%	20%	20/6	20%	20/0	20/0	20/0	20/0



SITE NAME INCOME																									
NCOME		Large Green 35														-								i	
	Av Size m2	%	Number 350		Price £/m2	GDV £	GIA m2			NT COSTS						F	Planning app fe	le dwgs	rate			BCIS	/m2 897		
Market Housing	95.6	85%	298		2,000		28,456		LAND	Land		/unit or m2 15,471		5,414,906		b	No dwgs under	350 300	385	115,500		CfSH Energy	13	1.509	196
Shared Ownership	71.5	4%	13		1300	1 219 969	938			Stamp Duty Easements etc.			260,245				No dwgs over !	300	115 Total	34,500 150,000		Design Acc & Adm	0		
										Legals Acquisit	ion	1.50%	81,224	341,469		-				,		Over-extra 3	0		
Market Housing 55.6 85% 2566 2200 55.11.50 28.65 LAND LAND Lags and the Housing 55.6 85% 2566 200 55.11.50 28.65 LAND Lags and the Housing 71.5 4% 13 1.000 12.19.89 38 38 Lags And the Housing 71.5 4% 13 1.000 12.19.89 38 38 Lags And the Housing 8.65 8.65 8.65 8.65 8.65 8.65 8.65 8.65		3%																							
			0				0			Architects		6.00%	2,106,988			L	Land payment	- Kesiduai		5,414,905			1,053		
ant and Subsidy	Affordable Ren	ship t			0	0				Planning Consu	itants	1.00%	351,165												
					0					Other Professio	inal	2.50%	877,912	3,661,647											
			35 26	/ha /ha		60,946,632	32,209		CONSTRUCT		IS Based	1.053	33 918 512						Total	260 245					
										s106 / CIL			350,000												
les per Quarter										Abnormals		2.50%	847,963	35,116,475		ì	Land payment			4,986,667					
t Build Time	3								FINANCE								250,000	1%	3%						
sidual Land Value			Per ha NET 541,491			Clo	using balance =	0		Fees Interest		6.00%	94,000				500,000 1,000,000	3% 4%	4% 5%						
emative Use Value	20%	266,667 53,333		20,000		RUN CIL MACR	RO ctrl+I	0		Legal and Value	stion		0	94,000			above	5%	5% Total	249 333					
Plus /h		4,666,667		350,000					SALES			2.00	4 000 000			-	D CII100	4.000	C/ I hals /with			i er	er CDU		-
Vs	riability I hreshold			374,000												Ľ	PRE CIL S106			350,000		ы			0
ditional Profit										Misc.			0	2,133,132	46,761,630	F	Post CIL s106	1.000	E/ Unit (all)	1					
									Developers Pr	rofit % of costs (hefe	one interest)	0.00%			0	c	CIL	0	£/m2 Total	350 000					
												20.00%			12,189,326	,-									
SIDUAL CASH FLO	OW FOR INTERES	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	
		17	37	37	37	37	37	37	37	37	37														
set Housing red Ownership			2,764,266	6,016,343 128,968	6,016,343 128,968	6,016,343 128,968	6,016,343 128,968	6,016,343 128,968	6,016,343 128,968	6,016,343 128,968	6,016,343 128,968	6,016,343	0	0	0	0	0	0	0	0	0	0	0	0	
ad Ownership dable Rent al Rent			59,256 136,744	128,968 297,619	128,968 297,619	128,968 297,619	128,968 297,619	128,968 297,619	128,968 297,619	128,968 297,619	128,968 297,619	128,968 297,619	0	0	0	0	0	0	0	0	0	0	0	0	
and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	ME	0	2,960,265	6,442,930	6,442,930	6,442,930	6,442,930	6,442,930	6,442,930	6,442,930	6,442,930	6,442,930	0	0	0		0	0		0		0	0		_
ENDITURE p Duty		260,245				1				l												l			
ments etc. Is Acquisition		0 81,224																							
ing Fee		150,000																							
ing Fee tects		2,106,988		0		1				l												l			
ing Consultants		175,582 351,165		0		1				l												l			
Professional		877,912		0																					
Cost - BCIS Base CIL	e		1,647,471	3,585,671	3,585,671	27,000	3,585,671	3,585,671	3,585,671			3,585,671	0	0	0	0	0	0	0	0	0	0	0	0	
ingency irmals			41,187	89,642 0	89,642	89,642 0	89,642 0	89,642 0	89,642	89,642 0	89,642 0	89,642	0	0	0	0	0	0	0	0	0	0	0	0	
			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ce Fees and Valuation		94,000 0																							
ts		0	88,808	193,288	193,288	193,288	193,288	193,288	193,288	193,288	193,288	193,288	0	0	0	0	0	0	0	0	0	0	0	0	
ls		0	14,801	32,215	32,215	32,215	32,215	32,215	32,215	32,215	32,215	32,215	0	0	0	0	0	0	0	0	0	0	0	0	
TS BEFORE LAN	ND INT AND PROF	4,097,116	1,809,267	3,937,816	3,937,816	3,937,816	3,937,816	3,937,816	3,937,816	3,937,816	3,937,816	3,937,816	0	0	0	0	0	0	0	0	0	0	0	0	=
Residual Valuation																									
residual Valuation	n Land Interest	5,414,905	570,721	535,905	417,752	292,510	159,754	19,033	0	0	0	0	0	0	0	0	0	0	0						
	Profit on Costs															0	0	0	0	0	0	0	0	0	
	Profit on GDV														-	0	0	0	0	0	0		0	0	
	Profit on GDV	9 512 022	E90 277	1 000 200	2.097.362	2 212 604	2 245 250	2.496.091	2 505 114	2 505 114	2 505 114	2 505 114	0		0					-			0		
	Profit on GDV  Cash Flow  Opening Balance	-9,512,023 0	580,277	1,969,209	2,087,362	2,212,604	2,345,360	2,486,081	2,505,114	2,505,114	2,505,114	2,505,114	0	0	0	0	0	0	0	0	0	0	0	0	_
	Profit on GDV	-9,512,023 0 -9,512,023	580,277 -8,931,746	1,969,209	2,087,362 -4,875,175	2,212,604	2,345,360	2,486,081 2,168,870	2,505,114 4,673,984	2,505,114 7,179,098	2,505,114 9,684,212	2,505,114 12,189,326	0 12,189,326	0	0					-			0 12,189,326		-
FLOW FOR CIL	Profit on GDV  Cash Flow  Opening Balance	0 -9,512,023	-8,931,746	-6,962,536	-4,875,175	-2,662,571	-317,211	2,168,870	4,673,984	7,179,098	9,684,212	12,189,326	12,189,326	0 12,189,326	0 12,189,326	0	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326		0 12,189,326	:6
ME	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 -9,512,023	-8,931,746	-6,962,536 Year 3	-4,875,175 Year 4	-2,662,571 Year 5	-317,211 Year 6	2,168,870 Year 7	4,573,984 Year 8	7,179,098 Year 9	9,684,212 Year 10	12,189,326 Year 11	12,189,326	0 12,189,326	0	0	0 12,189,326	0 12,189,326	0	0 12,189,326	0 12,189,326	0 12,189,326	0 0 12,189,326 Year 22	0 12,189,326	:6
ME INCOME	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 -9,512,023	-8,931,746	-6,962,536	-4,875,175	-2,662,571 Year 5	-317,211	2,168,870	4,673,984	7,179,098	9,684,212	12,189,326	12,189,326	0 12,189,326	0 12,189,326	0	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326		0 12,189,326	:6
ME	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 -9,512,023	-8,931,746	-6,962,536 Year 3	-4,875,175 Year 4	-2,662,571 Year 5	-317,211 Year 6	2,168,870 Year 7	4,573,984 Year 8	7,179,098 Year 9	9,684,212 Year 10	12,189,326 Year 11	12,189,326	0 12,189,326	0 12,189,326	0	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326	0 12,189,326		0 12,189,326	:6
INCOME ENDITURE	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 -9,512,023 OFIT Year1 0 4,986,667 249,333	-8,931,746	-6,962,536 Year 3	-4,875,175 Year 4 6,442,930	-2,662,571 Year 5	-317,211 Year 6	2,168,870 Year 7 6,442,930	4,573,984 Year 8	7,179,098 Year 9	9,684,212 Year 10	12,189,326 Year 11	12,189,326	0 12,189,326	0 12,189,326	0 12,189,326 Year 15	0 12,189,326 Year 16 0	0 12,189,326	0 12,189,326 Year 18 0	0 12,189,326	0 12,189,326 Year 20 0	0 12,189,326		0 12,189,326	:6
ME INCOME  NDITURE  Duty nonts etc.	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 -9,512,023 OFIT Year 1 0 4,986,667 249,333	-8,931,746	-6,962,536 Year 3	4,875,175 Year 4 6,442,930	-2,662,571 Year 5	-317,211 Year 6	2,168,870 Year 7 6,442,930	4,673,984 Year 8 6,442,930	7,179,098 Year 9	9,684,212 Year 10	12,189,326 Year 11	12,189,326	0 12,189,326	0 12,189,326	0	0 12,189,326 Year 16	0 12,189,326	0 12,189,326 Year 18	0 12,189,326	0 12,189,326 Year 20 0	0 12,189,326		0 12,189,326	:6
NDITURE Duty nents etc. Acquisition	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 -9,512,023 OFIT Year 1 0 4,986,667 249,333 0 74,800	-8,931,746	-6,962,536 Year 3	-4,875,175 Year 4 6,442,930	-2,662,571 Year 5	-317,211 Year 6	2,168,870 Year 7 6,442,930	4,673,984 Year 8 6,442,930	7,179,098 Year 9	9,684,212 Year 10	12,189,326 Year 11	12,189,326	0 12,189,326	0 12,189,326	0 12,189,326 Year 15	0 12,189,326 Year 16 0	0 12,189,326	0 12,189,326 Year 18 0	0 12,189,326	0 12,189,326 Year 20 0	0 12,189,326		0 12,189,326	:6
INCOME INCOME INDITURE Duty ments etc. s Acquisition ing Fee	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 +9,512,023 OFIT Year 1 0 4,986,667 249,333 0 74,800 150,000 2,106,988	-8,931,746	6,962,536  Year 3  6,442,930  0 0 0	-4,875,175  Year 4 6,442,930  0 0 0 0	-2,662,571 Year 5	-317,211 Year 6	2,168,870  Year 7  6,442,990  0 0 0	4,673,984 Year 8 6,442,930 0 0	7,179,098 Year 9	9,684,212 Year 10	12,189,326 Year 11	12,189,326  Year 12  0  0 0 0 0	0 12,189,326	0 12,189,326	0 12,189,326 Year 15 0	0 12,189,326 Year 16 0 0 0	0 12,189,326  Year 17 0	0 12,189,326 Year 18 0 0 0	0 12,189,326	0 12,189,326 Year 20 0	0 12,189,326		0 12,189,326	:6
NDITURE  Duty nents etc. Acquisition ng Fee acts	Profit on GDV  Cash Flow Opening Balano Closing Balano  L ADDITIONAL PR  As Above	0 -9,512,023 OFIT Year 1 0 4,966,667 249,333 0 74,800 150,000 2,106,988 175,582 351,165	-8,931,746	6,962,536  Year 3  6,442,930  0 0 0	-4,875,175 Year 4 6,442,930 0 0 0	-2,662,571 Year 5	-317,211 Year 6	2,168,870  Year 7  6,442,990  0 0 0	4,673,984 Year 8 6,442,930 0 0	7,179,098 Year 9	9,684,212 Year 10	12,189,326 Year 11	12,189,326	0 12,189,326	0 12,189,326	0 12,189,326 Year 15 0	0 12,189,326 Year 16 0	0 12,189,326  Year 17 0	0 12,189,326 Year 18 0 0 0	0 12,189,326	0 12,189,326 Year 20 0 0 0	0 12,189,326		0 12,189,326	:6
INCOME ENDITURE D Duty ments etc. s Acquisition ing Fee ects ng Consultants Professional	Profit on GDV  Cash Pow Gpering Balanc  Closing Balanc  L ADDITIONAL PR  As Above	0 -9.512.023  OFIT Year 1  0 -4.986.667  249.333 0 74.800 150.000 2.106.988 175.582 351.185 877,912	-8.931,746  Year 2 2.960,265	-6,962,536  Year 3  6,442,930  0 0 0 0 0	Year 4  6,442,330  0 0 0 0 0 0	2.662.571  Year 5  6,442.930  0 0 0 0 0	317,211  Year 6 6,442,930  0 0 0 0 0 0	2,168,870  Year 7  6,442,930  0 0 0 0 0	4,673,984  Year 8 6,442,930  0 0 0 0 0	7,179,098  Year 9  6,442,930  0 0 0 0 0 0	9,684.212  Year 10  6,442.930  0 0 0 0 0	12,189,326  Year 11  6,442,930  0 0 0 0 0 0	12,189,326  Year 12  0  0 0 0 0	0 12,189,326	0 12,189,326	0  12,189,326  Vear 15  0  0  0  0  0  0  0  0	0 12,189,326 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 17 0	0 12,189,326 Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326	0 12.189.326 Year 20 0	0 12,189,326		0 12,189,326	:6
INCOME  INCOME  Duty ments etc. Acquisition ing Fee ects g Consultants Professional  Cost - BCIS Base NNTIAL CIL	Profit on GDV  Cash Pow Gpering Balanc  Closing Balanc  L ADDITIONAL PR  As Above	0 -9.512.023  OFIT Year 1 0 0 4.396,667  -2.49,333 0 74,800 150,000 2.106,988 175,582 351,165 877,912 0	Vear 2 2 2,960,265 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,442,930 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,875,175  Year 4  5,442,930  0 0 0 0 0 0 3,585,671	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  0  0  55,474	317.211 Year 6 6,442,930 0 0 0 0 0 0 0 0 0 0 0 0 0	2,168,870  Year 7  6,442,930  0 0 0 0 0 0 0 3,585,671	4,673,984  Year 8  6,442,930  0  0  0  0  0  0  3,585,671	7,179,098  Year 9  6,442,930  0  0  0  0  0  0  3,585,671	9,684,212  Year 10  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	12,189,326  Year 11  6,442,930  0  0  0  0  0  3,585,671	12,189,326  Year 12  0  0 0 0 0	0 12,189,326	0 12,189,326	0 112,189,326  Vear 15 0 0 0 0 0 0	0 12,189,326 Year 16 0 0 0 0 0 0	0 12,189,326  Year 17 0	0 12,189,326 Year 18 0 0 0	0 12,189,326	0 12,189,326 Year 20 0 0 0	0 12,189,326		0 12,189,326	:6
ME INCOME  INDITURE  Duty ments etc. s Acquisition ing Fee ects ng Consultants Professional  Cost - BCIS Base INTIAL CIL LIL s106	Profit on GDV  Cash Pow Gpering Balanc  Closing Balanc  L ADDITIONAL PR  As Above	0 -9.512.023  OFIT Year 1  0 -4.986.667  249.333 0 74.800 150.000 2.106.988 175.582 351.185 877,912	Year 2 2 2,960,265 0 0 0 0 0 0 0 0 1,647,471	6,962,536  Year 3  6,442,930  0 0 0 0 0 3,565,671 55,474 37,000	Year 4 6,442,930 0 0 0 0 0 3,585,671 55,474	2.862,571  Year 5  6,442,930  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	317,211  Year 6  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	2,168,870  Year 7  6,442,930  0  0  0  0  0  3,585,671  55,474	4,673,984  Year 8 6,442,930  0 0 0 0 0 0 3,585,671 55,474 37,000	7,179,098  Year 9  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	9,684,212  Year 10  6,442,930  0  0  0  0  0  0  3,585,671  55,474  37,000	12,189,326  Year 11  6,442,930  0  0  0  0  0  0  0  3,586,671	12,189,326  Year 12  0  0 0 0 0	0 12,189,326	0 12,189,326	0  12,189,326  Vear 15  0  0  0  0  0  0  0	0 12.189.326 Year 16 0 0 0 0 0 0	0 12,189,326  Year 17 0	0 12,189,326 Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326	0 12.189.326 Year 20 0	0 12,189,326		0 12,189,326	:6
ME INCOMI ENDITURE  D Dusy ments etc. s Acquisition sing Fee sects sing Consultants Professional Cost - BCIS Base ENTIAL CIL. CIL s106 regency	Profit on GDV  Cash Pow Gpering Balanc  Closing Balanc  L ADDITIONAL PR  As Above	0 -9,512,023  OFIT Year 1 0 4,986,667  249,333 0 74,800 150,000 2,106,988 175,582 361,186 877,912 0 55,474	Year 2 2 2,960,265 0 0 0 0 0 0 0 0 1,647,471 55,474	6,442,930 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,875,175  Year 4  5,442,930  0 0 0 0 0 0 3,585,671	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  3,585,671  55,474  37,000	917.211  Year 6  6.442,930  0  0  0  0  0  0  0  3.585,671  55,474  37,000	2,168,870  Year 7  6,442,930  0 0 0 0 0 0 0 3,585,671	4,673,984  Year 8  6,442,930  0  0  0  0  0  0  3,585,671	7,179,098  Year 9  6,442,930  0  0  0  0  0  0  3,585,671  55,474  37,000	9,684,212  Year 10  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	12,189,326  Year 11  6,442,930  0 0 0 0 0 3,585,671	12,189,326  Year 12  0  0  0  0  0  0  0	0 12,189,326 Year 13 0	0 12,189,326 · · · · · · · · · · · · · · · · · · ·	0 12,189,326  Vear 15 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 16 0 0 0 0 0 0	0 12,189,326 Year 17 0 0 0 0 0 0	0 12,189,326  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326	0 12,189,306 Year 20 0 0 0 0 0	0 12,189,326 Year 21 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,326	:6
IME  INCOM  ENDITURE  P Duly  ments etc.  Is Acquisition  ling Fee  tects  Professional  Cost - BCIS Base  ENTIAL CIL  CIL st06  regency  mals  oe Fees	Profit on GDV  Cash Pow Gpering Balanc  Closing Balanc  L ADDITIONAL PR  As Above	0-9,512,023  OFIT  Year 1  4,986,667  249,333 0 150,000 2,106,988 351,165 877,910 0 94,000	Vear 2 2,960,265 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,962,536  Year 3  6,442,930  0 0 0 0 0 0 3,565,671 55,474 37,000 89,642 0	Year 4  5,442,930  0 0 0 0 0 0 3,585,671 55,774 37,774 0 0	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642	317,211  Vear 6  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	2,168,870  Year 7  6,442,930  0  0  0  0  0  0  0  55,474  37,000  89,642  0	4,673,984  Year 8  6,442,930  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642  0	7,179,098  Year 9  6,442,930  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642	9,684,212  Year 10  6,442,930  0  0  0  0  0  0  3,585,671  65,474  37,000  89,642	12,189,326  Year 11  6,442,930  0 0 0 0 0 0 0 3,585,671  37,000 89,642	12,189,326  Year 12  0  0  0  0  0  0  0  0  0  0  0	0 12,189,326 Year 13 0	0 12,189,326 · · · · · · · · · · · · · · · · · · ·	0 12,189,326  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326	0 12,189,326 Year 20 0 0 0 0	0 12,189,326 Year 21 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,326	:6
INCOM INCOMINE INCOMI	Profit on GDV  Cash Pow Gpering Balanc  Closing Balanc  L ADDITIONAL PR  As Above	0-9,512,023  COFIT Year 1  0  4.386,667  249,333  0 74,800  150,000  2.106,988 175,582 351,166 877,912  0  0  94,000  0	Vear 2 2 2,960,265 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	-4,875,175  Year 4 -6,442,530 0 0 0 0 0 0 0 0 3,586,671 55,674 56,672 0 0 0	Vear 5  6,442-930  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	317,211  Year 6 6,442,930  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,168,870  Year 7  6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 39,642 0 0	4,673,984  Year 8  6,442,930  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642  0	7,179,098  Year 9  6,442,939  0  0  0  0  0  0  3,595,571  55,474  0  0  0  0	9,684.212  Year 10  6,442.930  0  0  0  0  0  0  3,585,671  55,474  0  0  0  0	12,189,326  Year 11  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	0 12,189,326 Year 13 0	9	0 12,189,326  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,180,326	0 12,189,326 Year 19 0 0 0 0 0 0 0	0 12,189,326 Year 20 0 0 0 0 0 0	0 12,189,326 Year 21 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,326	:6
ME INCOMI INDITURE p Duty ments etc. A Acquisition ing Feel engene gene gene gene gene gene gene ge	Profit on GDV  Cash Pow Gpering Balanc  Closing Balanc  L ADDITIONAL PR  As Above	0-9,512,023  OFIT  Year 1  4,986,667  249,333 0 150,000 2,106,988 351,165 877,187 0 0 55,474 0 0 94,000	Vear 2 2.960,265  2.960,265  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  3,585,671  56,474  37,000  86,642  0  0  133,288	Vear 4  Vear 4  6,442,530  0  0  0  0  0  3,585,671  37,000  89,642  0  0  193,288	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  9,642  0  0  133,288	317,211  Year 6 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 0 0 0 193,288	2,168,870  Year 7  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	4,673,984  Year 8 6,442,930  0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 193,288	7,179,099  Year 9  6,442,930  0  0  0  0  0  0  3,595,671  55,474  37,000  0  0  193,288	9,694,212  Year 10  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  9,642  0  0  193,288	12,189,326  Year 11  6,442,930  0  0  0  0  0  0  3,586,671  37,000  80,642  0  0  190,288	Year 12 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 13 0	9	0 12,189,326  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 19 0 0 0 0 0 0 0	0 12,189,326 Year 20 0 0 0 0	0 12,189,326 Year 21 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,326	:6
ME INCOME  ENDITURE  p Duty ments etc.  h Acquisition  ing Fee tectors  reforessional  Cost - BCIS Base  Frofessional  Cost - BCIS Base  Cost - BCIS Base  cost - BCIS Base  cost - BCIS Base  from and Valuation  to Fees	Profit on GDV  Cash Flow Couring Balance Couring Balance Couring Balance As ADOLY Balance As ADOLY Balance MK  6	9,512,023  OFIT Year 1  9  4,986,667  249,333  0 74,800  2,106,988 175,582 361,166 877,192  0 0  94,000  0  0  0	-8,931,746  Year 2  2,960,265  0  0  0  0  0  1,647,471 55,674 17,000 41,187 0  0  88,808 14,801	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  3,585,671  56,474  37,000  80,642  0  133,288  32,215	Veer 4 6,442,930 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7 Year 5  6,442,930  0 0 0 0 0 0 0 3,585,671  55,474  37,000 89,642 0 0 193,288 32,215	317,211  Year 6 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 37,000 89,642 0 0 0 193,288 32,215	2,168,870  Year 7 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 37,000 89,642 0 0 193,288 32,215	4,673,984  Year 8 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 37,000 9,642 0 0 193,288 32,215	7,179,098  Year 9  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  89,042  0  193,288  32,215	9,694,212  Year 10  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642  0  0  193,288  32,215	12,189,326  Year 11  6,442,930  0  0  0  0  0  0  3,586,671  37,000  89,642  0  0  193,288  32,215	Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	0 12,189,326 Year 13 0	9	0 12,189,326  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,180,326	0 12,189,326 Year 19 0 0 0 0 0 0 0	0 12,189,326 Year 20 0 0 0 0 0 0	0 12,189,326 Year 21 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,326	:6
INCOME ENDITURE	Profit on GDV  Cash Flow Couring Balance Couring Balance Couring Balance As ADOLY Balance As ADOLY Balance MK  6	0-9,512,023  COFIT Year 1  0  4.386,667  249,333  0 74,800  150,000  2.106,988 175,582 351,166 877,912  0  0  94,000  0	Vear 2 2.960,265  2.960,265  0 0 0 0 0 0 1,647,471 17,000 41,187 0 0 88,808	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  3,585,671  56,474  37,000  86,642  0  0  133,288	Vear 4  Vear 4  6,442,530  0  0  0  0  0  3,585,671  37,000  89,642  0  0  193,288	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  9,642  0  0  133,288	317,211  Year 6 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 0 0 0 193,288	2,168,870  Year 7  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	4,673,984  Year 8 6,442,930  0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 193,288	7,179,099  Year 9  6,442,930  0  0  0  0  0  0  3,595,671  55,474  37,000  0  0  193,288	9,694,212  Year 10  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  9,642  0  0  193,288	12,189,326  Year 11  6,442,930  0  0  0  0  0  0  3,586,671  37,000  80,642  0  0  190,288	Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	0 12,189,326 Year 13 0	9	0 12,189,326  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,180,326	0 12,189,326 Year 19 0 0 0 0 0 0 0	0 12,189,326 Year 20 0 0 0 0 0 0	0 12,189,326 Year 21 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,326	:6
ME PINCOME  ENDITURE  IP Duty  Ip Duty  Ip Duty  In Duty	Profit on GDV Cost Paye Co	9,512,023  OFIT Year 1  9  4,986,667  249,333  0 74,800  2,106,988 175,582 361,166 877,192  0 0  94,000  0  0  0	-8,931,746  Year 2  2,960,265  0 0 0 0 0 1,647,471 0 0 88,900 14,804,740	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  0  0  0  0  10  3,685,671  37,000  98,642  0  193,288  3,2715  3,993,289	-4,875,175  Year 4  6,442,930  0  0  0  0  0  0  0  0  0  0  193,288  32,215  0  3,993,289	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  0  0  10  2,565,674  37,000  99,642  0  133,288  32,218  0  3,993,289	317,211  Year 6  6,442,990  0  0  0  0  0  0  0  0  0  10  130,288 32,215 0  3,990,289	2,168,870  Year 7 6,442,930  0 0 0 0 0 0 0 0 89,642 0 193,288 32,215 0 1,993,289	4.673.984  Year 8  6.442.930  0  0  0  0  0  0  0  0  0  0  10  37,000  89,642  0  193,288  32,215  0  3,193,289	7.179,098  Year 9  6.442,930  0  0  0  0  0  0  0  0  0  0  0  0	9,694,212  Year 10  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642  0  0  193,288  32,215	12,189,326  Year 11  6,442,930  0  0  0  0  0  0  3,586,671  37,000  89,642  0  0  193,288  32,215	12,189,326  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	0 12,189,326 Year 13 0	9	0 Vest 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12.180.326 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 12,169,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,180,326  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 12,189,306 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,256 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	:6
ME INCOME  PIDLY  PDLY  PDLY  MORE SECTION  PER SECTION	Profit on GDV Cosh Paye Co	9,512,023  OFIT Year 1  9  4,986,667  249,333  0 74,800  2,106,988 175,582 361,166 877,192  0 0  94,000  0  0  0	-8,931,746  Year 2  2,960,265  0  0  0  0  0  1,647,471 55,674 17,000 41,187 0  0  88,808 14,801	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  3,585,671  56,474  37,000  80,642  0  133,288  32,215	Veer 4 6,442,930 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7 Year 5  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642  0  0  193,288  32,215	317,211  Year 6 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 37,000 89,642 0 0 0 193,288 32,215	2,168,870  Year 7 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 37,000 89,642 0 0 193,288 32,215	4,673,984  Year 8 6,442,930  0 0 0 0 0 0 0 3,585,671 55,474 37,000 9,642 0 0 193,288 32,215	7,179,098  Year 9  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  89,042  0  193,288  32,215	9,694,212  Year 10  6,442,930  0  0  0  0  0  0  0  3,585,671  55,474  37,000  89,642  0  0  193,288  32,215	12,189,326  Year 11  6,442,930  0  0  0  0  0  0  3,586,671  37,000  89,642  0  0  193,288  32,215	Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	0 12,189,326 Year 13 0	9	0 12,189,326  Year 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,180,326	0 12,189,326 Year 19 0 0 0 0 0 0 0	0 12,189,326 Year 20 0 0 0 0 0 0	0 12,189,326 Year 21 0 0 0 0 0 0	0 0 0 0 0 0	0 12,189,326	66
ME INCOME  PIDLY  PDLY  PDLY  MORE SECTION  PER SECTION	Profit on GDV Cost Paye Co	9,512,023  OFIT Year 1  9  4,986,667  249,333  0 74,800  2,106,988 175,582 361,166 877,192  0 0  94,000  0  0  0	-8,931,746  Year 2  2,960,265  0 0 0 0 0 1,647,471 0 0 88,900 14,804,740	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  0  0  0  0  10  3,685,671  37,000  98,642  0  193,288  3,2715  3,993,289	-4,875,175  Year 4  6,442,930  0  0  0  0  0  0  0  0  0  0  193,288  32,215  0  3,993,289	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  0  0  10  2,565,674  37,000  99,642  0  133,288  32,218  0  3,993,289	317,211  Year 6  6,442,990  0  0  0  0  0  0  0  0  0  10  130,288 32,215 0  3,990,289	2,168,870  Year 7 6,442,930  0 0 0 0 0 0 0 0 89,642 0 193,288 32,215 0 1,993,289	4.673.984  Year 8  6.442.930  0  0  0  0  0  0  0  0  0  0  10  37,000  89,642  0  193,288  32,215  0  3,193,289	7.179,098  Year 9  6.442,930  0  0  0  0  0  0  0  0  0  0  0  0	9,694,212  Year 10  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	12,189,326  Year 11  6,442,939  0  0  0  0  0  3,586,671  37,000  89,642  0  100,288  32,215  0  1,337,816	12,189,326  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	0 12,169,326 Year 13 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 14   0   0   0   0   0   0   0   0   0	0 Vest 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12.180.326 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 12,169,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,180,326  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 12,189,306 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,256 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
ME  NCOME  NCOME  PLAY  IP Duly  IP Dul	Profit on GDV Cash Pave Cash Pave Cash Pave Cash Pave Cash Pave As Above ME  NO INT AND PROFI Interest Profit on cost Profit on cost	9,512,023  OFIT Year 1  9  4,986,667  249,333  0 74,800  2,106,988 175,582 361,166 877,192  0 0  94,000  0  0  0	-8,931,746  Year 2  2,960,265  0 0 0 0 0 1,647,471 0 0 88,900 14,804,740	6,962,536  Year 3  6,442,930  0  0  0  0  0  0  0  0  0  0  10  3,685,671  37,000  98,642  0  193,288  3,2715  3,993,289	-4,875,175  Year 4  6,442,930  0  0  0  0  0  0  0  0  0  0  193,288  32,215  0  3,993,289	2,662,571  Year 5  6,442,930  0  0  0  0  0  0  0  0  10  2,565,674  37,000  99,642  0  133,288  32,218  0  3,993,289	317,211  Year 6  6,442,990  0  0  0  0  0  0  0  0  0  10  130,288 32,215 0  3,990,289	2,168,870  Year 7 6,442,930  0 0 0 0 0 0 0 0 89,642 0 193,288 32,215 0 1,993,289	4.673.984  Year 8  6.442.930  0  0  0  0  0  0  0  0  0  0  10  37,000  89,642  0  193,288  32,215  0  3,193,289	7.179,098  Year 9  6.442,930  0  0  0  0  0  0  0  0  0  0  0  0	9,694,212  Year 10  6,442,930  0  0  0  0  0  0  0  0  0  0  0  0	12,189,326  Year 11  6,442,939  0  0  0  0  0  3,586,671  37,000  89,642  0  100,288  32,215  0  1,337,816	12,189,326  Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	0 12,169,326 Year 13 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 14   0   0   0   0   0   0   0   0   0	0 Vest 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12.180.326 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 12,169,326  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,180,326  Year 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 12,189,306 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,326 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 12,189,256 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	



SITE NAME	Site 6	Large Green 17	5						1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee co	alc				Build Cost	/m2		
	m2		175		£/m2	£	m2		LAND			/unit or m2	Total				Planning ago fe No dwgs	dwgs 175 125 125	rate			BCIS CfSH	897 13	1.50%	
Market Housing	96.3	85%	149		2,200	31,508,245	14,322			Land Stamp Duty		23,932	198,901	4,188,016			No dwgs under No dwgs over 5	125 125	385 115	48,125 14,375		Energy Design	0		
Shared Ownership	71.5	4%	7		1,430	670,983	469			Easements etc Legals Acquisit	ion	1.50%	62,820	261,721			ļ		Total	62,500		Acc & Adpt Over-extra 3	8		
Affordable Rent Social Rent	71.5 71.5	11%	20		1,000	1,407,656	1,408		PLANNING				62,500				r.			1		Small Sites Site Costs	135	0% 15%	
Social Rent Grant and Subsidy	71.5 Shared Owners	0%	0		910	0	0			Planning Fee Architects OS / PM		6.00%	1 059 520				Stamp duty ca Land payment	lc - Residual		4,188,016			1,053		
Grant and Subsidy	Affordable Ren				0	0				Planning Consu	itants	0.50% 1.00%	88,293 176,587												
SITE AREA - Not	Social Rent 5.00		35	/ha	0	0			CONSTRUCT	Other Profession	inal	2.50%	441,467	1,828,367											
SITE AREA - Net SITE AREA - Gross	5.00 6.67		35 26	/ha /ha		33,586,884	16,199		CONSTRUCT	Build Cost - BC s106 / CIL	IS Based	1,053	17,057,238						Total	198,901					
Sales per Quarter										Contingency Abnormals		2.50%	426,431 0	17.658.669			Stamp duty ca	lc - Add Profit		2 493 333					
Unit Build Time	3	Quarters				RUN Residual N	IACRO ctrl+r		FRIANCE	Abnormals			0	17,658,669			125,000 250,000	0% 1%	1% 3%	2,493,333					
Residual Land Value		Whole Site 4,188,016	Per ha NET	Per ha GROSS 628,202		Cio	sing balance = 1	0	PINANCE	Fees		6.00%	95,000				500,000 1,000,000	3%	4% 5%						
Alternative Use Value Uplift	20%	133,333	037,003	20,000		RUN CIL MACR	O ctrl+I sing balance = 1			Legal and Valu	ation	6.00%	0	95,000			above	5%	5%	124,667					
Plus /h		2,333,333 2,493,333		350,000 374,000	1	Check on phasing a		U	SALES	Agents		3.0%	1.007.607				Pre CIL s106	1,000	E/ Unit (all)	124,007		i iT	% GDV		1
***	ability Timeanoid		F/m2	374,000	'	corr				Legals		0.5%	167,934		25.207.314		1 10 012 3100		Total	175,000			0.00%		
Additional Profit		2,064,307	144						Developers Pi	MISC.				1,175,541	20,207,314		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
									Developers Pi	% of costs (before % of GDV	ore interest)	0.00% 20.00%			6,717,377		CIL	0	Total	175,000					
RESIDUAL CASH FLOI	W FOR INTERES	01	Year 1	Q3	Q4	Q1	Year 2	Q3	04	Q1	Year 3	Q3	94	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	94
INCOME UNITS Started				9	9	9	9	9	9	9	9	9	9	15	15	10	9	9	9	9	9	L 4"			
Market Housing Shared Ownership					0	0	0	1,620,424	1,620,424 34,508	1,620,424 34,508	1,620,424 34.508	1,620,424 34,508	1,620,424 34,508	1,620,424 34.508	1,620,424 34,508	1,620,424	1,620,424 34.508	2,700,707 57.513	2,700,707 57.513	1,800,471 38,342	1,620,424 34,508	1,620,424 34,508	1,620,424 34,508	1,620,424 34,508	1,620,424 34,508
Affordable Rent Social Rent					0	0	0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	120,656 0	120,656	38,342 80,438 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0
Grant and Subsidy INCOME	F	0	0		0	ő	0	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	2,878,876	2,878,876	1,919,251	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325
EXPENDITURE								.,,,,,,,,,	1,727,020	1,121,025	.,rar,ua0	.,, ,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,121,023	.,, .,,,,,,,	1,727,023	1,121,023	2,010,010	_,010,010	. , , , , , , , , , , , , , , , , , , ,	7,727,023	1,121,025	.,,,,,,,,,,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,121,023
Stamp Duty Easements etc.		198,901																							
Legals Acquisition		62,820																							
Planning Fee Architects		62,500 529,760		529.760																					
QS Planning Consultants		44,147 88,293		44,147 88,293																					
Other Professional		220,733		220,733																					
Build Cost - BCIS Base s106/CIL			0	292,410 3.000	584,820 6.000	877,229 9.000	877,229 9.000	877,229 9.000	877,229 9.000	877,229 9.000	877,229 9.000	877,229 9.000	877,229 9.000	1,072,169	1,267,109	1,299,599	1,104,659	909,719 9.333	877,229 9.000	877,229 9.000	877,229 9.000	584,820 6.000	292,410 3.000	0	0
Contingency Abnormals			0	7,310 0	14,620	21,931 0	21,931	21,931	21,931	21,931 0	21,931 0	21,931 0	21,931	26,804 0	31,678 0	32,490 0	27,616 0	22,743 0	21,931 0	21,931	21,931	14,620	7,310 0	0	0
Finance Fees		95,000																							
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	86,366 14,394	86,366 14,394	57,578 9,596	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637	51,820 8,637
Misc. COSTS BEFORE LAND	D INT AND PROF	1,302,154	0	1,185,653	605,440	908,160	908,160	968,616	968,616	968,616	968,616	968,616	968,616	1,170,430	1,372,243	1,405,879	1,204,065	1,042,556	1,008,921	975,334	968,616	665,896	363,176	60,456	60,456
For Residual Valuation	Land Interest	4,188,016	82,353	83,588	102,626	113,247	128,569	144,120	134,901	125,544	116,046	106,406	96,622	86,690	79,637	75,506	71,816	65,045	38,476	11,003	0	0	0	0	0
	Profit on Costs Profit on GDV																								6,717,377
	Cash Flow	-5,490,171	-82,353	-1,269,241	-708,067	-1,021,408	-1,036,729	614,589	623,808	633,165	642,663	652,303	662,087	470,205	275,445	245,941	451,444	1,771,275	1,831,479	932,913	758,709	1,061,429	1,364,149	1,666,869	-5,050,508
	Opening Balano Closing Balano	0 -5,490,171	-5,572,523	6,841,765	-7,549,831	-8,571,239	-9,607,967	-8,993,378	-8,369,570	-7,736,404	-7,093,741	-6,441,438	-5,779,351	-5,309,146	-5,033,701	-4,787,759	-4,336,316	-2,565,041	-733,562	199,352	958,061	2,019,490	3,383,639	5,050,508	0
CASH FLOW FOR CIL.		OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME INCOME	As Above E	0	0	0	0	0	0	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325	2,878,876	2,878,876	1,919,251	1,727,325	1,727,325	1,727,325	1,727,325	1,727,325
EXPENDITURE		0.405 ***																							
Land		2,493,333																_							
Stamp Duty Easements etc.		124,667	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		37,400	0	0	0	0	0	0	0	l °	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		62,500 529,760	0	0 529,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		44,147 88,293	0	44,147 88,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		220,733	0	220,733	0 584 820	0 877 229	0 877.229	0 877.229	877 229	0 877 229	0 877.229	0 877.229	0 877.229	1 072 169	1 267 109	1,299,599	1 104 659	909.719	0 877.229	0 877,229	0 877,229	0 584.820	292,410	0	0
Build Cost - BCIS Base POTENTIAL CIL		J	U	292,410 129,019	584,820 129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019	129,019			564,820		0	U
Post CIL s106 Contingency		0	0	7,310	14,620	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 26,804	9,000 31,678	15,000 32,490	15,000 27,616	10,000 22,743	9,000 21,931	9,000 21,931	9,000 21,931	9,000 14,620	9,000 7,310	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 Legal and Valuation		95,000 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 Legals		0	0	0	0	0	0	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	86,366 14,394	86,366 14,394	57,578 9.596	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637	51,820 8.637
Misc.	0 N/T 41	ō	0	0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND	U INT AND PROF	3,695,833	0	1,311,673	728,459	1,037,179	1,037,179	1,097,636	1,097,636	1,097,636	1,097,636	1,097,636	1,097,636	1,297,449	1,497,262	1,536,565	1,336,751	1,172,242	1,137,940	975,334	968,616	668,896	369,176	60,456	60,456
For CIL calculation	Interest		55,438	56.269	76,788	88.867	105.758	122,902	115,300	107.584	99.752	91,803	no	75,546	70,231	67,833	65,989	61,121	36.438	10.870	0	0	0		_
	Profit on cost		55,438	56,269	76,788	88,867	105,758	122,902	115,300	107,584	99,752	91,803	83,735	75,546	70,231	67,833	65,989	61,121	36,438	10,870	0	0	0	0	0 6,717,377
	Profit on GDV Cash Flow	-3,695,833	-55,438	-1,367,942	-805,247	-1,126,046	-1,142,937	506,788	514,390	522,106	529,937	537,886	545,955	354,331	159,832	122,928	324,585	1,645,513	1,704,498	933,046	758,709	1,058,429	1,358,149	1,666,869	-5.050.508
	Cash Flow Opening Balance Closing Balance	-3,695,833 0	-00,438	-1,307,942	-805,247	-1,126,046 -7,050,500	-1,142,937	7 696 655	514,390	522,106 -6 660 150	043,937 -6 120 222	031,886 .c.ce2.22	545,955 -5.036.381	4 692 062	4 E22 242	122,928	324,585 -4.074.706	2.420.102	724 696	200,046	758,709 967.061	2.025.400	1,306,149	1,000,000	-a,uau,au8



SITE NAME	Site 7	Large Green 17	SLD						1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
Market Housing	m2	85%	175		£/m2	£ 31,084,357	m2		LAND	Land		/unit or m2	Total				Planning app fo No dwgs	dwgs 175 125 125	rate	48,125		BCIS CISH	904	1.50%	
Market Housing Shared Ownership	95.0 71.5	4%	149		2,200	670.983	14,129			Stamp Duty Easements etc		22,890	189,786	4,005,722			No dwgs under No dwgs over	125	385 115 Total	48,125 14,375 62,500		Energy Design Acc & Adot	0		
Affordable Rent	71.5	11%	20		1,000	1,407,656	1,408			Legals Acquisit	ion	1.50%	60,086	249,872					1 Ocal	62,500		Over-extra 3 Small Sites	0	0%	
Social Rent	71.5	0%			910	0	1,400		PLANNING	Planning Fee			62,500				Stamp duty ca	in - Residual				Site Costs	136 1,061	15%	
Grant and Subsidy	Shared Owners					0				Architects QS / PM		6.00%	1 054 924				Land payment			4,005,722					
, , ,	Affordable Ren Social Rent				0	0				Planning Consu Other Profession	itants inal	1.00%	87,910 175,821 439,551	1.820.706											
SITE AREA - Net	5.83	ha	30	/ha		33,162,996	16,006		CONSTRUCT																
SITE AREA - Gross	7.78	ha	23	/ha						Build Cost - BC s106 / CIL	IS Based	1,061	16,982,496 175,000						Total	189,786					
Sales per Quarter	0									Contingency Abnormals		2.50%	424,562 0	17,582,058			Stamp duty ca Land payment			2,908,889					
Unit Build Time	3	Quarters Whole Site		Per ha GROSS		RUN Residual N	IACRO ctrl+r		FINANCE	Fees			93.000				125,000 250,000 500,000	0% 1% 3%	1% 3% 4%						
Residual Land Value Alternative Use Value		Whole Site 4,005,722 155,556	Per ha NET 686,695	915,021 20,000		RUN CIL MACR	sing balance = 1	0		Fees Interest Legal and Valu		6.00%	93,000				500,000 1,000,000 above	3% 4% 5%	4% 5% 5%						
Uplift Plus /h	20%	31,111		4,000 350,000			ing balance = 1	0	SALES	Legal and Valu	ition		0	93,000			above	5%	Total	145,444					
	na 350,000 lability Threshold	2,722,222		374,000		Check on phasing o			OALES	Agents Legals		3.0% 0.5%	994,890 165,815				Pre CIL s106		£/ Unit (all)	175,000		LIT	% GDV		]
Additional Profit		1,332,585	E/m2 94	1		CON	ect			Misc.		0.5%	100,010	1,160,705	24,912,063		Post CIL s106	1,000	Total £/ Unit (all)	175,000			0.00%		4
Additional Profit		1,332,365	24	ļļ					Developers Pi	rofit % of costs (befo	nce interest)	0.00%			0		CIL	1,000	£/m2 Total	175,000					
										% of GDV	ne ilitereza)	20.00%			6,632,599				1000	110,000					
RESIDUAL CASH FLO	W FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				9	9	9	9	9	9	9	9	9	9	15	15	10	9	9	9	9	9	1			
Market Housing Shared Ownership					0	0	0	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508 72,394	1,598,624 34,508	1,598,624 34,508	2,664,373 57,513	2,664,373 57,513 120,656	1,776,249 38,342	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508	1,598,624 34,508
Affordable Rent Social Rent					0	0	0	72,394 0	72,394 0	72,394 0	72,394	72,394 0	72,394 0	72,394 0	72,394	72,394 0	72,394 0	120,656	120,656	80,438 0	72,394	72,394 0	72,394	72,394 0	72,394
Grant and Subsidy INCOM	E	0	0	0	0	0	0	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	2,842,543	2,842,543	1,895,028	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526
EXPENDITURE Stamp Duty		189,786																							
Easements etc. Legals Acquisition		0 60,086																							
Planning Fee		62,500																							
Architects QS		527,462 43,955		527,462 43,955																					
Planning Consultants Other Professional		87,910 219,776		87,910 219,776																					
Build Cost - BCIS Base			0	291,129	582,257	873,386	873,386	873,386	873,386	873,386	873,386	873,386	873,386	1,067,471	1,261,557	1,293,904	1,099,819	905,733	873,386	873,386	873,386	582,257	291,129	0	0
s106/CIL Contingency			0	3,000 7,278	6,000 14,556	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	11,000 26,687	13,000 31,539	13,333 32,348	11,333 27,495	9,333 22,643	9,000 21,835	9,000 21,835	9,000 21,835	6,000 14,556	3,000 7,278	0	0
Abnormals Finance Fees			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		93,000 0																							
Agents Legals		0	0	0	0	0	0	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	85,276 14,213	85,276 14,213	56,851 9,475	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528	51,166 8,528
Misc. COSTS BEFORE LAN	ID INT AND PROF	1,284,475	0	1,180,510	602,813	904,220	904,220	963,914	963,914	963,914	963,914	963,914	963,914	1,164,851	1,365,789	1,399,279	1,198,341	1,037,199	1,003,709	970,546	963,914	662,507	361,100	59,693	59,693
For Residual Valuation	Land Interest	4,005,722	79,353	80,543	99,459	109,993	125,206	140,648	131,633	122,484	113,197	103,770	94,203	84,492	77,649	73,718	70,230	63,675	37,550	10,531	0	0	0	0	0
	Profit on Costs Profit on GDV																								6,632,599
	Cash Flow	-5,290,197	-79,353	-1,261,053	-702,272	-1,014,213	-1,029,426	600,964	609,979	619,128	628,415	637,842	647,409	456,183	262,087	232,529	436,955	1,741,668	1,801,283	913,951	741,612	1,043,019	1,344,425	1,645,832	-4,986,767
	Opening Balano Closing Balano	0 -5,290,197	-5,369,550	-6,630,603	-7,332,875	-8,347,089	-9,376,515	-8,775,551	-8,165,572	-7,546,444	-6,918,028	-6,280,187	-5,632,778	-5,176,595	-4,914,508	-4,681,979	-4,245,024	-2,503,355	-702,072	211,879	953,491	1,996,510	3,340,935	4,986,767	0
CASH FLOW FOR CIL	ADDITIONAL DO	OEIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526	2,842,543	2,842,543	1,895,028	1,705,526	1,705,526	1,705,526	1,705,526	1,705,526
EXPENDITURE Land		2,908,889																							
Stamp Duty Easements etc.		145,444	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. Legals Acquisition		0 43,633	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		62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		527,462 43,955	0	527,462 43,955	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		87,910 219,776	0	87,910 219,776	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	291,129	582,257	873,386	873,386	873,386	873,386	873,386	873,386	873,386	873,386	1,067,471	1,261,557	1,293,904	1,099,819	905,733	873,386	873,386	873,386	582,257	291,129	0	0
POTENTIAL CIL Post CIL s106				83,287	83,287	83,287 9,000	83,287 9,000	9,000	83,287 9,000	83,287 9,000	83,287 9,000	83,287 9,000	83,287 9,000	9,000	9,000	83,287 15,000	83,287 15,000	83,287 10,000	9,000	9,000	9,000	9,000	9,000	0	0
Contingency Abnormals		0	0	7,278 0	14,556 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	26,687 0	31,539 0	32,348 0	27,495 0	22,643 0	21,835 0	21,835 0	21,835 0	14,556 0	7,278	0	0
Finance Fees		93,000	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 Agents		0	0	0	0		0	51,166	51,166	51,166	51,166	51,166	51,166	51,166	51,166	51,166	51,166	85,276	85,276	56,851	51,166	51,166	51,166	51,166	51,166
Agents Legals Misc.		0	0	0	0	0	0	8,528 0	8,528 0	8,528 0	8,528 0	8,528 0	8,528 0	8,528 0	8,528 0	51,166 8,528 0	8,528 0	14,213	14,213	9,475	8,528 0	8,528 0	8,528 0	8,528 0	8,528 0
COSTS BEFORE LAN	ID INT AND PROF	4,132,570	ō	1,260,796	680,100	987,507	987,507	1,047,200	1,047,200	1,047,200	1,047,200	1,047,200	1,047,200	1,246,138	1,445,076	1,484,232	1,285,294	1,121,152	1,086,996	970,546	963,914	665,507	367,100	59,693	59,693
For CIL calculation																									
	Interest Profit on cost		61,989	62,918	82,774	94,217	110,443	126,912	118,941	110,850	102,638	94,303	85,843	77,255	71,523	68,689	66,400	61,093	36,188	10,398	0	0	0	0	0
	Profit on GDV																								6,632,599
	Cash Flow Opening Balance	-4,132,570 0	-61,989	-1,323,715	-762,874	-1,081,724	-1,097,950	531,413	539,384	547,475	555,687	564,023	572,483	382,132	188,926	152,604	353,831	1,660,298	1,719,358	914,084	741,612	1,040,019	1,338,425	1,645,832	-4,986,767
	Closing Balance	-4,132,570	-4,194,558	-5,518,273	-6,281,147	-7,362,871	-8,460,820	-7,929,407	-7,390,023	-6,842,548	-6,286,861	-5,722,838	-5,150,355	-4,768,223	-4,579,296	-4,426,692	-4,072,861	-2,412,564	-693,205	220,879	962,491	2,002,510	3,340,935	4,986,767	0



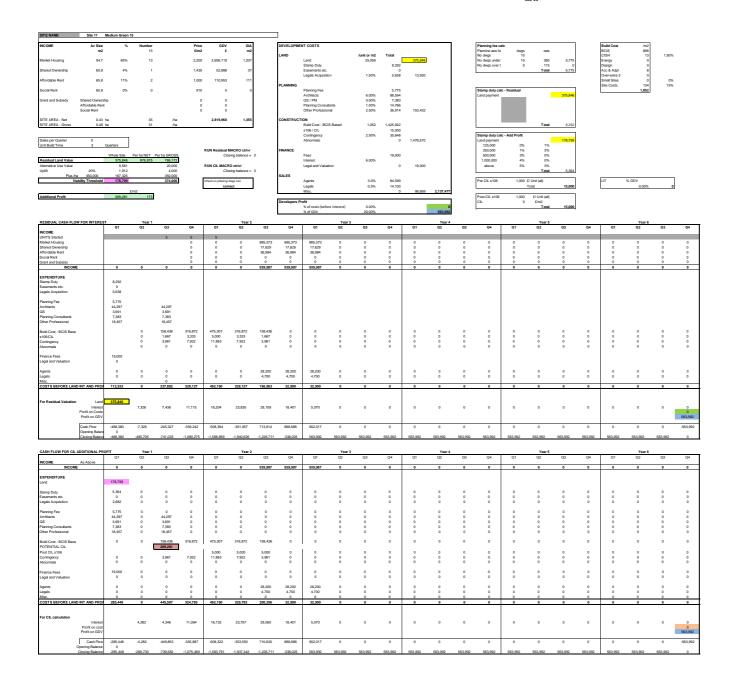
## REMANDE   Sale   Large Green 75   Sale   Corp.																									
	Av Size	%	Number		Price	GDV	GIA	ı	DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2	1	
	m2				£/m2	£	m2					/unit or m2	Total					dwgs 75				CfSH			%
										Stamp Duty		24,621	81,829	1,846,590			No dwgs under No dwgs over 5	25 25	385 115	2,875		Design	0	,	
Shared Ownership			3		1,430	291,769					on	1.50%		109,528					Total	12,500			8	,	
			8				612		PLANNING													Small Sites	0 135	09	96 76
			0		910	0	0			Architects		6.00%	451,819				Stamp duty ca Land payment	lc - Residual		1,846,590			1,053	J	
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0	0					tants	0.50%	37,652 75,303												
	Social Rent				0	-				Other Professio	nal	2.50%	188,258	765,532											
			35 26			14,306,512	6,908		CONSTRUCT	Build Cost - BCI	IS Based	1,053	7,273,483						Total	81,829					
										s106 / CIL Contingency		2.50%					Stamp duty ca	Ic - Add Profit							
Sales per Quarter Unit Build Time	0	Quarters								Abnormals			0	7,530,321			Land payment		1%	1,068,571					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r sino balance =	0	FINANCE	Fees			53.000				250,000 500.000	1%	3%						
		57 143	861,742	646,306 20,000							tion	6.00%		53.000			1,000,000 above	4% 5%	5% 5%						
	20% ha 350,000	11,429		350,000		Clo	sing balance =	0	SALES	-										53,429					
V	/iability Threshold	1,068,571		374,000	Ī					Agents Legals							Pre CIL s106			75.000		LIT	% GDV 0.00%		
Additional Profit										Misc.				500,728	10,805,698		Post CIL s106								_
									Developers P	rofit % of costs (befo	re interest)	0.00%			0		CIL	0	£/m2 Total	75,000					
										% of GDV		20.00%			2,861,302										
RESIDUAL CASH FLO	OW FOR INTERES	T O1	Year 1	03	04	01	Year 2	03	04	01	Year 3	Q3	04	91	Year 4	Q3	04	01	Year 5	Q3	Q4	01	Year 6	03	04
INCOME UNITS Started				5	9	9	9	9	9	9	9	7													
Market Housing Shared Ownership					0	0	0	893,509 19,451	1,608,317 35,012	1,608,317 35,012	1,608,317 35,012	1,608,317 35,012	1,608,317 35,012	1,608,317 35,012	1,608,317 35,012	1,250,913 27,232	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	40,807	73,452 0	73,452	73,452	73,452	73,452	73,452	73,452	57,130	0	0	0	0	0	0	0	0	0
Grant and Subsidy	ME		0		0		ō	953,767	0	1,716,781	1,716,781	1,716,781	1,716,781	1,716,781	1,716,781	1.335.274	0	0	ō	0	0	0	- 0	-	0
EXPENDITURE									. 40.41		. 40.00		. 4.4.												-
Stamp Duty Easements etc.		81,829 0																							
Legals Acquisition		27,699																							
Planning Fee Architects		12,500 225,910		225,910																					
QS Planning Consultants		18,826 37,652		18,826 37,652																					
Other Professional		94,129		94,129																					
Build Cost - BCIS Base	e		0	161,633 1,667	452,572 4,667	743,512 7,667	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	808,165 8,333	517,225 5,333	226,286 2,333	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals			0	4,041	11,314	18,588	21,820	21,820	21,820	21,820	21,820	20,204	12,931	5,657	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		53.000	0		0		U	U	0	0	0	0	0	0	0	0	0	0	0	U	0	0	0		0
Legal and Valuation		0																							
Agents		0	0	0	0	0	0	28,613 4,769	51,503 8,584	51,503 8,584	51,503 8,584	51,503 8,584	51,503 8,584	51,503 8,584	51,503 8,584	40,058 6,676	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND DOO	551,544	0	0 543,856	468,553	769.766	903 638	937 020	963,726	963 726	963,726	896,790	595.577	294 364	60.087	46.735			0	0					
COOT O' DET ONE EAST	NO INT AND THO	331,344		545,050	400,535	103,100	303,030	337,020	303,120	200,720	303,120	030,730	535,511	131,301	00,007	40,733									
For Residual Valuation	n Land Interest	1,846,590	35.972	36.512	45.217	52.924	65.264	79.798	80.743	70.659	60.423	50.033	38.484	22.243	1.240		0				0	0	0		0
	Profit on Costs Profit on GDV		35,972	30,512	40,217	52,924	60,264	79,790	80,743	70,039	60,423	50,033	30,404	22,243	1,240		0			0		0	0		0 2,861,302
	Cash Flow	-2,398,134			l.																				
	Opening Balan		35,972	-580 368	-513.770	822 690	.968 902	63.050	672 312	682 397	692 633	769 959	1 082 721	1 400 174	1 655 454	1 288 540	0	0	0	0	0	0	0		
,	Closing Balanc	0 -2.398.134	-35,972 -2.434.106	-580,368 -3.014.474	-513,770 -3.528.244	-822,690 -4.350.934	-968,902 -5,319,837	-63,050 -5.382.887	672,312 -4.710.575	682,397	692,633	769,959 -2.565.586	1,082,721	1,400,174	1,655,454	1,288,540	0 2,861,302	0 2.861.302	0 2.861.302	0 2.861.302	0 2.861.302	0 2.861.302	0 2.861.302	0 2.861.302	-2,861,302
	Closing Balano																-	-	-	0 2,861,302	-	-	-		-2,861,302
CASH FLOW FOR CIL	, , , , , , , , , , , , , , , , , , , ,	-2,398,134 OFIT	-2,434,106 Year 1		-3,528,244	-4,350,934	-5,319,837 Year 2			-4,028,178	-3,335,545 Year 3		-1,482,866	-82,691	1,572,763 Year 4		2,861,302	2,861,302	2,861,302 Year 5	0 2,861,302	2,861,302	2,861,302	2,861,302 Year 6	2,861,302	-2,861,302 ! 0
INCOME	L ADDITIONAL PR	-2,398,134	-2,434,106	-3,014,474			-5,319,837	-5,382,887 Q3	-4,710,575 Q4	-4,028,178 Q1	-3,335,545 Year 3	-2,565,586 Q3	-1,482,866 Q4	-82,691 Q1	1,572,763 Year 4	2,861,302 Q3	-	-	2,861,302		-	-	2,861,302	2,861,302	. 0
	L ADDITIONAL PR	-2,398,134 OFIT Q1	-2,434,106 Year 1	-3,014,474	-3,528,244	-4,350,934	-5,319,837 Year 2	-5,382,887	4,710,575	-4,028,178	-3,335,545 Year 3	-2,565,586	-1,482,866	-82,691	1,572,763 Year 4	2,861,302	2,861,302	2,861,302	2,861,302 Year 5		2,861,302	2,861,302	2,861,302 Year 6	2,861,302	. 0
INCOME INCOM	L ADDITIONAL PR	-2,398,134 OFIT	-2,434,106 Year 1	-3,014,474	-3,528,244	-4,350,934	-5,319,837 Year 2	-5,382,887 Q3	-4,710,575 Q4	-4,028,178 Q1	-3,335,545 Year 3	-2,565,586 Q3	-1,482,866 Q4	-82,691 Q1	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302	2,861,302	2,861,302 Year 6	2,861,302	. 0
INCOME  INCOM  EXPENDITURE  Land  Stamp Duty  Easements etc.	L ADDITIONAL PR	2,398,134  OFIT  Q1  1,068,571  53,429 0	-2,434,106 Year 1	-3,014,474	-3,528,244	-4,350,934	-5,319,837 Year 2	-5,382,887 Q3	-4,710,575 Q4	-4,028,178 Q1	-3,335,545 Year 3	-2,565,586 Q3	-1,482,866 Q4	-82,691 Q1	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
INCOME INCOM EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition	L ADDITIONAL PR	0 1,068,571 53,429 0 16,029	-2,434,106 Year 1	3,014,474 Q3	-3,528,244 Q4 0	-4,350,934	-5,319,837 Year 2	-5,382,887 Q3	-4,710,575 Q4	-4,028,178 Q1	-3,335,545 Year 3	-2,565,586 Q3	-1,482,866 Q4	-82,691 Q1	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects	L ADDITIONAL PR	2,398,134  OPIT  Q1  0  1,068,571  53,429 0 16,029 12,500 225,910	-2,434,106 Year 1	3,014,474	-3,528,244 Q4 0	-4,350,934	-5,319,837 Year 2	-5,382,887 Q3	-4,710,575 Q4	-4,028,178 Q1	-3,335,545 Year 3	-2,565,586 Q3	-1,482,866 Q4	-82,691 Q1	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
INCOME INCOM EXPENDITURE Land Stamp Duty Eastements etc. Legals Acquisition Planning Fee Architects OS	L ADDITIONAL PR	2,398,134  OFIT Q1  0  1,068,571  53,429 0 16,029 12,500 225,910 18,826	-2,434,106 Year 1	3,014,474	-3,528,244 Q4 0	-4,350,934	-5,319,837 Year 2	-5,382,887 Q3	-4,710,575 Q4	-4,028,178 Q1	-3,335,545 Year 3	-2,565,586 Q3	-1,482,866 Q4	-82,691 Q1	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
INCOME INCOME EXPENDITURE Land Stamp Duty Easements etc. Legals Acquisition Planning Fee Architects	L ADDITIONAL PR	2,398,134  OFIT  Q1  1,068,571  53,429 0 16,029 12,500 225,910 18,826 37,652 94,129	-2,434,106 Year 1	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-3,528,244   O4   O   O   O   O   O   O   O   O	4,350,934  Q1  0  0  0  0  0  0  0  0  0  0  0  0  0	-5,319,837 Year 2 Q2 0 0 0 0 0 0 0 0 0	-5.382,887 Q3 953,767	0 0 0 0 0 0	-4,028,178 Q1 1,716,781	3,335,545  Year 3  Q2  1,716,781  0 0 0 0 0 0	Q3 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,482,986  Q4  1,716,781  0 0 0 0 0 0	-82,691  Q1  1,716,781  0 0 0 0 0	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
INCOME  INCOME  EXPENDITURE Land  Stamp Duly Easements etc. Legals Acquisition  Planning Fee Architects  CS  Other Professional  Built Cost - BCIS Bass	L ADDITIONAL PR	2,398,134  OFIT  Q1  1,068,571  53,429  16,029  12,500  225,910  18,826  37,652	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  0  872,818	Q3 953,767 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,710,575  Q4  1,716,781	-4,028,178  O1  1,716,781  0 0 0 0 0 0 872,818	-3,335,545 Year 3	-2,565,586 Q3	-1,482,866 Q4	-82,691 Q1	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
BNCOME  REPENDITURE Land  Stamp Duty Easements etc. Logals Acquisition  Planning Fee Architects GS Planning Consultants Other Proclessional  Build Cost - BCIS Bass POTENTIAL CIL POST CIL 1316	L ADDITIONAL PR	2,398,134  OFIT  O1  1,068,571  53,429  016,029  12,5910  18,828  37,682  94,129  0	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	3,014.474  Q3  0  0  0  0  0  0  0  225.910  18.828  37,652  94,129  161,833  125,001	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934  Q1  0  0  0  0  0  743,512 125,000	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  872,818 125,000 9,000	-5.382,887  Q3  953,767  0  0  0  0  0  872,818 126,0001	0 0 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,028,178 Q1 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0	3,335,545 Year 3 Q2 1,716,781 0 0 0 0 0 872,818 3,000	2,565,586 Q3 1,716,781 0 0 0 0 0 0 806,165	-1,482,866  Q4  1,716,781  0 0 0 0 0 517,225	-82,891  Q1  1,716,781  0 0 0 0 0 226,286  7,000	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
EXCOME  EXPENDITURE Land  Samp Duly Essements etc. Legals Acquisition  Planning Fee Architects  OS Planning Coreutharts Other Professional  Built Cost : BCIS Bass POTENTIAL CIL	L ADDITIONAL PR	2,398,134  OFIT  Q1  1,068,571  53,429 0 16,029 12,500 225,910 18,826 37,652 94,129	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934 C11 0 0 0 0 0 0 0 0 0 743,512 128,001	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  0  0  0  0  0  872,818  126,001	-5.382,887  Q3  953,767  0  0  0  0  0  872,818 126,001	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,028,178  Q1  1,716,781  0  0  0  0  0  572,818 126,001	3,335,545 Year 3 Q2 1,716,781 0 0 0 0 0 872,818	2,565,586  Q3  1,716,781  0 0 0 0 0 0 808,165	-1,482,866  Q4  1,716,781  0 0 0 0 0 517,225	-82,691 Q1 1,716,781 0 0 0 0 0 0 0 0 0 226,286	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
BNCOME  EXPENDITURE Land  Bampo Daly  Essements dic. Legals Acquisition  Planning Fee Architects  OS  Planning Consultants Other Professional  Build Cost . ECI, 1906  Conriguent Altromale  Finance Fees	L ADDITIONAL PR	2,398,134  OFIT  O1  1,068,571  53,429  0 16,029  12,509  18,826  37,652  94,129  0	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,350,934  C1  0  0  0  0  0  0  743,512 125,001 5,000 18,588	-5,319.837  Year 2  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	-5.382,887  Q3  953,767  0 0 0 0 0 872,818 126,001 9,000 21,820	4,710,575  Q4  1,716,781  0 0 0 0 0 0 872,818 128,001 9,000 21,820	-4,028,178  Q1  1,716,781  0  0  0  0  0  872,818  126,001  9,000  21,800	3,335,546  Year 3  C2  1,716,781  0 0 0 0 0 872,818 9,000 21,820	2,565,586  G3  1,716,781  0 0 0 0 0 0 808,165	-1,482,866  Q4  1,716,781  0 0 0 0 0 0 517,225	-82,691 Q1 1,716,781 0 0 0 0 0 0 0 226,286 7,000 5,657	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
EXPENDITURE Land  EXPENDITURE Land  Stamp Duty Expendits of Expendits	L ADDITIONAL PR	2,398,134  OFIT  Q1  0  1,068,571  53,429 0 16,029 12,500 225,910 18,826 37,652 94,129 0 0 0 53,000	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  872,818 125,000 21,820 0  0  0	-5.382,887 Q3 953,767 0 0 0 0 0 0 872,818 126,001 9,000 21,820 0 0	4,710,575  Q4  1,716,781  0 0 0 0 0 0 0 872,818 125,001 9,000 21,820 0 0	-4,028,178  Q1 -1,716,781  0 0 0 0 0 0 872,818 126,001 9,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,335,545  Year 3  Q2  1,716,781  0 0 0 0 0 0 872,818 9,000 21,820 0 0 0	-2,565,586  Q3 1,716,781  0 0 0 0 0 808,165 9,000 20,204 0 0	0 0 0 0 0 0 0 12,931 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-82,691  Q1 1,716,781  0 0 0 0 0 226,286 7,000 5,657 0 0	1,572,763  Year 4  Q2  1,716,781	2,851,302  Q3  1,335,274  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 5		2,861,302  Cy4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 6	2,861,302	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
BNCOME  EXPENDITURE Land  Bampo Daly  Essements dic. Legals Acquisition  Planning Fee Architects  OS  Planning Consultants Other Professional  Build Cost . ECI, 1906  Conriguent Altromale  Finance Fees	L ADDITIONAL PR	2,398,134  OFIT  Q1  0  1,068,571  53,429 0 16,029 12,500 225,910 18,826 37,652 94,129 0 0 0 53,000	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  872,818 125,000 21,820 0  0  0	-5.382,887  Q3  953,767  0 0 0 0 0 0 872,818 126,001 9,000 21,820 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,028,178  O1  1,716,781  O  O  O  O  S72,818  126,001  9,000  21,820  O	3,335,545  Year 3  Q2  1,716,781  0 0 0 0 0 0 872,818 9,000 21,820 0	2,565,586  Q3  1,716,781  0 0 0 0 0 0 0 808,165 9,000 20,204 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,572,763 Year 4	2,861,302 Q3	2,861,302	2,861,302	2,861,302 Year 5		2,861,302 Q4 0	2,861,302	2,861,302 Year 6	2,861,302	Q4 0
EXPENDITURE Land Stamp Duby Exsements etc. Logals Acquisition Planning Fee Architects Other Professional Build Cost - BCIS Base POTENTIAL CIL Post CIL - 106 Contingnery Abromals Finance Fees Lagal and Valuation Agents	As Above ME	2,398,134  OPTT  O1  1,068,571  53,429  16,029  12,5010  19,029  94,129  0  0  53,000  0  0  0	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934 Q1 0 0 0 0 0 0 0 0 0 0 0 0 0	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  872,818 125,000 21,820 0  0  0	-5,382,887  Q3  953,767  0  0  0  0  0  872,818 126,001 9,000 21,820 0  0  28,613	04 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,028,178  Q1  1,716,781  0 0 0 0 0 0 0 872,818 126,001 9,000 21,820 0 0 0 51,503	3,335,545 Year 3 Q2 1,716,781 0 0 0 0 0 872,818 9,000 21,820 0 0 51,503	2,565,586  Q3  1,716,781  0 0 0 0 0 0 0 0 808,165 9,000 20,004 0 0 51,503	-1,482,896  Q4  1,716,781  0 0 0 0 0 0 517,225 9,000 12,931 0 0 51,503	-82,691  Q1 1,716,781  0 0 0 0 0 0 226,286 7,000 5,657 0 0 51,503	1,572,763  Year 4  Q2  1,716,781	2,851,302  Q3  1,335,274  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 5		2,861,302  Cy4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 6	2,861,302	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
NCOME  EXPENDITURE Land  Stamp Duly Expenditure Land  Stamp Duly Expenditure Langia Angulation Paramy Fee Ancholoxia Basic Constants Other Professional Basic Coal # RIGI Basic Paramy Fee Lugia and Valantion Paramy Constants Lugia and Valantion Agents Age	As Above ME	2,398,134  OPTT  O1  1,068,571  53,429  16,029  12,5010  19,029  94,129  0  0  53,000  0  0  0	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	3,014,474  Q3  0  0  0  0  0  225,910  18,826  37,652  94,129  161,533  125,001  4,041  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,350,934	-5,319,837 Year 2 Q2 0 0 0 0 0 0 0 0 0 872,818 125,001 9,000 21,820 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,028,178  Q1  1,716,781  0  0  0  0  0  0  0  872,818  126,001  9,000  21,820  0  0  51,503  8,584	3,335,545 Year 3 Q2 1,716,781  0 0 0 0 0 0 0 872,818 9,000 21,820 0 0 0 51,503 8,584	2,565,586  Q3  1,716,781  0 0 0 0 0 0 0 0 0 0 0 0 0 506,165  9,000 20,204 0 0 0 51,503 8,584	-1,482,866  Q4  1,716,781  0 0 0 0 0 0 0 517,225 9,000 12,931 0 0 51,503 8,584	-82,691  Q1 1,716,781  0 0 0 0 0 0 226,286 7,000 5,657 0 0 51,503 8,584	1,572,763 Year 4 Q2 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302  1,335,274  0 0 0 0 0 0 0 0 0 40,058 6,676	2,861,302  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 5		2,861,302  Cy4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 6	2,861,302	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EXCOME  EXPENDITURE Land Stamp Duly Expenditure Land Stamp Duly Expenditure Lagula Angustion Lagula Angustion Planning Fee Anchitects Gring Cone Professional Build Cost - BCIS Base Professional Build Cost - BCIS Base POTENTIAL CL. Post CIL s106 Control Logila and Valuation Agents Lagula and Valuation Lagula Lagula Lagula Miss.	AS ABOVE  AS ABOVE  O  O  O  Interest TAND PRO  Interest Tand PRO	2,398,134  OPTT  O1  1,068,571  53,429  16,029  12,5010  19,029  94,129  0  0  53,000  0  0  0	-2,434,106  Year 1  Q2  0  0  0  0  0  0  0  0  0  0  0  0  0	3,014,474  Q3  0  0  0  0  0  225,910  18,826  37,652  94,129  161,533  125,001  4,041  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,350,934	-5,319,837 Year 2 Q2 0 0 0 0 0 0 0 0 0 872,818 125,001 9,000 21,820 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,028,178  Q1  1,716,781  0  0  0  0  0  0  0  872,818  126,001  9,000  21,820  0  0  51,503  8,584	3,335,545 Year 3 Q2 1,716,781  0 0 0 0 0 0 0 872,818 9,000 21,820 0 0 0 51,503 8,584	2,565,586  Q3  1,716,781  0 0 0 0 0 0 0 0 0 0 0 0 0 506,165  9,000 20,204 0 0 0 51,503 8,584	-1,482,866  Q4  1,716,781  0 0 0 0 0 0 0 517,225 9,000 12,931 0 0 51,503 8,584	-82,691  Q1 1,716,781  0 0 0 0 0 0 226,286 7,000 5,657 0 0 51,503 8,584	1,572,763 Year 4 Q2 1,716,781 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302  1,335,274  0 0 0 0 0 0 0 0 0 40,058 6,676	2,861,302  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 5		2,861,302  Cy4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 6	2,861,302	0 O O O O O O O O O O O O O O O O O O O
NCOME  EXPENDITURE Land  Stamp Duly Expenditure Land  Stamp Duly Expenditure Langia Angulation Paramy Fee Ancholoxia Basic Constants Other Professional Basic Coal # RIGI Basic Paramy Fee Lugia and Valantion Paramy Constants Lugia and Valantion Agents Age	L ADDITIONAL PR	2,398,134  OPTT  O1  1,068,571  53,429  16,029  12,5010  19,029  94,129  0  0  53,000  0  0  0	-2,434,106  Year 1  G2  0  0  0  0  0  0  0  0  0  0  0  0  0	3,014,474  Q3  0  0  0  0  0  0  0  0  18,826 37,652 94,129 161,833 126,001  4,041  0  0  0  0  668,190	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  0  0  0  0  572,818 126,001 3,000 0  0  0  0  1,029,639	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,335,545 Year 3 Q2 1,716,781  0 0 0 0 0 872,818 9,000 21,620 0 0 51,503 8,584 0 963,726	2,565,586  G3  1,716,781  0 0 0 0 0 808,165 9,000 20,204 0 0 51,503 8,584 0 97,495	-1,482,866  Q4  1,716,781  0 0 0 0 0 517,225 9,000 12,931 0 0 51,503 8,584 0 599,243	-82,691 Q1 1,716,781 0 0 0 0 0 0 226,286 7,000 0 51,503 8,584 0 299,031	1,572,763  Year 4  Q2  1,716,781  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302  1,335,274  0 0 0 0 0 0 0 0 0 40,058 6,676	2,861,302  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 5		2,861,302  Q4  9  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302	2,861,302 Year 6	2,861,302	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
NCOME  EXPENDITURE Land  Stamp Duly Expenditure Land  Stamp Duly Expenditure Langia Angulation Paramy Fee Ancholoxia Basic Constants Other Professional Basic Coal # RIGI Basic Paramy Fee Lugia and Valantion Paramy Constants Lugia and Valantion Agents Age	L ADOIT ONAL PR  AS ABOVE  NO INT AND PROI  Profit on GDV  Class From	2,398,134  OPIT  Q1  9  1,068,571  53,429  16,029  16,029  12,590  225,910  0  0  0  0  1,580,045	-2,434,106  Year 1  G2  0  0  0  0  0  0  0  0  0  0  0  0  0	3,014,474  Q3  0  0  0  0  0  0  0  0  18,826 37,652 94,129 161,833 126,001  4,041  0  0  0  0  668,190	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,350,934	-5,319,837  Year 2  Q2  0  0  0  0  0  0  0  0  0  0  0  572,818 126,001 3,000 0  0  0  0  1,029,639	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	3,335,545 Year 3 Q2 1,716,781  0 0 0 0 0 872,818 9,000 21,620 0 0 51,503 8,584 0 963,726	2,565,586  G3  1,716,781  0 0 0 0 0 808,165 9,000 20,204 0 0 51,503 8,584 0 97,495	-1,482,866  Q4  1,716,781  0 0 0 0 0 517,225 9,000 12,931 0 0 51,503 8,584 0 599,243	-82,691 Q1 1,716,781 0 0 0 0 0 0 226,286 7,000 0 51,503 8,584 0 299,031	1,572,763  Year 4  Q2  1,716,781  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302  1,335,274  0 0 0 0 0 0 0 0 0 40,058 6,676	2,861,302  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302 Year 5		2,861,302  Q4  9  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302	2,861,302 Year 6	2,861,302	0 O O O O O O O O O O O O O O O O O O O
RECOME NO.COM NO	L ADDITIONAL PR  ME  A ABOVE  ME  NO INT AND PROI	2,398,134  OPTT  G1  9  1,008,571  53,429  16,029  12,500  225,910  0  0  0  0  1,189,045	-2.434,106  Year 1  O2  0  0  0  0  0  0  0  0  0  0  0  0  0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-1,350,934  Q1  Q1  Q  Q  Q  Q  Q  Q  Q  Q  Q  Q	-5,319.837  Year 2  Q2  0  0  0  0  0  0  0  0  0  872.818 125,001 9,000 21,820 0  0  0  1,029,639	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,710,575  Q4  1,716,781  0 0 0 0 0 0 0 872,818 128,001 9,000 21,830 0 0 51,503 8,584 1,689,726	4,028,178	3,335,646 Year 3 Q2 1,716,781 0 0 0 0 0 872,818 9,000 21,820 0 0 51,503 8,504 60,294	2,565,586  Q3  1,716,781  0 0 0 0 0 0 808,165 9,000 20,204 0 0 51,503 8,504 49,903	-1,482,866  Q4  1,716,781  0 0 0 0 0 0 517,225  5,000 12,331 0 0 51,503 8,584 599,243	-82,691  Q1  1.716,781  0 0 0 0 0 0 226,286  7,000 5,567 0 0 51,503 8,594 296,031	1,572,783  Year 4  Q2  1,716,781  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,861,302  Q3  1,335,274  0  0  0  0  0  0  0  40,028 6,676 0  0	2,861,302  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0	2,861,302	2,861,302  Year 5  O2  0  0  0  0  0  0  0  0  0  0  0  0  0		04 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,881,302	2.881302 Year 6 02 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2.861.302 1 C3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0

SITE NAME	Site 9	Medium Green	35						]																
INCOME	Av Size m2	%	Number 35		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee o	alc dwgs	rate			Build Cost BCIS	/m2 899		
Market Housing	98.3		30		2,200	6,433,735	2,924		LAND	Land		/unit or m2 25,412	Total	889,408			No dwgs No dwgs under	35 35	385 115	13,475		BCIS CfSH Energy	13	1.50%	
Shared Ownership	67.0	4%	1		1,430	125,751	88			Stamp Duty Easements etc. Legals Acquisiti	00	1.50%	33,970 0 13,341	47,311			No dwgs over	. 0	115 Total	0 13,475		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	67.0		4		1,000	263,813	264		PLANNING	Legas Acquisii	UH1	1.50%		47,311								Small Sites Site Costs	0	0% 15%	
Social Rent	67.0		0		910	0	0			Planning Fee Architects		6.00%	13,475 214,810				Stamp duty ca Land payment	fc - Residual		889,408			1,056		
Grant and Subsidy	Shared Owners Affordable Ren Social Rent				0	0				QS / PM Planning Consul Other Professio		0.50% 1.00% 2.50%	17,901 35,802 89,504	371.492											
SITE AREA - Net	Social Rent 1.00	ha	35	/ha		6,823,298	3,276		CONSTRUCT	ION				3/1,492											
SITE AREA - Gross	1.18	ha	30	/ha						Build Cost - BC s106 / CIL	IS Based	1,056	3,458,700 35,000						Total	33,970					
Sales per Quarter Unit Build Time	0									Contingency Abnormals		2.50%	86,467 0	3,580,167			Stamp duty ca Land payment 125,000	ic - Add Profit	1%	440,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r sing balance =	0	FINANCE	Fees			34.000				250,000 500.000	1%	3% 4%						
Residual Land Value Alternative Use Value		889,408 23,529	889,408	755,997 20,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valua	tion	6.00%	0	34,000			1,000,000 above	4% 5%	0% 4%						
Uplift Plus /I	20% ha 350,000 (lability Threshold	4,706 411,765 440,000		4,000 350,000 374,000	i	Clo.	sing balance =	0	SALES	Agents		3.0%	204.699				Pre CIL s106	4.000	Total £/ Unit (all)	17,600		l er	% GDV		1
	viability Threshold		£/m2	374,000		com				Legals Misc.		0.5%	34,116	238,815	5,161,194		Pie CIL STOS		Total	35,000		ш	0.00%		
Additional Profit		494,569	169	]					Developers Pr								Post CIL s106 CIL	1,000	£/Unit (all) £/m2						
										% of costs (befo % of GDV		0.00% 20.00%			1,364,660				Total	35,000					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				5	5 0 0	0	0	7 919,105 17,964	919,105 17,964	1,654,389 32,336	1,654,389 32,336	1,286,747 25,150	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0	0	0	17,964 37,688 0	17,964 37,688 0	32,336 67,838 0	32,336 67,838 0	25,150 52,763 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCON	ME	0	0	0	0	0	0	974,757	974,757	1,754,562	1,754,562	1,364,660	0	0	0	0	0	0	0	0	0	0	0	0	0
EVDENDITUDE		33,970																							
Stamp Duty Easements etc. Legals Acquisition		0 13,341																							
Planning Fee		13,475																							
Architects QS Planning Consultants		107,405 8,950 17,901		107,405 8,950 17,901																					
Other Professional		44,752		44,752																					
Build Cost - BCIS Base s106/CIL	e		0	164,700 1,667 4.117	329,400 3,333 8,235	625,860 6,333 15.646	757,620 7,667 18,940	823,500 8,333 20,587	527,040 5,333 13,176	230,580 2,333 5,764	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0
Contingency Abnormals			0	4,117	8,235 0	15,646	18,940	20,587	13,176	5,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		34,000 0																							
Agents Legals		0	0	0	0	0	0	29,243 4,874	29,243 4,874	52,637 8,773	52,637 8,773	40,940 6,823	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF		0	0 349,493	340,968	647,840	784,227	886,537	579,666	300,088	61,410	47,763	0		0	0		0	0	0		0	0		0
For Residual Valuation	n land	889,408	·																						
For Residual Valuation	Interest Profit on Costs	889,408	17,448	17,710	23,218	28,681	38,828	51,174	50,619	45,451	24,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV																								1,364,660
	Cash Flow Opening Balano Closing Balano	-1,163,203 0 -1,163,203	-17,448 -1,180,651	-367,202 -1,547,853	-1,912,039	-676,520 -2,588,559	-823,056 -3,411,615	37,045	344,473	1,409,023	1,668,837 47,763	1,316,897	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	-1,364,660 0
CASH FLOW FOR CIL	As Above	Q1	Year 1	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	Q4
INCOM		0	0	0	0	0	0	974,757	974,757	1,754,562	1,754,562	1,364,660	0	0	0	0	0	0	0	0	0	0	0		0
EXPENDITURE Land		440,000																							
Stamp Duty Easements etc.		17,600 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 Planning Fee		6,600 13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS			0	0 107,405 8,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		8,950 17,901 44,752	0	17,901 44,752	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 POTENTIAL CIL		0	0	164,700	329,400 164.856	625,860 164.856	757,620	823,500	527,040	230,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency		0	0	164,856 4,117	164,856 8,235	164,856 5,000 15,646	5,000 18,940	9,000 20,587	9,000 13,176	7,000 5,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	ő	0	0	0	0	0	0	0	ő	ő	ő	0	ō	ō	0	ő	ő	ő	ő	ő	ő	ő	ō
Finance Fees Legal and Valuation		34,000 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 Legals		0	0	0	0	0	0	29,243 4,874	29,243 4,874	52,637 8,773	52,637 8,773	40,940 6,823	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF	0 690,683	0	0 512,682	0 502,491	0 811,363	0 781,560	0 887,204	0 583,332	0 304,754	61,410	47,763	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
. G CIL calculation	Interest Profit on cost		10,360	10,516	18,364	26,176	38,740	51,044	50,496	45,382	24,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV Cash Flow		-10,360	-523,198	-620,855	837,539	-820,300	36,509	340,928	1,404,426	1,668,837	1,316,897									0		_	_	1,364,660
	Cash Flow Opening Balance Closing Balance	-690,683 0 -690,683	-10,360 -701.044	-523,198 -1.224.24?	-520,855 -1.745.097	-837,539 -2.582.636	-820,300 -3.402.936	36,509	340,928	1,404,426	1,668,837 47.763	1,316,897	1.364.660	1.364.660	1.364.660	1.364.660	1,364,660	1.364.660	1.364.660	1.364.660	1.364.660	1,364,660	1.364.660	0	-1,364,660 0
	, and and the				The sales	,,	.,	0,000, A	0,000,000			Jee-1,000	100.1000	100 /1000	, 20 1,020	.,000 .,000	.,,	,	100 1000	Jan 1,000	100 1200		100.7503	,021,000	-



SITE NAME	Site 10	Medium Green 3	15 LD						]																
INCOME	Av Size m2	%	Number 35		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of Planning ago fe	alic dwgs	rate			Build Cost BCIS CISH	/m2 904		
Market Housing	98.6		30		2,200		2,933		LAND	Land		/unit or m2 25,004	Total	875,126			No dwgs No dwgs under	dwgs 35 35 0	385 115	13,475		Energy	14 0	1.50%	
Shared Ownership	67.0	4%	1		1,430	125,751	88			Stamp Duty Easements etc. Legals Acquisiti		1.50%	33,256 0 13,127	46.383			No dwgs over 5	0	115 Total	13,475		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	67.0	11%	4		1,000	263,813	264		DI ANNING	Legas Acquisti	on	1.50%	13,127	46,383								Small Sites Site Costs	0	0% 15%	
Social Rent	67.0	0%	0		910	0	0		LAULING	Planning Fee Architects		6.00%	13,475 216,485				Stamp duty ca Land payment	c - Residual	_	875.126		One Coass	1,061	10,0	
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0	0				QS / PM Planning Consul		0.50%	18,040 36,081												
	Social Rent				0	0				Other Professio	inal	2.50%	90,202	374,284											
SITE AREA - Net SITE AREA - Gross	1.17 1.30	ha ha	30 27	/ha /ha		6,842,933	3,285		CONSTRUCT	Build Cost - BC	IS Based	1,061	3,485,942						Total	33,256					
Sales per Quarter	0									s106 / CIL Contingency Abnormals		2.50%	35,000 87,149 0	3,608,091			Stamp duty ca Land payment	c - Add Profit		494 945					
Unit Build Time	3	Quarters				RUN Residual N	MACRO otrl+r		FINANCE	Automaia				3,000,031			125,000 250,000	0% 1%	1%	404,015					
Residual Land Value		875,126	Per ha NET 750,108	675,097		Clos	sing balance =	0		Fees Interest		6.00%	34,000				500,000 1,000,000	3% 4%	4%						
Alternative Use Value Uplift	20%	25,926 5,185		20,000 4,000		RUN CIL MACR Cics	tO ctrl+I sing balance =	0		Legal and Valua	ation		0	34,000			above	5%	4% Total	19,393					
Plus /h	ha 350,000 liability Threshold	453,704 484,815		350,000 374,000		Check on phasing o		Ì	SALES	Agents Legals		3.0%	205,288 34,215				Pre CIL s106	1,000 £	/ Unit (all)	35,000		LIT	% GDV		]
Additional Profit		429.231	Um2 146			con	rect			Misc.		0.5%	34,215	239,503	5,177,387		Post CIL s106	1,000	£/ Unit (all)	35,000			0.00%		ı
Additional Profit		429,231	140						Developers P	% of costs (befo	ore interest)	0.00%			0		CIL	1,000	£/m2 Total	35,000					
										% of GDV		20.00%			1,368,587					(					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				5	5	9	9	7 921,910	921,910	1,659,438	1,659,438	1,290,674	0	0	0	0	0	0	0	0	0	0	0		0
Shared Ownership Affordable Rent					0	0	0	17,964 37,688	17,964 37,688	32,336 67,838	32,336 67,838	25,150 52,763	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy	-				0	0	0	0 0 977,562	0	0 0	0	0 0 1,368,587	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	TL.	J			J		J	917,562	977,562	1,759,611	1,759,611	1,360,587	Ü		U	J	U	v		v	a				U
Stamp Duty Easements etc. Legals Acquisition		33,256 0 13,127																							
Planning Fee Architects		13,475 108,243		108,243																					
QS Planning Consultants		9,020 18,040		9,020 18,040																					
Other Professional		18,040 45,101		45,101																					
Build Cost - BCIS Base s106/CIL	2		0	165,997 1,667	331,994 3,333	630,790 6,333	763,587 7,667	829,986 8,333	531,191 5,333	232,396 2,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	4,150 0	8,300 0	15,770 0	19,090 0	20,750 0	13,280 0	5,810 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		34,000																							
Legal and Valuation  Agents		0	0		0		0	29.327	29.327	52.788	52.788	41.058		0	0		0	0		0		0	0		0
Legals Misc.		0	ō	0	0	0	0	4,888	4,888	8,798	8,798	6,843	0	0	ō	0	0	ō	0	ō	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	274,263	0	352,218	343,628	652,893	790,344	893,284	584,019	302,126	61,586	47,901	0		0	0	0	0		0	0	0	0		0
For Residual Valuation	n Land Interest Profit on Costs Profit on GDV	875,126	17,241	17,499	23,045	28,545	38,767	51,204	50,707	45,565	24,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 1,368,587
	Cash Flow	-1,149,389	-17,241	-369,718	-366,673	-681,438	-829,111	33,074	342,835	1,411,921	1,673,639	1,320,686	0	0	0	0	0	0	0	0	0	0	0	0	-1,368,587
	Opening Balano Closing Balano	0 -1,149,389	-1,166,630	-1,536,348	-1,903,021	-2,584,458	-3,413,569	-3,380,495	-3,037,659	-1,625,738	47,901	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	1,368,587	0
CASH FLOW FOR CIL	. ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOM	Œ	0	0	0	0	0	0	977,562	977,562	1,759,611	1,759,611	1,368,587	0	0	0	0	0	0	0	0	0	0			0
EXPENDITURE Land		484,815																							
Stamp Duty Easements etc.		19,393 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		7,272	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 Architects		13,475 108,243	0	108,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional		9,020 18,040 45,101	0	9,020 18,040 45,101	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	165,997	331,994	630,790	763,587	829,986	531,191	232,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				143,077	143,077	143,077	5.000	9.000	9.000	7.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	4,150 0	8,300 0	15,770 0	19,090 0	20,750 0	13,280 0	5,810 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		34,000 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	29,327	29,327	52,788	52,788	41,058	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	4,888 0	4,888 0	8,798 0	8,798 0	6,843	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	ID INT AND DOOR	739,359	0	493,629	483,371	794,636	787,677	893,951	587,686	306,792	61,586	47,901	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	AD INT AND THOS																								
Misc. COSTS BEFORE LAN  For CIL calculation	Interest Profit on cost		11,090	11,257	18,830	26,363	38,678	51,073	50,585	45,496	24,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Interest Profit on cost Profit on GDV												0		0		0	0	0	0	0		0		0 0 1,368,587
	Interest Profit on cost	-739,359 0 -739,359	11,090 -11,090 -750,450	11,257	18,830 -502,201 -1,757,536	26,363 -820,999 -2,578,535	38,678 -826,355 -3,404,890	51,073 32,538 -3.372,352	50,585 339,291 -3.033.061	45,496 1,407,323 -1,625,738	24,386 1,673,639 47,901	1,320,696	0 0 1,368,587	0 1,368,587	0	0 1,368,587	0 0 1,368,587	0 1,368,587	0	0	0 1,368,587	0 0 1,368,587	0 0 1,368,587		0 0 1,368,587







OME ket Housing																								
	Av Size m2	%	Number 500		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning ago fe No dwgs	alic dwas	rate			Build Cost BCIS	/m2 897	
	95.7	85%	425		1,800	73,220,400	40,678		LAND	Land		/unit or m2 -4,466		-2.232.813			No dwgs No dwgs under	dwgs 500 450	385	173,250		BCIS CfSH Energy	897 13	1.50%
										Stamo Duty		-4,400	0	-2,232,013			No dwgs over !	450	115	51,750		Design	0	
ed Ownership	71.6		19		1,170		1,343			Easements etc. Legals Acquisit	ion	1.50%	-33,492	-33,492					Total	225,000	J	Acc & Adpt Over-extra 3	8	
dable Rent	71.6	11%	56		1,000	4,030,125	4,030		DI ANIMAG													Small Sites Site Costs	0	0% 15%
al Rent	71.6	0%	0		910	0	0		PLANNING	Planning Fee			225,000				Stamp duty cal	c - Residual	_		1	Site Costs	1,053	
and Subsidy	Shared Owners	thin				0				Architects QS / PM		6.00% 0.50%	3,375,762 281,314				Land payment			-2,232,813				
	Affordable Rent				0	0				Planning Consu		1.00%	562,627											
	Social Rent				0	0					onal	2.50%	1,406,568	5,851,270										
AREA - Not AREA - Gross	14.29	ha ha	35 26	/ha /ha		78,822,274	46,052		CONSTRUCT	TON Build Cost - BC	IS Based	1.053	48 489 308						Total					
AICEA - GIUSS	13.00		- 10	//86						s106 / CIL	IIO DIBINO		500,000						100					
per Quarter	0		1							Contingency Abnormals		5.00%	2,424,465 4,848,931				Stamp duty call Land payment	c - Add Profit		9.142.857				
Build Time	3	Quarters	ļ			RUN Residual			FINANCE								125,000	0% 1%	0%					
		Whole Site	Per ha NET	Per ha GROSS			sing balance =	0	PINANCE	Fees			36,000				500,000	3%	0%					
fual Land Value lative Use Value		-2,232,813 7,619,048	-156,297	-117,223 400,000		RUN CIL MACE	RO ctrlal			Interest Legal and Value	ation	6.00%		36,000			1,000,000 above	4% 5%	0%					
mare care value	20%	1,523,810		80,000			osing balance =	0		Lugarano varo	mron .			30,000			acove.	5,4	Total	0	ļ			
Plus /ha Viab	0 bility Threshold	9,142,857		480,000	1	Check on phasing	deas nos	1	SALES	Agents		3.0%	2,364,668				Pre CIL s106	1.000	£/ Unit (all)		1	LIT	% GDV	
						cor	rect			Legals		0.5%	394,111					-	Total	500,000			0.00%	0
tional Profit		-14.379.390	£/m/2 -353	Ì					L	Misc.				2,758,780	62,642,449		Post CIL s106	1,000	£/ Unit (all)		1			
									Developers P	rofit % of costs (befo		0.00%					CIL	0	£/m2 Total	500.000				
										% of GDV	are interest)	20.00%			15,764,455				1 Ocal	500,000				
DUAL CASH FLOW	FOR INTERES	ВТ																						
ME		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
S Started		38	38 5,564,750	38 5,564,750	38 5,564,750	38 5,564,750	46 5,564,750	46 6 736 277	46	46 6 736 377	46 6 736 377	46 6 736 377	34 6 726 277	4 079 00°	0	0	0	0	0	0	0	0	0	0
it Housing d Ownership		l	119.453	119.453	119,453	119.453	119.453	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	4,978,987 106,879	0	0	0	0	0	0	0	0	0	0
table Rent		l	306,290	306,290	306,290	306,290	306,290	370,772	370,772	370,772	370,772	370,772	370,772	274,049	0	0	0	0	0	0	0	0	0	0
and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	5,990,493	5,990,493	5,990,493	5,990,493	5,990,493	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	5,359,915	0	0	0	0	0	0	0	0	0	0
NDITURE																						1		
Duty ents etc.		0																						
Acquisition		-33,492																						
ng Fee		225,000																						
octs		3,375,762		0																				
ng Consultants		281,314 562,627		0		1																		
Professional		1,406,568		0		1																		
Cost - BCIS Base		1	3,685,187	3,685,187	3,685,187	3,685,187	3,685,187	4,461,016	4,461,016	4,461,016	4,461,016	4,461,016	4,461,016	3,297,273	0	0	0	0	0	0	0	0	0	0
CIL		1	38,000 184,259	38,000 184,259	38,000 184,259	38,000 184,259	38,000 184,259	46,000 223,051	46,000 223,051	46,000 223.051	46,000 223,051	46,000 223,051	46,000 223,051	34,000 164.864	0	0	0	0	0	0	0	0	0	0
gency mals			184,259 368,519	184,259 368,519	184,259 368,519	184,259 368,519	184,259 368,519	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	164,864 329,727	0	0	0	0	0	0	0	0	0	0
e Fees		36,000																						
and Valuation																								
		0																						
		0	179,715	179,715	179,715	179,715	179,715	217,549	217,549	217,549	217,549	217,549	217,549	160,797	0	0	0	0	0	0	0	0	0	0
		0	179,715 29,952	179,715 29,952	179,715 29,952	179,715 29,952	179,715 29,952	217,549 36,258	217,549 36,258	217,549 36,258	217,549 36,258		217,549 36,258	160,797 26,800	0	0	0	0	0	0	0	0	0	0
	INT AND PROF	0										217,549			0	0 0	0 0	0 0	0	0	0	0 0	0 0	0
S BEFORE LAND	INT AND PROF	0	29,952	29,952 0	29,952	29,952	29,952	36,258	36,258	36,258	36,258	217,549 36,258	36,258	26,800	0	0	0 0	0 0	0	0	0	0 0	0	0
S BEFORE LAND	Land	0	29,952 4,485,633	29,952 0 4,485,633	29,952 4,485,633	29,952 4,485,633	29,952 4,485,633	36,258 <b>5,429,977</b>	36,258 5,429,977	36,258 5,429,977	36,258	217,549 36,258 5,429,977	36,258 5,429,977	26,800	0	0	0	0	0	0	0	0	0 0	0
S BEFORE LAND	Land	0 0 0 5,853,778	29,952 4,485,633	29,952 0 4,485,633	29,952	29,952	29,952	36,258	36,258	36,258	36,258	217,549 36,258	36,258	26,800	0 0	0	0 0 0	0 0	0 0	0 0	0 0	0	0 0	0 0
S BEFORE LAND		0 0 0 5,853,778	29,952 4,485,633	29,952 0 4,485,633	29,952 4,485,633	29,952 4,485,633	29,952 4,485,633	36,258 <b>5,429,977</b>	36,258 5,429,977	36,258 5,429,977	36,258	217,549 36,258 5,429,977	36,258 5,429,977	26,800	0	0	0	0	0	0	0	0	0	0
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow	0 0 0 5,853,778 -2,232,813	29,952 4,485,633	29,952 0 4,485,633	29,952 4,485,633	29,952 4,485,633	29,952 4,485,633	36,258 <b>5,429,977</b>	36,258 5,429,977	36,258 5,429,977	36,258	217,549 36,258 5,429,977	36,258 5,429,977	26,800	0	0	0	0	0	0	0	0	0	0
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balanc	0 0 0 5,853,778	29,952 4,485,633 217,258	29,962 0 4,485,633 140,002	29,952 4,485,633 58,110	29,952 4,485,633	29,952 4,485,633 0	36,258 5,429,977 0	36,258 5,429,977 0	36,258 5,429,977 0	36,258 5,429,977 0	217,549 36,258 5,429,977	36,258 5,429,977 0	26,800 4,013,461	0	0	0	0	0	0	0	0	0	0
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow	0 0 0 5,853,778 -2,232,813 -3,620,965	29,952 4,485,633 217,258	29,952 0 4,485,633 140,002	29,952 4,485,633 58,110 1,446,750	29,962 4,485,633 0 1,504,860	29,952 4,485,633 0 1,504,860	36,258 5,429,977 0 1,821,673	36,258 5,429,977 0 1,821,673	36,258 5,429,977 0 1,821,673	36,258 5,429,977 0	217,549 36,258 5,429,977 0	36,258 5,429,977 0 1,821,673	26,800 4,013,461 0 1,346,454	0	0	0	0	0	0	0	0	0	0
S BEFORE LAND	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965	29,952 4,485,633 217,258 1,287,602 -2,333,363	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,962 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
sidual Valuation	Land Interest Profit on Costs Profit on GDV Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965	29,952 4,485,633 217,258	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,962 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454	0 0 15,764,455	0	0 0 0 0 0 15,764,455	0 0 15,764,455	0	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0	0 0 15,764,455
rsidual Valuation	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965	29,952 4,485,633 217,258 1,287,602 -2,333,363	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND esidual Valuation  I FLOW FOR CIL AL	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 1 5,853,778 -2,232,813 -3,620,965 0 1 3,620,965	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI  E  INCOME	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 15.764,455 Year 16 0	0 0 0 15,764,455 Year 17   0	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI  BE INCOME  Duty  sents etc.	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2,232,813 -3,620,965 -3,620,965 OFIT Year 1 0 9,142,857	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2	29,952 0 4,485,633 140,002 1,364,858 -968,506	29,952 4,485,633 58,110 1,446,750 478,245	29,952 4,485,633 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,860 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638	36,258 5,429,977 0 1,821,673 7,131,311 Year 8	36,258 5,429,977 0 1,821,673 8,952,983	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12	26,800 4,013,461 0 1,346,454 15,764,455	0 0 15,764,455	0 0 0 0 15,764,455	0 0 0 15,764,455 Year 16	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455	0 0 0 15,764,455 Year 20	0 0 15,764,455	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIT. AI  EE  NCOME  NOTURE  Duay  ents etc.  Acquisition	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 -3,620,965 OFIT Year 1 0 0 137,143	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 0 15,764,455 Year 15 0 0 0 0	0 0 0 15,764,455 1 Year 16 0	0 0 15,764,455 Year 17 0	0 0 15,764,455 Year 18 0	0 0 15,764,455	0 0 0 15.764.455 Vear 20 0 0 0 0 0 0 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND  Sidual Valuation  FLOW FOR CIL AI  BE  BNCOME	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 5.853,778 -2.232,813 -3.620,965 0 -3.620,965 0 0 0 137,143 225,00 3,375,762 3,375,762	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,485,633 140,002 1,364,858 -968,505 Year 3 5,990,493	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,860 3,487,965 Year 6 5,990,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649	36,258  5,429,977  0  1,821,673  7,131,311  Year 8  7,251,649	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 0 15,764,465 Year 15	0 0 0 15,764,455 1 Year 16 0	0 0 15,764,455 Year 17 0	0 0 15,764.455 Year 18 0	0 0 15,764,455	0 0 0 15,764,455 Year 20 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. AI  E  NCOME  NOTURE  Duty  control quickon  g Fee cit.	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 5.853,778 -2.232,813 -3.620,965 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,962 4,465,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 15,764,455 Year 15 0	0 0 0 0 15,764,455 Vear 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17 0	0 0 15,764,455 Year 18 0	0 0 15,764,455	0 0 0 15,764,455 Year 20 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. AI  FLOW FOR CIL. AI  BE  NCOME  NCOME  Duty  nets etc.  Acquisition  G Fee  cts  G Consultants	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 5.853,778 -2.232,813 -3.620,965 0 -3.620,965 0 0 0 137,143 225,00 3,375,762 3,375,762	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,962 4,465,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915	0 0 15,764,455	0 0 0 15,764,455 Year 15 0 0 0 0	0 0 0 15.764,455 Year 16 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17 0	0 0 15,764,455 Year 18 0	0 0 15,764,455	0 0 0 15,764,455 Vear 20 0	0 0 15,764,455 Year 21 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI  FLOW FOR CIL AI  E  NCOME  NCOME  Duty  Arter etc.  Free  Free  Consultants  Trofessional	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2.232,813 -3,620,965 0 -3,620,965 0 137,143 225,000 3,375,762 281,314 562,627	29,952 4,485,633 217,258 1,287,602 -2,333,363 Year 2 5,990,493	29,952 0 4,485,633 140,002 1,364,858 -968,505 Year 3 5,990,493	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493	29,962 4,495,633 0 1,504,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,860 3,487,965  Year 6 5,990,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649 0 0 0 0 0	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 7,251,649 0 0 0 0 0	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0	26,800 4,013,461 0 1,346,454 15,764,455  Year 13 5,359,915 0 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 0 15,764,455 Year 15 0	0 0 0 15,764,455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 Year 17 0 0	0 0 0 15,764,455 Year 18 0 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15,764,455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL AI FLOW FOR CIL AI E  NCOME  Duty ords etc. cis g Fee cis g Consultaria rofessional out - BCIS Base  WITAL CILL Base	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2.232,813 -3,620,965 0 -3,620,965 0 137,143 225,000 3,375,762 281,314 562,627	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,495,633 140,002 1,264,858 968,505 Year 3 5,990,493	29,962 4,465,633 58,110 1,446,750 478,245 Year 4 5,990,493	28,952 4,485,633 0 1,564,860 1,983,105 Year 5 5,990,493	29,952 4,485,633 0 1,504,880 3,487,965 Year 6 5,999,493	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 0 0 0 0 0 0 4,651,016	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,251,649	36,258 5,429,977 0 1,821,673 10,774,656	217,549 36,258 5,429,977 0 1,821,673 12,596,328	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0	28,800 4,013,461 0 1,346,454 15,764,455  Year 13 0 0 0 0 0 0 0	0 0 15,764,455	0 0 0 15,764,455 Year 15 0	0 0 0 15,764,455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 Year 17 0 0	0 0 0 15,764,455 Year 18 0 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15,764,455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. All  E  NCOME  NOTURE  DIFFE  STEP   Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5,853,778 -2,232,813 -3,620,965 0 3,620,965 0 137,143 0 0 0 3,375,762 281,314 562,627 1,406,568	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493	29,952 0 4,485,633 140,002 1,364,858 968,505 Year 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 3,685,187 1,198,283 38,000	29,952 4,485,633 0 1,504,860 3,487,965  Year 6 5,996,493 0 0 0 0 0 0 1,504,850 3,487,965	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016 -1,198,283 46,001	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 0 0 0 0 0 4,651,016 1,188,283	36,258 5,429,977 0 1,821,673 8,962,963 Vear 9 7,251,649 0 0 0 0 0 4,461,016 1,156,263	36,258 5,429,977 0 1,821,673 10,774,656  Vear 10 0 0 0 0 0 4,461,016 1,192,283	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	56,258 5,429,977 0 1,821,673 14,418,001  Year 12 0 0 0 0 0 0 4,461,016 1,186,283	26,800 4,913,461 0 1,246,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 0 3,297,273	0 0 15,764,465 Year 14 0	0 0 0 15,764,455 Vear 15 0 0 0 0	0 0 0 15,764,455 1 7 ear 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17 0 0 0 0 0	0 0 15,764,455 Year 18 0 0 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 0 15.764.455 Year 29 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455	
FLOW FOR CIL AI  E  NOOME  NOTURE  Discrete Section of	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 2,303,363 Year 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,485,633 140,002 1,264,858 968,505 Year 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 0 1,504,860 1,983,105 Year 5 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 0 1,504,860 3,487,965 Year 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 0 0 0 0 0 0 4,651,016	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,291,649 0 0 0 0 0 0 0 4,461,016	36,258 5,429,977 0 1,821,673 10,774,656  Vear.10 0 0 0 0 0 0 0 4,651,016	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	26,800 4,013,461 0 1,346,454 15,764,455  Year 13 5,359,915 0 0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 0 15,764,455 Year 15 0	0 0 0 15,764,455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 Year 17 0 0	0 0 0 15,764,455 Year 18 0 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15,764,455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND  SIGNATURE  NOOME  NOOM	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 5.853,778 -2.232,813 -3.620,965 0 0,3.620,965 0 0 137,143 225,00 0 137,143 225,00 0 137,143 225,00 0 0 142,657 1,406,658 0 0 0 1,106,658	29,952 4,485,633 217,258 1,287,502 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 3,685,187 1,198,083 368,519	29,952 0 4,485,633 140,002 1,364,858 968,505 Vear 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245  Vear 4 5,999,493 0 0 0 0 0 3,685,187 1,198,263 38,003 38,003 389,519	29,952 4,485,633 0 1,554,860 1,983,105 Year 5 5,999,493 0 0 0 0 0 0 3,685,187 1,988,283 1,988,281	29,952 4,485,633 0 1,504,860 3,487,965 Vear 6 5,995,493 0 0 0 0 3,685,187 1,198,283 380,051 380,519	36,258 5,429,977 0 1.821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016 -1,198,283	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 4,461,016 4,461,016 220,051 2446,102	36,258 5,429,977 0 1,821,673 8,562,663 Year 9 7,291,649 0 0 0 0 0 4,461,016 1,182,263 446,102	36,258 5,429,977 0 1.821,673 10,774,656 Year 10 7,251,649 0 0 0 0 4,461,016 1,198,263 446,102	217,549 36,258 5,429,977 0 1,821,673 12,596,328  Vear 11 7,251,649 0 0 0 0 0 4,461,016 -1,168,283 446,102	36,258 5,429,977 0 1,821,673 14,418,001  Year 12 7,251,649 0 0 0 0 0 0 4,461,000 220,051 446,000	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 3,297,273 34,000 164,854 329,727	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 15,764,455 Vear 15 0 0 0 0	0 0 15.764.455 0 15.764.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17	0 0 15,764,465 Year 18	0 0 15,764,455	0 0 15.764.455 Vear 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND.  SIGNAT Valuation  FLOW FOR CR. AI  NCOME	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,485,633 1,364,858 -968,506 Year 3 5,399,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 1,446,750 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 0 1,504,860 1,983,105  Year 5 5,999,493 0 0 0 0 0 0 0 3,665,187 1,198,283 3,8000	29,952 4,485,633 0 1,504,860 1,504,860 3,487,965  Year 6 5,999,493 0 0 0 0 0 0 0 1,168,187 1,158,283 38,000	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,010 1,196,263 4,600 223,051	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 4,461,000 1,166,283	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,291,649 0 0 0 0 0 4,485,518 4,4000 223,061	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 7,251,649 0 0 0 0 0 4,461,016 1,156,283 46,000 223,051	217,549 36,258 5,429,977 0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 4,461,000 1,186,283 4,600 223,051	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 3,297,273 34,000	0 0 15,764,455 Year 14 0 0 0 0	0 0 15,764,455 Year 15 0 0 0 0	0 0 15.764,455 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,465 Year 17   0 0 0	0 0 15,764,455 Year 18 0 0 0 0 0	0 0 15,764,455 Vear 19 0 0 0	0 0 15.764.455 Year 20 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND  SIGNATURE  PLOW FOR CIL. AI  EE  NOCOME  NOTURE  Duy  Series set.  Occupation  To Fee  Signature  Go Orselfarts  To Go Signature  To Go Signatur	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,485,633 140,002 1,364,858 -968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 58,110 1,446,750 478,245 Year 4 5,996,493 0 0 0 0 0 0 0 1,368,187 1,198,283 38,000 184,299 368,519 0	29,952 4,485,633 0 1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 1,504,860 1,983,105 1,1983,105 0 0 0 1,504,860 0 0 0 0 0 0 0 0 0 1,504,860 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,860 3,487,965 Year 6 5,990,493 0 0 0 0 0 0 1,504,860 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1.821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,02 4,461,02 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 4,661,02 4,661,02 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5.429,977 0 1.821,673 8.962,963 7.291,649 0 0 0 0 0 4.481,016 1.882,0	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 7,251,649 0 0 0 0 0 4,461,02 1,198,223 44,000 223,051 446,102 0	217,549 30,259 6,479,977 0 1,621,673 17,509,339 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 4,461,02 4,600 223,051 446,102 0 0	26,800 4,013,461 0 1,346,464 15,764,465 Year 13 5,359,915 0 0 0 0 0 0 0 0 0 0 3,297,273	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,764,465	0 0 0 15,764,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764.455 9 0 0 0 0 0 0	0 0 15,764,465 Year 18	0 0 15,764,455	0 0 15.764.455 Year 20 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND ossidual Valuation ossidual	Land Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Closing Balano	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,952 0 4,465,633 140,002 1,364,858 -968,505 Vear 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 24,485,633 55,119 1,446,750 478,246 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,504,860 1,508,105  Year 5 5,999,493 0 0 0 0 0 3,665,187 1984,299 0 0 178,715 20,662	29,952 4,485,633 0 1,504,860 3,467,965 Year 6 5,990,493 0 0 0 0 0 0 3,665,187 1,198,283 38,000 184,299 368,169	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 4,461,016 -1,198,283 46,000 42,000 4461,012	96,259,977  0  1,821,973  7,131,311  Year B  0  0  0  0  0  0  0  0  0  0  0  0  0	36,258 5,479,977 0 1,821,673 8,952,983 7,291,649 0 0 0 0 4,461,016 1,182,281 220,051 220,051 221,549 36,258	36,258 5,429,977 0 1.821,673 10,774,656 Year 10 7,251,649 0 0 0 0 4,461,016 1,198,263 446,102	217,549 36,258 5,429,977 0 1,821,673 12,596,328  Vear 11 7,251,649 0 0 0 0 0 4,461,016 -1,168,283 446,102	96.259.877  0  1.821.673  14.418.001  Year 12  7.251.449  0  0  0  0  0  0  0  0  0  0  0  1.822.001  4.461.010  4.461.010  0  0  0  0  0  0  0  0  0  0  0  0	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 3,297,273 34,000 164,854 329,727	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,764,455 Vear 15 0 0 0 0 0	0 0 0 15,764,455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,465	0 0 15.764.455 Year 21 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
FLOW FOR CIL. AI  FLOW FOR CIL. AI  SECURITY  NECOME	Land Infecest Profit on Costs Profit on Costs Profit on Costs Profit on Costs Cash Flow Opening Balance Closing Balance DOMITIONAL PR As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 217,258 1,287,602 2,333,363 Year 2 5,990,493 0 0 0 0 0 0 0 0 0 184,259 368,519 0 179,715	29,952 0 4,495,633 140,002 1,364,858 968,505 Year 3 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,633 1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 1,504,860 1,983,105	29,952 4,485,633 0 1,504,890 3,487,985 Year 6 0 0 0 0 0 0 0 0 0 184,299 184,299 288,519 0 179,715	36,258 5,429,977 0 1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 4,461,016 4,198,383 223,051 446,102	36,258 5,429,977 0 1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 4,461,016 1186,263 222,061 446,100 0 11,549	36,258 5,429,977 0 1,821,673 8,962,983 Year 9 7,291,649 0 0 0 0 0 4,461,016 1,168,263 223,051 446,100 0 1,1154,948	36,258 5,429,977 0 1,821,673 10,774,656 Year 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	217,540 36,259 6,429,577 0 11,221,673 11,221,673 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	36,258 5,429,977 0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 4,461,016 1,186,223 223,051 446,102 0 0 1,17,549	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,207,273 94,000 164,864 329,727 0 0 160,787	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,764,465	0 0 0 15,764,455 1 Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,465	0 0 15.764.455 Year 21 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,764,455
S BEFORE LAND.  FLOW FOR CE. Al.  MCOME  NGOME  NGOME  NGOME  NGOME  One Base  NGOME	Land Infecest Profit on Costs Profit on Costs Profit on Costs Profit on Costs Cash Flow Opening Balance Closing Balance DOMITIONAL PR As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 1,198,783 38,000 184,209 366,519 179,715	20,962 0 4465,533 1440,002 1440,002 15,645,553 1440,002 15,645,555	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,863,105 Year 5 5,990,493 0 0 0 0 0 1,1504,260 0 0 0 1,1504,260 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,890 3,487,965 Vear 6 5,990,493 0 0 0 0 0 0 1,504,890 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.429.277  0  1.821.673 5.309.538  Vesit 7  2.251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 2 2.217.640 0 2 2.217.640 0 0 2 2.217.640	96,259 5,429,977 0 1 1,821,673 3 1 1,721,673 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	36,256 5.429,877 0 1,821,673 8.562,663 7.251,649 0 0 0 0 0 4.461,602 4.461,602 0 0 0 0 1,156,263	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	217,549 30,258 0 1,221,673 0 1,221,673 17,569,339 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.29377  0  1.221.673  1.4416.001  Vest 12  2.251.649  0  0  0  0  0  0  0  0  0  0  0  0  0	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,297,273 34,000 0 164,864 329,727 0 0 150,787 26,800	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,794,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 115,714,455 Year 19 0 0 0 0 0 0 0	0 0 0 15.794.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0	0 0 15,764,455	0 0 15,794,465 Year 23 0 0 0 0 0 0 0 0
FLOW FOR CIL. AI  FLOW FOR CIL. AI  SECURITY  NECOME	Land Infecest Profit on Costs Profit on Costs Profit on Costs Profit on Costs Cash Flow Opening Balance Closing Balance DOMITIONAL PR As Above	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 1,198,783 38,000 184,209 366,519 179,715	20,962 0 4466,533 1440,002 1440,002 15,645,553 1440,002 15,645,555	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,863,105 Year 5 5,990,493 0 0 0 0 0 1,1504,260 0 0 0 1,1504,260 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,890 3,487,965 Vear 6 5,990,493 0 0 0 0 0 0 1,504,890 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.429.277  0  1.821.673 5.309.538  Vesit 7  2.251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 2 2.217.640 0 2.227.640	96,259 5,429,977 0 1 1,821,673 3 1 1,721,673 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	36,256 5.429,877 0 1,821,673 8.562,663 7.251,649 0 0 0 0 0 4.461,602 4.461,602 0 0 0 0 1,156,263	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	217,549 30,258 0 1,221,673 0 1,221,673 17,569,339 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.29377  0  1.221.673  1.4416.001  Vest 12  2.251.649  0  0  0  0  0  0  0  0  0  0  0  0  0	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,297,273 34,000 0 164,864 329,727 0 0 150,787 26,800	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,794,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455  Year 17 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 115,714,455 Year 19 0 0 0 0 0 0 0	0 0 0 15.784.455 8 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0	0 0 15,764,455	9 0 15.764.405 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EFLOW FOR CE. AI.  E NCOME  NCOME  NCOME  NCOME  OUT 100	Lend Lend Lend Lend Lend Lend Lend Lend	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,495,633 217,258 1,287,602 2,333,363 Year 2 5,996,493 0 0 0 0 0 0 1,198,783 38,000 184,209 366,519 179,715	20,962 0 4466,533 1440,002 1440,002 15,645,553 1440,002 15,645,555	29,962 4486,633 56,110 1,446,750 478,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,465,433 0 1,504,860 1,863,105 Year 5 5,990,493 0 0 0 0 0 1,1504,260 0 0 0 1,1504,260 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 4,485,633 0 1,504,890 3,487,965 Vear 6 5,990,493 0 0 0 0 0 0 1,504,890 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.429.277  0  1.821.673 5.309.538  Vesit 7  2.251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 2 2.217.640 0 2.227.640	96,259 5,429,977 0 1 1,821,673 3 1 1,721,673 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	36,256 5.429,877 0 1,821,673 8.562,663 7.251,649 0 0 0 0 0 4.461,602 4.461,602 0 0 0 0 1,156,263	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	217,549 30,258 0 1,221,673 0 1,221,673 17,569,339 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5.29377  0  1.221.673  1.4416.001  Vest 12  2.251.649  0  0  0  0  0  0  0  0  0  0  0  0  0	26,800 4,013,461 0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 3,297,273 34,000 0 164,864 329,727 0 0 150,787 26,800	0 0 15,764,465 Year 14 0 0 0 0 0 0	0 0 0 15,794,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15,764,455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 17 0 0 0 0 0 0 0 0 0	0 0 15,764,455 Year 18   0 0 0 0 0 0 0 0	0 0 115,714,455 Year 19 0 0 0 0 0 0 0	0 0 0 15.794.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 Year 21 0 0 0 0 0 0 0	0 0 15,764,455	9 0 0 0 15,784.455 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
EFLOW FOR CE. AI.  E NCOME  NCOME  NCOME  NCOME  OUT 100	Land Trees T	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29 902 A485.633 A485.	29,962 4,465.833 1440,002 14,564.858 14,564.858 15,564.858 10,564.	29,962 4.465.633 55,110 1.446.750 1.446.750 0 0 0 0 0 0 0 0 0 0 0 0 1.582.636 194.250 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 952 4486.533 0 0 1 1.504.960 0 1 5983.005 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 A486,633 0 0 1,504,890 3 A47,965 493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,29   6.429.977   0   1,821,673   0   1,821,673   0   0   1,821,673   0   0   0   0   0   0   0   0   0	96,259  6.423,677  1,621,673  7,191,311  Year S  0  0  0  1,621,673  1,621,673  0  0  0  0  0  0  0  0  0  0  0  0  221,051  4.441,056  6.223,051  4.421,694	36,259 5.42877 0 1.621,672 6 1	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	277,549 30,258 4,49,877  1,221,679  1,221,679  1,221,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679	36,268 5,429,977 0 1,821,673 1 1,421,673 1 1,4418,071 1 1,4418,071 1 1,4418,071 1 1,4818,071 1 1	26,800 A013,461 A013,	0 0 15754.455 Year 14   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.754.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.050 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 7 Year 19 0 0 0 0 0 0 0 0	0 0 0 15.784.455 8 0 0 0 0 0 0 0 0	0 0 115.794.605 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 15.764.60 9 10.040.722 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 15.764.405 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
FLOW FOR CR. AI  E  NCOME  NOTURE  Duty  OF Red  CR  OF STATES ACCURATES  PORTS ACCURATES	Land Land Process of the Control of	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29 902 A485.633 A485.	29,962 4,465.833 1440,002 14,564.858 14,564.858 15,564.858 10,564.	29,962 4.465.633 55,110 55,110 1.446.750 478,246 478,246 0 0 0 0 0 0 0 0 0 1.58,266 194,269 194,269 194,269 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 952 4486.533 0 0 1 1.504.960 0 1 5983.005 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	29,962 A486,633 0 0 1,504,890 3 A47,965 493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,29   6.429.977   0   1,821,673   0   1,821,673   0   0   1,821,673   0   0   0   0   0   0   0   0   0	96,259  6.423,677  1,621,673  7,191,311  Year 8  0  0  0  1,621,673  1,621,673  0  0  0  0  0  0  0  0  0  0  0  0  221,051  4.441,056  6.223,051  4.421,694	36,259 5.42877 0 1.621,672 6 1	96,259,877  0  1,821,673  10,774,666  Year 19  0  0  0  0  0  0  0  0  0  0  0  0  0	277,549 30,258 4,49,877  1,221,679  1,221,679  1,221,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679  2,21,679	36,268 5,429,977 0 1,821,673 1 1,421,673 1 1,4418,071 1 1,4418,071 1 1,4418,071 1 1,4818,071 1 1	26,800 A013,461 A013,	0 0 15754.455 Year 14   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15,764,455 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.754.455 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 15.764.050 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 7 Year 19 0 0 0 0 0 0 0 0	0 0 0 15.784.455 8 0 0 0 0 0 0 0 0	0 0 115.794.605 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 15.764.60 9 10.040.722 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 15,784.455 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

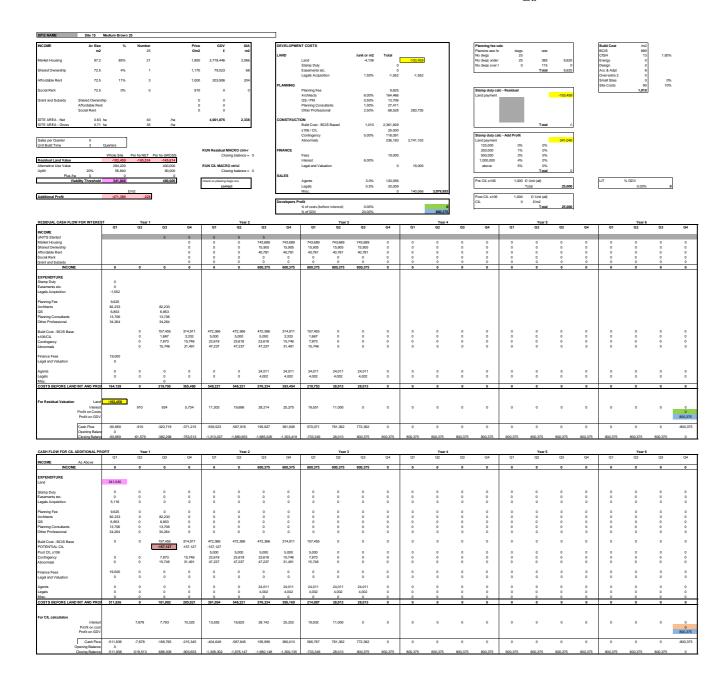


SITE NAME	Site 13	Large Brown 15	0						1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
	m2		150		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fo No dwgs	dwgs	rate			BCIS CfSH	897 13	1.50%	
Market Housing	95.9	85%	128		1,800		12,232			Land Stamp Duty		-6,740	0	-1,011,017			No dwgs under No dwgs over :	100	385 115	38,500 11,500		Energy Design	0		
Shared Ownership	71.3	4%	6		1,170		401			Easements etc Legals Acquisit	ion	1.50%	-15,165	-15,165			ı——		Total	50,000		Acc & Adpt Over-extra 3	8		
Affordable Rent	71.3	11%	17		1,000		1,203		PLANNING													Small Sites Site Costs	0 135	0% 15%	
Social Rent	71.3		0		910	0	0			Planning Fee Architects		6.00%	50,000 1,013,943				Stamp duty ca Land payment	ic - Residual		-1,011,017			1,053		
Grant and Subsidy	Shared Owners Affordable Ren				0	0				QS / PM Planning Consu	itants	0.50%	84,495 168,990												
SITE AREA - Not	Social Rent				0	0				Other Profession	inal	2.50%	422,476	1,739,905											
SITE AREA - Net SITE AREA - Gross	3.75 5.00		40 30	/ha /ha		23,689,617	13,836		CONSTRUCT	Build Cost - BC	IS Based	1,053	14,564,390						Total	0					
										s106 / CIL Contingency		5.00%	150,000 728,220				Stamp duty ca	ic - Add Profit							
Sales per Quarter Unit Build Time	0 3	Quarters								Abnormals			1,456,439	16,899,049			Land payment 125,000	0% 1%	0%	2,400,000					
		Whole Site	Per ha NET	Per ha GROSS	ii.	RUN Residual N	MACRO ctrl+r sing balance = 1	0	FINANCE	Fees			38,000				250,000 500,000	3%	0% 0%						
Residual Land Value Alternative Use Value	20%	-1,011,017 2,000,000 400,000	-269,605	-202,203 400,000		RUN CIL MACR				Interest Legal and Value	ation	6.00%	0	38,000			1,000,000 above	4% 5%	0% 0%						
Uplift Plus /ha	a 0	0		80,000 0	ii.		sing balance = 1	0	SALES										Total	0					1
Via	ability Threshold	2,400,000		480,000		Check on phasing o				Agents Legals		3.0% 0.5%	710,689 118,448				Pre CIL s106		£/ Unit (all) Total	150,000		LIT	% GDV 0.00%	0	
Additional Profit		-3,945,429	Jm2 -323							Misc.				829,137	18,479,908		Post CIL s106	1,000	£/ Unit (all)						
									Developers P	rofit % of costs (before of GDV)	ore interest)	0.00%			4,737,923		CIL	0	£/m2 Total	150,000					
RESIDUAL CASH FLOW	W FOR INTERES	iT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	04	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				9	0	0	0	1,321,006 28 162	1,321,006 28,162	1,321,006 28,162	1,321,006 28,162	9 1,321,006 28.162	9 1,321,006 28,162	9 1,321,006 28,162	1,321,006 28.162	1,321,006 28 162	1,321,006 28 162	9 1,321,006 28,162	9 1,321,006 28 162	1,321,006 28.162	1,321,006	1,321,006	1,321,006	880,670 18.775	0
Shared Ownership Affordable Rent					0	0	0	72,210	72,210	72,210	28,162 72,210	72,210	28,162 72,210	28,162 72,210	28,162 72,210	72,210	28,162 72,210	72,210	72,210	72,210	72,210	72,210	72,210	48,140	0
Social Rent Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	E	0	0	0	0	0	0	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	947,585	0
Stamp Duty		0																							
Easements etc. Legals Acquisition		-15,165																							
Planning Fee		50,000																							
Architects QS		506,971 42,248		506,971 42,248																					
Planning Consultants Other Professional		84,495 211,238		84,495 211,238																					
Build Cost - BCIS Base			0	291,288	582,576	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	776,767	485,480	194,192	0	0	0
s106/CIL Contingency			0	3,000 14,564	6,000 29,129	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	9,000 43,693	8,000 38,838	5,000 24,274	2,000 9,710	0	0	0
Abnormals			0	29,129	58,258	87,386	87,386	87,386	87,386	87,386	87,386	87,386	87,386	87,386	87,386	87,386	87,386	87,386	87,386	77,677	48,548	19,419	0	0	0
Finance Fees Legal and Valuation		38,000 0																							
Agents		0	0	0	0	0	0	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	42,641	28,428	0
Legals Misc.		0	0	0	0	0	0	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	4,738	0
COSTS BEFORE LAND	D INT AND PROF	917,787	0	1,182,933	675,962	1,013,943	1,013,943	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	951,031	613,050	275,069	49,748	33,165	0
For Residual Valuation	Land	-1,011,017																							
	Interest Profit on Costs		0	0	16,346	26,730	42,340	58,185	53,692	49,132	44,504	39,806	35,038	30,198	25,286	20,300	15,239	10,102	4,889	0	0	0	0	0	0
	Profit on GDV																								4,737,923
	Cash Flow Opening Balance	93,230 0	0	-1,182,933	-692,308	-1,040,673	-1,056,283	299,501	303,994	308,554	313,182	317,880	322,648	327,488	332,400	337,386	342,447	347,584	352,797	470,346	808,327	1,146,308	1,371,629	914,419	-4,737,923
	Closing Balano	93,230	93,230	-1,089,703	-1,782,011	-2,822,684	-3,878,967	-3,579,466	-3,275,472	-2,966,918	-2,653,736	-2,335,856	-2,013,208	-1,685,720	-1,353,320	-1,015,934	-673,487	-325,904	26,894	497,240	1,305,567	2,451,875	3,823,504	4,737,923	0
CASH FLOW FOR CIL.	ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4
INCOME	E	0	0	0	0	•	0	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	947,585	0
EXPENDITURE Land		2,400,000				1								1				1							
Stamp Duty 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
Easements etc. Legals Acquisition		0 36,000	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		50,000 506,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		42.248	0	506,971 42,248	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		84,495 211,238	0	84,495 211,238	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	291,288	582,576	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	776,767	485,480	194,192	0		0
POTENTIAL CIL Post CIL s106			1	-263,029	-263,029	-263,029 9,000	-263,029 9,000	-263,029 9,000	-263,029 9,000	-263,029 9,000	-263,029 9,000	-263,029 9,000	-263,029 9,000	-263,029 9,000	263,029 9,000	-263,029 9,000	-263,029 9,000	-263,029 9,000	9.000	9.000	9.000	6,000		0	
Contingency Abnormals		0	0	14,564 29,129	29,129 58,258	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	38,838 77,677	24,274 48,548	9,710 19,419	0	0	0
Abnormals Finance Fees		38,000		0	0	0.500	0	07,300	0	0.00	07,300	0	07,386	07,500	0.00	0	0.000	0	07,300	0	0	0		0	
Finance Fees Legal and Valuation		0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	42,641 7.107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7.107	42,641 7,107	42,641 7,107	42,641 7.107	42,641 7.107	42,641 7,107	42,641 7,107	42,641 7.107	42,641 7.107	42,641 7.107	42,641 7,107	42,641 7.107	28,428 4,738	0
Misc.	D INT AND D	0		0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LANE	U IN I AND PROF	3,368,952	U	916,905	406,933	750,914	750,914	800,663	800,663	800,663	800,663	800,663	800,663	800,663	800,663	800,663	800,663	800,663	1,063,691	952,031	617,050	279,069	49,748	33,165	0
For CIL calculation	Interest		50,534	51,292	65,815	72,906	85.264	97,806	89,963	82,002	73,921	65,719	57,394	48.944	40.368	31,662	22,827	13,858	4.756	0	0	0	0	0	
	Profit on cost Profit on GDV		au,a34	01,292	60,815	72,906	60,284	97,805	69,963	62,002	13,821	60,/19	D1,394	40,344	40,368	31,662	22,827	13,858	4,755	U	U	U	J	J	0 4,737,923
	Cash Flow	-3,368,952	-50,534	-968.197	-472,749	-823,821	-836,178	522,908	530,752	538,713	546,794	554,995	563,320	571,770	580,347	589,052	597,888	606,856	352,930	469,346	804,327	1,142,308	1,371,629	914,419	-4,737,923 -4,737,923
			·ou,o34	-900,197	→r∠,/49	1023,821	-0.30,178	022,908	530,752	536,713	545,794	004,995	003,320	5/1,//0	peu,347	200,000	588,\wc	800,856	302,930	400,346	004,327	1,142,308	1,371,629	314,419	-×,131,923
	Opening Balance Closing Balance	.2 200 002	-2 410 497	4 207 604	-4 960 422	.c cox 252	-6 520 424	-5 007 522	E 400 7**	-4 029 050	4 201 207	-2 926 270	-3.262.949	.2 601 170	-2 110 922	4 524 700	-923.893	.917.097	25 904	505 240	1.309.567	2 454 975	2 922 504	4 727 922	0

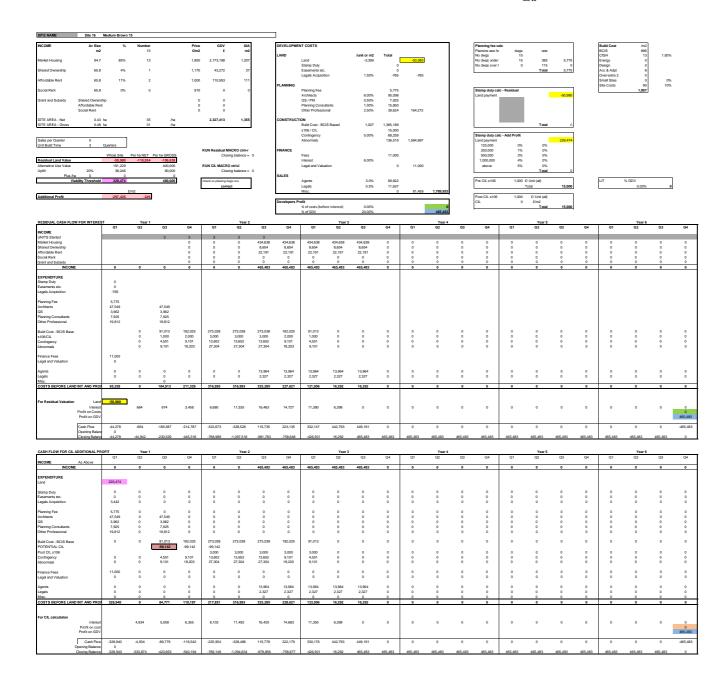


SITE NAME	Site 14	Large Brown 60							]																
INCOME	Av Size m2	%	Number 60		Price £/m2	GDV	GIA m2		DEVELOPMEN	T COSTS							Planning fee of	alc	rate			Build Cost BCIS	/m2		
Market Housing	94.6		51		1,800	8,688,600	4,827		LAND	Land		/unit or m2 -7,872	Total	472.295			No dwgs No dwgs under	dwgs 60 10	385	3,850		CfSH Energy	897 13 0	1.50%	
Shared Ownership	71.1		2		1,170	187,054	160			Stamp Duty Easements etc.			0				No dwgs over	10	115 Total	1,150		Design Acc & Adpt	0		
Affordable Rent	71.1		7		1.000	479.625	480			Legals Acquisiti	on	1.50%	-7,084	-7,084			,			0,000		Over-extra 3 Small Sites	0	0%	
Social Rent	71.1	0%	0		910	0	0		PLANNING	Planning Fee			5,000				Stamp duty ca	fc - Residual				Site Costs	135 1,053	15%	
Grant and Subsidy	Shared Owners					0				Architects QS / PM		6.00% 0.50%	400,654 33,388				Land payment			-472,295					
,	Affordable Ren Social Rent	r.			0	0				Planning Consul Other Professio	tants nal	1.00%	66,776 166,939	672.757											
SITE AREA - Net	1.71	ha	35	/ha		9,355,279	5,467		CONSTRUCT	ON															
SITE AREA - Gross	1.91	ha	31	/ha				ļ		Build Cost - BCI s106 / CIL	IS Based	1,053	5,754,406 60,000						Total	0					
Sales per Quarter	0									Contingency Abnormals		5.00%	287,720 575,441	6,677,567			Stamp duty ca Land payment			919,193					
Unit Build Time	3	Quarters				RUN Residual I			FINANCE								125,000 250,000	1%	0%						
Residual Land Value		Whole Site 472,295	-275,506	Per ha GROSS -246,631			ising balance =	0		Fees Interest		6.00%	29,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift	20%	765,994 153,199		400,000 80,000		RUN CIL MACE Cio	RO ctrl+I using balance =	0		Legal and Valua	tion		0	29,000			above	5%	0% Total	0					
Plus /I	ha 0 Nability Threshold	919,193		480,000	ı	Check on phasing		ı	SALES	Agents		3.0%	280,658				Pre CIL s106	1,000 £/	Unit (all)			LIT	% GDV		
		1	Um2			con	rect	l		Legals Misc.		0.5%	46,776 0	327,435	7,227,379				otal	60,000			0.00%	0	
Additional Profit		-1,505,381	-312						Developers Pr	ofit							Post CIL s106 CIL	1,000 0	£/Unit (all) £/m2						
										% of costs (befo % of GDV	re interest)	0.00% 20.00%			1,871,056				Total	60,000					
RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2				Year 3			_	Year 4				Year 5				Year 6		
INCOME LINITS Started		Q1	Q2	Q3	04	Q1	Q2	Q3	Q4 9	Q1 9	Q2 5	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing				5	0	0	0	724,050	724,050	1,303,290	1,303,290	1,303,290	1,303,290	1,303,290	724,050	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	15,588 39,969	15,588 39,969	28,058 71,944	28,058 71,944	28,058 71,944	28,058 71,944	28,058 71,944	15,588 39,969	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy				_	0	0	0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0	0	0	0	0	0	0	0
INCOM	NE.	U	U	ď	U	U	0	779,607	779,607	1,403,292	1,403,292	1,403,292	1,403,292	1,403,292	779,607	0	0			U		0			U
Stamp Duty Easements etc.		0																							
Legals Acquisition		-7,084																							
Planning Fee Architects		5,000 200.327		200.327																					
QS Planning Consultants		16,694 33,388		16,694 33,388																					
Other Professional		83,470		83,470																					
Build Cost - BCIS Base s106/CIL	0		0	159,845 1,667	319,689 3,333	607,410 6,333	735,285 7,667	863,161 9,000	863,161 9,000	863,161 9,000	735,285 7,667	447,565 4,667	159,845 1,667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	7,992 15,984	15,984 31,969	30,370 60,741	7,667 36,764 73,529	43,158 86,316	43,158 86,316	43,158 86,316	36,764 73,529	22,378 44,756	7,992 15,984	ő	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		29,000	-			,//		22,010	22,010	23,310			,	آ آ	,		v	1	-	-			-	-	-
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	23,388 3,898	23,388 3,898	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	23,388 3,898	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF			0 519,366	370,976	704,854	853,245	1,028,921	1,028,921	1,050,750	902,360	568,482	234,603	49,115	27,286	0				0	0	0			0
For Residual Valuation	n Land	472,295	0		6,118	11,774	22,524	35,660	39,935	44,274	39,650	32,730	20,699	3,479	0		0			0	0	0	0	0	0
	Profit on Costs Profit on GDV																	-				_			,871,056
	Cash Flow	111,502	0	-519,366	-377,094	-716,629	-875,769	-284,975	-289,250	308,268	461,282	802,080	1,147,989	1,350,697	752,320	0	0	0	0	0	0	0	0		1,871,056
	Opening Balano Closing Balano	0 111,502	111,502	-407,865	-784,959	-1,501,587	-2,377,356	-2,662,331	-2,951,581	-2,643,313	-2,182,031	-1,379,951	-231,962	1,118,735	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	0
CASH FLOW FOR CIL		Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME INCOM	As Above ME	0	0	0	0		0	779,607	779,607	1,403,292	1,403,292	1,403,292	1,403,292	1,403,292	779,607	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		919,193																							
Stamp Duty		0		0	0		0	0	0			0	0		0		0		0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 13,788	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		5,000	0	0	0		0	0	0	0		0	0		0	0	0	0	0	0	0	0	0	0	0
Architects QS		200,327 16,694	0	200,327 16,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		33,388 83,470	0	33,388 83,470	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	159,845	319,689	607,410	735,285	863,161	863,161	863,161	735,285	447,565	159,845		0		0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106			l	-250,897	-250,897	-250,897 5,000	-250,897 5,000	-250,897 9,000	-250,897 9,000	9,000	9,000	9,000	5,000		0	0	0	0		0	0	0	0	0	0
Contingency Abnormals		0	0	7,992 15,984	15,984 31,969	30,370 60,741	36,764 73,529	43,158 86,316	43,158 86,316	43,158 86,316	36,764 73,529	22,378 44,756	7,992 15,984	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		29,000	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 Legals		0	0	0	0	0	0	23,388 3,898	23,388 3,898	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	23,388 3,898	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF	0 1,300,859	0	0 266,803	116,746	0 452,624	0 599,681	0 778,024	0 778,024	1,050,750	903,693	0 572,815	237,937	0 49,115	0 27,286	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest Profit on cost		19,513	19,806	24,105	26,217	33,400	42,896	43,516	44,145	39,519	32,618	20,650	3,479	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV	1																						1,	,871,056
	Cash Flow Opening Balance	-1,300,859	-19,513	-286,608	-140,850	-478,842	-633,081	-41,314	-41,934	308,396	460,079	797,859	1,144,705	1,350,697	752,320	0	0	0	0	0	0	0	0	0 -1	1,871,056
	Opening Balance Closing Balance	-1,300,859	-1,320,372	-1,606,981	-1,747,831	-2,226,673	-2,859,754	-2,901,068	-2,943,002	-2,634,606	-2,174,526	-1,376,667	-231,962	1,118,735	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	0
	Closing basine																								









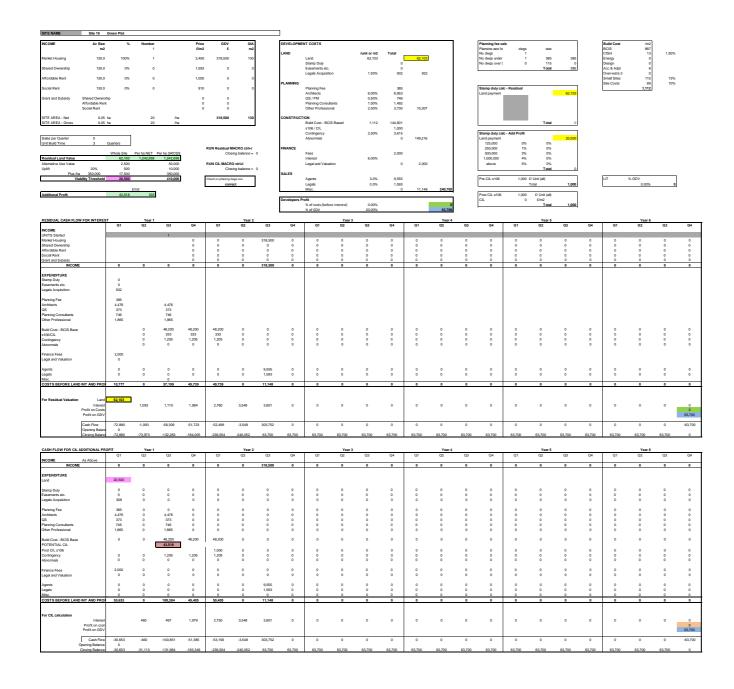


SITE NAME	Site 17	Small Green 7							]																
INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee of Planning app fe	alic dwgs	rate			Build Cost	/m2		
Market Housing	100.3		7		2,450		702		LAND	Land		/unit or m2 52,381	Total	366,666			No dwgs No dwgs under	7	385	2,695		BCIS CfSH Energy	887 13 0	1.50%	
Shared Ownership	100.3	0%	0		1,593	0	0			Stamp Duty Easements etc.			7,833 0				No dwgs over 5	0	115 Total	0 2,695		Design Acc & Adpt	0		
Affordable Rent	100.3	0%	0		1,000	0	0			Legals Acquisitio	n	1.50%	5,500	13,333								Over-extra 3 Small Sites	0 53 89	6%	
Social Rent	100.3	0%	0		910	0	0		PLANNING	Planning Fee		6.00%	2,695 45,761				Stamp duty ca Land payment	lc - Residual		200 600		Site Costs	1,050	10%	
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0	0				QS / PM Planning Consult	ants	0.50%	3,813				Cana payment			500,000					
	Social Rent				0	0				Other Profession	al	2.50%	19,067	78,964											
SITE AREA - Net SITE AREA - Gross	0.23 0.23	ha ha	30 30	/ha /ha		1,719,900	702		CONSTRUCT	Build Cost - BCI	Based	1,050	737,258						Total	7,833					
Sales per Quarter	0									s106 / CIL Contingency Abnormals		2.50%	7,000 18,431 0	762,689			Stamp duty ca Land payment	ic - Add Profit		06 667					
Unit Build Time	3	Quarters				RUN Residual I	MACRO ctrl+r		FINANCE								125,000 250.000	0% 1%	1% 3%						
Residual Land Value		366,666	Per ha NET 1,571,427	1,571,427			sing balance =	0		Fees Interest		6.00%	12,000				500,000 1,000,000	3% 4%	3% 0% 0%						
Alternative Use Value Uplift	20%	11,667 2,333 81,667		50,000 10,000 350,000		RUN CIL MACR	tO ctrl+I sing balance =	0	SALES	Legal and Valuat	on		0	12,000			above	5%	3% Total	2,870					
Vi	lability Threshold	95,667		410,000		Check on phasing o			UNILES	Agents Legals		3.0%	51,597 8,600				Pre CIL s106	1,000 8	7 Unit (all) Fotal	7,000		LIT	% GDV 0.00%	0	ì
Additional Profit		288,592	E/m2 411							Misc.			0	60,197	1,293,849		Post CIL s106	1,000	£/ Unit (all)						
									Developers Pr	% of costs (befor % of GDV	e interest)	0.00%			0 343,980		CIL	0	£/m2 Total	7,000					
RESIDUAL CASH FLO	W FOR INTERES	ST Q1	Year 1	Q3	Q4	-	Year 2 Q2	Q3	04	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	01	Year 6 Q2	Q3	Q4
INCOME UNITS Started		v1	u2	2	2	Q1 3	u2				42	us .	u4	ų!	42	43	Q4	u1	42	43	- 4	u1	42	43	J4
Market Housing Shared Ownership					0	0	0	491,400 0	491,400 0	737,100 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent 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 INCOM	E	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		7,833																							
Easements etc. Legals Acquisition		0 5,500																							
Planning Fee Architects		2,695 22,881		22,881																					
QS Planning Consultants		1,907 3,813		1,907 3,813																					
Other Professional		9,534	_	9,534	440	245,753	475	105.323								_	_	,			,	_			
Build Cost - BCIS Base s106/CIL	1		0	70,215 667 1,755	140,430 1,333 3,511	245,753 2,333 6.144	175,538 1,667 4.388	105,323 1,000 2,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			ō	0	0	0	0	0	0	0	0	0	0	ō	0	0	0	ō	ō	0	0	ō	0	ō	0
Finance Fees Legal and Valuation		12,000 0																							
Agents		0	0	0	0	0	0	14,742 2,457	14,742 2,457	22,113 3,686	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROF		0	110,772	145,274	254,230	181,593	126,155	17,199	25,799	0	0	0	0	0	0	0	0	•	0	0	0	0	0	-
For Residual Valuation	Land Interest Profit on Costs	366,666	6,492	6,590	8,350	10,655	14,628	17,571	12,356	5,428	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV																								0 343,980
	Cash Flow Opening Balans	-432,829 0	-6,492	-117,361	-153,624	-264,884	-196,221	347,674	461,845	705,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-343,980
	Closing Balano	-432,829	-439,321	-556,683	-710,307	-975,192	-1,171,412	-823,738	-361,893	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	- 0
CASH FLOW FOR CIL		Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME	As Above IE	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		95,667																							
Stamp Duty		2,870	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. Legals Acquisition		0 1,435	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 Architects		2,695 22,881 1,907	0	0 22,881	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		3.813	0	1,907 3.813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base		9,534	0	9,534 70,215	140,430	0 245,753	0 175,538	0 105,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		3	ı I	288,592		2.000	2.000	3.000		0		0		0	0		n	0		0	0	0	0	0	0
Contingency Abnormals		0	0	1,755 0	3,511 0	6,144 0	4,388 0	2,633 0	0	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  Agents		0	0	0	0		0	14,742	14.742	22.113	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	2,457 0	2,457	3,686 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	152,801	0	398,697	143,941	253,896	181,926	128,155	17,199	25,799	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest		2,292	2,326	8,342	10,626	14,594	17,542	12,356	5,428		0	0	0	0		0		0	0	0	0	0	0	0
	Profit on cost Profit on GDV		2,292	2,526	0,342	10,626	14,094	17,542	12,356	0,428		U	v	·	v	U	U	J	·	v	J	U	U		0 343,980
	Cash Flow	-152,801	-2,292	-401,024	-152,283	-264,522	-196,520	345,704	461,845	705,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-343,980
	Opening Balance Closing Balance	0 -152,801	-155,093	-556,117	-708,399	-972,922	-1,169,442	-823,738	-361,893	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	0

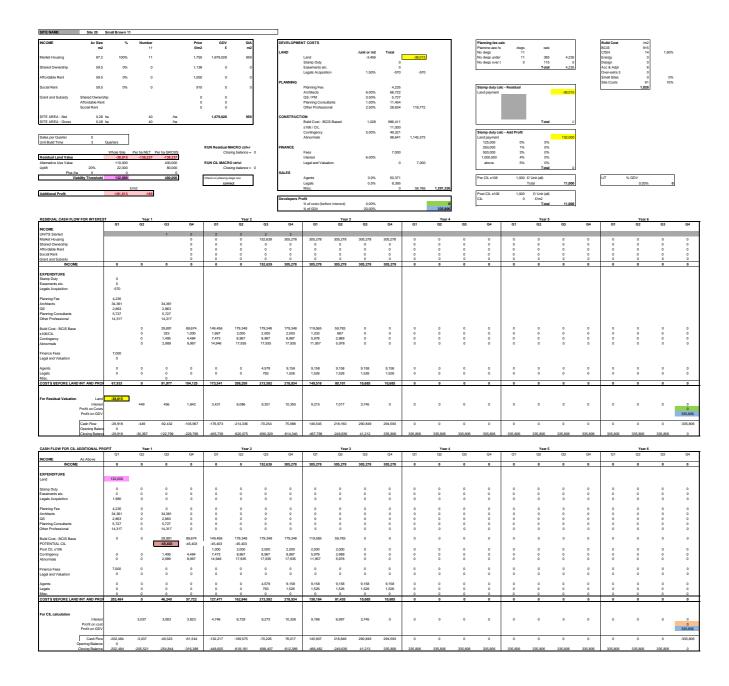


SITE NAME	Site 18	Small Green 4							1																
INCOME	Av Size m2	%	Number 4		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of Planning app fe	alic dwgs	rate			Build Cost BCIS CISH	/m2 887 13		
Market Housing	106.0		4		2,450		424		LAND	Land		/unit or m2 49,644	Total 972	198,577			No dwgs No dwgs under	4 4 0	385 115	1,540		Energy	13	1.50%	
Shared Ownership	106.0	0%	0		1,593	0	0			Stamp Duty Easements etc. Legals Acquisition	10	1.50%	972 0 2,979	3.950			No dwgs over 5		115 Total	1,540		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	106.0		0		1,000		0		PLANNING			1.30%		5,200								Small Sites Site Costs	115 89	13% 10%	
Social Rent	106.0		0		910	0	0			Planning Fee Architects		6.00%	1,540 29,245				Stamp duty ca Land payment	c - Residual		198,577			1,112		
Grant and Subsidy	Shared Owners Affordable Rent Social Rent	ship t			0	0				QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	2,437 4,874 12,185	50,281											
SITE AREA - Not	0.16	ha	25	/ha		1,038,800	424		CONSTRUCT	ION				50,261											
SITE AREA - Gross	0.16	ha	25	/ha						Build Cost - BCI s106 / CIL	S Based	1,112	471,622 4,000						Total	972					
Sales per Quarter Unit Build Time	0	Quarters								Contingency Abnormals		2.50%	11,791 0	487,412			Stamp duty ca Land payment 125,000	c - Add Profit	1%	65,600					
Ont Build Time	3	•	Per ha NET	Per ha GROSS		RUN Residual M	IACRO ctrl+r sing balance =	0	FINANCE	Fees			8,000				250,000 500,000	1%	0% 0% 0%						
Residual Land Value Alternative Use Value		198,577 8,000	1,241,107	1,241,107 50,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valuat	ion	6.00%	0	8,000			1,000,000 above	3% 4% 5%	1%						
Uplift Plus /h	20% na 350,000	1,600 56,000		10,000 350,000 <b>410,000</b>		Clos	sing balance =	0	SALES								Pre CIL s106		Total / Unit (all)	656		-	% GDV		
Vi	lability Threshold	65,600	1/m/2	410,000		Check on phasing d				Agents Legals Misc		3.0% 0.5%	31,164 5,194	36 358	784,579		Pre CIL s106	1,000 £	7 Unit (all) Total	4,000		LIT	% GDV 0.00%	0	
Additional Profit		139,434	329						Developers P	rofit				-			Post CIL s106 CIL	1,000	£/Unit (all) £/m2						
										% of costs (before % of GDV	re interest)	0.00% 20.00%			207,760		L		Total	4,000					
RESIDUAL CASH FLO	W FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing				2	2	0	0	519,400	519,400	0	0	0	-	0	0	P	n	0	0	0	P	n			n
Shared Ownership 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 Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	E	0	0	0	0		0	519,400	519,400	0	0	0	- 0	0	0		0	0		0		0	0	_ •	0
Stamp Duty Easements etc. Legals Acquisition		972 0 2,979																							
Planning Fee Architects		1,540 14,622		14,622																					ļ
QS Planning Consultants		1,219 2,437		1,219 2,437																					
Other Professional		6,093		6,093	457	457	70.57	_	_								_								_
Build Cost - BCIS Base s106/CIL Contingency	,		0	78,604 667 1,965	157,207 1,333 3,930	157,207 1,333 3,930	78,604 667 1,965	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0.077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		8,000																							
Agents Legals		0	0	0	0	0	0	15,582 2,597	15,582 2,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	37,861	0	105,606	162,471	162,471	81,235	18,179	18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0
For Residual Valuation	n Land	198,577																							
	Profit on Costs Profit on GDV		3,547	3,600	5,238	7,753	10,307	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	۰	0 207,760
	Cash Flow	-236,438	-3,547	-109,206	-167,709	-170,224	-91,542	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-207,760
	Opening Balano Closing Balano	-236,438	-239,985	-349,190	-516,899	-687,123	-778,665	-289,124	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	0
CASH FLOW FOR CIL	ADDITIONAL PR		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1 0	02	Q3	Q4 0	Q1	Q2 0	Q3 519,400	Q4 519.400	Q1	02	Q3	Q4 0	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	04	Q1	Q2	Q3	04
EXPENDITURE			·	v	J	-	v	313,400	519,400			v	-	v	·		U	v		v					0
Land		65,600 656																							
Stamp Duty Easements etc. Legals Acquisition		656 0 984	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		1.640	0	0	0		0	0		0	0	0	0	0	0		0	0	0	0		0	0	0	0
Architects QS Planning Consultants		14,622 1,219 2,437	0	14,622 1,219 2,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		2,437 6,093	0	2,437 6,093	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 POTENTIAL CIL	,	0	۰	78,604 139,434	157,207	157,207	78,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	1,965 0	3,930	2,000 3,930	2,000 1,965 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		8,000	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 15.582	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0	0	0	0	0	0	15,582 2,597 0	15,582 2,597 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	101,151	0	244,374	161,137	163,137	82,569	18,179	18,179	0	0	0	0	0	0	ő	0	0	0	0	ő	ő	0	0	ō
For CIL calculation	Interest		1,517	1,540	5,229	7,724	10,287	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV		.,	-,	.,	.,		,	-		-	-	-	-	-	-	-	-	-	-	-		-	-	207,760
1	Cash Flow	-101,151	-1,517	-245,914	-166,366	-170,862	-92,856	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-207.760
	Opening Balance	0											- 1	-			Ü	-					0		

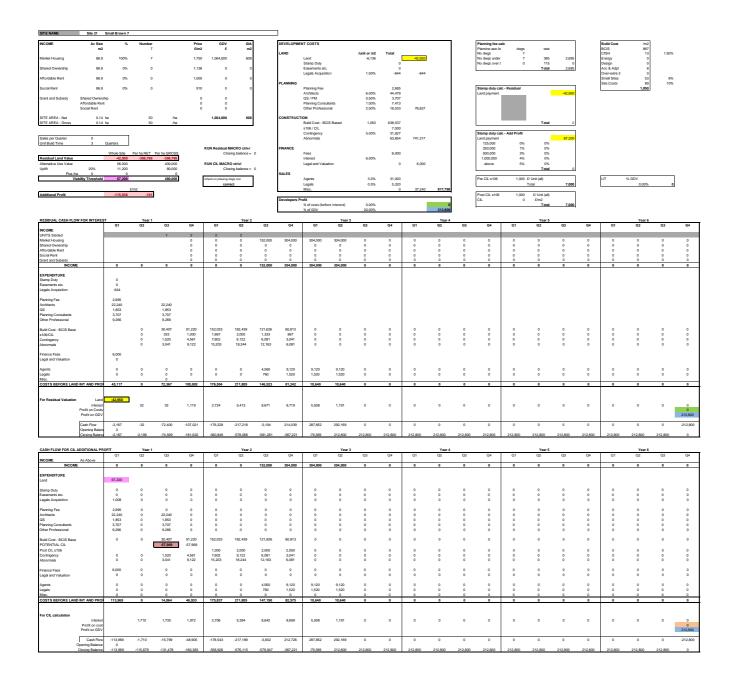








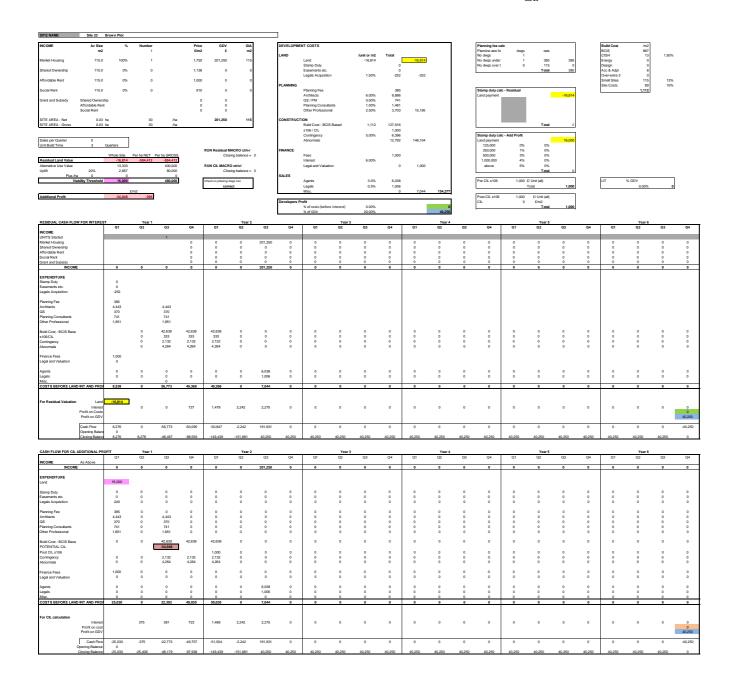




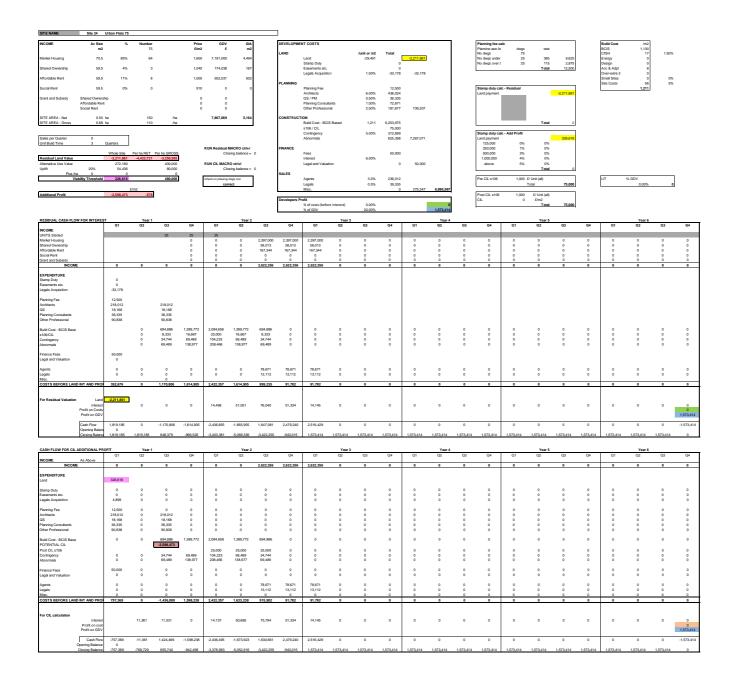


SITE NAME	Site 22	Small Brown 4							]																
INCOME	Av Size m2	%	Number 4		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee of	alc dwns	rate			Build Cost	/m2 887		
Market Housing	79.3		4		1,750		317		LAND	Land		/unit or m2 -12,147	Total	-48,586			No dwgs No dwgs under	4	385	1,540		BCIS CfSH Energy	887 13 0	1.50%	
Shared Ownership	79.3	0%	0		1,138	0	0			Stamp Duty Easements etc.			0				No dwgs over 5	0	115 Total	0 1,540		Design Acc & Adpt	0 8		
Affordable Rent	79.3	0%	0		1,000	0	0			Legals Acquisitio	in	1.50%	-729	-729								Over-extra 3 Small Sites	0 115 89	13% 10%	
Social Rent	79.3	0%	0		910	0	0		PLANNING	Planning Fee		6.00%	1,540				Stamp duty ca Land payment	lc - Residual		.40 500		Site Costs	1,112	10%	
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0	0				QS / PM Planning Consult	ants	0.50%	24,570 2,047 4.095				Caro payment			-40,500					
	Social Rent				0	0				Other Profession	nal	2.50%	10,237	42,489											
SITE AREA - Not SITE AREA - Gross	0.10 0.10	ha ha	40 40	/ha /ha		554,750	317		CONSTRUCT	Build Cost - BCI	S Based	1,112	352,604						Total	0					
Sales per Quarter		-								s106 / CIL Contingency Abnormals		5.00%	4,000 17,630 35,260	409,494			Stamp duty ca Land payment	lc - Add Profit		40.000					
Unit Build Time	3	Quarters				RUN Residual N	IACRO otrlur		FINANCE	Automais			35,260	409,494			125,000 250,000	0%	0%	40,000					
Residual Land Value		-48,586	Per ha NET -485,864	-485,864		Clos	sing balance =	0		Fees Interest		6.00%	4,000				500,000	3% 4%	0% 0% 0%						
Alternative Use Value Uplift	20%	40,000 8,000		400,000 80,000		RUN CIL MACR	O ctrl+I sing balance =	0		Legal and Valuat	ion		0	4,000			above	5%	0% Total	0					
Plus /h Vi	ha 0 liability Threshold	48,000		480,000		Check on phasing d			SALES	Agents		3.0%	16,643				Pre CIL s106	1,000 £	/ Unit (all)			LIT	% GDV		1
Additional Profit		-100.236	E/m2			com	ect			Legals Misc.		0.5%	2,774 0	19,416	426,085		Post CIL s106		otal E/ Unit (all)	4,000		L	0.00%	0	1
Additional Profit		-100,236	-316						Developers Pr	rofit % of costs (befor	re interest)	0.00%			0		CIL S106	1,000	£/m2 Total	4,000					
										% of GDV		20.00%			110,950										
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				2	2	0	0	277,375	277,375	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership 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 Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	t .	0	0		0		0	277,375	277,375	0	0	0	. 0	0	0		0	0	0	0		0	0	0	0
Stamp Duty Easements etc. Legals Acquisition		0 0 -729																							
Planning Fee Architects		1,540 12,285		12,285																					
QS Planning Consultants		1,024		1,024																					
Other Professional		5,119		5,119																					
Build Cost - BCIS Base s106/CIL	2		0	58,767 667	117,535 1,333	117,535 1,333	58,767 667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	2,938 5,877	5,877 11,753	5,877 11,753	2,938 5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		4,000																							
Agents		0	0	0	0	0	0	8,321	8,321	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	1,387	1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	25,286	0	88,724	136,498	136,498	68,249	9,708	9,708	0		0	- 0		0	0	0			0	0		0		
For Residual Valuation	n Land Interest Profit on Costs Profit on GDV	-48,586	0	0	981	3,044	5,137	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 110,950
	Cash Flow	23,300	0	-88.724	-137.479	-139.542	-73.386	261.429	265.351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,950
	Opening Balano Closing Balano	0 23,300	23,300	-65,423	-202,903	-342,445	-415,830	-154,401	110,950	110,950	110,950	110,950	110,950	110,960	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	0
CASH FLOW FOR CIL	. ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	02	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOM	E	0	0	0	0	0	0	277,375	277,375	0		0	0	0	0		0	0		0	0	0	0		0
Land		48,000																							
Stamp Duty 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		720 1.540	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		12,285 1,024	0	12,285 1,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		2,047	0	2,047 5,119	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	58,767	117,535	117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				-100,236		2,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	2,938 5,877	5,877 11,753	5,877 11,753	2,938 5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		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	0
Agents		0	0	0	0	0	0	8,321	8,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	ID BUT AND ETT	0 0 74,735	0	0	0	0	0 0 69,582	1,387 0 9,708	1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	IN I AND PROF	/4,/35	U	-12,179	135,165	137,165	69,582	9,708	9,708	U	U	U	U		U	U	U	U		U	U	U	U		
For CIL calculation	Interest Profit on cost Profit on GDV		1,121	1,138	972	3,014	5,117	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 110,950
	Profit on GDV Cash Flow	-74.735	-1.121	11.041	-136.137	-140.179	-74.699	261.429	265.351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	110,950 -110,950
	Opening Balance Closing Balance	-74,735 0 -74,735	-1,121 -75.856	-64.815	-136,137 -200,952	-140,179 -341,131	-74,699 -415,830	-154,401	265,351	110,950	110,950	110.950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	-11U,960 n
		-17,130	-14,000	-0-,010	-200,902		- 10,03U	-104,401	110,300	110,950	110,400	. 10,430	,200	110,200	110,000	110,300	110,900	110,950	110,400	110,000	110,300	110,900	110,800	110,200	

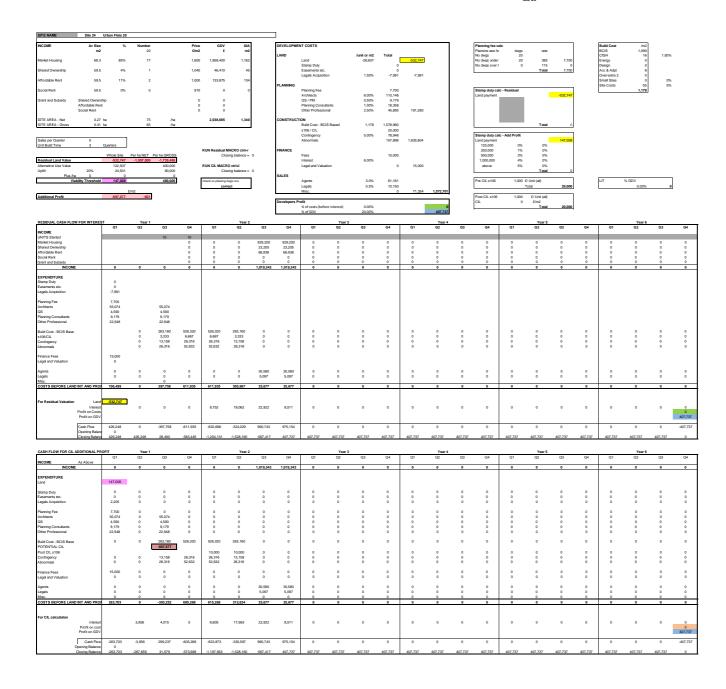












	Green/brown field		Site 5 Large Green 350 Green	Site 6 Large Green 175 Green	Site 7 Large Green 175 LD Green	Site 8 Large Green M 75 Green	Site 9 Medium Green M 35 Green	Site 10 Medium Green M 35 LD Green	Site 11 ledium Green 15 Green	Site 12 Large Brown 500 Brown	Site 13 Large Brown 150 Brown	Site 14 Large Brown M 60 Brown	Site 15 ledium Brown M 25 Brown	Site 16 ledium Brown 15 Brown	Site 17 Small Green 7 S Green	Site 18 Small Green 4 Green	Site 19 Green Plot Green	Site 20 Small Brown 11 Brown	Site 21 Small Brown 7 Brown	Site 22 Small Brown 4 Brown	Site 23 Brown Plot L Brown	Site 24 Irban Flats 75 U Brown	Site 25 Irban Flats 20 Brown
	Us	se	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Area Units	Gross Net	ha ha	13.33 10.00 350	6.67 5.00 175	7.78 5.83 175	2.86 2.14 75	1.18 1.00 35	1.30 1.17 35	0.48 0.43 15	19.05 14.29 500	5.00 3.75 150	1.91 1.71 60	0.71 0.63 25	0.48 0.43 15	0.23 0.23 7	0.16 0.16 4	0.05 0.05 1	0.28 0.28 11	0.14 0.14 7	0.10 0.10 4	0.03 0.03 1	0.68 0.50 75	0.31 0.27 20
Mix	Market Intermediate to Buy Affordable Rent Social Rent		85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%
Alternative	Land Value	£/ha £ site	20,000 266,667	20,000 133,333	20,000 155,556	20,000 57,143	20,000 23,529	20,000 25,926	20,000 9,561	400,000 7,619,048	400,000 2,000,000	400,000 765,994	400,000 284,200	400,000 191,229	50,000 11,667	50,000 8,000	50,000 2,500	400,000 110,000	400,000 56,000	400,000 40,000	400,000 13,333	400,000 272,180	400,000 122,507
Uplift		£/ha £ site	354,000 4,720,000	354,000 2,360,000	354,000 2,753,333	354,000 1,011,429	354,000 416,471	354,000 458,889	354,000 169,237	80,000 1,523,810	80,000 400,000	80,000 153,199	80,000 56,840	80,000 38,246	360,000 84,000	360,000 57,600	360,000 18,000	80,000 22,000	80,000 11,200	80,000 8,000	80,000 2,667	80,000 54,436	80,000 24,501
Viability Th	reshold	£/ha £ site	374,000 4,986,667	374,000 2,493,333	374,000 2,908,889	374,000 1,068,571	374,000 440,000	374,000 484,815	374,000 178,799	480,000 9,142,857	480,000 2,400,000	480,000 919,193	480,000 341,040	480,000 229,474	410,000 95,667	410,000 65,600	410,000 20,500	480,000 132,000	480,000 67,200	480,000 48,000	480,000 16,000	480,000 326,616	480,000 147,008
Residual V	a Gross Net	£/ha £/ha £ site	406,118 541,491 5,414,906	628,202 837,603 4,188,016	515,021 686,695 4,005,722	646,306 861,742 1,846,590	755,997 889,408 889,408	675,097 750,108 875,126	786,172 876,975 375,846	-117,223 -156,297 -2,232,813	-202,203 -269,605 -1,011,017	-246,631 -275,506 -472,295	-145,614 -165,534 -103,459	-106,638 -118,954 -50,980	1,571,427 1,571,427 366,666	1,241,107 1,241,107 198,577	1,242,058 1,242,058 62,103	-138,237 -138,237 -38,015	-306,786 -306,786 -42,950	-485,864 -485,864 -48,586	-504,412 -504,412 -16,814	-3,250,585 -4,423,721 -2,211,861	-1,739,486 -1,997,800 -532,747
Additional	Profit	£ site £/m2	554,736 19	2,064,307 144	1,332,585 94	882,004 145	494,569 169	429,231 146	209,281 173	-14,379,390 -353	-3,945,429 -323	-1,505,381 -312	-471,380 -228	-297,426 -246	288,592 411	139,434 329	43,518 335	-181,613 -189	-115,938 -191	-100,236 -316	-34,048 -296	-2,598,473 -578	-697,677 -601

## Base - APP8c Cover



Sunderland Typologoes - Summer 2017 v2 - Central Sunderland

Number 12 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 92 Large Brown 500 3,224 500 14.29 35.00 46,052 41,305,490 896.94

	Beds	No	m	2 Total		BCIS	COST
Market							0
Flat	1	0	59.5	0.00	10%	999	0
	2	0	72.0	0.00	10%	999	0
Terrace	2	62	72.0	4,464.00		887	3,959,568
	3	64	86.5	5,536.00		887	4,910,432
Semi	2	64	83.0	5,312.00		887	4,711,744
	3	128	97.0	12,416.00		887	11,012,992
Det	3	0	102.0	0.00		887	0
	4	64	115.0	7,360.00		887	6,528,320
	5	43	130.0	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.0	0.00	10%	1,027	0
Flat 2 High*	2	0	70.0	0.00	10%	1,027	0
Flat 3 High*	3	0	84.0	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.5	1,368.50	10%	999	1,503,845
	2	11	72.0	792.00	10%	999	870,329
Terrace	2	23	72.0	1,656.00		887	1,468,872
	3	18	86.5	1,557.00		887	1,381,059
Semi	2	0	83.0	0.00		887	0
	3	0	97.0	0.00		887	0
Det	3	0	102.0	0.00		887	0
	4	0	115.0	0.00		887	0
	5	0	130.0	0.00		887	0
Flat 1 High*	1	0	59.5	0.00	10%	1,027	0
Flat 2 High*	2	0	72.0	0.00	10%	1,027	0
Flat 3 High*	3	0	86.5	0.00	10%	1,027	0



Locality reen/Brown Iternative Use

C Sunde	rlan Brown	Industrial
Area	Gross	19.048
	Net	14.286

Number	13	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rat
			ha	Units/ha	m2	m2	m2/ha		£/m
Large Brown 150		150	3.75	40.00	92	13.849	3.693	12.417.646	896.6

Rate 2/m2 6.68

Rate

Locality reen/Brown Iternative Use

C Sunderlan Brown Industrial 5.000 Gross 3.750 Net

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	19	72.00	1,368.00		887	1,213,416
	3	19.0	86.50	1,643.50		887	1,457,785
Semi	2	19	83.00	1,577.00		887	1,398,799
	3	38	97.00	3,686.00		887	3,269,482
Det	3	0	102.00	0.00		887	(
	4	19	115.00	2,185.00		887	1,938,095
	5	14	130.00	1,820.00		887	1,614,340
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	7	59.50	416.50	10%	999	457,692
	2	3	72.00	216.00	10%	999	237,362
Terrace	2	7.0	72.00	504.00		887	447,048
	3	5	86.50	432.50		887	383,628
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1.027	(

Number 14 Units Area Density erage Unit Size Developed Total Cost Large Brown 60

I	60	ha <b>1.71</b>	Units/ha <b>35.00</b>			m2/ha <b>3,189</b>		4,901,866	£/m2 <b>896.71</b>
	Beds	No		m2	Total		BCIS	COST	
Market								0	
Market								0	

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	8	72.00	576.00		887	510,912
	3	8	86.50	692.00		887	613,804
Semi	2	8.0	83.00	664.00		887	588,968
	3	15.0	97.00	1,455.00		887	1,290,585
Det	3	0	102.00	0.00		887	0
	4	8	115.00	920.00		887	816,040
	5	4	130.00	520.00		887	461,240
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	3	72.00	216.00		887	191,592
	3	2	86.50	173.00		887	153,451
Semi	2	0.0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00	·	887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

C Sunde	rlan Brown	Industrial	
Area	Gross	1.91	5
	Net	1.71	4



- 1		
_		

Number 15 Units Area Density erage Unit Size Developed Density Total Cost Rate £/m2 Units/ha m2 m2/ha 93 Medium Brown 25 25 0.63 40.00 2,332 3,730 2,095,905 898.95

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 16 Units Area Density erage Unit Size Developed Density Total Cost m2/ha ha Units/ha m2 m2 Medium Brown 15 15 1,221,146 0.43 35.00 91 1,363 3,179 896.25

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	C
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	C
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	C
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	C
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

C Sunde	rlan Brown	Industrial
Area	Gross	0.711
	Net	0.625

Locality 'een/Brown Iternative Use

C Sunde	rlan Brown	Industrial
Area	Gross	0.478
	Net	0.429

Rate

£/m2

Number 20 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 Small Brown 11 82 11 0.28 40.00 904 3,287 827,064 914.89

	Beds	No	m.	Total		BCIS	COST
Market	Beas	NO	m.	lotai		BCIS	COST
			50.5	0.00	400/	200	0
Flat	1	0	59.5		10%	999	0
_	2	0	72.0		10%	999	0
Terrace	2	1	72.0			887	63,864
	3	2	86.5			887	153,451
Semi	2	3	83.0			887	220,863
	3	3	97.0			887	258,117
Det	3	0	102.0	0.00		887	0
	4	0	115.0			887	0
	5	0	130.0	0.00		887	0
Flat 1 High*	1	0	58.0	0.00	10%	1,027	0
Flat 2 High*	2	0	70.0	0.00	10%	1,027	0
Flat 3 High*	3	0	84.0	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.5	119.00	10%	999	130,769
	2	0	72.0	0.00	10%	999	0
Terrace	2	0	72.0	0.00		887	0
	3	0	86.5	0.00		887	0
Semi	2	0	83.0	0.00		887	0
	3	0	97.0	0.00		887	0
Det	3	0	102.0	0.00		887	0
	4	0	115.0	0.00		887	0
	5	0	130.0	_		887	0
Flat 1 High*	1	0	59.5		10%	1,027	0
Flat 2 High*	2	0	72.0		10%	1,027	0
Flat 3 High*	3	0	86.5		10%	1,027	0



Locality reen/Brown Iternative Use

C Sunde	rlan Brown	Industrial
Area	Gross	0.2
	Net	0.2

Number	21	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 7		7	0.14	50.00	87	608	4,343	539,296	887.00

Rate Locality reen/Brown Iternative Use C Sunderlan Brown Industrial 7.00

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	(
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

Number Units Area Density erage Unit Size Developed Total Cost Rate m2/ha £/m2 ha Units/ha m2 m2 Small Brown 4 79 3,170 281,179 887.00 0.10 40.00 317

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

0.140

0.140

Gross

Net

C Sunde	rlan Brown	Industrial
Area	Gross	0.100
	Net	0.100



Number	23	Units	Area	Density era	ge Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Brown Plot		1	0.03	30.00	115	115	3,450	102,005	887.00

Rate 2/m2

Locality reen/Brown Iternative Use

C Sunderlan Brown Industrial 0.033 Gross 0.033 Net

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	1	115.00	115.00		887	102,005
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

Number 24 Units Area Density erage Unit Size Developed Density Total Cost Rate m2/ha £/m2 ha Units/ha m2 m2 Urban Flats 75 75 69 5,167 10,333 5,836,595 1,129.70 0.50 150.00

Locality 'een/Brown Iternative Use

C Sunde	rlan Brown	Industrial
Area	Gross	0.680
	Net	0.500

				•	-		.,,
	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	16	58.00	928.00	10%	1,027	1,048,362
Flat 2 High*	2	32	70.00	2,240.00	10%	1,027	2,530,528
Flat 3 High*	3	16	84.00	1,344.00	10%	1,027	1,518,317
Affordable							
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	C
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	11	59.50	654.50	10%	1,027	739,389
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 25 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 Urban Flats 20 67 1,098.90 20 0.27 75.00 1,340 5,025 1,472,526

	Beds	No	m2	Total		BCIS	COST
Market	Beas	INO	m2	Total		BCIS	COST
		_					0
Flat	1	5	59.50		10%	999	326,923
	2	12	72.00		10%	999	949,450
Terrace	2	0	72.00			887	0
	3	0	86.50			887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00		10%	1,027	0
Flat 3 High*	3	0	86.50		10%	1,027	0



Locality reen/Brown Iternative Use

C Sunde	rlan Brown	Industrial
Area	Gross	0.30
	Net	0.26

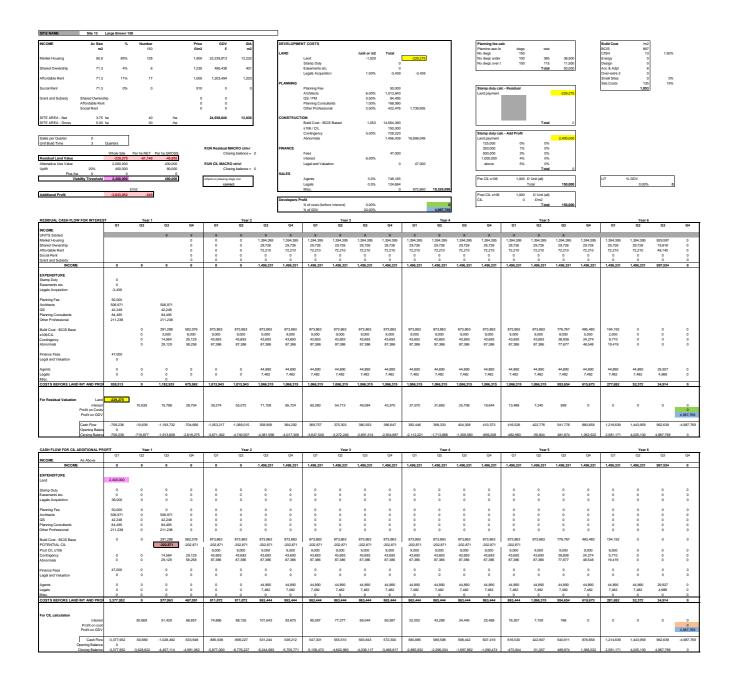
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			Site 12 Large Brown 500	Site 13 Large Brown 150	Site 14 Large Brown 60	Site 15 Medium Brown 25	Site 16 Medium Brown 15	Site 20 Small Brown 11	Site 21 Small Brown 7	Site 22 Small Brown 4	Site 23 Brown Plot	Site 24 Urban Flats 75	Site 25 Urban Flats 20
	Green/brown field Use Locality	I	Brown Industrial C Sunderland										
Site Area	Gross	ha	19.05	5.00	1.91	0.71	0.48	0.28	0.14	0.10	0.03	0.68	0.31
	Net	ha	14.29	3.75	1.71	0.63	0.43	0.28	0.14	0.10	0.03	0.50	0.27
Units			500	150	60	25	15	11	7	4	1	75	20
Average Unit S	Size	m2	92.10	92.32	91.11	93.26	90.83	82.18	86.86	79.25	115.00	68.89	67.00
Mix	Intermediate to Bu	y	3.75%	3.75%	3.75%	3.75%	3.75%					3.75%	3.75%
	Affordable Rent Social Rent		11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%					11.25% 0.00%	11.25% 0.00%
Price	Market	£/m2	1,900	1,900	1,900	1,900	1,900	1,850	1,850	1,850	1,850	1,650	1,650
	Intermediate to Bu		1,235	1,235	1,235	1,235	1,235	1,203	1,203	1,203	1,203	1,073	1,073
	Affordable Rent Social Rent	£/m2 £/m2	1,000 910										
	Social Neile	L/IIIZ		310	310	310	310	510	510	310	510	310	
Grant and Subs	si Intermediate to Bu Affordable Rent Social Rent	f/unit f/unit f/unit											
Sales per Quar	ter												
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3
Alternative Use	e Value	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Up Lift % Additional Upli	ift	% £/ha	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
·		-											
Easements etc Legals / Acquis	ition	£ % land	0 1.5%										
Planning Fee	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM Planning Consu	ultante	% %	0.50% 1.00%										
Other Profession		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	897	897	897	899	896	915	887	887	887	1.130	1.099
CfSH		±/m2 %	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1,130	1,099
Energy		£/m2											
Design		£/m2											
Acc & Adpt Over-extra 3		£/m2 £/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Small Sites		%							6%	13%	13%		
Site Costs		%	15.0%	15.0%	15.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%
Pre CIL s106 Post CIL s106		£/Unit £/Unit	1,000 1,000										
		£/m2	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% 5.00%										
Contingency Abnormals		%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
		£/site											
FINANCE	Fees	£	63,000	47,000	32,000	20,000	12,000	8,000	6,000	4,000	2,000	52,000	16,000
	Interest	%	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	n £											
SALES	Agents	%	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%
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0
Developers Pro	ofi % of costs (before % of GDV	interest)	0% 20%										



								7															
	12 Large Brown						1																
	v Size ? m2	N Number 500		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS		/unit or m2	Total				Planning fee ca Planning ago fe	dwgs 500	rate			Build Cost BCIS CtSH	/m2 897 13	1 50%
irket Housing 9	95.7 859	6 425		1,900	77,288,200	40,678		LAND	Land		/unit or m2 654		326,901			No dwgs No dwgs under	500 450 450	385 115	173,250		Energy	13	1.50%
ared Ownership 7	71.6 49	6 19		1,235	1,659,068	1,343			Stamp Duty Easements etc			5,845 0				No dwgs over f	450	115 Total	51,750 225,000		Design Acc & Adpt	8	
ordable Rent 7	71.6 119	6 56		1,000	4,030,125	4,030			Legals Acquisit	ion	1.50%	4,904	10,749			•					Over-extra 3 Small Sites	0	0%
ial Rent 7	71.6 09	6 0		910	0	0		PLANNING	Planning Fee			225,000				Stamp duty cal	c - Residual				Site Costs	135 1,053	15%
t and Subsidy Shared Ow									Architects QS / PM		6.00% 0.50%	3.375.762				Land payment			326,901				
Affordable Social Ren	le Rent			0	0				Planning Consu Other Profession	itants	1.00%	562,627 1,406,568											
	14.29 ha				82,977,393	46,052		CONSTRUCT		onai	250%	1,406,568	5,851,270										
: AREA - Not 14 : AREA - Gross 19	14.29 na 19.05 ha	35 26	/ha /ha		82,977,393	46,052		CONSTRUCT	Build Cost - BC	IS Based	1,053							Total	5,845				
		_							s106 / CIL Contingency		5.00%	500,000 2,424,465				Stamp duty cal	c - Add Profit						
s per Quarter 0 Build Time 3	Quarters								Abnormals			4,848,931	56,262,705			Land payment 125,000	0%	1%	9,142,857				
	Whole Site	Per ha NET	Per ha GROSS		RUN Residual Cit	MACRO ctrl+r osing balance =	0	FINANCE	Fees			63,000				250,000 500,000	1% 3% 4%	3% 0% 0%					
idual Land Value mative Use Value	326,90 7.619.04	1 22,883 R	17,162 400,000		RUN CII MACE				Interest Legal and Value	ation	6.00%		63.000			1,000,000 above	4% 5%	0%					
20% Plus /ha 0	% 1,523,81	0	80,000		Cit	osing balance =	0	SALES				-						Total	274,286				
Viability Threst	shold 9,142,85	7 7	480,000		Check on phasing			SALES	Agents		3.0%					Pre CIL s106	1,000	E/ Unit (all)			LIT	% GDV	
		£/m2		Į.	cor	rect			Legals Misc.		0.5%	414,887 0	2,904,209	65,418,833				Total	500,000			0.00%	
itional Profit	-11,655,80	4 -287	l					Developers P	rofit							Post CIL s106 CIL	1,000	£/ Unit (all) £/m2					
									% of costs (before of GDV)	ore interest)	0.00%			16,595,479		ļ		Total	500,000				
IDUAL CASH FLOW FOR INTE	EREST																						
ME	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
S Started at Housing	38	38 5,873,903	38 5,873,903	38 5,873,903	38 5,873,903	46 5,873,903	46 7,110,514	46 7,110,514	46 7.110.514	46 7,110,514	46 7,110,514	34 7,110,514	5.255.598	0	P	0	0	0	0	0	0	0	0
ed Ownership rdable Rent		126,089 306,290	126,089 306,290	126,089 306,290	126,089 306,290	126,089 306,290	152,634	152,634	152,634 370,772	152,634	152,634 370,772	152,634 370,772	112,817 274,049	0	0	0	0	0	0	0	0	0	0
al Rent		306,290 0	306,290 0	306,290 0	306,290	306,290 0	370,772 0	3/0,772 0	370,772 0	0	370,772	370,772 0	274,049	0	0	0	0	0	0	0	0	0	0
t and Subsidy INCOME	0	6,306,282	6,306,282	6,306,282	6,306,282	6,306,282	7,633,920	7,633,920	7,633,920	7,633,920	7,633,920	7,633,920	5,642,463	0	0	0	0	0	0	0	0	0	0
ENDITURE				_												T							
p Duty ments etc.	5,845 0																						
s Acquisition	4,904																						
ing Fee	225,000																						
tects	3,375,762 281,314		0																				
ing Consultants Professional	562,627 1,406,568		0																				
Cost - BCIS Base		3,685,187	3,685.187	3,685.187	3,685.187	3,685,187	4,461.016	4,461.016	4,461.016	4,461.016	4,461,016	4,461.016	3,297.273	0	0	0	0	0	0	0	0	0	0
CIL		38,000 184,259	20.000	38,000 184,259	38,000 184,259	38,000 184,259	46,000 223,051	46,000 223.051	46,000 223.051	46,000 223,051	46,000 223,051	46,000 223,051	34,000 164,864	0	0	0	0	0	0	0	0	0	0
ingency rmals		184,259 368,519	184,259 368,519	184,259 368,519	184,259 368,519	184,259 368,519	223,061 446,102	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	223,051 446,102	164,864 329,727	0	0	0	0	0	0	0	0	0	0
ce Fees	63,000																						
and Valuation	0																						
its Is	0	189,188 31,531	189,188 31,531	189,188 31,531	189,188 31,531	189,188 31,531	229,018 38,170	229,018 38,170	229,018 38,170	229,018 38,170	229,018 38,170	229,018 38,170	169,274 28,212	0	0	0	0	0	0	0	0	0	0
TS BEFORE LAND INT AND P		4 496 685	0	4 496 685	4 496 685	4 496 685	5 443 356	5.443.356	5.443.356	5 443 356	5.443.356	5,443,356	4 023 350		- 0					0		-	
AD HI AND P	2,223,019	.,,	.,,,,,,,,	.,,,,,,,	.,	.,,,,,,,	.,y.od	_,,	-,,	2,,000	2,	-,	.,,						•		_ ·		•
	Land 326,901																						
Inter Profit on Co	Costs	375,115	289,046	197,813	101,106	0	0	0	0	0	0	0		0	0	0	0	0	0	0		0	0
Profit on G																							
Cash Flow Opening Ba		1,434,481	1,520,550	1,611,783	1,708,490	1,809,596	2,190,564	2,190,564	2,190,564	2,190,564	2,190,564	2,190,564	1,619,113	0	0	0	0	0	0	0	0	0	0
Closing Bal	Balano -6,251,920	-4,817,439	-3,296,889	-1,685,105	23,385	1,832,981	4,023,545	6,214,109	8,404,674	10,595,238	12,785,802	14,976,366	16,595,479	16,595,479	16,595,479	16,595,479	16,595,479	16,595,479	16,595,479	16,595,479	16,595,479	16,595,479	16,595,479
+ FLOW FOR CIL ADDITIONAL																							
	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
ME As Above INCOME	0	6,306,282	6,306,282	6,306,282	6,306,282	6,306,282	7,633,920	7,633,920	7,633,920	7,633,920	7,633,920	7,633,920	5,642,463	0	0	0	0	0	0	0	0	0	0
NDITURE		_			l																		
	9,142,857																						
p Duty ments etc.	274,286 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Acquisition	137,143	ō	ō	o	0	ó	0	ő	0	0	0	0	ó	0	0	ō	0	0	0	0	ō	0	0
ing Fee	225,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ects	3,375,762 281,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ng Consultants Professional	562,627 1,406,568	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost - BCIS Base	0	3.685.187	3.685.187	3.685.187	3,685,187	3.685.187	4.461.016	4.461.016	4.461.016	4.461.016	4.461.016	4.461.016	3.297.273	0		0	0	0	0			0	0
NTIAL CIL CIL s106	-971,317	-971,317 38.000	-971,317 38.000	-971,317 38.000	-971,317 38.000	-971,317 38.000	-971,317 46.000	-971,317 46.000	-971,317 46.000	-971,317 -46,000	-971,317 46.000	-971,317 46.000	34.000		Ţ	0	0	-	-	0	1 .		
ngency	0	184,259	184,259	184,259	184,259	184,259	223,051	223,051	223,051	223,051	223,051	223,051	164,864	0	0	0	0	0	0	ō	0	0	0
mals	0	368,519	368,519	368,519	368,519	368,519	446,102	446,102	446,102	446,102	446,102	446,102	329,727	0	0	0	0	0	0	0	0	0	0
	63,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ce Fees		189,188	189,188	189,188	189,188	189,188	229,018	229,018	229,018	229,018	229,018	229,018	169,274			0		-	-			0	
ice Fees I and Valuation		189,188 31,531	189,188 31,531	189,188 31,531	189,188 31,531	189,188 31,531	229,018 38,170	229,018 38,170	229,018 38,170	229,018 38,170	229,018 38,170	229,018 38,170	169,274 28,212	0	0	0	0	0	0	0	0	0	0
ce Fees I and Valuation	0		3,525,368	3,525,368	0 3,525,368	0 3,525,368	4,472,039	0 4,472,039	0 4,472,039	0 4,472,039	0 4,472,039	0 4,472,039	4,023,350	0	0	0 <b>0</b>	0	0	0	0	0	0	0
ce Fees and Valuation its	0	3,525,368					_				_			_		_		_				_	_
toe Fees I and Valuation Its Its Its	0	0 3,525,368	-11																				
ce Fees and Valuation ts ts ts TS BEFORE LAND INT AND PI	0 0 PROF 14,497,239																						
ce Fees and Valuation its s FS BEFORE LAND INT AND PI	0 0 PROF 14,497,239	0 3,525,368 869,834	755,170	633,625	504,788	368,220	223,459	47,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	۰
ce Fees and Valuation ts s FS BEFORE LAND INT AND PI IIL calculation Inter Profit on G Profit on G	0 0 0 PROF 14,497,239	869,834	755,170							0	0		0	0	0	0	0	0	0	0	0	0	
ce Foes and Valuation ts ts ts TS BEFORE LAND INT AND PI IIL calculation	0 0 0 PROF 14,497,239 Interest n cost n GDV	869,834		633,625 2,147,288	504,788	368,220 2,412,693	223,459	47,153 3,114,728	3,161,881	3,161,881	3,161,881	3,161,881	1,619,113	0	0	0	0	0	0	0	0	0	0

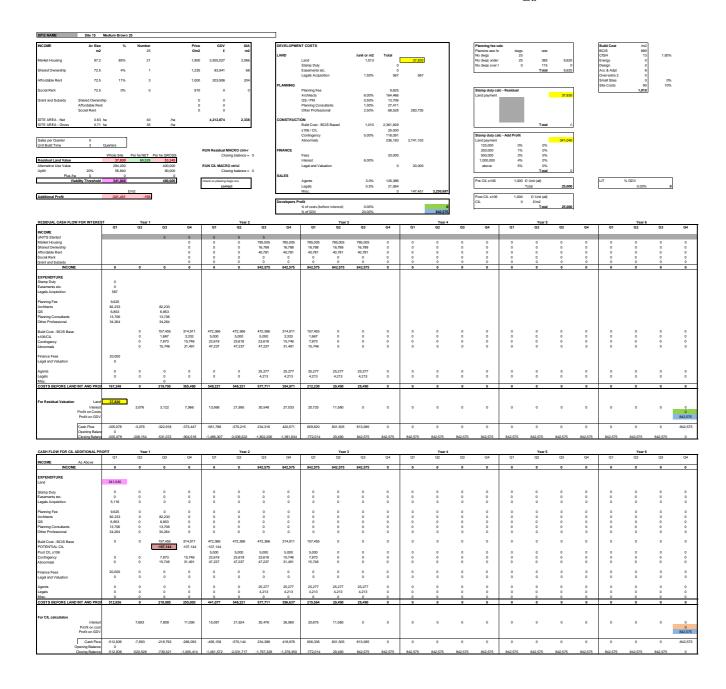




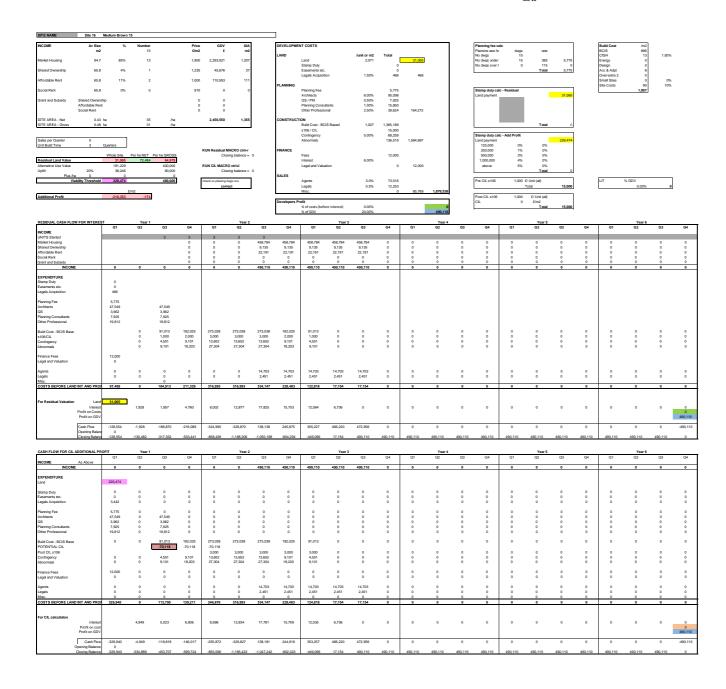


The control of the co	SITE NAME	Site 14	Large Brown 60	0						]																	
Martin	INCOME	Av Size % Number Price GDV GIA						DEVELOPMENT COSTS								Planning fee o	alc					/m2					
Part										LAND			/unit or m2	Total				Planning ago fo No dwgs	60				CfSH		1.509	i.	
The content of the											Stamp Duty		-2,444	0	-146,659			No dwgs under	10	115	1,150		Design	0			
March   Marc				2								on	1.50%	-2,200	-2,200					I Otal	5,000		Over-extra 3	0		,	
Companie				,				480		PLANNING	Disease Fee							France di de	to Books				Site Costs		159	i	
Column								Ü			Architects		6.00%	400,654				Land payment	ic - Residual		-146,659			1,055			
Migration	Grant and Subsidy	Affordable Ren	anp g			0	0				Planning Consul	tants	1.00%	66,776	672 767												
The content of the	SITE AREA - Net		ha	35	/ha		-	5.467		CONSTRUCT			2.50%	100,000	0/2/3/												
Composition   1	SITE AREA - Gross			31				.,	l		Build Cost - BCI	S Based	1,053							Total	0						
Column   C	Sales ner Quarter										Contingency		5.00%	287,720	6 677 567			Stamp duty ca	ic - Add Profit		919 193						
Company   Comp	Unit Build Time	3	Quarters				RUN Residual I	MACRO etrl+r		FINANCE								125,000	0%	0%							
Minima   M	Residual Land Value		Whole Site -146,659	Per ha NET -85.551		i	Clo	sing balance =	0				6.00%	32,000				500.000	3% 4%	0%							
Part		20%	765,994 153,199		400,000 80,000				0		Legal and Valua	tion		0	32,000			above	5%	0%							
Part	Plus /I	ha 0 Nability Threshold	0		0	1 1			ı	SALES	Agents		3.0%	295.451				Pre CIL s106	1.000				LIT	% GDV		٦	
Part				£/m2					l		Legals Misc.		0.5%	49,242	344.693	7.578.159					60,000			0.00%		2	
The content of the co	Additional Profit		-1,155,568	-239	l					Developers P									1,000	£/ Unit (all) £/m2							
Septimone of the property of t										% of costs (before interest) % of GDV		re interest)	0.00% 20.00%		1,969,674						Total 60,000						
Section 1	RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
THE	INCOME		Q1	Q2	Q3		Q1	Q2					Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4	
TRESTANDAL STATE OF THE TOTAL ST	UNITS Started Market Housing				5	5	0	0	764 275	9 764,275	1 375 695	1.375.695			1,375,695	764,275	0	0	0	0	0	0	0	0	0	0	
Secretary   1	Affordable Rent					0	0	0	39,969	39,969	71,944	71,944	29,617 71,944	71,944	71,944	39.969	0	0	0	0	0	0	0	0	0	0	
Composition	Grant and Subsidy				_	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
The Control of State   1.00		NC.	•	0		0		U	820,698	820,698	1,4/7,256	1,4//,256	1,4/7,256	1,4/7,256	1,4/7,256	820,698	0	0		0	U		0	ď	0		
Companies   1,200	Stamp Duty		0																								
The state of the s			-2,200																								
Secretary 100 100 100 100 100 100 100 100 100 10	Planning Fee Architects		5,000		200 327																						
The Purple will be properly the purple will be properly to the	QS		16.694		16.694																						
TRICE 1 0 1 160 150 150 150 150 150 150 150 150 150 15			83,470		83,470																						
Compage 1 0 1700 1500 1500 1500 1500 1500 1500	Build Cost - BCIS Base s106/CII	0		0	159,845 1.667	319,689 3.333	607,410 6.333	735,285 7.667		863,161 9.000		735,285 7.667		159,845 1.667	0	0	0		0	0	0		0	0	0	0	
Part				0	7.992	15.984	30.370	36.764	43.158	43.158	43,158	36.764	22.378	7.992	0	0	0	0	0	0	0	0	0	0	0	0	
Part	Finance Fees		32,000																								
Composition			0																								
Second Second Lake No. 200   18.00	Agents Legals		0	0	0	0	0	0	24,621 4,103	24,621 4,103					44,318 7,386	24,621 4,103	0	0	0	0	0	0	0	0	0	0	
Heating   1,300   1,300   1,120   1,504   2,776   2,976   41,757   42,767	MISC. COSTS BEFORE LAN	ND INT AND PROF	368,678	0	0 519,366	370,976	704,854	853,245									0	0	0	0	0		0	0	0	- 0	
Heating   1,300   1,300   1,120   1,504   2,776   2,976   41,757   42,767																											
Case   Proceeding   Case   C	For Residual Valuation	Interest	-146,659	3,330	3,380	11,221	16,954	27,782	40,997	44,757	48,573	42,943	35,002	21,935	3,663	0	0	0	0	0	0	0	0	0	0		
Company   Comp																										1,969,674	
Case   Decomposition   Case				-3,330	-522,747	-382,197	-721,809	-881,026	-250,659	-254,419	375,343	529,364	871,183	1,218,129	1,421,889	791,973	0	0	0	0	0	0	0	0	0	-1,969,674	
MODIE NA MODIE   0   0   0   0   0   0   0   0   0			-222,020	-225,350	-748,097	-1,130,294	-1,852,103	-2,733,129	-2,983,788	-3,238,207	-2,862,864	-2,333,500	-1,462,317	-244,188	1,177,701	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	0	
MODIE NA MODIE   0   0   0   0   0   0   0   0   0	CASH ELOW EOR CIL	ADDITIONAL BR	OEIT	Year 1				Year 2				Year 2				Year 4				Year 5				Year 6			
## SCOME   P   P   P   P   P   P   P   P   P					Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	
Listed 1993/89   993/	INCOM	ME	0	0	0	0		0	820,698	820,698	1,477,256	1,477,256	1,477,256	1,477,256	1,477,256	820,698	0	0	0	0	0	0	0	0	0	0	
Seminorial color   C	EXPENDITURE Land		919,193																								
Ligada Appendix   13,788   0   0   0   0   0   0   0   0   0	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	
Previous Figure   1,000   1,00			0 13,788	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Archemos 9, 200,327 0 0 200,327 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Planning Fee		5,000	0	0	0		0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	
The Professional BLATO 0 BLATO	Architects QS		16,694	0	16,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTSHTALCI.C.   182,056   192,056				0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Pred CL stols    1,000			0	0							863,161	735,285	447,565	159,845	0	0	0	0	0	0	0	0	0	0	0	0	
Corrigency 0 0 7.992 15.064 30.09 35.764 41.09 41.559 41.00 40.00 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Post CIL s106					•	5,000	5,000	9,000	9,000						0	0	0	0	0	0	0	0	0	0	0	
Part Calculation	Contingency		0	0	7,992 15,984	15,984 31,969	30,370 60,741	36,764	43,158 86,316	43,158 86,316	43,158 86,316	36,764 73,529	22,378 44,756	7,992 15,984	0	0	0	0	0	0	0	0	0	0	0	0	
Appers 0 0 0 0 0 0 0 24,821 24			32,000	0	0		0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Lispais 0 0 0 0 0 0 0 4,103 4,103 7,366 7,			0	0	0		Ů	ů o			-					0	0	0	0		0	0	0	U	0	0	
For CL calculation Interest 19,558 19,851 25,058 28,027 36,111 46,522 47,476 48,444 42,812 34,890 21,895 3,663 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0	0	0		ő	0	4,103	4,103	7,386	7,386	7,386	7,386	7,386	4,103	0	0	0	0	0	0	0	0	0	0	
Interiors 19,558 19,551 25,005 28,027 35,111 45,522 47,475 49,444 42,812 34,890 21,885 3,863 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	COSTS BEFORE LAN	ND INT AND PROF	1,303,859	0	325,105	175,048	510,926	657,983	837,765	837,765	1,053,339	906,282	575,404	240,525	51,704	28,724	0	0	0	0	0	0	0	0	0	0	
Interiors 19,558 19,551 25,005 28,027 35,111 45,522 47,475 49,444 42,812 34,890 21,885 3,863 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	For CII calculation																										
Profit on COV 1988 074 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	. or Cit. calculation			19,558	19,851	25,026	28,027	36,111	46,522	47,476	48,444	42,812	34,890	21,885	3,663	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance 0		Profit on GDV																									
Chairing Basineres   4,200,2009   4,200,2019   4,200,2019   4,000,2019		Cash Flow Opening Rataron	-1,303,859 0	-19,558	-344,956	-200,074	-538,953	-694,094	-63,590	-64,544	375,472	528,161	866,962	1,214,845	1,421,889	791,973	0			0	0			0		-1,969,674	
	1		-1,303,859	-1,323,417	-1,668,374	-1,868,447	-2,407,400	-3,101,495	-3,165,084	-3,229,628	-2,854,156	-2,325,995	-1,459,033	-244,188	1,177,701	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	1,969,674	0	

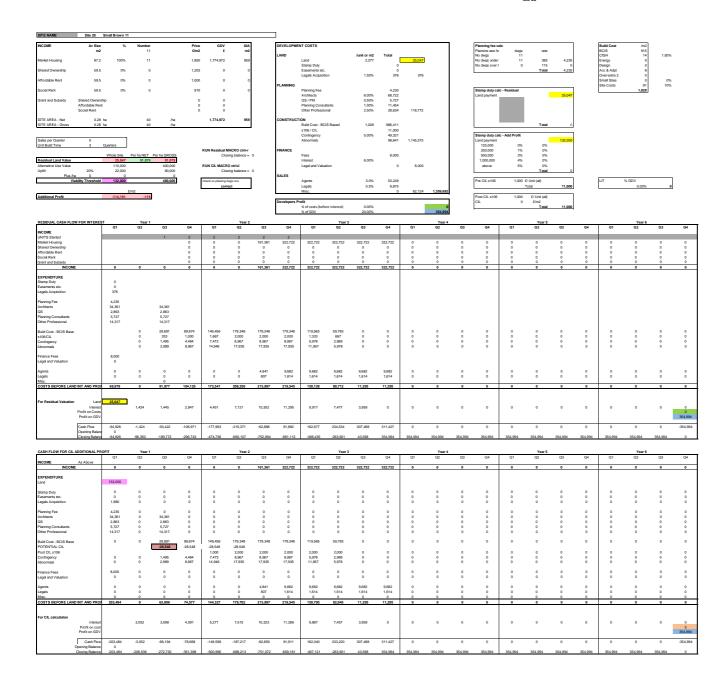




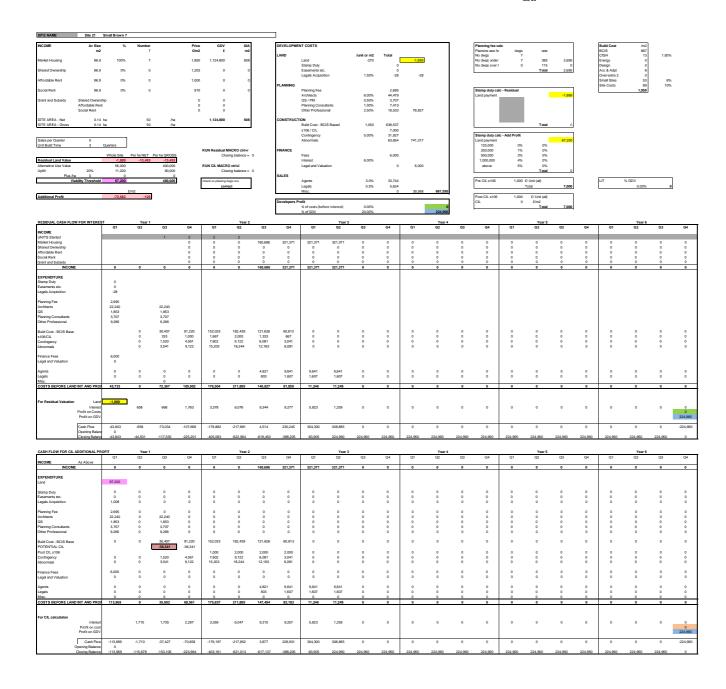




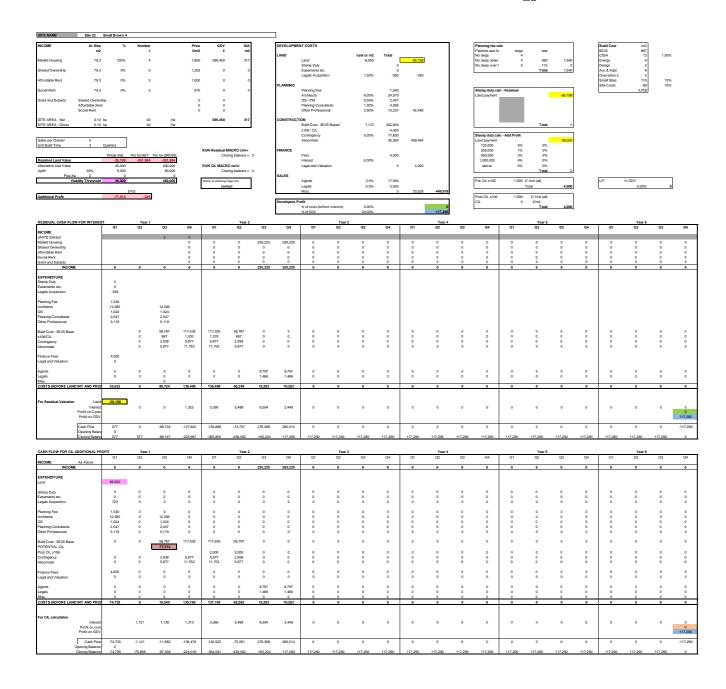




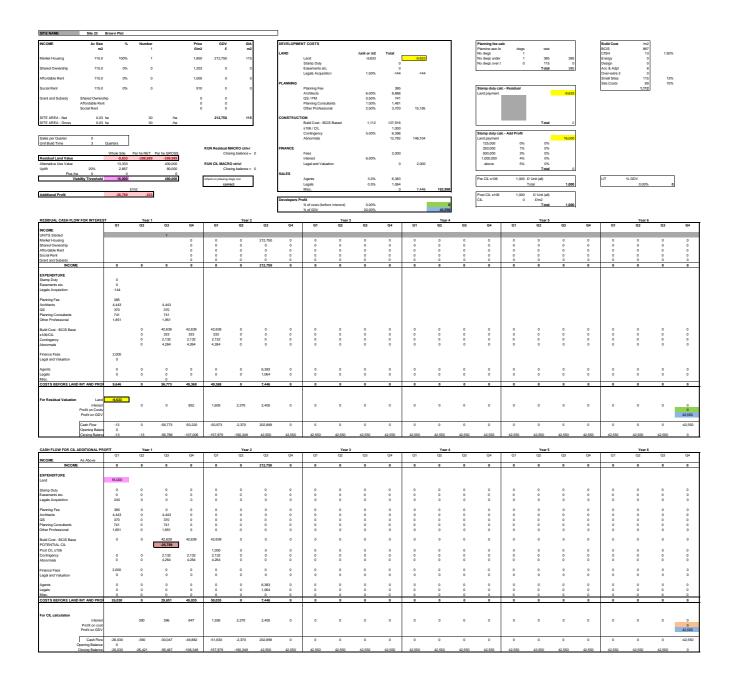








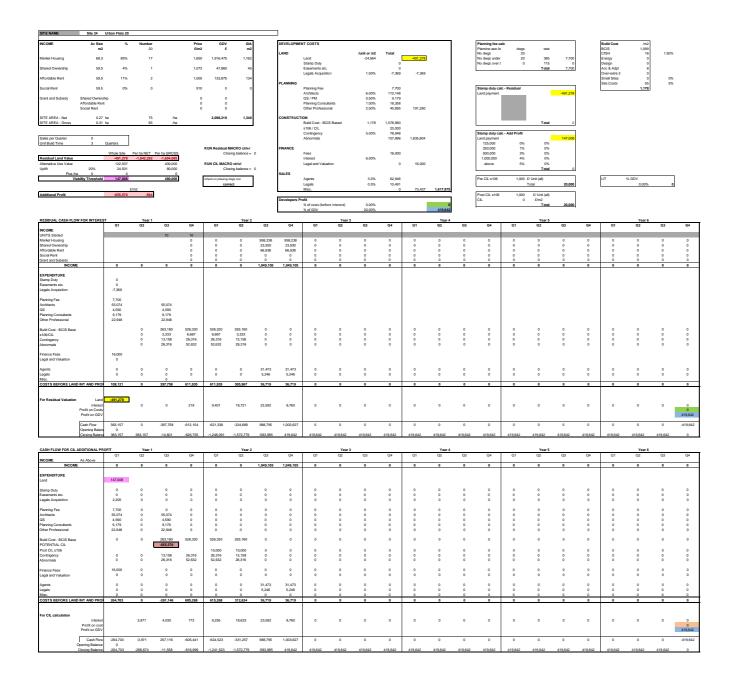






SITE NAME	Site 24	Urban Flats 75							]																
INCOME	Av Size m2	%	Number 75		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning app fe	lic dwas	rate			Build Cost BCIS	/m2 1 130		
Market Housing	70.5		64		1,650		4,494		LAND	Land		/unit or m2 -27,330	Total	-2,049,745			No dwgs No dwgs under	75 25	385	9,625		BCIS CfSH Energy	1,130 17 0	1.50%	
Shared Ownership	59.5	4%	3		1,073	179,476	167			Stamp Duty Easements etc.			0				No dwgs over f	25	115 Total	2,875 12,500		Design Acc & Adpt	0		
Affordable Rent	59.5	11%	8		1,000	502,031	502		DI ANNUNC	Legals Acquisitio	n	1.50%	-30,746	-30,746								Over-extra 3 Small Sites Site Costs	0 0 56	0% 5%	
Social Rent	59.5	0%	0		910	0	0		PLANNING	Planning Fee Architects		6.00%	12,500 436,024				Stamp duty cal Land payment	c - Residual		-2.049.745		one Costs	1,211	5%	
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0					QS / PM Planning Consults		1.00%	36,335 72,671												
SITE AREA - Net	Social Rent 0.50		150	/ha	0	8.097.226			CONSTRUCT	Other Profession	al	2.50%	181,677	739,207											
SITE AREA - Net SITE AREA - Gross	0.50 0.68	ha ha	150 110	/ha /ha		8,097,226	5,164			Build Cost - BCIS s106 / CIL	Based	1,211	6,253,975 75,000						Total	0					
Sales per Quarter		-								Contingency Abnormals		5.00%	312,699 625,398	7,267,071			Stamp duty cal Land payment	c - Add Profit		326.616					
Unit Build Time	3	Quarters				RUN Residual I			FINANCE								125,000 250.000	1%	0%						
Residual Land Value		-2,049,745	-4,099,491	Per ha GROSS -3,012,338			osing balance =	0		Fees Interest		6.00%	52,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift	20%	272,180 54,436		400,000 80,000		RUN CIL MACE Cio	RO ctrl+I osing balance =	0	SALES	Legal and Valuati	on		0	52,000			above	5%	0% Total	0					
Vi	lability Threshold	326,616		480,000		Check on phasing			UNILLU	Agents Legals		3.0%	242,917 40,486				Pre CIL s106	1,000 £	/ Unit (all) otal	75,000		LIT	6 GDV 0.00%		
Additional Profit		-2,433,986	E/m2 -542	l						Misc.				283,403	6,261,190		Post CIL s106	1.000	E/ Unit (all)						
									Developers P	% of costs (before	e interest)	0.00%			1 619 445		CIL	0	£/m2 Total	75,000					
RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME UNITS Started		Q1	Q2	Q3	Q4 25	Q1 25	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				25	25 0 0	0	0	2,471,906 59,825	2,471,906 59,825	2,471,906 59,825	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	167,344	167,344	167,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	Œ	0	0	0	0	0	0	2,699,075	2,699,075	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		0																							
Planning Fee		12,500																							
Architects QS		218,012 18,168		218,012 18,168																					
Planning Consultants Other Professional		36,335 90,838		36,335 90,838																					
Build Cost - BCIS Base s106/CIL	•		0	694,886 8,333	1,389,772 16,667	2,084,658 25,000	1,389,772 16,667	694,886 8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	34,744 69,489	69,489 138,977	104,233 208,466	69,489 138,977	34,744 69,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		52,000																							
Agents		0	0		0		0	80.972	80.972	80.972	0	0			0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	13,495	13,495	13,495	0	0	0	ō	ō	0	0	ō	0	ō	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	397,107	0	1,170,806	1,614,905	2,422,357	1,614,905	901,920	94,468	94,468	0	0	0		0	0	0	0	0	0		0	0		0
For Residual Valuation	n Land Interest	-2,049,745	0		0	16.996	53,586	78.614	52.836	14.559	0	0			0	0	0	0		0	0	0	0		0
	Profit on Costs Profit on GDV																								1,619,445
	Cash Flow Opening Balans	1,652,638	0	-1,170,806	-1,614,905	-2,439,353	-1,668,491	1,718,542	2,551,772	2,590,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,619,445
	Closing Balano	1,652,638	1,652,638	481,832	-1,133,073	-3,572,426	-5,240,917	-3,522,376	-970,603	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	0
CASH FLOW FOR CIL	ADDITIONAL PR		Year 1	O3	04	01	Year 2	Q3	Q4	0:	Year 3	Q3	0:	01	Year 4	Q3	-	01	Year 5	Q3		01	Year 6		
INCOME INCOM	As Above	Q1 0	u2 0	u3 0	04	01	Q2 0	Q3 2,699,075	Q4 2,699,075	Q1 2,699,075	02	0	04	0	Q2 0	u3 0	Q4 0	u1 0	Q2 0	0	04	0	Q2 0	Q3 0	Q4 0
EXPENDITURE Land		326.616																							
Land Stamp Duty		0 0	0	0			0	0	0		0	0		0	0	0	0	0	0	0	0	0	0	0	
Easements etc. Legals Acquisition		0 4,899	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		12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants		218,012 18,168 36,335	0	218,012 18,168 36,335	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		90,838	0	90,838	0	0	0	0	0	0	ō	ō	ō	ō	ō	0	0	0	ō	ō	0	0	ō	ō	0
Build Cost - BCIS Base POTENTIAL CIL	•	0	0	694,886 -2,433,986	1,389,772	2,084,658	1,389,772	694,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	34,744 69,489	69,489 138,977	25,000 104,233 208,466	25,000 69,489 138,977	25,000 34,744 69,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		52.000	0	69,489	138,977	208,466	138,977	69,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	ō	0	0	ő	0	0	ō	ō	ō	0	o	ő	0	0	0	0	ō	ō	0	ō	0	ō	0
Agents Legals		0	0	0	0	0	0	80,972 13,495	80,972 13,495	80,972 13,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	0 759,369	0	-1,271,513	1,598,238	0 2,422,357	1,623,238	0 918,587	0 94,468	0 94,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
. G. CIL CHICUMION	Interest Profit on cost		11,391	11,561	0	16,636	53,221	78,367	52,836	14,559	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
1	Profit on cost Profit on GDV																								0 1,619,445 -1.619.445
		-759.369	-11.391	1.259.952	-1.598.238	-2.438.993	-1.676.459	1.702.121																	
	Cash Flow Opening Balance Closing Balance	-759,369 0 -759,369	-770.759	1,259,952	-1,598,238	-2,438,993	-1,676,459	-3.522.376	2,551,772 -970.603	2,590,049 1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	0	0	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	1,619,445	0	-1,619,445





	Green/brown field		Site 12 Large Brown 500 Brown	Site 13 Large Brown 150 Brown	Site 14 Large Brown 60 Brown	Site 15 Medium Brown 25 Brown	Site 16 Medium Brown 15 Brown	Site 20 Small Brown 11 Brown	Site 21 Small Brown 7 Brown	Site 22 Small Brown 4 Brown	Site 23  Brown Plot  Brown	Site 24 Urban Flats 75 Brown
		Use	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Area Units	Gross Net	ha ha	19.05 14.29 500	5.00 3.75 150	1.91 1.71 60	0.71 0.63 25	0.48 0.43 15	0.28 0.28 11	0.14 0.14 7	0.10 0.10 4	0.03 0.03 1	0.68 0.50 75
Mix	Market Intermediate to Buy Affordable Rent Social Rent		85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	85.00% 3.75% 11.25% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	100.00% 0.00% 0.00% 0.00%	85.00% 3.75% 11.25% 0.00%
Alternative	Land Value	£/ha £ site	400,000 7,619,048	400,000 2,000,000	400,000 765,994	400,000 284,200	400,000 191,229	400,000 110,000	400,000 56,000	400,000 40,000	400,000 13,333	400,000 272,180
Uplift		£/ha £ site	80,000 1,523,810	80,000 400,000	80,000 153,199	80,000 56,840	80,000 38,246	80,000 22,000	80,000 11,200	80,000 8,000	80,000 2,667	80,000 54,436
Viability Th	nreshold	£/ha £ site	480,000 9,142,857	480,000 2,400,000	480,000 919,193	480,000 341,040	480,000 229,474	480,000 132,000	480,000 67,200	480,000 48,000	480,000 16,000	480,000 326,616
Residual V	'a Gross Net	£/ha £/ha £ site	17,162 22,883 326,901	-45,855 -61,140 -229,275	-76,585 -85,551 -146,659	53,245 60,529 37,830	64,979 72,484 31,065	91,079 91,079 25,047	-13,493 -13,493 -1,889	-261,984 -261,984 -26,198	-288,989 -288,989 -9,633	-3,012,338 -4,099,491 -2,049,745
Additional	Profit	£ site £/m2	-11,655,804 -287	-3,043,062 -249	-1,155,568 -239	-321,431 -156	-210,353 -174	-114,191 -119	-72,682 -120	-77,512 -245	-26,789 -233	-2,433,986 -542

## Base - APP8d Cover



Sunderland Typologoes - Summer 2017 v2 - Washington

Number	5	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rat
			ha	Units/ha	m2	m2	m2/ha		£/m
Large Green 350		350	10.00	35.00	92	32,222	3,222	28,904,254	897.0

Rate £/m2 **897.05**  Locality reen/Brown Iternative Use

Washing	tor Green	Agricultural
Area	Gross	13.333
	Net	10.000

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det	3	0	102.00	0.00		887	(
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

Number Units Area Density erage Unit Size Developed Density Total Cost m2/ha ha Units/ha m2 m2 Large Green 175 175 93 16,205 3,241 14,535,727 5.00 35.00

Rate	
£/m2	
896.99	

Washing	gtor Green	Agricultural
Area	Gross	6.667
	Net	5.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	7	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rat
			ha	Units/ha	m2	m2	m2/ha		£/m
Large Green 175 LD		175	5.83	30.00	91	16,012	2,745	14,472,644	903.8

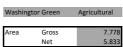
Total Cost	Rate	
	£/m2	
14,472,644	903.86	
COCT		

Rate

£/m2

896.88





	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	22	72.00	1,584.00		887	1,405,008
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	15	83.00	1,245.00		887	1,104,315
	3	37	97.00	3,589.00		887	3,183,443
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	7	70.00	490.00		986	483,140
BUNGALOW	3	7	86.00	602.00		986	593,572
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number Units Area Density erage Unit Size Developed Density Total Cost m2/ha ha Units/ha m2 m2 Large Green 75 75 92 3,227 6,201,056 2.14 35.00 6,914

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	C
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	0
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1.027	0

Washing	gtor Green	Agricultural
Area	Gross	2.857
	Net	2.143

Number	9	Units	Area	Density erag	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Medium Green 35		35	1.00	35.00	94	3,284	3,284	2,953,381	899.32

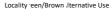
	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	(
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	4	83.00	332.00		887	294,484
	3	9	97.00	873.00		887	774,351
Det	3	0	102.00	0.00		887	(
	4	4	115.00	460.00		887	408,020
	5	5	130.00	650.00		887	576,550
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

Number	10	Units	Area	Density erage Unit Size		Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Medium Green 35 LD		35	1.17	30.00	94	3,293	2,823	2,976,808

	Beds	No	m2	Total	_	BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	C
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86,50	0.00	10%	1.027	0

Locality reen/Brown Iternative Use

Washing	tor Green	Agricultural
Area	Gross	1.176
	Net	1.000



r Green	Agricultural
Gross	1.296
Net	1.167
	Gross

Rate

£/m2 903.98



Number	11	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Medium Green 15		15	0.43	35.00	91	1,363	3,179	1,221,146	896.25

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	12	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Large Brown 500		500	14.29	35.00	92	46,052	3,224	41,305,490	896.94

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

Washing	tor Green	Agricultural
Area	Gross	0.478
	Net	0.429



Washing	gtor Brown	Industrial
Area	Gross	19.048
	Net	14.286

Number	13	Units	Area ha	Density erage Units/ha	e Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rat £/m
Large Brown 150		150	3.75	40.00	92	13,849	3,693	12,417,646	896.6

Rate £/m2 **896.68**  Locality 'een/Brown Iternative Use



	Beds	No	m2	Total		BCIS	cos
Market							(
Flat	1	0	59.50	0.00	10%	999	
	2	0	72.00	0.00	10%	999	
Terrace	2	19	72.00	1,368.00		887	1,213,41
	3	19.0	86.50	1,643.50		887	1,457,78
Semi	2	19	83.00	1,577.00		887	1,398,79
	3	38	97.00	3,686.00		887	3,269,48
Det	3	0	102.00	0.00		887	
	4	19	115.00	2,185.00		887	1,938,09
	5	14	130.00	1,820.00		887	1,614,34
Flat 1 High*	1	0	58.00	0.00	10%	1,027	
Flat 2 High*	2	0	70.00	0.00	10%	1,027	
Flat 3 High*	3	0	84.00	0.00	10%	1,027	
Affordable							
Flat	1	7	59.50	416.50	10%	999	457,69
	2	3	72.00	216.00	10%	999	237,36
Terrace	2	7.0	72.00	504.00		887	447,04
	3	5	86.50	432.50		887	383,62
Semi	2	0	83.00	0.00		887	
	3	0	97.00	0.00		887	
Det	3	0	102.00	0.00		887	
	4	0	115.00	0.00		887	
	5	0	130.00	0.00		887	
Flat 1 High*	1	0	59.50	0.00	10%	1,027	
Flat 2 High*	2	0	72.00	0.00	10%	1,027	
Flat 3 High*	3	0	86.50	0.00	10%	1,027	

Number 14 Units Area Density erage Unit Size Developed Density Total Cost m2/ha ha Units/ha m2 m2 Large Brown 60 1.71 91 5,467 3,189 4,901,866 35.00

Rate £/m2 **896.71** 

Washing	gtor Brown	Industrial
Area	Gross Net	1.915 1.714

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	8	72.00	576.00		887	510,912
	3	8	86.50	692.00		887	613,804
Semi	2	8.0	83.00	664.00		887	588,968
	3	15.0	97.00	1,455.00		887	1,290,585
Det	3	0	102.00	0.00		887	(
	4	8	115.00	920.00		887	816,040
	5	4	130.00	520.00		887	461,240
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	3	72.00	216.00		887	191,592
	3	2	86.50	173.00		887	153,451
Semi	2	0.0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

Number	15	Units	Area	Density erag	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Medium Brown 25		25	0.63	40.00	93	2,332	3,730	2,095,905	898.95

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	(
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	
Flat 3 High*	3	0	86.50	0.00	10%	1,027	

Number	16	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Medium Brown 15		15	0.43	35.00	91	1,363	3,179	1,221,146

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	C
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	C
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86,50	0.00	10%	1.027	0

Locality 'een/Brown Iternative Use

Washing	tor Brown	Industrial
Area	Gross	0.711
	Net	0.625

Locality 'een/Brown .lternative Use

Washing	tor Brown	Industrial
Area	Gross	0.478
	Net	0.429

Rate

£/m2 **896.25** 



Number	17	Units	NET Area	Density erag	e Unit Size	Developed	Density	Total Cost	Rate
				Units/ha	m2	m2	m2/ha		£/m2
Small Green 7		7	0.23	30.00	100	702	3,009	622,674	887.00

	7	0.23	30.00	100	702			622,674
	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		59.50	0.00	10%	999	0
	2	0		72.00	0.00	10%	999	0
Terrace	2	0		72.00	0.00		887	0
	3	0		86.50	0.00		887	0
Semi	2	2		83.00	166.00		887	147,242
	3	3		97.00	291.00		887	258,117
Det	3	0		102.00	0.00		887	0
	4	1		115.00	115.00		887	102,005
	_							

Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0

59.50

72.00

86.50

0.00

0.00

10%

10%

10%

1,027

1,027

1,027

Number	18	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Small Green 4		4	0.16	25.00	106	424	2,650	376,088

Flat 1 High\* Flat 2 High\* Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	C
Semi	2	0	83.00	0.00		887	C
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	C
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	C
	4	0	115.00	0.00		887	C
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality een/ Brown Iternative Use

Washir	ngtor Green	Paddock
Area	Gross	0.233
	Net	0.233

Locality reen/Brown Iternative Use

Washing	gtor Green	Paddock
Area	Gross	0.160
	Net	0.160

Rate

£/m2 887.00



1,027 1,027

1,027

10%

10%

Number	19	Units	Area	Density erag	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Green Plot		1	0.05	20.00	130	130	2,600	115,310	887.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	0	72.00	0.00		887	C
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	C

Number	20	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 11		11	0.28	40.00	82	904	3,287	827,064	914.89

59.50

72.00 86.50 0.00

0.00

Flat 1 High\* Flat 2 High\* Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

Washing	Washingtor Green					
Area	Gross	0.05				
	Net	0.05				

Washing	gtor Brown	Industrial
Area	Gross	0.275
	Net	0.275



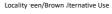
Number	21	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 7		7	0.14	50.00	87	608	4,343	539,296	887.00

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	0
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	22	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 4		4	0.10	40.00	79	317	3,170	281,179	887.00

	Beds	No	m2	Total		BCIS	COST
Market	Deas			1010.		50.0	0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Washing	tor Brown	Industrial
Area	Gross	0.140
	Net	0.140



Washin	gtor Brown	Industrial
Area	Gross	0.100
	Net	0.100



Number 23 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 **Brown Plot** 0.03 30.00 115 115 3,450 102,005 887.00

			 		ı		
	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Washing	tor Brown	Industrial
Area	Gross	0.033
	Net	0.033

										Base - A For A											Leek .
																					田田
			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
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot
	Green/brown fiel	ld	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial
	Locality		Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington	Washington
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units	Net	ha	10.00 350	5.00 175	5.83 175	2.14 75	1.00 35	1.17 35	0.43 15	14.29 500	3.75 150	1.71 60	0.63 25	0.43 15	0.23 7	0.16 4	0.05 1	0.28 11	0.14 7	0.10 4	0.03
Average Unit	Size	m2	92.06	92.60	91.50	92.19	93.83	94.09	90.83	92.10	92.32	91.11	93.26	90.83	100.29	106.00	130.00	82.18	86.86	79.25	115.00
Mix	Intermediate to B	Buy	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%							
	Affordable Rent Social Rent		11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%							
Price	Market	£/m2	2,150	2,150	2,150	2,150	2,150	2,150	2,150	1.800	1,800	1,800	1.800	1,800	2.450	2,450	2,450	1,750	1,750	1,750	1,750
	Intermediate to B	Buy £/m2	1,398	1,398	1,398	1,398	1,398	1,398	1,398	1,170	1,170	1,170	1,170	1,170	1,593	1,593	1,593	1,138	1,138	1,138	1,138
	Affordable Rent Social Rent	£/m2 £/m2	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910	1,000 910
Grant and Sub	osi: Intermediate to B																				
	Affordable Rent Social Rent	£/unit £/unit																			
Sales per Quai																					
Unit Build Tim			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Us Up Lift %	se Value	£/ha %	20,000 20%	20,000 20%	20,000 20%	20,000 20%	20,000 20%	20,000 20%	20,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%	50,000 20%	50,000 20%	50,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%
Additional Upl	lift	£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000						350,000	350,000	350,000				
Easements etc Legals / Acquis		£ % land	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
		f/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385
Planning Fee	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115
Architects		%	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%
QS / PM Planning Cons	ultants	% %	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%	0.50% 1.00%
Other Professi	ional	%	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 CfSH		£/m2 %	897 1.50%	897 1.50%	904 1.50%	897 1.50%	899 1.50%	904 1.50%	896 1.50%	897 1.50%	897 1.50%	897 1.50%	899 1.50%	896 1.50%	887 1.50%	887 1.50%	887 1.50%	915 1.50%	887 1.50%	887 1.50%	887 1.50%
Energy		£/m2	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.30%	1.50%	1.50%	1.30%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Design Acc & Adpt		£/m2 £/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Over-extra 3 Small Sites		£/m2 %													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%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Pre CIL s106 Post CIL s106		£/Unit £/Unit	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000	1,000 1,000
		£/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
LIT Contingency		%	0.00% 2.50%	2.50%	0.00% 2.50%	0.00% 2.50%	2.50%	0.00% 2.50%	2.50%	0.00% 5.00%	0.00% 5.00%	5.00%	5.00%	0.00% 5.00%	2.50%	0.00% 2.50%	0.00% 2.50%	0.00% 5.00%	5.00%	0.00% 5.00%	0.00% 5.00%
Abnormals		% £/site								10.00%	10.00%	10.00%	10.00%	10.00%				10.00%	10.00%	10.00%	10.00%
FINANCE	Fees	£	121,000	91,000	89,000	52,000	33,000	33,000	19,000	36,000	39,000	30,000	19,000	11,000	12,000	8,000	2,000	7,000	6,000	4,000	2,000
	Interest Legal and Valuation	% on f	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%
	-																				
SALES	Agents Legals	%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%
	Misc.	£	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%
Developers Pro	ofi % of costs (before	e interest)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%



OME  ket Housing red Ownership cedable Rent ial Rent	Av Size	rge Green 35							,							-								
red Ownership ordable Rent	m2	%	Number 350		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fe No dwgs	le dwgs	rate			Build Cost BCIS CfSH	/m2 897 13	
red Ownership ordable Rent	95.6	85%	298		2,150	61,179,702	28,456		LAND	Land		/unit or m2 22,373	Total	7.830.610			No dwgs No dwgs under	dwgs 350 300	385	115,500		CfSH Energy	13	1.50%
rdable Rent	71.5	4%	13		1,398	1,311,466	000			Stamp Duty Easements etc.			381,031	1,000,010		l l	No dwgs over !	300	115	34,500		Design Acc & Adpt	0	
							938			Legals Acquisit	ion	1.50%	117,459	498,490		L			I otal	150,000		Over-extra 3	0	
ent	71.5	11%	39		1,000	2,815,313	2,815		PLANNING													Small Sites Site Costs	135	0% 15%
	71.5	0%	0		910	0	0		LAUTING	Planning Fee		6.00%	150,000 2.106.988			Γ	Stamp duty cale	- Residual		7 830 610		One Coata	1,053	13,4
	Shared Ownership				0	0				Architects QS / PM		0.50%	175,582			ľ	Land payment			7,830,610				
At S	Affordable Rent Social Rent				0	0				Planning Consu		1.00%	351,165 877,912	3 661 647										
						0					Ji ka	2.50%	0//,912	3,001,047										
AREA - Net AREA - Gross	10.00 ha 13.33 ha		35 26	/ha /ha		65,306,481	32,209			Build Cost - BC s106 / CIL	IS Based	1,053	33,918,512 350,000			L	ı		Total	381,031				
s per Quarter Build Time	0 3 Qu	arters								Contingency Abnormals		2.50%	847,963 0	35,116,475			Stamp duty cale Land payment 125,000	- Add Profit	1%	4,986,667				
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual	MACRO ctrl+r using balance =	n	FINANCE	Fees			121,000				250,000 500,000	1%	3% 4%					
idual Land Value		7,830,610	783,061	587,296				-		Interest		6.00%					1,000,000	4%	5%					
mative Use Value ft	20%	266,667 53,333		20,000 4,000		RUN CIL MACE	RO ctrl+l ising balance = :	0		Legal and Value	ation		0	121,000			above	5%	5% Total	249,333				
Plus/ha Wahiti	350,000 ity Threshold	4,666,667 4,986,667		350,000 374,000	1	Check on phasing	dama ana		SALES	Agents		3.0%	1,959,194			Г	Pre CIL s106	1,000 6	E/ Unit (all)			LIT	% GDV	
Ymun	ny mineanoid	4,300,007		574,000		cor	rect			Legals		0.5%	326,532			Ľ	THE CITE STOO	1,000 Z	Fotal	350,000		Lii	0.00%	0
tional Profit		3 757 747	Um2 132					Į.		Misc.			0	2,285,727	49,513,949	Г	Post CIL s106	1,000	E/ Unit (all)					
RIGHT FOR		5,151,141	132						Developers Pr	ofit % of costs (befo	ore interest)	0.00%			0		CIL	1,000	£/m2 Total	350,000				
SIDUAL CASH FLOW FO	OR INTEREST									% of GDV		20.00%			13,061,296									
OME FS Started		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
et Housing		17	2,971,586	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	0	0	0	0	0	0	0	0	0	0	0	0
ed Ownership dable Rent			63,700 136,744	138,641 297,619	138,641 297,619	138,641 297,619	138,641 297,619	138,641 297,619	138,641 297,619	138,641 297,619	138,641 297,619	138,641 297,619	0	0	0	0	0	0	0	0	0	0	0	0
Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
and Subsidy INCOME	-+	0	3,172,029	6,903,828	6,903,828	0 6,903,828	6,903,828	6,903,828	6,903,828	0 6,903,828	6,903,828	6,903,828	0	0	0	0	0	0	0	0	0	0	0	0
NOTUDE									,		,											,		
NDITURE Duty nents etc.		381,031																						
nents etc. Acquisition		0 117.459																						
ng Fee acts		150,000 2,106,988		0		1				1														
		175,582		0		1				1														
g Consultants Professional		351,165 877,912		0																				
lost - BCIS Base			1,647,471	3.585 F71	3.585 F71	3.585 671	3,585,671	3.585 671	3.585.671	3.585 671	3.585 671	3,585,671	0	0	0	0	0	0	0	0	0	0	0	0
CIL			17,000 41,187	37.000	37,000	37.000	37.000	37.000	37.000	37.000	37.000	37.000	0	Ö	0	Ö	0	0	0	0	Ö	ő	Ö	0
ngency mals			41,187 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	89,642 0	0	0	0	0	0	0	0	0	0	0	0	0
Fees		121,000																						
e Fees and Valuation		121,000				1				1														
		0	95,161	207,115	207,115	207,115	207,115	207,115	207,115	207,115	207,115	207,115	0	0	0	0	0	0	0	0	0	0	0	0
		0	15,860	34,519	34,519	34,519	34,519	34,519	34,519	34,519	34,519	34,519	0	ō	0	ō	0	0	0	0	0	ō	ō	0
S BEFORE LAND INT	IT AND PROF	4,281,137	1,816,678	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	0	0	0	0	0	0	0	0	0	0	0	0
																	I					1		
esidual Valuation	Land	7,830,610				l				l												l		
Pr	Interest rofit on Costs		726,705	688,986	553,332	409,540	257,119	95,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pr	Profit on GDV																							
c	Cash Flow -	12,111,748	628,646	2,260,895	2,396,549	2,540,341	2,692,762	2,854,328	2,949,881	2,949,881	2,949,881	2,949,881	0	0	0	0	0	0	0	0	0	0	0	0
Op	Doening Balang	0 12,111,748	-11,483,102	-9,222.207	-6,825,658	-4,285,317	-1,592,555	1,261,772	4,211,653	7,161,534	10,111,415	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296
		,,,,,,,,,	. 1000,100		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		-10-20-20-20	Jan. 11 - 14	1901 110000		.,,,,,,,,	2,227,220	1,001,000			,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	100 10000	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		7,000,0000	, jeu-jeu-
FLOW FOR CIL ADD	Is Above	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
	G 73010	0	3,172,029	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	0		0	0	0	0	0	0	0	0	0	0
ME As INCOME																								
INCOME		4,986,667				l				l												1		
INCOME		249,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME NDITURE		249,333		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME  IDITURE  Duty ents etc.		249,333 0 74,800	0	0				0	0	0	n	0	0		0		0	0		0		n	0	
INCOME  IDITURE  Duty  ents etc.  Acquisition		0 74,800	0	0	0	0	0				ő	0	ő	0	0	0	0	0	0	0	0	l ő	0	ō
INCOME  NDITURE  Duty sents etc. Acquisition		0 74,800 150,000 2.106,988		-		0	0	0	0	0														
INCOME  Duty ents etc. Acquisition  g Fee cts g Coresultants	:	0 74,800 150,000 2,106,988 175,582 351,165		-	0 0 0	0	0 0 0	0	0	0	0	0	ō	0	0	0	0	0	0	0	0	0	0	0
INCOME  Duty  Intis etc.  Acquisition  If Fee ots  If Consultants	:	0 74,800 150,000 2,106,988 175,582		-	0	0	0 0 0		0 0 0	0 0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0
INCOME  Duty  Inits etc. Acquisition  g Fee  ts  g Consultants rofessional  out + BCIS Base	:	0 74,800 150,000 2,106,988 175,582 351,165 877,912	0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 3,585,671	0 0 0 0 3,585,671	0 0 0 0 3,585,671	0 0 0 0 3,585,671	0 0 0 0 3,585,671	0 0 0 3,585,671	0 0 0 3,585,671		0	0	0	0		0	0 0		0 0 0	0	0 0 0
INCOME  Duty  ents etc.  Acquisition  g Fee  cts  g Consultants refessional  ost - BCIS Base  WTIAL CIL.	:	0 74,800 150,000 2,106,988 175,582 351,165	0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0 3,585,671 375,775 37,000	0 0 0 0 3,585,671 375,775 37,000	0 0 0 3,585,671 375,775 37,000			0	0	0	0		0 0	0 0 0		0 0 0	0	0
INCOME  Duly  ents etc.  Acquisition  g Fee  ots  g Consultants  rofessional  ost - BCIS Base  HTIAL Cill.  LL 106	:	0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775	0 0 0 0 0 1,647,471 375,775 17,000 41,187	0 0 0 0 0 0 3,585,671 375,775 37,000 89,642	0 0 0 0 0 0 3,585,671 375,775 37,000 89,642	0 0 0 0 3,585,671 375,775 37,000 89,642	0 0 0 0 3,585,671 375,775 37,000 89,642	0 0 0 0 3,585,671 375,775 37,000 89,642	375,775 37,000 89,642	375,775 37,000 89,642	375,775 37,000 89,642	37,000 89,642	0	0	0	0	0	0	0	0 0 0	0	0 0	0	0
INCOME  Dufy ents etc. Acquisition to ge ect tots  g Consultants Professional cost + BCIS Base  YITAL CIL. IL ±106 gency nals		0 74,800 150,000 2,106,988 175,582 361,165 877,912 0 375,775	0 0 0 0 0 1,647,471 375,775 17,000 41,187 0	0 0 0 0 0 3,585,671 37,775 37,000 89,642 0	0 0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	375,775 37,000 89,642 0	375,775 37,000 89,642 0	375,775 37,000 89,642 0	37,000 89,642 0	0 0 0	0	0	0 0 0	0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
INCOME  Duty ents etc. Acquisition  g Fee cts  G Consultants  professional  cost - BCIS Base  NTIAL CIL  IL s106  pency  Fees  Fees		0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775	0 0 0 0 1,647,471 375,775 17,000 41,187 0	0 0 0 0 0 3,585,671 37,775 37,000 89,642 0	0 0 0 0 0 3.585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642	0 0 0 0 3,585,671 375,775 37,000 89,642 0	375,775 37,000 89,642 0	375,775 37,000 89,642 0	375,775 37,000 89,642	37,000 89,642	0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0	0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
INCOME  Duty ents etc. Acquisition g Fee cits g Consultants professional  cost - BCIS Base NTIAL CII. IL stofe gency anals e Fees and Valuation		0 74,800 150,000 2,106,988 175,582 0 351,165 877,912 0 375,775 0 0 121,000 0	0 0 0 0 0 0 1,647,471 375,775 17,000 41,187 0	0 0 0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3.585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	375,775 37,000 89,642 0 0	375,775 37,000 89,642 0 0	375,775 37,000 89,642 0 0	37,000 89,642 0 0	0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0	0 0 0	0	0
NOCOME  NOTURE  Duly  Duly  Another side. An		0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775	0 0 0 0 1,647,471 375,775 17,000 41,187 0	0 0 0 0 0 0 3,585,671 37,000 83,642 0	0 0 0 0 0 3.585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0	375,775 37,000 89,642 0	375,775 37,000 89,642 0	375,775 37,000 89,642 0	37,000 89,642 0	0 0 0		0	0	0 0 0 0 0	0 0 0 0 0	0 0 0 0	0 0 0	0 0 0 0 0	0 0 0	0	0
INCOME  NOTURE  Duly For a control of the control o		0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775 0 121,000 0 0 0 0 0 0 0 0	0 0 0 0 0 1,647,471 375,775 17,000 41,187 0 0 95,161 15,860	0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 0 207,115 34,519	0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 3.585,671 375,775 37,000 89,642 0 0 0 207,115 34,519	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0	0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	0	0
		0 74,800 150,000 2,106,988 175,582 361,165 877,912 0 375,775 0 0	0 0 0 0 0 1,647,471 375,775 17,000 41,187 0	0 0 0 0 0 0 3,585,671 37,575 37,000 89,642 0 0 0	0 0 0 0 0 3.585,671 375,775 37,000 89,642 0 0 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519	375,775 37,000 89,642 0 0 0 207,115 34,519	375,775 37,000 89,642 0 0 0	375,775 37,000 89,642 0 0 0	37,000 89,642 0 0 0	0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
NOTURE  NOTURE  Duty  Duty  Angulation  Top Fee  Top Groundarts  Top Groundart		0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775 0 121,000 0 0 0 0 0 0 0 0	0 0 0 0 0 1,647,471 375,775 17,000 41,187 0 0 95,161 15,860	0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 0 207,115 34,519	0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 3.585,671 375,775 37,000 89,642 0 0 0 207,115 34,519	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
INCOME  LOTURE  Duty  Control and the second of the second	at AND PROF	0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775 0 121,000 0 0 0 0 0 0 0 0	0 0 0 0 0 1,647,471 375,775 17,000 41,187 0 0 95,161 15,860	0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 0 207,115 34,519	0 0 0 0 0 0 3,585,671 37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 3.585,671 375,775 37,000 89,642 0 0 0 207,115 34,519	0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	375,775 37,000 89,642 0 0 0 207,115 34,519 0	37,000 89,642 0 0 0 207,115 34,519 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0
NCOME  NOTURE  Daty on the state of the stat	IT AND PROF	0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775 0 121,000 0 0 0 0 0 0 0 0	0 0 0 0 0 1,647,471 375,775 17,000 41,187 0 0 95,161 15,860 0 0 2,192,453	0 0 0 0 0 3,585,671 37,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	0 0 0 0 0 3,585,671 37,775 37,070 0 0 0 207,115 34,519 0 4,329,722	0 0 0 3,585,671 375,775 37,775 0 89,642 0 0 0 207,115 34,519 0 4,329,722	0 0 0 3,585,671 37,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	375,775 37,000 89,642 0 0 207,115 34,519 0 4,329,722	375,775 37,000 89,642 0 0 207,115 34,519 0 4,329,722	375,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	37,000 89,642 0 0 0 207,115 34,519 0 3,953,947	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-
NCOME  NOTURE  Day  Day  Day  onto dic.  Angustion  of Pec  cis  cis  Consultaria  notessional  out = BCIS Base  YINLA Cis.  Ill. shop  procy  angusy  angusy  angusy  shop  Pec  S BEPORE LAND INI  P. P.  P.	IT AND PROS	0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775 0 121,000 0 0 0 0 0 0 0 0	0 0 0 0 0 1,647,471 375,775 17,000 41,187 0 0 95,161 15,860 0 0 2,192,453	0 0 0 0 0 3,585,671 37,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	0 0 0 0 0 3,585,671 37,775 37,070 0 0 0 207,115 34,519 0 4,329,722	0 0 0 3,585,671 375,775 37,775 0 89,642 0 0 0 207,115 34,519 0 4,329,722	0 0 0 3,585,671 37,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	375,775 37,000 89,642 0 0 207,115 34,519 0 4,329,722	375,775 37,000 89,642 0 0 207,115 34,519 0 4,329,722	375,775 37,000 89,642 0 0 0 207,115 34,519 0 4,329,722	37,000 89,642 0 0 0 207,115 34,519 0 3,953,947	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0



SITE NAME									]																
INCOME	Av Size m2	%	Number 175		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee o	alc dwos	rate		1	Build Cost BCIS	/m2 897		
Market Housing	96.3		149		2,150		14,322		LAND	Land		/unit or m2 21,468	Total	3,756,910			No dwgs No dwgs under	175	385	48,125		CfSH Energy	13	1.50%	
Shared Ownership	71.5	4%	7		1,398	655,733	469			Stamp Duty Easements etc.		1.50%	177,346 0 56,354	233 699			No dwgs over	125	115 Total	14,375 62,500		Design Acc & Adpt Over extra 3	0		
Affordable Rent	71.5	11%	20		1,000	1,407,656	1,408		PI ANNING	Legals Acquisit	ion	1.50%	56,354	233,699								Over-extra 3 Small Sites Site Costs	0 0 135	0% 15%	
Social Rent	71.5	0%	0		910	0	0		PLANNING	Planning Fee Architects		6.00%	62,500 1,059,520				Stamp duty ca Land payment	ic - Residual		3.756.910		Sile Costs	1,053	10%	
Grant and Subsidy	Shared Owners Affordable Ren Social Rent	ship e			0	0 0				QS / PM Planning Consu Other Profession		0.50% 1.00% 2.50%	88,293 176,587 441,467	1,828,367											
SITE AREA - Net SITE AREA - Gross	5.00 6.67		35 26	/ha /ha		32,855,538	16,199		CONSTRUCT	TION Build Cost - BC s106 / CIL	IS Based	1,053	17,057,238 175,000						Total	177,346					
Sales per Quarter Unit Build Time	0 3	Quarters				RUN Residual N			FINANCE	Contingency Abnormals		2.50%	426,431 0	17,658,669			Stamp duty ca Land payment 125,000 250,000	ic - Add Profit 0% 1%	1% 3%	2,493,333					
Residual Land Value		3,756,910	Per ha NET 751,382	Per ha GROSS 563,537		Clos	sing balance =	0	PINANCE	Fees Interest		6.00%	91,000				500,000 1,000,000	3% 4%	4% 5%						
Alternative Use Value Uplift Plus /hr	20% a 350,000	133,333 26,667 2,333,333		20,000 4,000 350,000		RUN CIL MACR Clos	O ctrl+I sing balance =	0	SALES	Legal and Value	ation		0	91,000			above	5%	5% Total	124,667					
Vis	ability Threshold	2,493,333	im2	374,000		Check on phasing of COFF				Agents Legals Misc		3.0% 0.5%	985,666 164,278	44004	24,718,589		Pre CIL s106	1,000	£/ Unit (all) Total	175,000		LIT	% GDV 0.00%	0	
Additional Profit		1,536,666	107						Developers Pi		ore interest)	0.00%		1,149,944	0		Post CIL s106 CIL	1,000		175,000					
RESIDUAL CASH FLO	W FOR INTERES	ST	Year 1				Year 2			% of GDV	Year 3	20.00%			6,571,108 Year 4				Year 5		•		Year 6		
INCOME UNITS Started		Q1	Q2	Q3	Q4 9	Q1	Q2 9	Q3 9	Q4 9	Q1	Q2 9	Q3 9	Q4 9	Q1 15	Q2 15	Q3 10	Q4 9	Q1	Q2 9	Q3 9	Q4 9	Q1	Q2	Q3	04
Market Housing Shared Ownership				,	0	0	0	1 502 506	1 592 506	1,583,596 33,723	1 592 506	1,583,596 33,723	1,583,596 33,723	1 592 506	1 502 506	1,583,596 33,723	1 502 506	2,639,327 56,206	2,639,327 56,206	1,759,551 37,470	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596	1,583,596 33,723
Affordable Rent Social Rent					0	0	0	33,723 72,394 0	33,723 72,394 0	72,394 0	33,723 72,394 0	72,394 0	72,394 0	33,723 72,394 0	33,723 72,394 0	72,394 0	33,723 72,394 0	120,656	120,656	80,438	72,394	72,394	72,394	72,394 0	33,723 72,394 0
Grant and Subsidy INCOME	E	0	0	0	0	0	0	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	0 2,816,189	0 2,816,189	1,877,459	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713
EXPENDITURE Stamp Duty Easements etc.		177,346 0																							
Legals Acquisition		56,354																							
Planning Fee Architects QS		62,500 529,760 44,147		529,760 44,147																					
QS Planning Consultants Other Professional		44,147 88,293 220,733		44,147 88,293 220,733																					
Build Cost - BCIS Base		220,730	0	292.410	584,820	877,229	877,229	877,229	877,229	877,229	877,229	877,229	877,229	1,072,169	1,267,109	1,299,599	1,104,659	909,719	877,229	877,229	877,229	584,820	292,410	0	0
s106/CIL Contingency Abnormals			0	3,000 7,310	6,000 14,620	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	11,000 26,804	13,000 31,678	13,333 32,490	11,333 27,616	9,333 22,743	9,000 21,931	9,000 21,931	9,000 21,931	6,000 14,620	3,000 7,310	0	0
Abnormals  Finance Fees  Legal and Valuation		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
Agents		0	0	0	0	0	0	50,691	50,691	50,691	50,691	50,691	50,691	50,691	50,691	50,691	50,691	84,486	84,486	56,324	50,691	50,691	50,691	50,691	50,691
Legals Misc. COSTS BEFORE LAND	D INT AND DO -	1,270,133	0	0 0 1,185,653	605,440	908,160	908,160	8,449 967,300	8,449 967,300	8,449 967,300	8,449 967,300	8,449 967,300	8,449 967,300	8,449 1,169,113	8,449 1,370,927	8,449 1,404,562	8,449 1,202,749	14,081	14,081	9,387 973,871	8,449 967,300	8,449 664,580	8,449 361,860	8,449 59,140	8,449 59,140
SOUL & BEFORE LAND	U INT AND PROP	1,210,133	U	1,100,003	000,440	300,100	200,100	907,300	901,300	907,300	301,300	307,300	900,100	1,103,113	.,310,92/	1,404,362	1,202,149	1,040,362	1,000,121	213,011	907,340	909,000	301,000	33,140	39,140
For Residual Valuation	Land Interest Profit on Costs Profit on GDV	3,756,910	75,406	76,537	95,470	105,983	121,195	136,636	127,849	118,931	109,878	100,690	91,364	81,899	75,318	71,666	68,464	62,186	36,482	9,887	0	0	0	0	0 0 6,571,108
	Cash Flow	-5,027,043	-75,406	-1,262,190	-700,910	-1,014,143	-1,029,355	585,778	594,564	603,483	612,535	621,723	631,049	438,701	243,468	213,485	418,500	1,713,640	1,772,980	893,701	722,413	1,025,133	1,327,853	1,630,573	-4,940,534
	Opening Balano Closing Balano	0 -5,027,043	-5,102,449	-6,364,639	-7,065,549	-8,079,692	-9,109,047	-8,523,270	-7,928,705	-7,325,223	-6,712,688	-6,090,965	-5,459,916	-5,021,215	-4,777,746	-4,564,261	-4,145,761	-2,432,121	-659,140	234,561	956,974	1,982,107	3,309,961	4,940,534	0
CASH FLOW FOR CIL.	ADDITIONAL PR	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	01	Year 3	Q3	Q4	l 01	Year 4	Q3	04	01	Year 5	Q3	Q4	01	Year 6	Q3	Q4
INCOME INCOME	As Above E	0	0	0	0	0	0	1,689,713	1,689,713		1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	2,816,189	2,816,189	1,877,459		1,689,713	1,689,713	1,689,713	1,689,713
EXPENDITURE Land		2,493,333																							
Stamp Duty		124,667	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. Legals Acquisition		0 37,400	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 Architects		62,500 529,760	0	0 529,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional		44,147 88,293 220,733	0	44,147 88,293 220,733	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 POTENTIAL CIL		0	0	292,410 96,042	584,820 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	1,072,169 96,042	1,267,109 96,042	1,299,599 96,042	1,104,659 96,042	909,719 96,042	877,229 96,042	877,229	877,229	584,820	292,410	0	0
Post CIL s106 Contingency Abnormals		0	0	7,310 0	14,620	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 26,804 0	9,000 31,678 0	15,000 32,490 0	15,000 27,616 0	10,000 22,743 0	9,000 21,931 0	9,000 21,931 0	9,000 21,931 0	9,000 14,620 0	9,000 7,310 0	0 0 0	0 0
Finance Fees Legal and Valuation		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	0
Agents Legals Mino		0	0	0	0	0	0	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	84,486 14,081	84,486 14,081	56,324 9,387	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449	50,691 8,449
COSTS BEFORE LAND	D INT AND PROF	3,691,833	0	1,278,695	0 695,482	1,004,202	1,004,202	1,063,342	1,063,342	1,063,342	1,063,342	1,063,342	1,063,342	1,263,155	1,462,968	1,502,271	1,302,457	1,137,071	1,102,768	973,871	967,300	667,580	0 367,860	59,140	59,140
For CIL calculation																									
	Profit on cost Profit on GDV		55,378	56,208	76,232	87,807	104,188	120,813	113,230	105,533	97,720	89,791	81,742	73,572	68,278	65,901	64,077	59,230	34,931	9,754	0	0	0	0	0 6,571,108
	Cash Flow Opening Balance	-3,691,833 0	-55,378	-1,334,903	-771,713	-1,092,009	-1,108,389	505,558	513,142	520,839	528,651	536,581	544,630	352,986	158,467	121,542	323,179	1,619,889	1,678,489	893,834	722,413	1,022,133	1,321,853	1,630,573	-4,940,534
	Closing Balance	-3,691,833	-3,747,211	-5,082,114	-5,853,828	-6,945,837	-8,054,226	-7,548,668	-7,035,526	-6,514,687	-5,986,036	-5,449,455	-4,904,825	-4,551,839	-4,393,372	-4,271,830	-3,948,651	-2,328,762	-650,273	243,561	965,974	1,988,107	3,309,961	4,940,534	0

GITE NAME	g to 7	Larma G	EID.						1																
SITE NAME	Site 7 Av Size	Large Green 175	Numbr-		Dele-	GDV	GIA		DEVELOPME	NT COST®							Planning fee o	alo				Build Cost	/m2		
INCOME	AV Size m2	76	Number 175		Price £/m2	£ £	m2		LAND	WI COSTS		/unit or m2	Total				Planning tee of Planning app fe No dwgs	and dwgs 175	rate			BCIS CISH	904 14	1.50%	
Market Housing	95.0	85%	149		2,150	30,377,895	14,129		LAND	Land Stamp Duty		20,459	168,517	3,590,345			No dwgs under No dwgs over 5	125	385 115	48,125 14,375		Energy Design	0	1.30%	
Shared Ownership	71.5	4%	7		1,398	655,733	469			Easements etc. Legals Acquisiti	ion	1.50%	53,705	222.222					Total	62,500		Acc & Adpt Over-extra 3	8		
Affordable Rent	71.5	11%	20		1,000	1,407,656	1,408		PLANNING													Small Sites Site Costs	0 136	0% 15%	
Social Rent	71.5	0%	0		910	0	0			Planning Fee Architects		6.00%	62,500 1,054,924				Stamp duty ca Land payment	ic - Residual		3,580,345			1,061		
Grant and Subsidy	Shared Owners Affordable Ren				0	0				QS / PM Planning Consul	itants	0.50%	87,910 175,821												
	Social Rent				0	0				Other Professio	inal	2.50%	439,551	1,820,706											
SITE AREA - Net SITE AREA - Gross	5.83 7.78		30 23	/ha /ha		32,441,284	16,006		CONSTRUCT	Build Cost - BC s106 / CII	IS Based	1,061	16,982,496 175,000						Total	168,517					
Sales per Quarter Unit Build Time	0	Quarters				RUN Residual F	MACRO etcler		FINANCE	Contingency Abnormals		2.50%	424,562 0	17,582,058			Stamp duty ca Land payment 125,000 250,000	ic - Add Profit 0% 1%	1%	2,908,889					
Residual Land Value		Whole Site 3,580,345	Per ha NET 613,773	Per ha GROSS 460,330		Clo	sing balance =	0		Fees Interest		6.00%	89,000				500,000	3% 4%	3% 4% 5%						
Alternative Use Value Uplift	20%	155,556 31,111		20,000 4.000		RUN CIL MACR	tO ctrl+I sing balance =	0		Legal and Valua	ation		0	89,000			above	5%	5% Total	145.444					
Plus /h	ha 350,000 liability Threshold	2,722,222		350,000 374,000	ı	Check on phasing of		-	SALES	Agents		3.0%	973,239				Pre CIL s106	1.000	£/ Unit (all)			LIT	% GDV		
			Um2			com	rect			Legals Misc		0.5%	162,206	1,135,445	24,429,776				Total	175,000			0.00%	0	
Additional Profit		811,955	57						Developers Pr	ofit				.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2						
									Developina	% of costs (befo % of GDV		0.00% 20.00%			6,488,257		OL.		Total	175,000					
RESIDUAL CASH FLO	OW FOR INTERES	T Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				9	9	9	9	9	9	9	9	9	9	15	15	10	9	9	9	9	9				
Market Housing Shared Ownership					0	0	0	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	2,603,820 56,206	2,603,820 56,206	1,735,880 37,470	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723
Affordable Rent Social Rent					0	0	0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	120,656 0	120,656	80,438 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0
Grant and Subsidy INCOM	Œ	0	0	0	0	0	0	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	0 2,780,682	0 2,780,682	1,853,788	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409
EXPENDITURE																									
Stamp Duty Easements etc.		168,517																							
Legals Acquisition		53,705																							
Planning Fee Architects		62,500 527,462		527,462																					
QS Planning Consultants		43,955 87,910		43,955 87,910																					
Other Professional		219,776	,	219,776	582.257	873.386	em	873.386	873.386	873.386	873,386	873.386	873.386	1,067,471	1,261,557	1.293.904	1.099.819	905,733	873.386	ero	873.386	582.257	291.129		
Build Cost - BCIS Base s106/CIL	•		0	291,129 3,000	6,000	9,000	873,386 9,000	9,000	9,000	9,000	9,000	9,000	9,000	11,000	13,000	13,333	11,333	9,333	9,000	873,386 9,000	9,000	6,000	3,000	0	0
Contingency Abnormals			0	7,278 0	14,556 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	26,687 0	31,539 0	32,348 0	27,495 0	22,643 0	21,835 0	21,835 0	21,835 0	14,556 0	7,278 0	0	0
Finance Fees		89,000																							
Legal and Valuation		0			0		0	50.052	50.052	50.052	50.052	50.052	50.052	50.052	50.052	50.052	50.052	83.420	83.420	55 614	50.052	50.052	50.052	50.052	50.052
Agents Legals		0	0	0	0	0	0	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	83,420 13,903	83,420 13,903	55,614 9,269	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342	50,052 8,342
Misc. COSTS BEFORE LAN	ID INT AND PROF	1,252,825	0	1,180,510	602,813	904,220	904,220	962,614	962,614	962,614	962,614	962,614	962,614	1,163,552	1,364,490	1,397,980	1,197,042	1,035,034	1,001,544	969,103	962,614	661,208	359,801	58,394	58,394
Ear Paridy of Mahoo		2 500 245																							
ror Residual Valuation	n Land Interest Profit on Costs	3,580,345	72,498	73,585	92,396	102,825	117,930	133,263	124,675	115,958	107,110	98,130	89,015	79,763	73,387	69,929	66,921	60,855	35,583	9,429	0	0	0	۰	0
	Profit on GDV																								6,488,257
l	Cash Flow Opening Balans	-4,833,170 0	-72,498	-1,254,095	-695,210	-1,007,045	-1,022,150	572,532	581,120	589,837	598,684	607,665	616,779	425,093	230,532	200,500	404,446	1,684,793	1,743,555	875,255	705,794	1,007,201	1,308,608	1,610,015	-4,878,242
	Closing Balano	-4,833,170	-4,905,668	-6,159,762	-6,854,972	-7,862,017	-8,884,167	-8,311,635	-7,730,515	-7,140,679	-6,541,994	-5,934,330	-5,317,550	4,892,457	-4,661,925	-4,461,425	-4,056,979	-2,372,186	-628,631	246,624	952,419	1,959,620	3,268,228	4,878,242	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT Q1	Year 1	O3	04	01	Year 2	03	04	01	Year 3	03	Q4	01	Year 4	03	04	01	Year 5	03	Q4	01	Year 6	03	04
INCOME	As Above	0	0	0	0		0	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	2,780,682	2,780,682	1,853,788	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409
EXPENDITURE				,	-			.,,	.,,403	.,,	.,,	.,,403	.,,	.,,	.,,	.,,	.,,403	2,,002	_, _,oor	.,,,,,,,,,	.,,,,,,,,	.,,403	.,,	.,,403	.,,****
Land		2,908,889																							
Stamp Duty Easements etc.		145,444	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		43,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	o	0
Planning Fee Architects		62,500 527,462	0	0 527,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		43,955 87,910	0	43,955 87,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		219,776	ō	219,776	ő	ő	ō	ő	0	ő	ő	ō	ő	ő	ō	ő	0	ő	0	0	0	ő	0	ō	0
Build Cost - BCIS Base POTENTIAL CIL	•	0	0	291,129 50,747	582,257 50,747	873,386 50,747	873,386 50,747	873,386 50,747	873,386 50,747	873,386 50,747	873,386 50,747	873,386 50,747	873,386 50,747	1,067,471 50,747	1,261,557 50,747	1,293,904 50,747	1,099,819 50,747	905,733 50,747	873,386 50,747	873,386	873,386	582,257	291,129	0	0
Post CIL s106 Contingency		0	,	7,278	14,556	9,000	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000 21,835	9,000	9,000	15,000 32,348	15,000 27,495	10,000	9,000 21,835	9,000 21,835	9,000 21,835	9,000 14,556	9,000 7,278	0	0
Abnormals		0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		89,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Accests			0	0	0		0	50.052	50.052	50.052	50.052	50.052	50.052	50.052	50.052	50.052	50.052	83.420	83.420	55.614	50.052	50.052	50.052	50.052	50.052
Agents Legals Mino		0	0	0	0	0	0	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	13,903	13,903	9,269	8,342	8,342	8,342	8,342	8,342
COSTS BEFORE LAN	ID INT AND PROF	4,128,570	0	1,228,257	647,561	954,967	954,967	1,013,362	1,013,362	1,013,362	1,013,362	1,013,362	1,013,362	1,212,299	1,411,237	1,450,394	1,251,456	1,086,447	1,052,291	969,103	962,614	664,208	365,801	58,394	58,394
						l		124.851	116.898	108.826	100.632	92.316	83.875	75.308	69.596	66.782	64.513	59.227	34,702	9.296	0	1			
For CIL calculation	Interest Profit on cost		61,929	62,857	82,224	93,171	108,893	124,851	116,898	100,020	100,002	92,316	03,075	75,308	69,596	66,782	04,013	50,221	34,702	9,290	0	0	0	0	0
For CIL calculation	Interest Profit on cost Profit on GDV		61,929	62,857	82,224	93,171	108,893	124,851	116,898	100,020	100,002	92,310	63,675	75,308	69,596	66,782	64,513	33,221	34,702	9,290	0	0	0	٥	0 6,488,257
	Profit on cost	-4,128,570 0	61,929	-1,291,114	-729,785	93,171	-1,063,860	530,196	116,898 538,149	546,222	554,415	562,731	571,172	75,308 380,802	187,576	151,233	352,440	1,635,007	1,693,689	875,388	705,794	1,004,201	1,302,608	1,610,015	0 6,488,257 -4,878,242

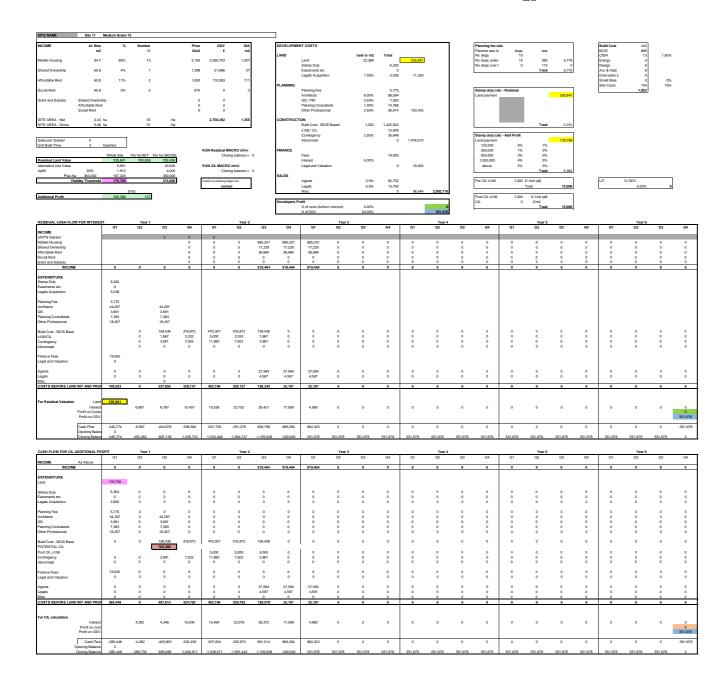


SITE NAME	Site 8	Large Green 75	,						]																
INCOME	Av Size m2	%	Number 75		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee o	alc	rate			Build Cost BCIS	/m2		
Market Housing	95.6		64		2,150	13,098,035	6,092		LAND	Land		/unit or m2 22,035	Total	1,652,597			No dwgs No dwgs under	75	385	9,625		CfSH Energy	13	1.50%	
Shared Ownership	72.5	4%	3		1,398	285,138	204			Stamp Duty Easements etc			72,130 0				No dwgs over	25 25	115 Total	2,875 12,500		Design Acc & Adpt	8		
Affordable Rent	72.5	11%	8		1,000	612,102	612		DI ANNUNC	Legals Acquisit	ion	1.50%	24,789	96,919								Over-extra 3 Small Sites Site Costs	0 0 135	0% 15%	
Social Rent	72.5	0%	0		910	0	0		PLANNING	Planning Fee Architects		6.00%	12,500 451,819				Stamp duty ca Land payment	ic - Residual		1.652.597		Sile Costs	1,053	10%	
Grant and Subsidy	Shared Owners Affordable Ren Social Rent	ship t			0	0				QS / PM Planning Consu Other Profession		0.50% 1.00% 2.50%	37,652 75,303 188,258							.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,					
SITE AREA - Not SITE AREA - Gross	2.14 2.86	ha ha	35 26	/ha /ha		13,995,275	6,908		CONSTRUCT	Build Cost - BC	IS Based	1,053	7,273,483 75,000						Total	72,130					
Sales per Quarter Unit Build Time	0	Quarters				RUN Residual I			FINANCE	Contingency Abnormals		2.50%	181,837 0	7,530,321			Stamp duty ca Land payment 125,000 250,000	ic - Add Profit 0% 1%	1%	1,068,571					
Residual Land Value		Whole Site 1,652,597	Per ha NET 771,212	Per ha GROSS 578,409			sing balance =	0	PINANCE	Fees Interest		6.00%	52,000				500,000	3% 4%	4% 5%						
Alternative Use Value Uplift	20%	57,143 11,429		20,000 4,000		RUN CIL MACR	O ctrl+I sing balance =	0		Legal and Valu	ation		0	52,000			above	5%	5% Total	53,429					
Plus /h	ha 350,000 lability Threshold	1,000,000		350,000 374,000		Check on phasing o			SALES	Agents Legals		3.0%	419,858 69,976				Pre CIL s106	1,000	E/ Unit (all) Total	75,000		LIT	% GDV 0.00%		
Additional Profit		659,533	£/m2 108						Developers P	Misc.			0	489,835	10,587,203		Post CIL s106 CIL	1,000	E/ Unit (all) E/m2						
RESIDUAL CASH FLO	OW FOR INTERES	st.	Year 1				Year 2			% of costs (before % of GDV	re interest) Year 3	0.00% 20.00%			2,799,055 Year 4				Year 5	75,000			Year 6		
INCOME UNITS Started		Q1	Year 1 Q2	Q3	Q4 9	Q1 9	Q2 9	Q3 9	Q4 9	Q1 9	Q2 9	Q3 7	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				5	0 0	0	0	9 873,202 19,009	9 1,571,764 34,217	1,571,764 34,217	9 1,571,764 34,217	7 1,571,764 34,217	1,571,764 34,217	1,571,764 34,217	1,571,764 34,217	1,222,483 26,613	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	40,807	73,452	73,452	73,452	73,452	73,452	73,452	73,452	57,130 0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	Œ	0	0		0	0	0	933,018	1,679,433	0	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,306,226	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.		72,130 0																							
Legals Acquisition Planning Fee		24,789 12,500																							
Architects QS		225,910 18.826		225,910 18,826																					
Planning Consultants Other Professional		37,652 94,129		37,652 94,129																					
Build Cost - BCIS Base s106/CIL	2		0	161,633 1,667	452,572 4,667	743,512 7,667	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	808,165 8,333	517,225 5,333	226,286 2,333	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	4,041	11,314	18,588	21,820	21,820	21,820	21,820	21,820	20,204	12,931	5,657	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		52,000																							
Legal and Valuation  Agents		0			0		0	27.991	50.383	50.383	50.383	50.383	50.383	50.383	50.383	39.187	0	0	0			0	0		
Agents Legals Misc.		0	0	0	0	0	0	27,991 4,665	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	39,187 6,531	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	537,935	0	543,856	468,553	769,766	903,638	936,294	962,419	962,419	962,419	895,482	594,270	293,057	58,780	45,718	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land	1,652,597																							
	Profit on Costs Profit on GDV		32,858	33,351	42,009	49,667	61,959	76,443	77,639	68,048	58,313	48,433	37,400	21,684	1,213	0	0	0	0	0	0	0	0	٥	0 2,799,055
	Cash Flow	-2,190,532	-32,858	-577,207	-510,562	-819,433	-965,597	-79,719	639,376	648,966	658,701	735,518	1,047,763	1,364,692	1,619,439	1,260,508	0	0	0	0	0	0	0	0	-2,799,055
	Opening Balano Closing Balano	0 -2,190,532	-2,223,389	-2,800,597	-3,311,159	-4,130,593	-5,096,190	-5,175,908	4,536,533	-3,887,566	-3,228,865	-2,493,348	-1,445,585	-80,892	1,538,547	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055 2	,799,055	0
CASH FLOW FOR CIL	. ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOM	Œ	0	0	0	0		0	933,018	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,306,226	0	0		0	0	0	0	0	0
Land		1,068,571																							
Stamp Duty Easements etc.		53,429 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		16,029	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 Architects QS		12,500 225,910 18,826	0	0 225,910 18,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		37,652 94,129	0	37,652 94,129	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	161,633	452,572	743,512	872,818	872,818	872,818	872,818	872,818	808,165	517,225	226,286	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				94,219	94,219	94,219 5,000	94,219	94,219	94,219	94,219	9,000	9,000	9,000	7,000	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	4,041 0	11,314 0	18,588 0	21,820 0	21,820 0	21,820 0	21,820 0	21,820 0	20,204	12,931 0	5,657 0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		52,000 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	27,991 4,665	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	39,187 6,531	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAN	ID INT AND PROF	0 0 1,579,045	0	0 0 636,409	0 0 558,106	0 0 861,318	0 0 997,857	4,665 0 1,030,513	8,397 0 1,056,638	8,397 0 1,056,638	8,397 0 962,419	8,397 0 896,149	8,397 0 <b>597,936</b>	8,397 0 297,723	8,397 0 58,780	6,531 0 45,718	0	0	0	0	0	0	0	0	0
	I MIND PROF	1,079,045		030,403	330,106	001,310	321,031	1,030,313	1,000,038	1,000,038	302,413	030,143	926,100	291,123	30,700	40,r Id	U	U	v	U	v				U
For CIL calculation	Interest Profit on cost		23,686	24,041	33,948	42,828	56,391	72,204	74,750	66,529	58,185	48,303	37,278	21,615	1,213	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								0 2,799,055
	Cash Flow Opening Balance	-1,579,045 0 -1,579,045	-23,686 -1.602,730	-660,450	-592,053	-904,147	-1,054,248 -4,813,628	-169,699 -4.983.328	548,045	556,266 -3.879.016	658,829	734,981	1,044,219	1,360,095	1,619,439	1,260,508	2,799,055	2.799.055	0	0	0	0	0	0	-2,799,055
L	Closing Balance	-1,579,045	-1,602,730	-2,263,180	-2,855,233	-3,759,380	·4,813,628	-4,983,328	-4,435,282	-3,879,016	-3,220,187	-2,485,206	-1,440,987	-80,892	1,538,547	2,799,055	2,799,055	2,799,056	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055 2	,799,U55	U

SITE NAME	Site 9	Medium Green 3	35						]																
INCOME	Av Size m2	%	Number 35		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of Planning app fe	alc dwgs	rate			Build Cost BCIS CISH	/m2 899		
Market Housing	98.3		30		2,150		2,924		LAND	Land		/unit or m2 22,713	Total	794,954			No dwgs No dwgs under	dwgs 35 35 0	385 115	13,475		Energy	13 0	1.50%	
Shared Ownership	67.0	4%	1		1,398	122,893	88			Stamp Duty Easements etc. Legals Acquisiti	10	1.50%	29,248 0 11,924	41.172			No dwgs over 5	0	115 Total	13,475		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	67.0		4		1,000		264		PLANNING			1.30%		41,112								Small Sites Site Costs	0	0% 15%	
Social Rent	67.0		0		910	0	0			Planning Fee Architects		6.00%	13,475 214,810				Stamp duty ca Land payment	lc - Residual		794,954			1,056		
Grant and Subsidy	Shared Owners Affordable Ren Social Rent	ship t			0	0				QS / PM Planning Consul Other Professio		0.50% 1.00% 2.50%	17,901 35,802 89,504	371,492											
SITE AREA - Not	1.00	ha	35	/ha		6,674,219	3,276		CONSTRUCT	ION				371,492											
SITE AREA - Gross	1.18	ha	30	/ha						Build Cost - BCI s106 / CIL	S Based	1,056	3,458,700 35,000						Total	29,248					
Sales per Quarter Unit Build Time	0	Quarters								Contingency Abnormals		2.50%	86,467 0	3,580,167			Stamp duty ca Land payment 125,000	ic - Add Profit	1%	440,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r sing balance =	0	FINANCE	Fees			33,000				250,000 500,000	1% 3% 4%	3% 4%						
Residual Land Value Alternative Use Value		794,954 23,529	794,954	675,711 20,000		RUN CIL MACR	tO ctrl+l			Interest Legal and Valua	tion	6.00%	0	33,000			1,000,000 above	4% 5%	0% 4%						
Uplift Plus /h	20% ha 350,000 lability Threshold	4,706 411,765 440,000		4,000 350,000 374,000		Clos Check on phasing o	sing balance =	0	SALES	Agents		3.0%	200,227				Pre CIL s106	1,000 6	Total / Unit (all)	17,600		li et	% GDV		
	,		E/m2			corr				Legals Misc.		0.5%	33,371 0	233,598	5,054,383				otal	35,000			0.00%	0	
Additional Profit		389,389	133						Developers P	ofit % of costs (befo	(	0.00%					Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2 Total	35.000					
									<u> </u>	% of GDV		20.00%			1,334,844					35,000					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				5	5	9	9	7 898,216	898,216	1,616,789	1,616,789	1,257,503	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0	0	0	17,556 37,688	17,556 37,688	31,601 67,838	31,601 67,838	24,579 52,763	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy INCOM	Œ	0	0	0	0	0	0	0 0 953,460	0 0 953,460	0 0 1,716,228	0 0 1,716,228	0 0 1,334,844	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		29.248																							
Easements etc. Legals Acquisition		0 11,924																							
Planning Fee		13,475																							
Architects QS Planning Consultants		107,405 8,950 17,901		107,405 8,950 17,901																					
Other Professional		44,752		44,752																					
Build Cost - BCIS Base s106/CIL	2		0	164,700 1,667 4,117	329,400 3,333 8,235	625,860 6,333 15,646	757,620 7,667 18,940	823,500 8,333 20,587	527,040 5,333 13,176	230,580 2,333 5,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency 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 Legal and Valuation		33,000 0																							
Agents Lenals		0	0	0	0	0	0	28,604 4,767	28,604 4,767	51,487 8,581	51,487 8,581	40,045 6,674	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	266,655	0	0 349,493	340,968	647,840	784,227	885,792	578,920	298,746	60,068	46,720	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land	794,954																							
	Interest Profit on Costs		15,924	16,163	21,648	27,087	37,211	49,533	49,261	44,381	23,785	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 1,334,844
	Profit on GDV Cash Flow	-1,061,610	-15.924	-365.656	-362.616	-674.927	-821.438	18.135	325.279	1.373.101	1.632.375	1.288.124	0	0	0	0	0	0	0	0	0	0	0	0	1,334,844
	Opening Balano Closing Balano	1,061,610	-1,077,534	-1,443,189	-1,805,805	-2,480,732	-3,302,170	-3,284,035	-2,958,756	-1,585,655	46,720	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	0
CASH FLOW FOR CIL	. ADDITIONAL PR	ROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1 0	Q2	Q3	Q4 0	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	0.4	Q1	Q2	Q3	Q4
EXPENDITURE	IC.		0	U	U		U	953,460	953,460	1,716,228	1,716,228	1,334,844	U		U		U	U					U		
Land Stamp Duty		440,000 17,600					0					0								0		_	0	0	
Stamp Duty Easements etc. Legals Acquisition		0 6,600	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		13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants		107,405 8,950 17,901	0	8,950 17,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		44,752	ő	44,752	0	0	ō	0	ō	0	0	0	0	ő	0	ō	0	0	ő	0	ō	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	•	0	٥	164,700 129,796	329,400 129,796	625,860 129,796	757,620	823,500	527,040	230,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals		0	0	4,117 0	8,235 0	5,000 15,646 0	5,000 18,940 0	9,000 20,587 0	9,000 13,176 0	7,000 5,764 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		33,000	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 Agents		0	0	0	0	0	0	28,604	28,604	51,487	51,487	40,045	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	4,767 0	4,767 0	8,581 0	8,581 0	6,674	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	689,683	0	477,622	467,431	776,303	781,560	886,459	582,587	303,412	60,068	46,720	0	0	0	0	0	0		0	0	0	0	0	0
For CIL calculation	Interest		10,345	10,500	17,822	25,101	37,122	49,402	49,138	44,312	23,785	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								0 1,334,844
1	Cash Flow Opening Balance	-689,683 0	-10,345	-488,123	-485,254	-801,404	-818,683	17,599	321,734	1,368,503	1,632,375	1,288,124	0	0	0	0	0	0	0	0	0	0	0	0	-1,334,844
1	Closing Balance	-689,683	-700.029		-1.673.405	-2.474.809	-3.293.492	-3.275.893	-2.954.158	-1.585.655	46.720	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	

SITE NAME	Site 10	Medium Green 3	15 LD						]																
INCOME	Av Size m2	%	Number 35		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee of Planning app fe	alc dwgs 35	rate			Build Cost BCIS	/m2 904 14		
Market Housing	98.6	85%	30		2,150	6,306,703	2,933		LAND	Land		/unit or m2 22,297	Total	780,387			No dwgs No dwgs under	35 35	385 115	13,475		CfSH Energy	14 0	1.50%	
Shared Ownership	67.0	4%	1		1,398	122,893	88			Stamp Duty Easements etc. Legals Acquisitis	nn	1.50%	28,519 0 11,706	40,225			No dwgs over 5	0	115 Total	13,475		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	67.0		4		1,000	263,813	264		PLANNING													Small Sites Site Costs	0 136	0% 15%	
Social Rent Grant and Subsidy	67.0 Shared Owners		0		910	0	0			Planning Fee Architects QS / PM		6.00%	13,475 216,485 18,040				Stamp duty ca Land payment	lc - Residual		780,387			1,061		
Grant and Subsidy	Affordable Rent Social Rent	e e			0	0				Planning Consul Other Professio		0.50% 1.00% 2.50%	36,081 90,202	374,284											
SITE AREA - Net	1.17	ha	30	/ha		6,693,408	3,285		CONSTRUCT	ION															
SITE AREA - Gross	1.30	ha	27	/ha						Build Cost - BCI s106 / CIL Contingency	IS Based	1,061	3,485,942 35,000 87,149				Stamp duty ca	In - Arld Profit	Total	28,519					
Sales per Quarter Unit Build Time	0	Quarters								Abnormals		2.50%	0	3,608,091			Land payment 125,000	0%	1%	484,815					
		Whole Site	Per ha NET	Per ha GROSS 602,013		RUN Residual N	tACRO ctrl+r sing balance =	0	FINANCE	Fees		6.00%	33,000				250,000 500,000 1,000,000	1% 3% 4%	3% 4% 0%						
Residual Land Value Alternative Use Value Uplift	20%	25,926 5,185	668,903	20,000		RUN CIL MACR	O ctrl+l sing balance =	0		Legal and Valua	tion	6.00%	0	33,000			above	5%	4% Total	19,393					
Plus /I	ha 350,000 /iability Threshold	453,704 484,815		350,000 374,000	ı	Check on phasing o			SALES	Agents		3.0%	200,802				Pre CIL s106		/ Unit (all)			LIT	% GDV		
		323,732	Um2 110			corr	ect			Legals Misc.		0.5%	33,467 0	234,269	5,070,256				otal	35,000			0.00%	0	
Additional Profit		323,732	110						Developers Pr	% of costs (befo	re interest)	0.00%			0		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 Total	35,000					
RESIDUAL CASH FLO	OW FOR INTERFE		Year 1				V 2			% of GDV	V 2	20.00%			1,338,682				Year 5				Year 6		
INCOME	OW FOR INTERES	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				5	0	0	0	7 900,958 17,556	900,958 17,556	1,621,724 31,601	1,621,724 31.601	1,261,341	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	37,688 0	17,556 37,688 0	31,601 67,838 0	31,601 67,838 0	24,579 52,763 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCON	ME	0	0	0	0	0	0	0 956,201	0 956,201	1,721,162	1,721,162	1,338,682	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		28,519																							
Stamp Duty Easements etc. Legals Acquisition		11,706																							
Planning Fee Architects		13,475 108,243		108,243																					
QS Planning Consultants		9,020 18,040		9,020 18,040																					
Other Professional  Build Cost - BCIS Base		45,101	0	45,101	331,994	630.790	763,587	829 986	531.191	232.396		r.			0			0	0	0			0	0	
Build Cost - BCIS Base s106/CIL Contingency	~		0	165,997 1,667 4,150	3,333 8,300	6,333 15,770	7,667 19,090	8,333 20,750	5,333 13,280	2,333 5,810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		33.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		33,000																							
Agents Legals		0	0	0	0	0	0	28,686 4,781	28,686 4,781	51,635 8,606	51,635 8,606	40,160 6,693	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF	267,105	0	0 352,218	343,628	652,893	790,344	892,536	583,271	300,780	60,241	46,854	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation		780,387																							
	Profit on Costs Profit on GDV		15,712	15,948	21,471	26,947	37,145	49,557	49,345	44,492	23,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 1,338,682
	Cash Flow	-1,047,492	-15,712	-368,166	-365,098	-679,840	-827,488	14,108	323,584	1,375,890	1,637,068	1,291,828	0	0	0	0	0	0	0	0	0	0	0	0	-1,338,682
	Opening Balano Closing Balano	0 -1,047,492	-1,063,204	-1,431,371	-1,796,469	-2,476,309	-3,303,797	-3,289,689	-2,966,105	-1,590,214	46,854	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	0
CASH FLOW FOR CIL	L ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1 0	Q2	Q3	04	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	04	Q1	Q2	Q3	04
EXPENDITURE	NC		U	U	0	0	U	956,201	956,201	1,721,162	1,721,162	1,338,682	0	0	0		0	U		U	0				U
Land		484,815 19.393		0	0				0				0				0				0				0
Stamp Duty Easements etc. Legals Acquisition		19,393 0 7,272	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 Architects		13,475 108,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants		108,243 9,020 18,040	0	108,243 9,020 18,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		45,101	0	45,101	ŏ	0	0	ó	ō	ó	ó	o .	ó	0	ò	ō	ō	0	ò	ō	ō	ō	ō	ò	ò
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	e .	0	°	165,997 107,911	331,994 107,911	630,790 107,911 5,000	763,587 5,000	829,986 9,000	531,191 9,000	232,396 7,000	0	0	0		0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals		0	0	4,150 0	8,300 0	5,000 15,770 0	5,000 19,090 0	9,000 20,750 0	9,000 13,280 0	7,000 5,810 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		33,000	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 Agents		0	0	0	0	0	0	28,686	28,686	0 51,635	51,635	40,160	0		0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	4,781 0	4,781 0	8,606 0	8,606 0	6,693 0	0	0	0	0	0	0	0	0	0	0	0	0	0
			0	458,463	448,205	759,470	787,677	893,203	586,938	305,447	60,241	46,854	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAI	ND INT AND PROF	738,359																							
For CIL calculation	Interest	738,359	11,075	11,242	18,287	25,284	37,056	49,427	49,223	44,423	23,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		738,359	11,075	11,242	18,287	25,284	37,056	49,427	49,223	44,423	23,853	0	0	0	0	0	0	0	0	0	0	0	0		0 0 1,338,682
	Interest Profit on cost	-738,359	11,075	11,242	18,287 -466,492	25,284	37,056 -824,733	49,427 13,571	49,223 320,040	44,423 1,371,293	23,853	1,291,828	0	0	0	0	0	0	0	0	0	0	0		0 0 1,338,682







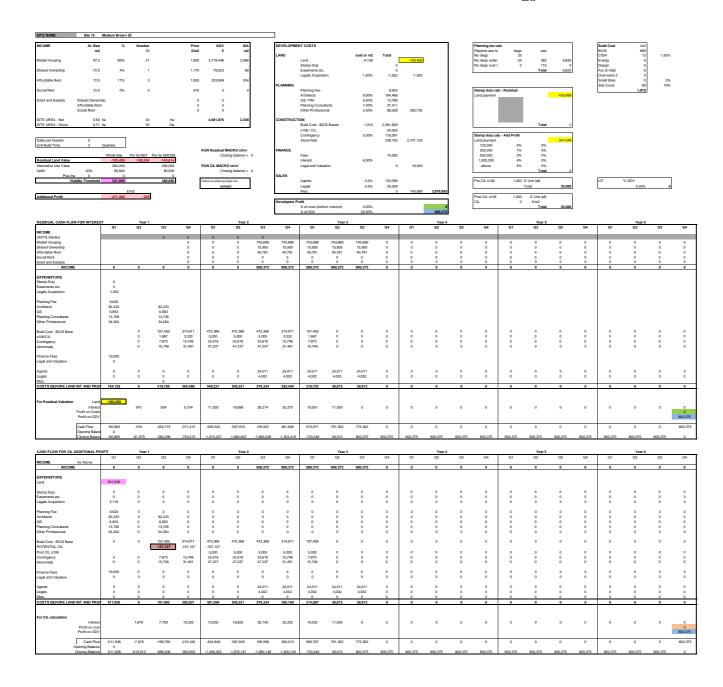
COME		Large Brown 5							J															
	Av Size m2	%	Number 500		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning ago fe	alic down	rate		1	Build Cost BCIS	/m2 897	
arket Housing	m2 95.7	85%	425		1.800		mz 40 678		LAND	Land		/unit or m2 -4.466	Total	.2 222 012			No dwgs No dwgs under	dwgs 500 450	rate 385	173 250		CfSH	13	1.50%
	-				.,					Stamp Duty		-4,466	0	-2,232,813			No dwgs under No dwgs over !	450 450	385 115	173,250 51,750		Energy Design	0	
red Ownership	71.6	4%	19		1,170	1,571,749	1,343			Easements etc. Legals Acquisit	ine.	1.50%	-33.492	33.492					Total	225,000	ļ	Acc & Adpt Over-extra 3	8	
lable Rent	71.6	11%	56		1,000	4,030,125	4,030			Lugau Augusi		1.50%	-30,402	-30,482								Small Sites	ō	0%
il Rent	71.6	0%	0		910		0		PLANNING	Planning Fee			225,000				Stamp duty cal	c - Residual			1	Site Costs	135 1,053	15%
and Subsidy	Shared Owners									Architects OS / PM		6.00%	3,375,762				Land payment			-2,232,813				
,	Affordable Ren				0					Planning Consu	itants	1.00%	562,627											
	Social Rent				0					Other Professio	onal	2.50%	1,406,568	5,851,270										
AREA - Net AREA - Gross	14.29 19.05		35	/ha /ha		78,822,274	46,052		CONSTRUCT	ION Build Cost - BC	UC Deced	1,053	48,489,308						Total					
AREA - GIUSS	19.05	That .	20	лы						s106 / CIL	IO DIGIGIO		500,000						Total					
s per Quarter	0									Contingency Abnormals		5.00%	2,424,465 4.848.931	56.262.705			Stamp duty call Land payment	c - Add Profit		9.142.857				
Build Time	3	Quarters								Automete			4,040,001	30,202,103			125,000	0%	0%	3,142,031				
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r using balance =	0	FINANCE	Fees			36,000				250,000 500,000	1%	0%					
idual Land Value native Use Value		-2,232,813 7 619 048	-156,297	-117,223 400,000		RUN CII MACE				Interest Legal and Value		6.00%		36,000			1,000,000 above	3% 4% 5%	0%					
	20%	1,523,810		80,000			sing balance =	0		Legal and Value	ation			36,000			above	5%	Total	0				
Plus /ha Vial	0 shility Threshold	9.142.857		480,000	1	Check on phasing	dans nos		SALES	Agents		3.0%	2.364.668				Pre CIL s106	1,000	£/ Unit (all)		1	i iT	% GDV	
740	ionly rineanou	5,142,057		400,000			rect			Legals		0.5%	394,111				1 10 012 3100	1,000	Total	500,000		Lii	0.00%	0
tional Profit		-14,379,390	£/m2							Misc.				2,758,780	62,642,449		Post CIL s106	1,000	E/ Unit (all)		1			
IOIN TOIN		-14,515,550	-555						Developers Pr	% of costs (befo							CIL	0	£/m2					
										% of costs (befo % of GDV	ore interest)	0.00% 20.00%			15,764,455		L		Total	500,000	Į			
DUAL CASH FLOW	W FOR INTERES	т																						
ME		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
S Started et Housing		38	38 5,564,750	38 5,564,750	38 5,564,750	38 5,564,750	46 5,564,750	46 6,736,277	46 6,736,277	46 6,736,277	46 6,736,277	46 6,736,277	34 6,736,277	4.978.987	0	0	0	0	0	0	0	0	0	0
d Ownership			119,453	119,453	119,453	119,453	119,453	144,601	144,601	144,601	144,601	144,601	144,601	106,879	0	0	0	0	0	0	0	0	0	0
dable Rent il Rent			306,290 0	306,290 0	306,290 0	306,290 0	306,290 0	370,772 0	370,772 0	370,772 0	370,772 0	370,772 0	370,772 0	274,049 0	0	0	0	0	0	0	0	0	0	0
and Subsidy		0	0	0	0	0	0	0	ő	0	ő	ő	ő	0	0	ő	ő	ő	ō	ō	0	ő	0	ő
INCOME		0	5,990,493	5,990,493	5,990,493	5,990,493	5,990,493	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	5,359,915	0		0	0		0		0	0	
NDITURE Duty		0																						
Duty nents etc.		0 -33.492												1										
Acquisition																								
ng Fee		225,000 3.375.762																						
		281,314		0																				
ng Consultants Professional		562,627 1,406,568		0										1										
				U																				
Cost - BCIS Base CIL			38,000	3,685,187 38,000	38.000	38.000	3,685,187 38,000	46,000	46,000	46.000	4,461,016 46,000	46,000	46,000	34.000	0	0	0	0	0	0	0	0	0	0
ngency rmals			184,259	184,259	184,259	184,259	184,259	223,051	223,051	223,051	223,051	223,051	223,051	164,864	0	0	0	0	0	0	0	0	0	0
			368,519	368,519	368,519	368,519	368,519	446,102	446,102	446,102	446,102	446,102	446,102	329,727	U	0	0	0	U	Ü	0	0	0	0
ce Fees and Valuation		36,000 0																						
			179,715					217,549				217,549		160,797										
s :		0	179,715 29,952	179,715 29,952	179,715 29,952	179,715 29,952	179,715 29,952	217,549 36,258	217,549 36,258	217,549 36,258	217,549 36,258	217,549 36,258	217,549 36,258	160,797 26,800	0	0	0	0	0	0	0	0	0	0
TS BEFORE LAND	INT AND PROF	5,853,778	4,485,633	0 4,485,633	4,485,633	4,485,633	4,485,633	5,429,977	5,429,977	5,429,977	5,429,977		5,429,977		0	0	0	0			0			
												5,429,977		4,013,461						0			0	0
esidual Valuation												5,429,977		4,013,461						0			0	0
	Land	-2,232,813	1									5,429,977		4,013,461						0		0	0	0
		-2,232,813	217,258	140,002	58,110	0	0	0	0	0	0	5,429,977	0	4,013,461	0	0	0	0	0	0	0	0	0	0
	Interest Profit on Costs Profit on GDV	-2,232,813	217,258	140,002	58,110		0	0	0		0	5,429,977		4,013,461	0	0	0	0	0	0		0	0	0
	Profit on Costs Profit on GDV									0	0	Ō	0	. 0	0				0		0		0	
	Profit on Costs Profit on GDV  Cash Flow Opening Balance	-3,620,965 0	217,258 1,287,602	1,364,858	1,446,750	1,504,860	1,504,860	1,821,673	1,821,673	1,821,673	1,821,673	1,821,673	1,821,673	1,346,454	0	0	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV Cash Flow	-3,620,965								0	0 1,821,673 10,774,656	Ō	0	. 0	0 0 15,764,455				0 0 15,764,455		0		0 0 15,764,455	
	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balanc Closing Balance	-3,620,965 0 -3,620,965	1,287,602	1,364,858	1,446,750 478,245	1,504,860 1,983,105	1,504,860 3,487,965	1,821,673 5,309,638	1,821,673 7,131,311	0 1,821,673 8,952,983	10,774,656	0 1,821,673 12,596,328	0 1,821,673 14,418,001	1,346,454 15,764,455	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455
FLOW FOR CIL A	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	-3,620,965 0 -3,620,965 OFIT Year 1	1,287,602 -2,333,363 Year 2	1,364,858 -968,505 Year 3	1,446,750 478,245 Year 4	1,504,860 1,983,105 Year 5	1,504,860 3,487,965 Year 6	1,821,673 5,309,638 Year 7	1,821,673 7,131,311 Year 8	1,821,673 8,962,983 Year 9	10,774,656 Year 10	0 1,821,673 12,596,328 Year 11	0 1,821,673 14,418,001 Year 12	0 1,346,454 15,764,455 Year 13	15,764,455	0	0 15,764,455	0 15,764,455		0 15,764,455	0 15,764,455	0	15,764,455	0
FLOW FOR CIL A	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	-3,620,965 0 -3,620,965	1,287,602	1,364,858	1,446,750 478,245	1,504,860 1,983,105 Year 5	1,504,860 3,487,965	1,821,673 5,309,638	1,821,673 7,131,311	0 1,821,673 8,952,983	10,774,656	0 1,821,673 12,596,328	0 1,821,673 14,418,001	1,346,454 15,764,455	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455
I FLOW FOR CIL A	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	-3,620,965 0 -3,620,965 OFIT Year 1	1,287,602 -2,333,363 Year 2	1,364,858 -968,505 Year 3	1,446,750 478,245 Year 4	1,504,860 1,983,105 Year 5	1,504,860 3,487,965 Year 6	1,821,673 5,309,638 Year 7	1,821,673 7,131,311 Year 8	1,821,673 8,962,983 Year 9	10,774,656 Year 10	0 1,821,673 12,596,328 Year 11	0 1,821,673 14,418,001 Year 12	0 1,346,454 15,764,455 Year 13	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455
I FLOW FOR CIL A	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	-3,620,965 0 -3,620,965 OFIT Year 1	1,287,602 -2,333,363 Year 2	1,364,858 -968,505 Year 3	1,446,750 478,245 Year 4	1,504,860 1,983,105 Year 5	1,504,860 3,487,965 Year 6	1,821,673 5,309,638 Year 7	1,821,673 7,131,311 Year 8	1,821,673 8,962,983	10,774,656 Year 10	0 1,821,673 12,596,328 Year 11	0 1,821,673 14,418,001 Year 12	0 1,346,454 15,764,455 Year 13	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455
FLOW FOR CIL A  AE  INCOME  NDITURE	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	-3,620,965 0 -3,620,965 OFIT Year 1	1,287,602 -2,333,363 Year 2	1,364,858 -968,505 Year 3	1,446,750 478,245 Year 4	1,504,860 1,983,105 Year 5	1,504,860 3,487,965 Year 6	1,821,673 5,309,638 Year 7	1,821,673 7,131,311 Year 8	1,821,673 8,962,983	10,774,656 Year 10	0 1,821,673 12,596,328 Year 11	0 1,821,673 14,418,001 Year 12 7,251,649	0 1,346,454 15,764,455 Year 13	15,764,455	0 15,764,455	0 15,764,455 Year 16 0	0 15,764,455	15,764,455	0 15,764,455	0 15,764,455 Year 20 0	0 15,764,455	15,764,455	0 15,764,455
FLOW FOR CIL A  ME  INCOME  INDITURE	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	-3,620,965 0 -3,620,965 OFIT Year 1 0 9,142,857	1,287,602 -2,333,363 Year 2	1,364,858 -968,505 Year 3	1,446,750 478,245 Year 4	1,504,860 1,983,105 Year 5	1,504,860 3,487,965 Year 6	1,821,673 5,309,638 Year 7	1,821,673 7,131,311 Year 8	1,821,673 8,962,983	10,774,656 Year 10	0 1,821,673 12,596,328 Year 11	0 1,821,673 14,418,001 Year 12	0 1,346,454 15,764,455 Year 13	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455	0 15,764,455	0 15,764,455	15,764,455	0 15,764,455
I FLOW FOR CIL A ME INCOME NDITURE D Duty nents etc. Acquisition	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 0 -3,620,965 OFIT Year 1 0 9,142,857 0 0 137,143	1,287,602 -2,333,363 	1,364,858 -968,506 Year 3 5,990,493	1,446,750 478,245 Year 4 5,990,493	1,504,860 1,983,105 Year 5 5,990,493	1,504,860 3,487,965 Year 6 5,990,493	1,821,673 5,309,638 Year 7 7,251,649	1,821,673 7,131,311 Year 8 7,251,649 0 0	1,821,673 8,962,983 Year 9 7,251,649	10,774,666  Year 10  7,251,649	0 1,821,673 12,596,328 Year 11 7,251,649	0 1,821,673 14,418,001 Year 12 7,251,649	1,246,454 15,764,455  Year 13 5,359,915 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0	0 15,764,455 Year 16 0 0 0	0 15,764,455 Year 17 0 0 0	Year 18 0 0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0	0 15,764,455 Year 21 0	15,764,455	0 15,764,455
FLOW FOR CIL A  ME  INCOME  NOTITURE  Duby  nerits etc.  Acquisition  19 Fee	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	-3,620,965 0 0-3,620,965 OFIT Year 1 0 9,142,857 0 0 137,143 225,000 3,375,762	1,287,602 -2,333,363 Year 2	1,364,858 -968,505 Year 3	1,446,750 478,245 Year 4	1,504,860 1,983,105 Year 5	1,504,860 3,487,965 Year 6	1,821,673 5,309,638 Year 7	1,821,673 7,131,311 Year 8	1,821,673 8,962,983	10,774,656 Year 10	0 1,821,673 12,596,328 Year 11	0 1,821,673 14,418,001 Year 12 7,251,649	0 1,346,454 15,764,455 Year 13	15,764,455	0 15,764,455	0 15,764,455 Year 16 0 0 0	0 15,764,455	15,764,455	0 15,764,455	0 15,764,455 Year 20 0	0 15,764,455	15,764,455	0 15,764,455
FLOW FOR CIL A  ME  INCOME  INCOME  NDITURE  Duly  nerts etc.  Acquisition  19 Fee  nots	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 0 -3,620,965 OFIT Year 1 0 9,142,857 0 137,143	1,287,602 -2,333,363 	1,364,858 -968,506 Year 3 5,990,493	1,446,750 478,245 Year 4 5,990,493	1,504,860 1,983,105 Year 5 5,990,493	1,504,860 3,487,965 Year 6 5,990,493	1,821,673 5,309,638 Year 7 7,251,649	1,821,673 7,131,311 Year 8 7,251,649 0 0	1,821,673 8,962,983 Year 9 7,251,649	10,774,666  Year 10  7,251,649	0 1,821,673 12,596,328 Year 11 7,251,649	0 1,821,673 14,418,001 Year 12 7,251,649	1,246,454 15,764,455  Year 13 5,359,915 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0	0 15,764,455 Year 16 0 0 0	0 15,764,455 Year 17 0 0 0	Year 18 0 0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0	0 15,764,455 Year 21 0	15,764,455	0 15,764,455
FLOW FOR CIL A  EE  NCOME  NCOME  NDTURE  Duy  series sic.  Acquisition  g Fee  cits  g Consultants	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 3,620,965 DFIT Year 1 0 9,142,857 0 0 137,143 225,000 3,375,762 281,314	1,287,602 -2,333,363 	1,364,858 -968,506 Year 3 5,990,493	1,446,750 478,245 Year 4 5,990,493	1,504,860 1,983,105 Year 5 5,990,493	1,504,860 3,487,965 Year 6 5,990,493	1,821,673 5,309,638 Year 7 7,251,649	1,821,673 7,131,311 Year 8 7,251,649 0 0	1,821,673 8,962,983 Year 9 7,251,649	10,774,666  Year 10  7,251,649	0 1,821,673 12,596,328 Year 11 7,251,649	0 1,821,673 14,418,001 Year 12 7,251,649	1,246,454 15,764,455  Year 13 5,359,915 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0	0 15,764,455 Year 16 0 0 0 0	0 15,764,455 Year 17 0 0 0	Year 18 0 0	0 15,764,455 Year 19 0 0 0	0 0 15,764,455 Year 20 0	0 15,764,455 Year 21 0	15,764,455	0 15,764,455
FLOW FOR CIL A  AE  INCOME  INCOME  IDLBY  IDLBY  INCOME  IDLBY  INCOME  INCOM	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 0,3,620,965 OFIT Year 1 0 9,142,857 0 137,143 225,000 3,375,762 281,314 562,627 1,406,568	1,287,502 -2,333,363  Year 2 5,990,493  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,364,858 -968,505 Year 3 5,990,493	1,446,750 478,245 Year 4 5,990,493	1,504,860 1,983,105 Year 5 5,990,493	1,504,860 3,487,965 Year 6 5,990,493	1,821,673 5,309,536 Year 7 7,251,649	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 4,461,016	7.251,649 7.251,649	10,774,656  Year 10  7,251,649  0 0 0 0 0 0 4,461,016	0 1,821,673 12,596,328 Year11 7,251,649	1,821,673 14,418,001 Year 12 7,251,649	1,246,454 15,764,455  Year 13 5,359,915 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0	0 15,764,455 Year 16 0 0 0 0	0 15,764,455 Year 17 0 0 0	Year 18 0 0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0	0 15,764,455 Year 21 0	15,764,455	0 15,764,455
FLOW FOR CIL A  E  NCOME  NCOME  NOTURE  Duty  ents sit.  Acqualition  Ig Fee  cts  Ig Consultants  Professional  out - BCIS Base  NTIAL CIL	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 3,620,965 OFIT Year 1 0 9,142,857 0 0 137,143 225,000 23,375,762 281,314 562,627 1,406,568	1,287,502 -2,333,363  Year 2 5,990,493  0 0 0 0 0 0 3,685,187 -1,196,283	1,364,858 -968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 478,245 Year 4 5,990,493	1,504,860 1,983,105 1,983,105 1,983,105 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 3,487,965  Year 6 5,990,493	1,821,673 5,309,638 Year 7 7,251,649	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 0 4,461,016 1,198,283	0 1,821,673 8,562,983 Vear 9 7,251,649 0 0 0 0 0 4,461,016 1,198,238	10,774,656  Year 10  7,251,649  0 0 0 0 0 0 4,461,016 -1,198,283	0 1,821,673 12,596,328 Year 11 7,251,649	0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0	0 1.246,454 15.764,455 Year 13 5.359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0	0 15.764,455 Vest 16 0 0 0 0 0 0	0 15,764,456 Year 17 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Vear 20 0	0 15.764.455 Year 21 0 0 0 0 0 0	15,764,455  Year 22 0 0 0 0 0 0 0 0	0 15,764,455
FLOW FOR CIL A  E  INCOME  NOTITURE  Duty  Acquisition  IQ Fee  Cits  Size  IC Size	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,820,965 0 0 3,820,965 OFIT Year 1 0 9,142,857 0 137,143 225,000 1 3,376,782 281,314 522,627 1,406,568 0 1,198,283	1,287,502 -2,333,363  Year 2 5,990,493  0 0 0 0 0 0 0 0 0 3,685,187 -1,196,283 38,000	1,364,858 -968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 3,487,965 Year 6 5,990,493	1,821,673 5,309,638  Year 7 7,251,649  0 0 0 0 0 4,461,016 4,198,283 46,000 223,051	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 4,451,016 4,500 23,051	0 1,821,673 8,962,983 Year 9 7,251,649 0 0 0 0 0 0 4,461,016 1,198,283 46,000 223,051	10,774,656  Year 10  7,251,649  0 0 0 0 0 4,461,016 -1,198,283 46,000 223,051	0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 4,461,016 4,198,283 46,000 223,051	0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1.346,454 15.764,455 Year 13 5.359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0 0	0 15.764,455 Vest 16 0 0 0 0 0 0 0	0 15,764.455 Year 17 0 0 0 0 0 0	Year 18 0 0	0 15,764,455 Year 19 0 0 0	0 15,764.455 Year 20 0 0 0 0 0 0	0 15.764,455 Year 21 0 0 0 0 0	15,764,455	0 15,764,455
FLOW FOR CIL A  E  NOOME  NOTURE  Duly  Control  Acquisition  10 Fee  Tota  10 Grossilants  Professional  20 a - BCIS Base  NTIAL CIL II. 1166  III. 1166	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 0 3,620,965 OPIT Year 1 0 9,142,857 0 0 3,375,742 522,827 1,406,588 0 -1,198,283	1,287,502 -2,333,363  Year 2 5,390,493  0 0 0 0 0 0 0 3,685,187 -1,198,283 38,000	1,364,858 -968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 3,487,965 Year 6 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 0 0 4,461,016 1,193,283	1,821,673 7,131,311  Year 8 7,251,649 0 0 0 0 0 4,451,016 1,198,283 46,000	7.251,649  7.251,649  7.251,649  0 0 0 0 4.461,016 1,192,263	10,774,656  Year 10  7,251,649  0 0 0 0 4,461,016 -1,198,283	0 1,821,673 12,596,328 Year11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 0 0 0 3,297,273	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0	0 15,764,455 Year 16 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0 0 0	0 15.764.455 Year 21 0 0 0 0 0 0	15,764,455  Year 22  0  0  0  0  0  0  0	0 15,764,455
FLOW FOR CIL A  RE  NOCOME  NOCOME  Duty	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 0 3,620,965 0 5FIT Year 1 0 9,142,857 0 0 137,143 225,000 1,198,283 0 0 1,198,283	1,287,602 -2,333,363  Year 2 -5,990,493 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	1,364,858 -968,506 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 3,487,965 Year 6 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 5,309,638  Year 7 7,251,649  0 0 0 0 0 4,461,016 -1,193,233 46,000 223,051 446,102 0	1,821,673 7,131,311  Year 8 7,251,649  0 0 0 0 0 4,651,016 1,193,283 46,000 223,051 446,102	0 1,821,673 8,962,983 Year 9 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Year 10  7,251,649  0 0 0 0 0 4,461,016 -1,198,283 46,000 223,051	0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 4,461,016 4,198,283 46,000 223,051	0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1.346,454 15,764,465 Year 13 5,359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0 0	0 15.764,455 Year 16 0 0 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0 0 0 0	0 15.764.455 Year 21 0 0 0 0 0 0	15,764,455  Year 22  0  0  0  0  0  0  0	0 15,764,455
IFLOW FOR CIL A  MCOME  NOCIME   Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 0 -3,620,965 0 9,142,857 0 0 137,143 225,000 3,375,760 226,371 1,405,588 0 0	1,287,502 -2,333,363 -2,333,363 -2,333,363 -2,333,363 -2,333,363 -2,333,493 -2,333,493 -2,334,203 -3,3,681,187 -3,1862,833 -3,5,000 -3,4,1862,833 -3,5,000 -3,4,1862,833 -3,5,000 -3,4,5,00	1,364,858 968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 3,467,965  Year 6 5,990,493  0 0 0 0 0 0 3,685,187 1,198,283 38,000 184,299 368,519	1,821,573 5,309,638  Year 7 7,251,649  0 0 0 0 0 4,461,016 4,198,283 46,000 223,051 446,102	1,821,673 7,131,311  Year 8 7,251,649 0 0 0 0 0 4,461,016 4,600 423,051 446,102	0 1,821,673 8,952,983 Year 9 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Year 10  7,251,649  0 0 0 0 0 0 0 4,461,016 1,198,233 46,000 246,000 246,102	0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 0 4,461,016 49,203 246,102	0 1,821,673 14,418,001 14,418,001 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,346,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Vear 15 0 0 0 0 0 0	0 15,764,455 9 0 0 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0 0 0 0	0 15,764,455 Year 21 0 0 0 0 0 0 0	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455	
INFLOW FOR CIL A ME  NOOME  NOOME  NOOME  NOOME  NO Duty  Anquistion  No Fee  Social  NO Cost - BCIS Base  NITIAL CIL  LIL SIDE  Opency  and Valuation  So Fees  and Valuation	Interest Profit on Costs Profit on GDV  Cash Flow Opening Balano Cibsing Balano  ADDITIONAL PR  As Above	3,620,965 0 3,620,965 0 5FIT Year 1 0 9,142,857 0 0 137,143 225,000 1,198,283 0 0 1,198,283	1,287,602 -2,333,363 -2,333,363 -2,333,363 -2,333,363 -0,0 -0,0 -0,0 -0,0 -0,0 -0,0 -0,0 -0,	1,364,858 -968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1.504,860  3.487,965  Year 6  5.590,493  0 0 0 0 0 0 3.685,187 1.198,283 38,000 194,299 388,519 0 179,715	1,821,673 5,309,638  Year 7 7,251,649  0 0 0 0 0 0 4,461,016 4,198,283 461,002 0 0 271,549	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 0 4,851,016 1,198,283 22,061 446,102 446,102 0 0 217,549	1,821,673 8,962,963 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774.656  Year 10  7,251.649  0 0 0 0 0 0 4.461.016 4.60.02 222.061 46.100 0 0 217.549	0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,346,454 15,764,465 15,764,465 15,359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0 0	0 15.764,455 9 0 0 0 0 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0 0 0 0	0 15,764,455 Year 21 0 0 0 0 0 0 0	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455
INCOME  NOCINE   Profit on Costs Profit on GDV Cash Flow Costing Balance Cost	-3,620,965 -3,620,965 -3,620,965 -3,620,965 -3,620,965 -9,142,857 -0 -0 -1,198,283 -0 -1,198,283 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	1,287,602 -2,333,363  Year 2 5,990,493  0 0 0 0 0 0 0 0 0 0 0 0 0 19,239 388,519 0 0 179,715 29,962	1,364,858 -968,505  Year 3 5,990,493  0 0 0 0 0 0 0 0 3,665,187 -1,192,293 38,000 184,259 368,519 0 0 179,715	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 3,467,965  Year 6 5,990,493  0 0 0 0 0 0 3,685,187 1,198,283 38,000 184,299 368,519	1,821,673 5,309,638  Year 7 7,251,649  0 0 0 0 0 0 4,461,016 1,198,283 46,000 223,051 4461,102 0 0 217,549 36,258	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 4,461,016 1,162,263 46,000 222,051 446,0 0 0 0 0 1 1,162,263 0 0 0 1 1,162,263	0 1,821,673 8,962,983 9 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Year 10  7,251,649  0  0  0  0  0  4,461,016  -1,198,233  46,000  223,051  446,102  0  217,549  36,258	0 1.821,673 12,596,326 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1.821.673 14,418.001 Year 12 7,251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,246,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0 0	0 15.764,455 Year 16 0 0 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0 0 0 0	0 15,764,455 Year 21 0 0 0 0 0 0 0	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455	
INCOME  NOCINE   Profit on Costs Profit on GDV Cash Flow Costing Balance Cost	3,620,965 0 3,620,965 0 5FIT Year 1 0 9,142,857 0 0 137,143 225,000 1,198,283 0 0 1,198,283	1,287,602 -2,333,363 -2,333,363 -2,333,363 -2,333,363 -0,0 -0,0 -0,0 -0,0 -0,0 -0,0 -0,0 -0,	1,364,858 -968,505 Year 3 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1.504,860  3.487,965  Year 6  5.590,493  0 0 0 0 0 0 3.685,187 1.198,283 38,000 194,299 388,519 0 179,715	1,821,673 5,309,638  Year 7 7,251,649  0 0 0 0 0 0 4,461,016 4,198,283 461,002 0 0 271,549	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 0 4,851,016 1,198,283 22,061 446,102 446,102 0 0 217,549	1,821,673 8,962,963 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774.656  Year 10  7,251.649  0 0 0 0 0 0 4.461.016 4.60.02 222.061 46.100 0 0 217.549	0 1,821,673 12,596,328 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,346,454 15,764,465 15,764,465 15,359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0 0	0 15.764,455 9 0 0 0 0 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0 0 0 0	0 15,764,455 Year 21 0 0 0 0 0 0 0	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455	
IFLOW FOR CIL A ME  NOTURE  NO	Profit on Costs Profit on GDV Cash Flow Costing Balance Cost	-3,620,965 -3,620,965 -3,620,965 -3,620,965 -3,620,965 -9,142,857 -0 -0 -1,198,283 -0 -1,198,283 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	1,287,602 -2,333,363  Year 2 5,990,493  0 0 0 0 0 0 0 0 0 0 0 0 0 19,239 388,519 0 0 179,715 29,962	1,364,858 -968,505  Year 3 5,990,493  0 0 0 0 0 0 0 0 3,665,187 -1,192,293 38,000 184,259 368,519 0 0 179,715	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1.504,860  3.487,965  Year 6  5.590,493  0 0 0 0 0 0 3.685,187 1.198,283 38,000 194,299 388,519 0 179,715	1,821,673 5,309,638  Year 7 7,251,649  0 0 0 0 0 0 4,461,016 1,198,283 46,000 223,051 4461,102 0 0 217,549 36,258	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 4,461,016 1,162,263 46,000 222,051 446,0 0 0 0 0 1 1,162,263 0 0 0 1 1,162,263	0 1,821,673 8,962,983 9 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Year 10  7,251,649  0  0  0  0  0  4,461,016  -1,198,233  46,000  223,051  446,102  0  217,549  36,258	0 1.821,673 12,596,326 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1.821.673 14,418.001 Year 12 7,251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,246,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0 0	0 15.764,455 9 0 0 0 0 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 15,764,455 Year 20 0 0 0 0 0 0	0 15,764,455 Year 21 0 0 0 0 0 0 0	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455
FLOW FOR CIL A  E  NOOME  NOTURE  Duy  Individual of the control o	Profit on Costs Profit on GDV Cash Flow Costing Balance Cost	-3,620,965 -3,620,965 -3,620,965 -3,620,965 -3,620,965 -9,142,857 -0 -0 -1,198,283 -0 -1,198,283 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	1,287,602 -2,333,363  Year 2 5,990,493 0 0 0 0 0 0 0 0 0 1,190,283 38,000 184,299 388,519 0 179,715 29,952 0 3,287,350	1,364,858 -968,505  Year 3  5,990,493  0 0 0 0 0 0 0 0 0 1,159,283 38,000 184,259 368,519 0 179,715 29,962 0 3,387,350	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 1,983,105 1,983,105 1,982,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,890 3,487,965  Year 6 5,990,493 0 0 0 0 0 0 0 0 0 1,198,283 38,000 184,299 388,519 0 179,715 29,962 0 3,287,350	1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 0 4,461,016 4,600 223,051 446,102 0 17,549 36,258 0 4,231,694	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 0 4,661,016 4,661,016 4,661,016 4,661,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016	0 1,821,673 8,962,983 9 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Year 10  7,251,649  0  0  0  0  0  4,461,016  -1,198,233  46,000  223,051  446,102  0  217,549  36,258	0 1.821,673 12,596,326 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,246,454 15,764,455 Year 13 5,359,915 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	Year 15  9  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 15,764,455	0 15,764,455 Year 17 0 0 0 0 0 0	15,764.455  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 19 0 0 0	0 0 15.764.455 9 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 15,764,455 Year 21 0 0 0 0 0 0 0	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 23 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
II FLOW FOR CIL A ME INCOME INDITURE	Profit on Costs Profit on GDV Cash Plow Opening Balance Cobern Balance Abdrove  B Abdrove  Profit on Costs	-3,620,965 -3,620,965 -3,620,965 -3,620,965 -3,620,965 -9,142,857 -0 -0 -1,198,283 -0 -1,198,283 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	1,287,602 -2,333,363  Year 2 5,990,493  0 0 0 0 0 0 0 0 0 0 0 0 0 19,239 388,519 0 0 179,715 29,962	1,364,858 -968,505  Year 3 5,990,493  0 0 0 0 0 0 0 0 3,665,187 -1,192,293 38,000 184,259 368,519 0 0 179,715	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 Year 5 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 3,487,965  Year 6   5,590,493  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 5,309,638  Year 7 7,251,649  0 0 0 0 0 0 4,461,016 1,198,283 46,000 223,051 4461,102 0 0 217,549 36,258	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 4,461,016 1,162,263 46,000 222,051 446,0 0 0 0 0 1 1,162,263 0 0 0 1 1,162,263	1,821,673 8,952,983 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Year 10  7,251,649  0  0  0  0  0  4,461,016  -1,198,233  46,000  223,051  446,102  0  217,549  36,258	0 1.821,673 12,596,326 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1.821.673 14,418.001 Year 12 7,251.649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,346,454 15,764,455 15,764,455 15,764,455 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	0 15,764,455 Year 15 0 0 0 0 0 0	0 15.764,455 9 0 0 0 0 0 0 0 0 0	0 15,764,455 Year 17 0 0 0 0 0 0 0 0 0 0 0	16,764,465  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,655  Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 15,764,455 Year 20 0 0 0 0 0 0	9 15.764,455	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455
FLOW FOR CR. A  E  NOOME  NOTURE  Day  onts stc. Acquisition  of Fee cits  yo Considered Syndronial  out = 0.02 Blace  THAL CR. II is 106  in and out = 0.02 Blace  out = 0.02 Blace  THAL CR. II is 106  in and out = 0.02 Blace  out = 0.02 Blace  THAL CR. II is 106  in and out = 0.02 Blace  out = 0.02 Blace  THAL CR. II is 106  in and out = 0.02 Blace  out = 0.02 Blace  THAL CR. II is 106  in and out = 0.02 Blace  out = 0.02 Blace  Strain = 0.02 Blace  out = 0.02 Blace  THAL CR. II is 106  in and out = 0.02 Blace   Profit on Costs Profit on GDV Cash Flow Opening Balance Cobeng Balance As Above  De Transport  De Tr	3,503,665 3,4620,666 9 9,442,667 0 9,442,667 0 0 3,137,762 0 0 0 0 3,6000 0 0 0 13,6000	1,287,602 -2,333,363  Year 2 5,990,493 0 0 0 0 0 0 0 0 0 0 1,3,661,187 -4,199,283 38,000 184,299 366,519 0 179,715 29,962 0 3,287,350	1,364,859 1989,505 Year 3 0 0 0 0 0 0 0 0 0 0 0 0 0	1,446,750 479,245  Year 4 5,990,493 0 0 0 0 0 0 1,159,238 0 194,259 0 1778,715 29,962 0 178,715 29,962 0 178,715 29,962 0 1778,715	1,504,860 1,083,105  Year 5 5,999,493 0 0 0 0 0 0 1,1582,873 38,000 184,229 306,519 0 0 178,715 20,662 0 481,894	1,504,890 3,487,995 Vear 6 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 5,300,638 Veer 7 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 7,131,311 Year 8 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,679 1,800,280 1,800,280 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Vear 10  7,251,649  0 0 0 0 0 4,461,016 -1,198,233 446,102 0 217,549 38,258	0 1,821,673 125 668,129 Year 11 1 7,261,449 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1324,454 107,764,450 107,764,450 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	Year 15  9  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 15,764,455	0 15,764,455 Year 17 0 0 0 0 0 0 0 0 0 0 0	16,764,465  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,655  Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 9 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 15.764,455	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 23 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
FLOW FOR CIL A  E  NOOME  NOTURE  Duy  Individual of the control o	Profit on Costs Profit on GDV Cash Plow Opening Balance Cobern Balance Abdrove  B Abdrove  Profit on Costs	-3,620,965 -3,620,965 -3,620,965 -3,620,965 -3,620,965 -9,142,857 -0 -0 -1,198,283 -0 -1,198,283 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	1,287,602 -2,333,363  Year 2 5,990,493 0 0 0 0 0 0 0 0 0 1,190,283 38,000 184,299 388,519 0 179,715 29,952 0 3,287,350	1,364,858 -968,505  Year 3  5,990,493  0 0 0 0 0 0 0 0 0 1,159,283 38,000 184,259 368,519 0 179,715 29,962 0 3,387,350	1,446,750 478,245 Year 4 5,990,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,860 1,983,105 1,983,105 1,983,105 1,982,493 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,504,890 3,487,965  Year 6 5,990,493 0 0 0 0 0 0 0 0 0 1,198,283 38,000 184,299 388,519 0 179,715 29,962 0 3,287,350	1,821,673 5,309,638 Year 7 7,251,649 0 0 0 0 0 0 4,461,016 4,600 223,051 446,102 0 17,549 36,258 0 4,231,694	1,821,673 7,131,311 Year 8 7,251,649 0 0 0 0 0 0 4,661,016 4,661,016 4,661,016 4,661,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016 4,681,016	1,821,673 8,952,983 7,291,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,774,656  Year 10  7,251,649  0  0  0  0  0  4,461,016  -1,198,233  46,000  223,051  446,102  0  217,549  36,258	0 1.821,673 12,596,326 Year 11 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,821,673 14,418,001 Year 12 7,251,649 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 1,346,454 15,764,455 15,764,455 15,764,455 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 14 0 0	Year 15  9  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 15,764,455	0 15,764,455 Year 17 0 0 0 0 0 0 0 0 0 0	16,764,465  Year 18  0  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,655  Year 19 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 15.764.455 9 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 15.764,455	15,764,455  Vear 22  0  0  0  0  0  0  0  0  0  0  0  0	0 15,764,455 Year 23 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0



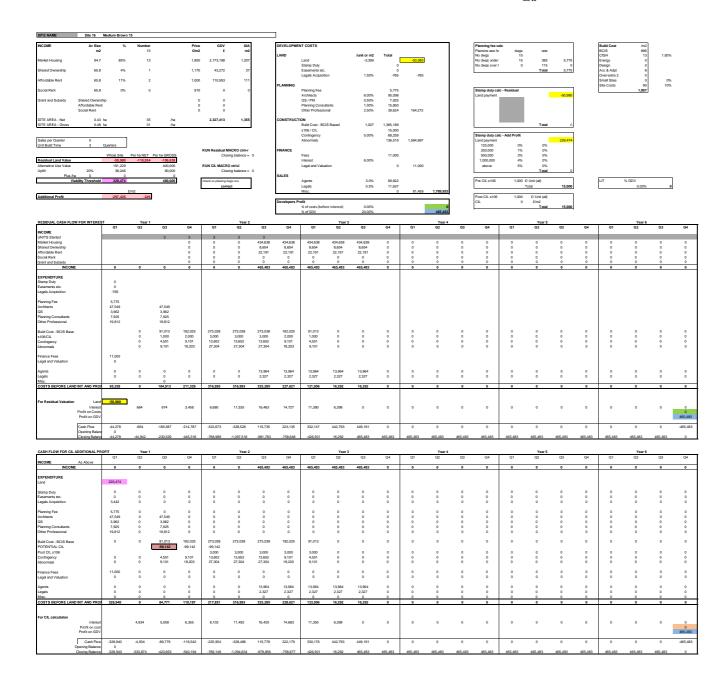
SITE NAME	Site 13	Large Brown 15	10						]																
INCOME	Av Size m2	%	Number 150		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of	alc dwgs	rate			Build Cost BCIS	/m2 897		
Market Housing	95.9		128		1,800		12,232		LAND	Land		/unit or m2 -6,747	Total	-1,012,003			No dwgs No dwgs under	150	385	38,500		CfSH Energy	13	1.50%	
Shared Ownership	71.3	4%	6		1,170	469,363	401			Stamp Duty Easements etc.			0				No dwgs over 5	100	115 Total	11,500 50,000		Design Acc & Adpt	0 8		
Affordable Rent	71.3	11%	17		1,000	1,203,494	1,203			Legals Acquisiti	on	1.50%	-15,180	-15,180								Over-extra 3 Small Sites	0	0%	
Social Rent	71.3	0%	0		910	0	0		PLANNING	Planning Fee		6.00%	50,000 1,013,943				Stamp duty ca Land payment	ic - Residual				Site Costs	135 1,053	15%	
Grant and Subsidy	Shared Owners Affordable Ren	ship			0	0				QS / PM Planning Consul	taete	0.50%	1,013,943 84,495 168,990				Land payment			-1,012,003					
	Social Rent				0	ō				Other Professio		2.50%	422,476	1,739,905											
SITE AREA - Not SITE AREA - Gross	3.75 5.00		40 30	/ha /ha		23,689,617	13,836		CONSTRUCT	Build Cost - BCI	S Based	1,053	14,564,390						Total	0					
										s106 / CIL Contingency		5.00%	150,000 728,220				Stamp duty ca	ic - Add Profit							
Sales per Quarter Unit Build Time	0 3	Quarters							FINANCE	Abnormals			1,456,439	16,899,049			Land payment 125,000 250,000	0%	0%	2,400,000					
Residual Land Value		Whole Site	Per ha NET	Per ha GROSS -202,401		RUN Residual M Clos	IACRO ctrl+r ing balance =	0	FINANCE	Fees Interest		6.00%	39,000				250,000 500,000 1,000,000	1% 3% 4%	0% 0% 0%						
Alternative Use Value Uplift	20%	2,000,000	-205,001	400,000		RUN CIL MACRO	D ctrl+l ing balance =	0		Legal and Valua	tion	0.00%	0	39,000			above	5%	0% Total						
Plus /h	ha 0 lability Threshold	2,400,000		480,000		Check on phasing d		Ī	SALES	Agents		3.0%	710,689				Pre CIL s106	1,000	£/ Unit (all)			LIT	% GDV		
		5	Um2			corre	act			Legals Misc.		0.5%	118,448 0	829,137	18,479,908				Total	150,000			0.00%	0	
Additional Profit		-3,946,570	-323						Developers P								Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% of costs (befo % of GDV	re interest)	0.00% 20.00%			4,737,923		<u></u>		Total	150,000					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	6					
Market Housing Shared Ownership					0	0	0	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162	1,321,006 28,162	1,321,006 28,162	1,321,006 28,162 72,210	1,321,006 28,162	1,321,006 28,162	1,321,006 28,162	880,670 18,775	0
Affordable Rent Social Rent					0	0	0	72,210	72,210	72,210	72,210	72,210	72,210	72,210	72,210	72,210	72,210 0	72,210	72,210	72,210	72,210	72,210 0	72,210	48,140	0
Grant and Subsidy INCOM	1E	0	0	0	0		0	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	947,585	0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		0 -15,180																							
Planning Fee		50,000																							
Architects QS		506,971 42,248		506,971 42,248																					
Planning Consultants Other Professional		84,495 211,238		84,495 211,238																					
Build Cost - BCIS Base s106/CIL	•		0	291,288 3.000	582,576 6.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	776,767 8.000	485,480 5,000	194,192 2.000	0	0	0
Contingency Abnormals			0	3,000 14,564 29,129	6,000 29,129 58,258	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	38,838 77,677	24,274 48,548	9,710 19,419	0	0	0
Finance Fees		39,000	-	,	,		,	,	,			,	,		,		,						-	-	-
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	28,428 4,738	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	918,772	0	1,182,933	675,962	1,013,943	1,013,943	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	951,031	613,050	275,069	49,748	33,165	0
For Residual Valuation	n Land	-1.012.003																							
Nearon validion	Interest Profit on Costs	1,012,003	0	0	16,346	26,730	42,340	58,185	53,692	49,132	44,504	39,806	35,038	30,198	25,286	20,300	15,239	10,102	4,889	0	0	0	0	0	0 0 4,737,923
	Profit on GDV																								
	Cash Flow Opening Balance	93,230	0	-1,182,933	-692,308	-1,040,673	-1,056,283	299,501	303,994	308,554	313,182	317,880	322,648	327,488	332,400	337,386	342,447	347,584	352,797	470,346	808,327	1,146,308	1,371,629	914,419	-4,737,923
	Closing Balano	93,230	93,230	-1,089,703	-1,782,011	-2,822,684	-3,878,967	-3,579,466	-3,275,472	-2,966,918	-2,653,736	-2,335,856	-2,013,208	-1,685,720	-1,353,320	-1,015,934	-673,487	-325,904	26,894	497,240	1,305,567	2,451,875	3,823,504	4,737,923	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	01	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME	As Above E	0	0	0	0	0	0	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377		1,421,377	947,585	
EXPENDITURE																									
Land		2,400,000																							
Stamp Duty Easements etc. Legals Acquisition		0 0 36,000	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		50.000	0	0	0		0	0			0	0	0		0	0	0		0	0	0		0	0	0
Architects QS		506,971 42,248	0	506,971 42,248	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		84,495 211,238	0	84,495 211,238	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	291,288	582,576	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	776,767	485,480	194,192	0	0	0
POTENTIAL CIL Post CIL s106				-263,105	-263,105	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	9,000	9,000	9,000	6,000	0	0	0
Contingency Abnormals		0	0	14,564 29,129	29,129 58,258	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	38,838 77,677	24,274 48,548	9,710 19,419	0	0	0
Finance Fees Legal and Valuation		39,000	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 Agents		0	0	0	0		0	42.641	42.641	42,641	42.641	42.641	42.641	42,641	42.641	42.641	42.641	42,641	42.641	42.641	42.641	42,641	42,641	28,428	0
Legals Misc.		0	0	0	0	0	0	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	4,738 0	0
COSTS BEFORE LAN	ID INT AND PROF	3,369,952	0	916,829	406,857	750,838	750,838	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	1,063,691	952,031	617,050	279,069	49,748	33,165	0
For CIL calculation																									
	Interest Profit on cost		50,549	51,308	65,830	72,920	85,276	97,818	89,973	82,011	73,929	65,727	57,401	48,950	40,372	31,666	22,829	13,860	4,756	0	0	0	0	0	0 4,737,923
	Profit on GDV Cash Flow	2 200 000	-50,549	968 136	472,687	000 750	-836,115	F20 07F	530,817	£20 770	546,861	555,064	F 072 700	574.044	580,418	589,125	597,962	000.004	352,930	469,346	004 207	4.440.007	4 274 626	044.440	
1	Cash Flow Opening Balance Closing Balance	-3,369,952 0 -3,369,962	-00,549	-108,136 -4 200 620	472,687	-823,758	-836,115 -6 521 102	522,973	530,817 -E 467 400	538,779	546,861	2 926 702	563,390 -3.263.313	571,841	2 111 051	1 521 929	.022.062	606,931	352,930	469,346	804,327 1.309.567	1,142,308	1,371,629	914,419	-4,737,923
																	-9/23,968	-317,U37							



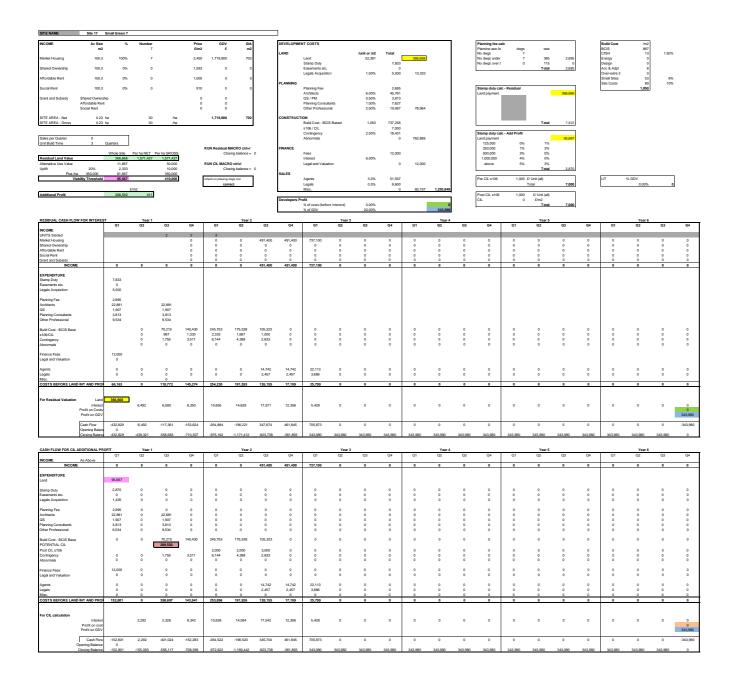
SITE NAME	Site 14	Large Brown 6	0						]																
INCOME	Av Size m2	%	Number 60		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of Planning app fe	alc dwgs	rate			Build Cost BCIS	/m2 897		
Market Housing	94.6		51		1,800		4,827		LAND	Land		/unit or m2 -7,888	Total	473,281			No dwgs No dwgs under	60 10	385	3,850		BCIS CfSH Energy	13 0	1.50%	
Shared Ownership	71.1	4%	2		1,170	187,054	160			Stamp Duty Easements etc. Legals Acquisitis		1.50%	0 -7.099	-7.099			No dwgs over 5	10	115 Total	1,150 5,000		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	71.1	11%	7		1,000	479,625	480		PI ANNING	Legais Acquisiti	on	1.50%	-7,099	-7,099								Small Sites Site Costs	0	0% 15%	
Social Rent	71.1		0		910	0	0		LAUNG	Planning Fee Architects		6.00%	5,000 400,654				Stamp duty ca Land payment	lc - Residual		-473,281		One Coals	1,053	13/4	
Grant and Subsidy	Shared Owners Affordable Ren	ship nt			0	0				QS / PM Planning Consul		0.50%	33,388 66,776												
SITE AREA - Net	Social Rent		35	/ha	0	9.355.279	5,467		CONSTRUCT	Other Professio	nal	2.50%	166,939	672,757											
SITE AREA - Gross	1.91	ha ha	31	/ha		9,355,279	5,467		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	1,053	5,754,406 60,000						Total	0					
Sales per Quarter	0									Contingency Abnormals		5.00%	287,720 575,441	6,677,567			Stamp duty ca Land payment	ic - Add Profit		919,193					
Unit Build Time	3	Quarters				RUN Residual I			FINANCE								125,000 250,000	1%	0% 0%						
Residual Land Value		-473,281	-276,080	Per ha GROSS -247,146			sing balance =	0		Fees Interest		6.00%	30,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift	20%	765,994 153,199		400,000 80,000		RUN CIL MACR	tO ctrl+I sing balance =	0	SALES	Legal and Valua	tion		0	30,000			above	5%	0% Total	0					
Vi	lability Threshold	919,193		480,000		Check on phasing a			UNLLU	Agents Legals		3.0%	280,658 46,776				Pre CIL s106	1,000 £	7 Unit (all) Fotal	60,000		LIT	% GDV 0.00%	0	
Additional Profit		-1,506,450	£/m2 -312	l						Misc.			0	327,435	7,227,379		Post CIL s106	1,000	£/ Unit (all)						
									Developers P	% of costs (befo	re interest)	0.00%			1 871 056		CIL	0	£/m2 Total	60,000					
DECIDIAL CARLES O	FOR INTERES		V4				V 1			% of GDV	V1	20.00%			1,871,056 Year 4				V F				V		
RESIDUAL CASH FLO	on FUR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				5	5	9	9	9 724,050	9 724,050	9 1,303,290	5 1,303,290	1,303,290	1,303,290	1,303,290	724,050	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	15,588 39,969	15,588 39,969	28,058 71,944	28,058 71,944	28,058 71,944	28,058 71,944	28,058 71,944	15,588 39,969	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy INCOM	eF.				0	0	0	0 0 779,607	0 0 779,607	0 0 1,403,292	0 0 1,403,292	0 0 1,403,292	0 0 1,403,292	0 0 1,403,292	0 0 779,607	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	_							115,007		7,703,232	.,403,132	.,400,202	1,400,232	1,000,232	713,001						-				- v
Stamp Duty Easements etc.		0																							
Legals Acquisition Planning Fee		-7,099 5,000																							
Architects QS		5,000 200,327 16.694		200,327 16.694																					
Planning Consultants Other Professional		33,388 83,470		33,388 83,470																					
Build Cost - BCIS Base			0	159,845 1,667	319,689	607,410	735,285 7,667	863,161	863,161	863,161	735,285 7,667	447,565	159,845	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals			0	1,667 7,992 15,984	3,333 15,984 31,969	6,333 30,370 60,741	7,667 36,764 73,529	9,000 43,158 86,316	9,000 43,158 86,316	9,000 43,158 86,316	7,667 36,764 73,529	4,667 22,378 44,756	1,667 7,992 15,984	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		30,000		13,304	51,303	00,141	10,020	00,510	00,510	60,510	10,023	44,730	10,004		Ü		Ü	· ·		Ü			· ·		
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	23,388 3,898	23,388 3,898	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	23,388 3,898	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	361,779	0	519,366	370,976	704,854	853,245	1,028,921	1,028,921	1,050,750	902,360	568,482	234,603	49,115	27,286	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land	-473,281																							
	Interest Profit on Costs		0	0	6,118	11,774	22,524	35,660	39,935	44,274	39,650	32,730	20,699	3,479	0	0	0	0	0	0	0	0	0	0	0 0 1,871,056
	Profit on GDV Cash Flow	111.502	0	-519.366	377.094	-716.629	-875.769	-284.975	-289.250	308.268	461.282	802.080	1.147.989	1.350.697	752.320	0	0	0	0	0	0	0	0	0	1,871,056 -1.871.056
	Opening Balano Closing Balano	0 111,502	111,502	-407,865	-784,959	-1,501,587	-2,377,356	-2,662,331	-2,951,581	-2,643,313	-2,182,031	-1,379,951	-231,962	1,118,735	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	0
CASH FLOW FOR CIL INCOME	As Above	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOM	AS ADOVE	0	0	0	0	0	0	779,607	779,607	1,403,292	1,403,292	1,403,292	1,403,292	1,403,292	779,607	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		919,193																							
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. Legals Acquisition		0 13,788	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		5,000 200,327 16,694	0	0 200,327	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		33.388	0	16,694 33,388	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		83,470	0	83,470	0	0	0	0 863,161	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	0	0	0	159,845 -251,075	319,689 -251,075	607,410 -251,075 5.000	735,285 -251,075 5.000	-251,075	863,161 -251,075 9.000	863,161 9,000	735,285	447,565 9.000	159,845		0		0	0	0	0		0	0	0	0
Post CIL s106 Contingency Abnormals		0	0	7,992 15,984	15,984 31,969	5,000 30,370 60,741	5,000 36,764 73,529	9,000 43,158 86,316	9,000 43,158 86,316	9,000 43,158 86,316	9,000 36,764 73,529	9,000 22,378 44,756	5,000 7,992 15,984	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 23 388	23 388	42.099	42 099	42 099	0 42 099	42.099	0 23.388	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc		0	0	0	0	0	0	23,388 3,898	23,388 3,898	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	23,388 3,898	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	1,301,859	0	266,625	116,568	452,446	599,503	777,846	777,846	1,050,750	903,693	572,815	237,937	49,115	27,286	0	0	0	ő	0	0	0	0	0	0
For CIL calculation																									
	Profit on cost Profit on GDV		19,528	19,821	24,117	26,228	33,408	42,902	43,519	44,145	39,519	32,618	20,650	3,479	0	0	0	0	0	0	0	0	0	0	0 1,871,056
	Cash Flow	-1.301.859	-19.528	-286.445	-140.685	478.674	-632.911	-41.141	-41.758	308.396	460.079	797.859	1.144.705	1.350.697	752.320	0	0	0	0	0	0	0	0	0	1,871,056 -1.871.056
l	Opening Balance Closing Balance	-1,301,859 0 -1,301,859	-1,321,387	-1,607,833	-1,748,518	-2,227,192	-2,860,102	-2,901,244	-2,943,002	-2,634,606	-2,174,526	-1,376,667	231,962	1,118,735	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	-	1,871,056	0 0
l l					. 010.0						,			. 4				. , , , , , ,							







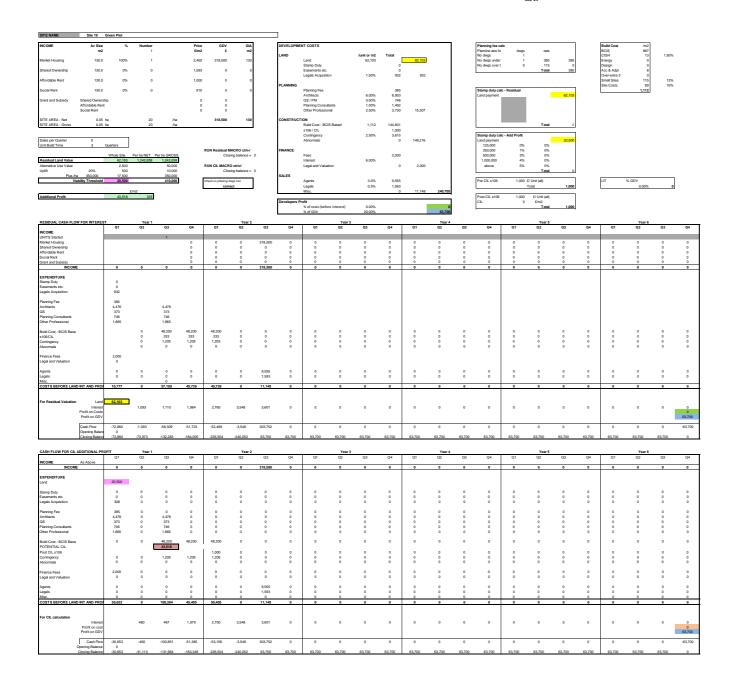




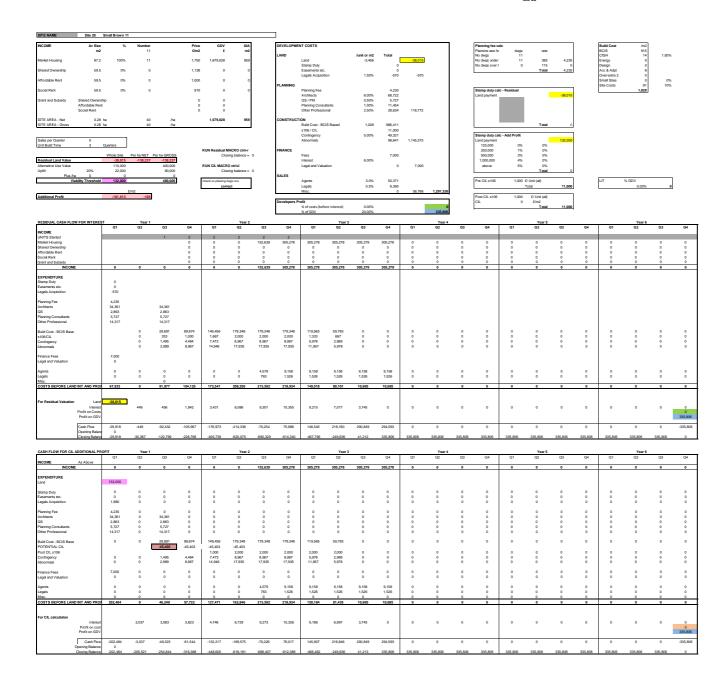


SITE NAME	Site 18	Small Green 4							1																
INCOME	Av Size m2	%	Number 4		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of Planning app fe	alic dwgs	rate			Build Cost BCIS CISH	/m2 887 13		
Market Housing	106.0		4		2,450		424		LAND	Land		/unit or m2 49,644	Total 972	198,577			No dwgs No dwgs under	4 4 0	385 115	1,540		Energy	13	1.50%	
Shared Ownership	106.0	0%	0		1,593	0	0			Stamp Duty Easements etc. Legals Acquisition	10	1.50%	972 0 2,979	3.950			No dwgs over 5		115 Total	1,540		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	106.0		0		1,000		0		PLANNING			1.30%		5,200								Small Sites Site Costs	115 89	13% 10%	
Social Rent	106.0		0		910	0	0			Planning Fee Architects		6.00%	1,540 29,245				Stamp duty ca Land payment	c - Residual		198,577			1,112		
Grant and Subsidy	Shared Owners Affordable Rent Social Rent	ship t			0	0				QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	2,437 4,874 12,185	50,281											
SITE AREA - Not	0.16	ha	25	/ha		1,038,800	424		CONSTRUCT	ION				50,261											
SITE AREA - Gross	0.16	ha	25	/ha						Build Cost - BCI s106 / CIL	S Based	1,112	471,622 4,000						Total	972					
Sales per Quarter Unit Build Time	0	Quarters								Contingency Abnormals		2.50%	11,791 0	487,412			Stamp duty ca Land payment 125,000	c - Add Profit	1%	65,600					
Ont Build Time	3	•	Per ha NET	Per ha GROSS		RUN Residual M	IACRO ctrl+r sing balance =	0	FINANCE	Fees			8,000				250,000 500,000	1%	0% 0% 0%						
Residual Land Value Alternative Use Value		198,577 8,000	1,241,107	1,241,107 50,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valuat	ion	6.00%	0	8,000			1,000,000 above	3% 4% 5%	1%						
Uplift Plus /h	20% na 350,000	1,600 56,000		10,000 350,000 <b>410,000</b>		Clos	sing balance =	0	SALES								Pre CIL s106		Total / Unit (all)	656		-	% GDV		
Vi	lability Threshold	65,600	1/m/2	410,000		Check on phasing d				Agents Legals Misc		3.0% 0.5%	31,164 5,194	36 358	784,579		Pre CIL s106	1,000 £	7 Unit (all) Total	4,000		LIT	% GDV 0.00%	0	
Additional Profit		139,434	329						Developers P	rofit				-			Post CIL s106 CIL	1,000	£/Unit (all) £/m2						
										% of costs (before % of GDV	re interest)	0.00% 20.00%			207,760		L		Total	4,000					
RESIDUAL CASH FLO	W FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing				2	2	0	0	519,400	519,400	0	0	0	-	0	0	P	n	0	0	0	P	n			n
Shared Ownership 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 Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOM	E	0	0	0	0		0	519,400	519,400	0	0	0	- 0	0	0		0	0		0		0	0	_ •	0
Stamp Duty Easements etc. Legals Acquisition		972 0 2,979																							
Planning Fee Architects		1,540 14,622		14,622																					ļ
QS Planning Consultants		1,219 2,437		1,219 2,437																					
Other Professional		6,093		6,093	457	457	70.57	_	_								_								_
Build Cost - BCIS Base s106/CIL Contingency	,		0	78,604 667 1,965	157,207 1,333 3,930	157,207 1,333 3,930	78,604 667 1,965	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0.077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		8,000																							
Agents Legals		0	0	0	0	0	0	15,582 2,597	15,582 2,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	37,861	0	105,606	162,471	162,471	81,235	18,179	18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0
For Residual Valuation	n Land	198,577																							
	Profit on Costs Profit on GDV		3,547	3,600	5,238	7,753	10,307	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	۰	0 207,760
	Cash Flow	-236,438	-3,547	-109,206	-167,709	-170,224	-91,542	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-207,760
	Opening Balano Closing Balano	0 -236,438	-239,985	-349,190	-516,899	-687,123	-778,665	-289,124	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	0
CASH FLOW FOR CIL	ADDITIONAL PR		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1 0	02	Q3	Q4 0	Q1	Q2 0	Q3 519,400	Q4 519.400	Q1	02	Q3	Q4 0	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	04	Q1	Q2	Q3	04
EXPENDITURE			·	v	J	-	v	313,400	519,400			v	-	v	·		U	v		v					0
Land		65,600 656																							
Stamp Duty Easements etc. Legals Acquisition		656 0 984	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		1 540	0	0	0		0	0		0	0	0	0	0	0		0	0	0	0		0	0	0	0
Architects QS Planning Consultants		14,622 1,219 2,437	0	14,622 1,219 2,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		2,437 6,093	0	2,437 6,093	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 POTENTIAL CIL	,	0	۰	78,604 139,434	157,207	157,207	78,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	1,965 0	3,930	2,000 3,930	2,000 1,965 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		8,000	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 15.582	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0	0	0	0	0	0	15,582 2,597 0	15,582 2,597 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	101,151	0	244,374	161,137	163,137	82,569	18,179	18,179	0	0	0	0	0	0	ő	0	0	0	0	ő	ő	0	0	ō
For CIL calculation	Interest		1,517	1,540	5,229	7,724	10,287	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV		.,	-,	.,	.,		,	-		-	-	-	-	-	-	-	-	-	-	-		-	-	207,760
1	Cash Flow	-101,151	-1,517	-245,914	-166,366	-170,862	-92,856	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-207.760
	Opening Balance	0											- 1	-			Ü	-					0		









SITE NAME	Site 21	Small Brown 7							]																
INCOME	Av Size m2	%	Number 7		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee o	alc dwos	rate			Build Cost BCIS	/m2 887		
Market Housing	86.9		7		1,750	1,064,000	608		LAND	Land		/unit or m2 -6,136	Total	-42,950			Planning ago fe No dwgs No dwgs under	7 7	385	2,695		CfSH Energy	887 13 0	1.50%	
Shared Ownership	86.9	0%	0		1,138	0	0			Stamp Duty Easements etc.			0				No dwgs over 5	0	115 Total	0 2,695		Design Acc & Adpt	8		
Affordable Rent	86.9	0%	0		1,000	0	0		PI ANNING	Legals Acquisiti	on	1.50%	-644	-644								Over-extra 3 Small Sites Site Costs	53 89	6% 10%	
Social Rent	86.9		0		910	0	0			Planning Fee Architects		6.00%	2,695 44,479				Stamp duty ca Land payment	ic - Residual		-42,950			1,050		
Grant and Subsidy	Shared Owners Affordable Ren	ship st			0	0				QS / PM Planning Consul		0.50%	3,707 7,413												
SITE AREA - Not	Social Rent 0.14	ha	50	/ha	0	1,064,000	608		CONSTRUCT	Other Professio	inal	2.50%	18,533	76,827											
SITE AREA - Gross	0.14	ha	50	/ha		,,,				Build Cost - BC s106 / CIL	IS Based	1,050	638,537 7,000						Total	0					
Sales per Quarter	0									Contingency Abnormals		5.00%	31,927 63,854	741,317			Stamp duty ca Land payment			67,200					
Unit Build Time	3	Quarters Whole Site	Per ha NFT	Per ha GROSS		RUN Residual N	IACRO ctrl+r sing balance =	0	FINANCE	Fees			6,000				125,000 250,000 500,000	0% 1% 3%	0% 0% 0%						
Residual Land Value Alternative Use Value		-42,950 56,000	-306,786	-305,786 400,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valua	ation	6.00%	0	6,000			1,000,000 above	4% 5%	0%						
Uplift Plus /	20% ha 0 (ahility Threshold	11,200 0 67,200		80,000 0			sing balance =	0	SALES	Agents		3.0%	31.920						Total	0		-			1
	nability I hreshold		£/m2	480,000		Check on phasing o				Agents Legals Misc		0.5%	5,320 0	37,240	817,790		Pre CIL s106		E/ Unit (all) Total	7,000		LII	% GDV 0.00%	0	l
Additional Profit		-115,938	-191						Developers Pr	ofit					,		Post CIL s106 CIL	1,000	E/ Unit (all) £/m2						
										% of costs (befo % of GDV	ore interest)	0.00% 20.00%			212,800		ļ		Total	7,000					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				1	2	0	2	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership 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 Grant and Subsidy INCON	ΛE	0	0		0	0	0	0 0 152,000	0 0 304,000	0 0 304,000	0 0 304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EVDENDITUDE					·			,,,,,,		,,,,,,															
Stamp Duty Easements etc. Legals Acquisition		0 0 -644																							
Planning Fee		2,695																							
Architects QS		22,240		22,240 1,853 3,707																					
Planning Consultants Other Professional		3,707 9,266		9,266																					
Build Cost - BCIS Base s106/CIL	0		0	30,407 333	91,220 1,000	152,033 1,667	182,439 2,000	121,626 1,333	60,813 667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	1,520 3,041	4,561 9,122	7,602 15,203	9,122 18,244	6,081 12,163	3,041 6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		6,000																							
Agents		0	0	0	0	0	0	4,560	9,120	9,120	9,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAN	ND INT AND PROS	_	0	0 0 72.367	105,902	176,504	211.805	760 146,523	1,520 81,242	1,520	1,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0
				,	,501		,505	,		,040	,														
For Residual Valuatio	n Land Interest Profit on Costs	-42,950	32	33	1,119	2,724	5,413	8,671	8,719	5,508	1,191	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV																								0 0 212,800
	Cash Flow Opening Balano Closing Balano	-2,167 0 -2,167	-32 -2,199	-72,400 -74,599	-107,021 -181,620	-179,228 -360,849	-217,218 -578,066	-3,194 -581,261	214,039	287,852 -79,369	292,169 212,800	0 212,800	0 212,800	212,800	0 212,800	0 212,800	212,800	0 212,800	0 212,800	0 212,800	0 212,800	0 212,800	212,800	212,800	-212,800
				-14,000	101,020	300,040		301,201	144,100-	-12,000		-14,000	212,000			2.2,000	212,000	212,000		-14,000	212,000			_12,000	
CASH FLOW FOR CIL	As Above	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOM	ME	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		67,200																							
Stamp Duty Easements etc. Legals Acquisition		0 0 1.008	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		2,695	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0		0
Architects QS		22,240 1,853 3,707	0	22,240 1,853 3,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		3,707 9,266	0	9,266	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 POTENTIAL CIL	0	0	0	30,407 -57,969	91,220 -57,969	152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals		0	0	1,520 3,041	4,561 9.122	1,000 7,602 15,203	2,000 9,122 18,244	2,000 6,081 12,163	2,000 3,041 6.081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		6,000	0	3,041	0	0	18,244	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 Legals Misc.		0	0	0	0	0	0	4,560 760 0	9,120 1,520 0	9,120 1,520 0	9,120 1,520 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ND INT AND PROF	113,969	0	14,064	46,933	175,837	211,805	147,190	82,575	10,640	10,640	0	0	0	0	0	0	0	0	0	0	ő	0	0	0
For CIL calculation	Interest		1,710	1,735	1,972	2,706	5.384	8,642	8.699	5,508	1,191	0	0		0	0	0		0	0		0		0	0
	Profit on cost Profit on GDV		1,/10	1,735	1,9/2	2,706	5,384	8,642	8,699	5,508	1,191	U	U		U	U	U	U	U	U	U	U	U	U	0 212,800
	Cash Flow	-113,969	-1,710	-15,799	-48,905	-178,543	-217,189	-3,832	212,726	287,852	292,169	0	0	0	0	0	0	0	0	0	0	0	0	0	-212,800
	Opening Balance Closing Balance	0 -113,969	-115,678	-131,478	-180,383	-358,926	-576,115	-579,947	-367,221	-79,369	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	0

SITE NAME	Site 22	Small Brown 4							]																
INCOME	Av Size m2	%	Number 4		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca	dwgs	rate			Build Cost BCIS	/m2 887		
Market Housing	79.3		4		1,750	554,750	317		LAND	Land		/unit or m2 -12,147	Total	-48,586			Planning app fe No dwgs No dwgs under	4	385 115	1,540		BCIS CISH Energy	887 13 0	1.50%	
Shared Ownership	79.3	0%	0		1,138	0	0			Stamp Duty Easements etc. Legals Acquisition	10	1.50%	0 -729	-729			No dwgs over f	0	115 Total	0 1,540		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	79.3		0		1,000	0	0		PLANNING		an .	1.50%										Small Sites Site Costs	115 89	13% 10%	
Social Rent Grant and Subsidy	79.3 Shared Owners		0		910	0	0			Planning Fee Architects QS / PM		6.00%	1,540 24,570				Stamp duty cal Land payment	c - Residual		-48,586			1,112		
Grant and Subsidy	Affordable Ren Social Rent	g g			0	0				Planning Consul Other Professio		0.50% 1.00% 2.50%	2,047 4,095 10,237	42,489											
SITE AREA - Net SITE AREA - Gross	0.10 0.10		40 40	/ha /ha		554,750	317		CONSTRUCT	ION Build Cost - BCI	C Dd	1,112	352,604						Total						
		TNA .	40	лы				ı		s106 / CIL Contingency	o beseu	5.00%	4,000 17,630				Stamp duty cal	c - Add Profit	1004						
Sales per Quarter Unit Build Time	0 3	Quarters				RUN Residual N				Abnormals			35,260	409,494			Land payment 125,000	0%	0%	48,000					
Residual Land Value		Whole Site -48,586	Per ha NET -485,864	Per ha GROSS -485,864		Clos	ing balance =	0	FINANCE	Fees Interest		6.00%	4,000				250,000 500,000 1,000,000	1% 3% 4%	0%						
Alternative Use Value Uplift	20%	40,000 8,000		400,000 80,000		RUN CIL MACR	O ctrl+I sing balance =	0		Legal and Valua	tion		0	4,000			above	5%	0% Total	0					
Plus /	ha 0 Nability Threshold	48,000		480,000		Check on phasing d			SALES	Agents Legals		3.0%	16,643 2,774				Pre CIL s106		7 Unit (all) Fotal	4,000		LIT	% GDV 0.00%	0	
Additional Profit		-100,236	£/m2 -316							Misc.				19,416	426,085		Post CIL s106	1,000							
									Developers Pr	rofit % of costs (befo % of GDV	re interest)	0.00% 20.00%			110,950		CIL	0	£/m2 Total	4,000					
RESIDUAL CASH FLO	OW FOR INTERES	ST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing				2	2	0	0	277,375	277,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership 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 Grant and Subsidy INCOM	ME		0		0	0	0	0 0 277,375	0 0 277,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
EYDENDITUDE		0					-													-					
Stamp Duty Easements etc. Legals Acquisition		0 -729																							
Planning Fee Architects		1,540 12,285		12,285																					
QS Planning Consultants		1,024 2,047		1,024 2,047																					
Other Professional  Build Cost - BCIS Base		5,119		5,119	117,535	117,535	59 767	0				0	0					0		0					
Build Cost - BCIS Basi s106/CIL Contingency Abnormals	-		0	58,767 667 2,938	1,333 5.877	1,333	58,767 667 2,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		4.000	0	5,877	11,753	11,753	5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0																							
Agents Legals Misc		0	0	0	0	0	0	8,321 1,387	8,321 1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ND INT AND PROF	25,286	0	88,724	136,498	136,498	68,249	9,708	9,708	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio	n Land Interest Profit on Costs	-48,586	0	0	981	3,044	5,137	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 110,950
	Profit on GDV Cash Flow	23.300	0	-88.724	-137.479	-139.542	-73.386	261.429	265.351	0	0	0	0	0	0		0	0	0	0	0	0	0	0	110,950 -110,950
	Opening Balans Closing Balans	23,300	23,300	-65,423	-137,479	-139,542	-73,386 -415,830	-154,401	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	-110,950
CASH FLOW FOR CIL			Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4 277,375	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4 0
EXPENDITURE	NC.	0	0	U	U	0	U	277,375	2//,375	0		U	U	•	U		0	U		U		0	U		0
Land Stamp Duty		48,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0
Easements etc. Legals Acquisition		0 720	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 Architects		1,540 12,285	0	0 12,285	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		1,024 2,047	0	1,024 2,047	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base		5,119	0	5,119 58,767	117,535	117,535	0 58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106			ı	-100,236		2,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	2,938 5,877	5,877 11,753	5,877 11,753	2,938 5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		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	0
Agents Legals		0	0	0	0	0	0	8,321 1,387	8,321 1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF	74,735	0	-12,179	135,165	137,165	0 69,582	9,708	9,708	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
	Profit on cost Profit on GDV		1,121	1,138	972	3,014	5,117	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 110,950
	Cash Flow	-74,735	-1,121	11,041	-136,137	-140,179	-74,699	261,429	265,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,950
	Opening Balance Closing Balance	-74,735	-75,856	-64,815	-200,952	-341,131	415,830	-154,401	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	0

SITE NAME	Site 23	Brown Plot							l																
INCOME	Av Size	%	Number		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of	alc dwns	rate			Build Cost BCIS	/m2 887		
Market Housing	115.0		1		1,750	201,250	115		LAND	Land		/unit or m2 -17,799	Total	-17,799			Planning ago fo No dwgs No dwgs under	1	385 115	385		BCIS CfSH Energy	887 13 0	1.50%	
Shared Ownership	115.0		0		1,138	0	0			Stamp Duty Easements etc.			0				No dwgs over 5	. 0	115 Total	0 385		Design Acc & Adpt	0		
Affordable Rent	115.0	0%	0		1,000	0	0		DI ANNING	Legals Acquisitio	on	1.50%	-267	-267								Over-extra 3 Small Sites Site Costs	0 115 89	13%	
Social Rent	115.0		0		910	0	0			Planning Fee Architects		6.00%	385 8,886				Stamp duty ca Land payment	ic - Residual		-17,799			1,112		
Grant and Subsidy	Shared Owners Affordable Ren	ship t			0	0				QS / PM Planning Consult		0.50%	741 1,481												
SITE AREA - Net	Social Rent 0.03	ha	30	/ha	0	201,250	115		CONSTRUCT	Other Profession	nai	2.50%	3,703	15,195											
SITE AREA - Gross	0.03	ha	30	/ha						Build Cost - BCI s106 / CIL	S Based	1,112	127,916 1,000						Total	0					
Sales per Quarter Unit Build Time	0	Quarters								Contingency Abnormals		5.00%	6,396 12,792	148,104			Stamp duty ca Land payment 125,000		~	16,000					
		Whole Site	Per ha NET			RUN Residual M	ACRO ctrl+r ing balance = 0	0	FINANCE	Fees			2,000				250,000 500.000	0% 1% 3%	0% 0% 0%						
Residual Land Value Alternative Use Value	20%	-17,799 13,333	-533,968	-533,968 400,000		RUN CIL MACRO	O ctrl+l			Interest Legal and Valuat	tion	6.00%	0	2,000			1,000,000 above	4% 5%	0%						
Uplift Plus /		2,667 0 16,000		80,000 0 480,000	ı	Check on phasing d	ing balance = 0	0	SALES	Agents		3.0%	6.038				Pre CIL s106	1,000 ±	Total  / Unit (all)	0		LIT	% GDV		
			E/m2			corre				Legals Misc.		0.5%	1,006 0	7,044	154,277				Fotal	1,000			0.00%	0	
Additional Profit		-35,078	-305						Developers P	rofit % of costs (before	re interest)	0.00%			0		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 Total	1.000					
										% of GDV		20.00%			40,250					.,					
RESIDUAL CASH FLO	UW FOR INTERES	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				1	0	0	0	201,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent 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 INCON	ИЕ	0	0	0	0	0	0	201,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.		0																							
Easements etc. Legals Acquisition		0 -267																							
Planning Fee Architects		385 4,443		4,443																					
QS Planning Consultants		370 741		370 741																					
Other Professional	_	1,851	0	1,851	42.630	42,639	0					0	0				0			0	0		0		
Build Cost - BCIS Base s106/CIL Contingency Abnormals	-		0	42,639 333 2,132	42,639 333 2,132	333 2.132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		2.000	0	4,264	4,264	4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	6,038 1,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ND INT AND PROF	9,523	0	56,773	49,368	49,368	0	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio	n Land	-17,799	0	0	727	1,479	2,242	2,275	0	0	0	0	0		0	0	0		0	0	0	0	0	0	
	Profit on Costs Profit on GDV		~		***	1,019	4,476	4,4/3		,			,	_			U	,							0 0 40,250
	Cash Flow Opening Balans	8,276	0	-56,773	-50,095	-50,847	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-40,250
L	Closing Balano	8,276	8,276	-48,497	-98,593	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0
CASH FLOW FOR CIL	L ADDITIONAL PR	ROFIT 01	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	04	01	Year 4	Q3	Q4	01	Year 5	Q3	Q4	01	Year 6 Q2	Q3	Q4
INCOME INCOM	As Above ME	0	0	0	0	0	0	201,250		0	•	0	0	0	0	0	0	0	•	0	0	0	0	0	
EXPENDITURE Land		16,000																							
Stamp Duty 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		240	ō	0	0	ő	0	0	0	0	ō	0	0	ő	0	0	0	0	ő	0	0	0	o	ō	0
Planning Fee Architects		385 4,443	0	0 4,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional		370 741 1,851	0	370 741 1,851	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	42,639	42,639	42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency		0		-35,078 2,132	2,132	1,000 2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	ó	4,264	4,264	4,264	o .	ó	ő	ó	0	o .	ó	0	o .	ō	ō	ó	ė .	ò	ō	ō	ó	o .	ó
Finance Fees Legal and Valuation		2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0	0	0	0	6,038 1,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LAN	ND INT AND PROF	26,030	0	0 21,362	0 49,035	0 50,035	0	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
	Profit on cost Profit on GDV		390	396	723	1,469	2,242	2,275	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 40,250
	Cash Flow	-26,030	-390	-21,758	-49,757	-51,504	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	40,250
	Opening Balance Closing Balance	0 -26,030	-26,421	-48,179	-97,936	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0

			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
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 1	Medium Green 1 35	Medium Green I 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown N 60	Nedium Brown M 25	ledium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown	Small Brown 7 S	mall Brown 4	Brown Plot
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown
	U	Jse	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
	Net	ha	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units			350	175	175	75	35	35	15	500	150	60	25	15	/	4	1	11	/	4	1
Mix	Market		85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent Social Rent		11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	0.00% 0.00%	0.00% 0.00%	0.00%	0.00%	0.00% 0.00%	0.00%	0.00%
	Social Refit		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	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	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000
		£ site	266,667	133,333	155,556	57,143	23,529	25,926	9,561	7,619,048	2,000,000	765,994	284,200	191,229	11,667	8,000	2,500	110,000	56,000	40,000	13,333
Uplift		£/ha	354,000	354,000	354,000	354,000	354,000	354,000	354,000	80,000	80,000	80,000	80,000	80,000	360,000	360,000	360,000	80,000	80,000	80,000	80,000
		£ site	4,720,000	2,360,000	2,753,333	1,011,429	416,471	458,889	169,237	1,523,810	400,000	153,199	56,840	38,246	84,000	57,600	18,000	22,000	11,200	8,000	2,667
Viability Th	reshold	£/ha	374.000	374,000	374.000	374,000	374,000	374,000	374.000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000
,		£ site	4,986,667	2,493,333	2,908,889	1,068,571	440,000	484,815	178,799	9,142,857	2,400,000	919,193	341,040	229,474	95,667	65,600	20,500	132,000	67,200	48,000	16,000
Residual V	o Groce	£/ha	587,296	563,537	460.330	578,409	675,711	602,013	702.490	-117,223	-202.401	-247.146	-145,614	-106,638	1.571.427	1,241,107	1,242,058	-138.237	-306,786	-485,864	-533,968
residual v	Net	£/ha	783,061	751,382	613,773	771,212	794,954	668,903	783,628	-156,297	-269.867	-276,080	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968
	1101	£ site	7.830,610	3.756.910	3.580.345	1.652.597	794,954	780,387	335.841	-2,232,813	-1.012.003	-473,281	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-17,799
			77-	.,,.	.,,.	,,	,,,,,,		,.		7- 7	., .		,	,			,	,		
Additional I	Profit	£ site	3,757,747	1,536,666	811,955	659,533	389,389	323,732	165,388	-14,379,390	-3,946,570	-1,506,450	-471,380	-297,426	288,592	139,434	43,518	-181,613	-115,938	-100,236	-35,078
		£/m2	132	107	57	108	133	110	137	-353	-323	-312	-228	-246	411	329	335	-189	-191	-316	-305

## Base - APP8e Cover



Sunderland Typologoes - Summer 2017 v2 - Coalfield

Number	5	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rat
			ha	Units/ha	m2	m2	m2/ha		£/m
Large Green 350		350	10.00	35.00	92	32.222	3.222	28.904.254	897.0

Rate £/m2 **897.05** 

Rate

£/m2

896.99

Locality reen/Brown Iternative Use

Coalfield Green Agricultural

Area Gross 13.333

Net 10.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det :	3	0	102.00	0.00		887	0
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number Units Area Density erage Unit Size Developed Density Total Cost ha Units/ha m2 m2 m2/ha Large Green 175 175 14,535,727 5.00 35.00 93 16,205 3,241

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	0
4	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

Coalfield	Green	Agricultural
\rea	Gross	6.667
	Net	5.000



Number	7	Units	Area	Density erag	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Large Green 175 LD		175	5.83	30.00	91	16,012	2,745	14,472,644	903.86

-	275	5.05	30.00	32	10,012	2,7-13		21,172,011
	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		59.50	0.00	10%	999	0
	2	0		72.00	0.00	10%	999	0
Terrace	2	22		72.00	1,584.00		887	1,405,008
	3	22		86.50	1,903.00		887	1,687,961
Semi	2	15		83.00	1,245.00		887	1,104,315
	3	37		97.00	3,589.00		887	3,183,443
Det	3	0		102.00	0.00		887	0
	4	22		115.00	2,530.00		887	2,244,110
	5	17		130.00	2,210.00		887	1,960,270
BUNGALOW	1	0		58.00	0.00		986	0
BUNGALOW	2	7		70.00	490.00		986	483,140
BUNGALOW	3	7		86.00	602.00		986	593,572
Affordable								
Flat	1	8		59.50	476.00	10%	999	523,076
	2	4		72.00	288.00	10%	999	316,483
Terrace	2	8		72.00	576.00		887	510,912
	3	6		86.50	519.00		887	460,353
Semi	2	0		83.00	0.00		887	0

97.00

102.00 115.00

130.00

59.50

72.00

86.50

0.00 0.00

0.00

0.00

0.00

0.00

0.00

887 887

887

887

1,027

1,027

1,027

10%

10%

Density erage Unit Size Number Units Area Developed Total Cost m2/ha ha Units/ha m2 m2 Large Green 75 6,201,056 75 2.14 35.00 92 6,914 3,227

Flat 1 High\*

Flat 2 High\*

Flat 3 High\*

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	(
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	C
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	C
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	(

Locality reen/Brown Iternative Use

Coalfield	Green	Agricultural
Area	Gross	7.778
	Net	5.833

Locality 'een/Brown Iternative Use

Rate

£/m2

896.88

Coalfield	Green	Agricultural
\rea	Gross	2.857
	Net	2.143



Number	9	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Medium Green 35		35	1.00	35.00	94	3,284	3,284	2,953,381	899.32

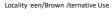
				-,	· ·		
	Beds	No	m2	Total		BCIS	cos
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	4	83.00	332.00		887	294,484
	3	9	97.00	873.00		887	774,351
Det	3	0	102.00	0.00		887	(
	4	4	115.00	460.00		887	408,020
	5	5	130.00	650.00		887	576,550
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	(
Semi	2	0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	

Number	10	Units	Area	Density erage Unit Size		Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Medium Green 35 LD		35	1.17	30.00	94	3,293	2,823	2,976,808

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

Coalfield	Green	Agricultural
Area	Gross	1.176
	Net	1.000



Rate

£/m2 903.98

Coalfield	Green	Agricultural
\rea	Gross	1.296
	Net	1.167
		-



Number	11	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Medium Green 15		15	0.43	35.00	91	1,363	3,179	1,221,146	896.25

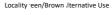
	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	12	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Large Brown 500		500	14.29	35.00	92	46,052	3,224	41,305,490	896.94

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality reen/Brown Iternative Use

Coalfield	Green	Agricultural
Area	Gross	0.478
	Net	0.429



Coalfield	Brown	Industrial
Area	Gross	19.048
	Net	14.286



Number	13	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Large Brown 150		150	3.75	40.00	92	13,849	3,693	12,417,646	896.68

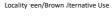
	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	19	72.00	1,368.00		887	1,213,416
	3	19.0	86.50	1,643.50		887	1,457,785
Semi	2	19	83.00	1,577.00		887	1,398,799
	3	38	97.00	3,686.00		887	3,269,482
Det	3	0	102.00	0.00		887	0
	4	19	115.00	2,185.00		887	1,938,095
	5	14	130.00	1,820.00		887	1,614,340
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	7	59.50	416.50	10%	999	457,692
	2	3	72.00	216.00	10%	999	237,362
Terrace	2	7.0	72.00	504.00		887	447,048
	3	5	86.50	432.50		887	383,628
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	14	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Large Brown 60		60	1.71	35.00	91	5,467	3,189	4,901,866

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	8	72.00	576.00		887	510,912
	3	8	86.50	692.00		887	613,804
Semi	2	8.0	83.00	664.00		887	588,968
	3	15.0	97.00	1,455.00		887	1,290,585
Det	3	0	102.00	0.00		887	(
	4	8	115.00	920.00		887	816,040
	5	4	130.00	520.00		887	461,240
Flat 1 High*	1	0	58.00	0.00	10%	1,027	(
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	(
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	3	72.00	216.00		887	191,592
	3	2	86.50	173.00		887	153,451
Semi	2	0.0	83.00	0.00		887	(
	3	0	97.00	0.00		887	(
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	0	130.00	0.00		887	(
Flat 1 High*	1	0	59.50	0.00	10%	1,027	(
Flat 2 High*	2	0	72.00	0.00	10%	1,027	(
Flat 3 High*	3	0	86.50	0.00	10%	1,027	C

Locality 'een/Brown Iternative Use

Brown	Industrial
Gross	5.000
Net	3.750
	Gross



Rate

£/m2 **896.71** 

Coalfield	Brown	Industrial
Area	Gross	1.915
	Net	1.714



Number	15	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Ra
			ha	Units/ha	m2	m2	m2/ha		£/n
Medium Brown 25		25	0.63	40.00	93	2.332	3.730	2,095,905	898.9

Rate	
£/m2	
898.95	



	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Area	Gross	0.711
	Net	0.625

Locality reen/Brown Iternative Use Coalfield Brown Industrial

Number 16 Units Area Density erage Unit Size Developed Density Total Cost m2/ha ha Units/ha m2 m2 Medium Brown 15 15 0.43 91 1,363 3,179 1,221,146 35.00

Locality	een/Brown	Iternative U
Coalfield	Brown	Industrial

Rate

£/m2

896.25

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

alfield	Brown	Industrial
ea	Gross	0.478
		0.420

622,674

887.00

Density	Total Cost	Rate
m2/ha		£/m2

Locality een/ Brown Iternative Use

Coalfield	Green	Paddock
Area	Gross	0.233
	Net	0.233

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Density erage Unit Size Developed

m2

100

m2

702

3,009

Units/ha

30.00

Number

Small Green 7

17

Units NET Area

0.23

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate m2/ha £/m2 ha Units/ha m2 m2 Small Green 4 376,088 887.00 0.16 25.00 106 424 2,650

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

Coalfield	Green	Paddock
Area	Gross Net	0.160 0.160
	IVCC	0.100



Number	19	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rat
			ha	Units/ha	m2	m2	m2/ha		£/m
Green Plot		1	0.05	20.00	130	130	2.600	115.310	887.0

Rate 2/m2 7.00

Rate

£/m2 914.89



Coalfield Green Paddock 0.050 Gross 0.050 Net

	Beds	No	m2	Total		BCIS	COST
Market							(
Flat	1	0	59.50	0.00	10%	999	(
	2	0	72.00	0.00	10%	999	(
Terrace	2	0	72.00	0.00		887	(
	3	0	86.50	0.00		887	
Semi	2	0	83.00	0.00		887	1
	3	0	97.00	0.00		887	1
Det	3	0	102.00	0.00		887	(
	4	0	115.00	0.00		887	(
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	1
Flat 2 High*	2	0	70.00	0.00	10%	1,027	(
Flat 3 High*	3	0	84.00	0.00	10%	1,027	1
Affordable							
Flat	1	0	59.50	0.00	10%	999	1
	2	0	72.00	0.00	10%	999	
Terrace	2	0	72.00	0.00		887	
	3	0	86.50	0.00		887	
Semi	2	0	83.00	0.00		887	
	3	0	97.00	0.00		887	
Det	3	0	102.00	0.00		887	
	4	0	115.00	0.00		887	
	5	0	130.00	0.00		887	-
Flat 1 High*	1	0	59.50	0.00	10%	1,027	
Flat 2 High*	2	0	72.00	0.00	10%	1,027	-
Flat 3 High*	3	0	86.50	0.00	10%	1,027	

Number	20	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost
			ha	Units/ha	m2	m2	m2/ha	
Small Brown 11		11	0.28	40.00	82	904	3,287	827,064

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Locality 'een/Brown Iternative Use

Coalfield	Brown	Industrial
Area	Gross	0.275
	Net	0.275



Number	21	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 7		7	0.14	50.00	87	608	4,343	539,296	887.00

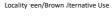
	Beds	No	m2	Total		BCIS	COST
Market	Deus	140	linz	Total		DCIS	0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	0
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	22	Units	Area	Density erage	e Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
Small Brown 4		4	0.10	40.00	79	317	3,170	281,179	887.00

	Beds	No	m2	Total		BCIS	COST
Market							C
Flat	1	0	59.50	0.00	10%	999	C
	2	0	72.00	0.00	10%	999	C
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	C
Semi	2	0	83.00	0.00		887	C
	3	0	97.00	0.00		887	C
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	C
Flat 1 High*	1	0	59.50	0.00	10%	1,027	C
Flat 2 High*	2	0	72.00	0.00	10%	1,027	C
Flat 3 High*	3	0	86.50	0.00	10%	1,027	C

Locality reen/Brown Iternative Use

Coalfield	Brown	Industrial
Area	Gross	0.140
	Net	0.140



Rate

Coalfield	Brown	Industrial
Area	Gross	0.100
	Net	0.100



Number 23 Units Area Density erage Unit Size Developed Density Total Cost Rate Units/ha m2/ha £/m2 m2 m2 **Brown Plot** 0.03 30.00 115 115 3,450 102,005 887.00

					ı	neis	
Market	Beds	No	m	2 Total		BCIS	COST
							0
Flat	1	0	59.5		10%	999	0
	2	0	72.0		10%	999	0
Terrace	2	0	72.0			887	0
	3	0	86.5	0.00		887	0
Semi	2	0	83.0	0.00		887	0
	3	0	97.0	0.00		887	0
Det	3	0	102.0	0.00		887	0
	4	1	115.0	115.00		887	102,005
	5	0	130.0	0.00		887	0
Flat 1 High*	1	0	58.0	0.00	10%	1,027	0
Flat 2 High*	2	0	70.0	0.00	10%	1,027	0
Flat 3 High*	3	0	84.0	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.5	0.00	10%	999	0
	2	0	72.0	0.00	10%	999	0
Terrace	2	0	72.0	0.00		887	0
	3	0	86.5	0.00		887	0
Semi	2	0	83.0	0.00		887	0
	3	0	97.0	0.00		887	0
Det	3	0	102.0			887	0
	4	0	115.0			887	0
	5	0	130.0			887	0
Flat 1 High*	1	0	59.5		10%	1,027	0
Flat 2 High*	2	0	72.0		10%	1,027	0
Flat 3 High*	3	0	86.5		10%	1,027	0



Locality reen/Brown Iternative Use

Coalfield	Brown	Industrial
Area	Gross	0.0
	Net	0.0

																					الشار
			Site 5 Large Green 350	Site 6 Large Green 175	Site 7 Large Green 175 LD	Site 8 Large Green 75	Site 9 Medium Green 35	Site 10 Medium Green 35 LD	Site 11 Medium Green 15	Site 12 Large Brown 500	Site 13 Large Brown 150	Site 14 Large Brown 60	Site 15 Medium Brown 25	Site 16 Medium Brown 15	Site 17 Small Green 7	Site 18 Small Green 4	Site 19 Green Plot	Site 20 Small Brown 11	Site 21 Small Brown 7	Site 22	Site 23 Brown Plot
	C (h 6			C	6	C		6	C			B	B	D	C	6	C				B
	Green/brown fiel Use	ld	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Green Paddock	Green Paddock	Green Paddock	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial
	Locality		Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield	Coalfield
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units	Net	ha	10.00 350	5.00 175	5.83 175	2.14 75	1.00 35	1.17 35	0.43 15	14.29 500	3.75 150	1.71 60	0.63 25	0.43 15	0.23 7	0.16 4	0.05	0.28 11	0.14 7	0.10 4	0.03
																				=	
Average Unit	Size	m2	92.06	92.60	91.50	92.19	93.83	94.09	90.83	92.10	92.32	91.11	93.26	90.83	100.29	106.00	130.00	82.18	86.86	79.25	115.00
Mix	Intermediate to B	Buy	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%	3.75% 11.25%							
	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%							
		21.2	2.150	0.450	0.450	2.150	2.150	0.450	2.150	1.800	1.800	1.800	1.800	1.800	2 452	0.450	2 452		1.750	1.750	4 750
Price	Market Intermediate to B	£/m2 Buy £/m2	1,398	2,150 1,398	2,150 1,398	2,150 1,398	1,398	2,150 1,398	2,150 1,398	1,800	1,800	1,800	1,800	1,800	2,450 1,593	2,450 1,593	2,450 1,593	1,750 1,138	1,750 1,138	1,750	1,750 1,138
	Affordable Rent	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Social Rent	£/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
Grant and Sub	si Intermediate to B	Buy £/unit																			
	Affordable Rent Social Rent	£/unit £/unit																			
		L/ unit																			
Sales per Quar Unit Build Tim			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Us Up Lift %	e Value	£/ha %	20,000 20%	20,000 20%	20,000 20%	20,000 20%	20,000 20%	20,000 20%	20,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%	50,000 20%	50,000 20%	50,000 20%	400,000 20%	400,000 20%	400,000 20%	400,000 20%
Additional Upl	ift	½/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	20%	20%	20%	20%	20%	350,000	350,000	350,000	20%	20%	20%	20%
													0								
Easements etc Legals / Acqui		£ % land	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Planning Fee	<50 >50	£/unit £/unit	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115
		•																			
Architects QS / PM		%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%
Planning Cons	ultants	%	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 Professi		%	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	897	897	904	897	899	904	896	897	897	897	899	896	887	887	887	915	887	887	887
CfSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Energy Design		£/m2 £/m2																			
Acc & Adpt		£/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Over-extra 3 Small Sites		£/m2 %													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%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Pre CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106		£/Unit £/m2	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 0.00	1,000 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%
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%
Abnormals		% £/site								10.00%	10.00%	10.00%	10.00%	10.00%				10.00%	10.00%	10.00%	10.00%
												,									
FINANCE	Fees Interest	£ %	121,000 6.00%	91,000 6.00%	89,000 6.00%	52,000 6.00%	33,000 6.00%	33,000 6.00%	19,000 6.00%	36,000 6.00%	39,000 6.00%	30,000 6.00%	19,000 6.00%	11,000 6.00%	12,000 6.00%	8,000 6.00%	2,000 6.00%	7,000 6.00%	6,000 6.00%	4,000 6.00%	2,000 6.00%
	Legal and Valuation														2.2270						
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%
JALLS	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%
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Pro	ofi % of costs (before	e interest)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Developers Fit	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%



ICOME Av Siz	Large Green 3	00						1																
		Number		Price	GDV	GIA		DEVELOPMEN	NT COSTS							lanning fee ca					Build Cost	/m/ 89	2	
		350		£/m2	£	m2		LAND			/unit or m2	Total	7 930 640		N	lannino apo fe o dwgs	dwgs 350	rate			BCIS CISH Energy	89	7 3 1.50	0%
ket Housing 95.		298		2,150	61,179,702	28,456			Land Stamp Duty		22,373	381,031	7,830,610		N N	o dwgs under o dwgs over f	300 300	385 115	115,500 34,500				0	
red Ownership 71.	-	13		1,398	1,311,466	938			Easements etc. Legals Acquisit		1.50%	117,459	498,490		L			Total	150,000		Acc & Adpt Over-extra 3		0	
rdable Rent 71.		39		1,000	2,815,313	2,815		PLANNING							_						Small Sites Site Costs	13	5 15	0% 5%
al Rent 71.		0		910	0	0			Planning Fee Architects		6.00%	150,000 2,106,988				tamp duty call and payment	- Residual		7,830,610			1,05	3	
nt and Subsidy Shared Owne Affordable Ri Social Rent	ership ert			0	0				QS / PM Planning Consu Other Professio	itants anal	0.50% 1.00% 2.50%	175,582 351,165 877,912	3,661,647											
	00 ha 33 ha	35 26	/ha /ha		65,306,481	32,209			Build Cost - BC s106 / CIL	:IS Based	1,053	33,918,512 350,000						Total	381,031					
os per Quarter 0 Build Time 3	Quarters	]			RUN Residual N	MACRO della		FINANCE	Contingency Abnormals		2.50%	847,963 0	35,116,475		S	tamp duty call and payment 125,000 250,000	- Add Profit 0% 1%	1%	4,986,667					
idual Land Value mative Use Value	7,830,610 266,667 53,333	Per ha NET 783,061	Per ha GROSS 587,296 20,000 4,000		Clos	sing balance = 1		I BUNICE	Fees Interest Legal and Value	ation	6.00%	121,000	121,000			500,000 1,000,000 above	3% 4% 5%	4% 5% 5%						
t 20% Plus /ha 350,000 Viability Threshol	53,333 4,666,667 4d 4,986,667		4,000 350,000 374,000	. [	Check on phasing o		0	SALES	Agents Legals		3.0%	1,959,194 326,532			P	ne CIL s106	1,000 8	Total / Unit (all)	249,333 350.000		LIT	% GDV	,	
itional Profit	3,757,747	E/m2		L	com	ect	ļ	Developers Pr	Misc.			326,532 0	2,285,727	49,513,949		ost CIL s106		E/ Unit (all) £/m2	350,000			0.009	6	0
									% of costs (befo % of GDV	ere interest)	0.00% 20.00%			0 13,061,296	Ľ			Total	350,000					
SIDUAL CASH FLOW FOR INTERI	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	3
OME ITS Started rket Housing	17	37	37	37 6,467,568	37	37	37	37	37	37 6 AST 569	6.467.568	0	0	0	0	0	0	0	0	0	0	0	0	
irket Housing ared Ownership ordable Rent		2,971,586 63,700 136,744	6,467,568 138,641 297,619	6,467,568 138,641 297,619	6,467,568 138,641 297,619	6,467,568 138,641 297,619	6,467,568 138,641 297,619	6,467,568 138,641 297,619	6,467,568 138,641 297,619	6,467,568 138,641 297,619	6,467,568 138,641 297,619	0	0	0	0	0	0	0	0	0	0	0	0	
irdable Rent ial Rent nt 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	3,172,029	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	0		0	0	0	0	0	0	0	0	0	0	
PENDITURE no Duty	381.031																							
np Duty ements etc. als Acquisition	0																							
ning Fee	150,000																							
ning r-ee itects	2,106,988 175,582		0																					
ning Consultants	351,165		0																					
r Professional	877,912	1,647,471	0	2 505 67	2 505 63	3,585,671	2 505 67	2 505 67	2 505 57	2 505 671	3,585,671			0	•		0							
f Cost - BCIS Base 5/CIL		1,647,471 17,000 41,187	3,585,671 37,000 89,642	3,585,671 37,000 89,642	3,585,671 37,000 89,642	3,585,671 37,000 89,642	77.000	3,585,671 37,000 89,642	3,585,671 37,000 89,642	3,585,671 37,000 89,642	3,585,671 37,000 89,642	0 0 0	0	0	0	0	0	0	0	0	0	0	0	
tingency ormals		41,187	0	0	89,642 0	0	814,642 0	89,642 0	811,642 0	89,642 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ince Fees	121,000 0																							
al and Valuation	0	95 161	207 115	207 115	207 115	207 115	207 115	207 115	207 115	207 115	207 115	0	0	0	0	0						0	0	
nts als	0	15,860	34,519 0	34,519	34,519	34,519	34,519	34,519	34,519	34,519	34,519	0	0	0	0	0	0	0	0	0	0	0	0	
STS BEFORE LAND INT AND PRO	OF 4,281,137	1,816,678	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	0	0	0	0	0	0	0	0	0	0	0	0	
Residual Valuation Lan	7,830,610	•																						
Interes	st	726,705	688,986	553,332	409,540	257,119	95,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on GD																								
	-12,111,748																							
Cash Flow		628,646	2,260,895	2,396,549	2,540,341	2,692,762	2,854,328	2,949,881	2,949,881	2,949,881	2,949,881	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow Opening Bala Closing Balar	no -12,111,748	628,646 -11,483,102	2,260,895 -9,222,207	2,396,549 -6,825,658	2,540,341 -4,285,317	2,692,762	2,854,328 1,261,772	2,949,881 4,211,653	2,949,881 7,161,534	2,949,881	2,949,881 13,061,296	0 13,061,296	0 13,061,296	0	-	0	0 13,061,296	0 13,061,296	0 13,061,296	0 13,061,296	0 13,061,296	0 13,061,296	0 13,061,29	96
Opening Bala Closing Balan	no -12,111,748		2,260,895 -9,222,207									0 13,061,296	0 13,061,296	0 13,061,296 1	-	-		0 13,061,296	0 13,061,296	0 13,061,296	0 13,061,296	0 13,061,296		96
Opening Balar Closing Balar H FLOW FOR CIL ADDITIONAL P	no -12,111,748		-9,222,207	-6,825,658 Year 4	-4,285,317 Year 5	-1,592,555	1,261,772		7,161,534	10,111,415				0 13,061,296 1 Year 14	3,061,296	13,061,296	13,061,296	0 13,061,296 Year 18			0 13,061,296 Year 21			
Opering Balar Closing Balar SH FLOW FOR CIL ADDITIONAL F  DME As Above INCOME	no -12,111,748	-11,483,102	-9,222,207	-6,825,658	-4,285,317	-1,592,555 Year 6	1,261,772	4,211,653	7,161,534	10,111,415	13,061,296				3,061,296	13,061,296	13,061,296						13,061,29	
Opering Balar Closing Balar SH FLOW FOR CIL ADDITIONAL P  DME As Above INCOME	no -12,111,748	-11,483,102 Year 2	-9,222,207 Year 3	-6,825,658 Year 4	-4,285,317 Year 5	-1,592,555 Year 6	1,261,772 Year 7	4,211,653 Year 8	7,161,534 Year 9	10,111,415 Year 10	13,061,296 Year 11				3,061,296	13,061,296	13,061,296						13,061,29	
Opening Balar Closing Balar H FLOW FOR CIL ADDITIONAL F MME As Above INCOME ENDITURE	PROFIT Year 1	-11,483,102 Year 2	-9,222,207 Year 3	-6,825,658 Year 4	-4,285,317 Year 5	-1,592,555 Year 6	1,261,772 Year 7	4,211,653 Year 8	7,161,534 Year 9	10,111,415 Year 10	13,061,296 Year 11				3,061,296	13,061,296	13,061,296						13,061,29	
Opering Balar Closing Balar FLOW FOR CIL ADDITIONAL F OME AS Above NCOME PRODITURE In Duty In	PROFIT Year 1 0 4,986,667	-11,483,102 Year 2	-9,222,207 Year 3	-6,825,658 Year 4	-4,285,317 Year 5 6,903,828	-1,592,555 Year 6 6,903,828	1,261,772 Year 7	4,211,653 Year 8 6,903,828	7,161,534 Year 9	10,111,415 Year 10	13,061,296 Year 11	Year 12			3,061,296	13,061,296 Year 16	13,061,296						13,061,29	
Opening Balas  Cibing Balas  Cibing Balas  BH FLOW FOR CL ADDITIONAL P  As Above  NOOME  NOOME  Photograph  pp Day  aments etc.  that Acquisition  ning Fee	PROFIT  Year 1  0  4,986,667  249,333 0 74,800 150,000	-11,483,102 Year 2	-9,222,207 Year 3	-6,825,658 Year 4 6,903,828 0 0 0	-4,285,317  Year 5  6,903,828  0 0 0	-1,592,555 Year 6 6,903,828	1,261,772 Year 7	4,211,653 Year 8 6,903,828	7,161,534 Year 9 6,903,828	10,111,415 Year 10	13,061,296 Year 11	Year 12 0	Year 13 0		3,061,296	13,061,296 Year 16 0 0	13,061,296				Year 21		13,061,29	
Copering Balas  H FLOW FOR CL ADDITIONAL F  ME  AS Above  NOOME  ENDITURE  IN DURY  IN DURY  IN ADDITIONAL F  IN COME  I	PROFIT Vear 1 0 4.586.667 249.333 0 74,800 150,000 2.106,988 175,582	-11,483,102 Year 2	-9,222,207 Year 3	-6,825,658  Year 4 6,903,828  0 0 0	-4,285,317  Year 5  6,903,828	-1,592,555  Year 6 6,903,828	1,261,772 Year 7 6,903,828	4,211,653 Year 8 6,903,828	7,161,534  Year 9  6,903,828	10,111,415 Year 10	13,061,296 Year 11	Year 12 0	Year 13 0		3,061,296	13,061,296 Year 16 0 0	13,061,296				Year 21		13,061,29	
Coerring Balas  Chorang Balas  H FLOW FOR CL ADDITIONAL P  ME  As Above  INCOME  INCOM	PROFIT  Year1  0  4,986,667  249,333 0 74,800 150,000 2,106,988	-11,483,102 Year 2	-9,222,207 Year 3	-6,825,658 Year 4 6,903,828 0 0 0	-4,285,317  Year 5  6,903,828  0 0 0	-1,592,555  Year 6 6,903,828	1,261,772 Year 7 6,903,828	4,211,653 Year 8 6,903,828	7,161,534  Year 9  6,903,828	10,111,415 Year 10	13,061,296 Year 11	Year 12 0	Year 13 0		3,061,296	13,061,296 Year 16 0 0	13,061,296				Year 21		13,061,29	
Coerving Balas  Opening Balas  H PLOW FOR CIL ADDITIONAL P  ME  As Above  NOTUNE  INDITUNE  INDI	PROFIT  Year 1  0  4,986,667  249,333  0 74,800  150,000  2,106,988 175,582 351,185	11,483,102  Year 2  3,172,029  0 0 0 0 0 1,547,471	9,222,207  Year 3  6,903,828  0  0  0  0  0  3,585,671	-6,825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	4,285,317  Year 5  6,903,828  0 0 0 0 0 3,585,671	Year 6   6,903,828   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,261,772  Year 7  6,903,828  0 0 0 0 0 0 3,585,671	4,211,853  Year 8 6,903,828  0 0 0 0 0 0 3,585,671	7,161,534  Year 9 6,903,828  0 0 0 0 0 0 3,585,671	Year 10 Year 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296 Year 11	Year 12 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296				9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		13,061,29	
Covering Balls Closering Balls Closering Balls Closering Balls As Above  As	PROFIT  Year 1  4.596,667  249,333 0 74,800 150,000 2,106,988 175,582 351,165 877,912 0 375,775	Year 2  Vear 2  3,172,029  0 0 0 0 0 1,647,471 375,775	9,222,207  Year 3  6,903,828  0 0 0 0 0 0 0 3,585,671 337,070	-6,825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	4,285,317  Year 5  6,903,828  0  0  0  0  0  0  0  3,585,671 37,775 37,775	1,592,595  Vear 6 6,903,828  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1,261,772  Year 7 6,903,828  0 0 0 0 0 3,585,671 375,775	4,211,653  Year 8 6,903,828  0 0 0 0 0 0 3,585,671 375,775	7,161,534  Year 9 6,903,828  0 0 0 0 0 0 3,585,671 375,775	Vear10  Vear10  6,903,828  0  0  0  0  0  0  3,585,671  37,070	13,061,296  Year11  6,903,828  0 0 0 0 0 0 0 3,566,671	Year 12 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296				9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		13,061,29	
Opening Ball Close (Manual Close) (M	PROFIT  Year 1  0  4,986,667  249,333  0 74,800  150,000  2,106,988 175,582 351,185	11,483,102  Year 2  3,172,029  0 0 0 0 0 0 0 0 1,647,471 375,775	9,222,207  Year 3  6,900,828  0 0 0 0 0 0 3,585,671 375,775	6,825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,285,317  Year 5  6,903,828  0 0 0 0 0 0 0 0 3,585,671 375,775	1,592,555  Year 6  6,503,828  0 0 0 0 0 0 0 0 0 3,586,671	1,261,772  Year 7 6,903,828  0 0 0 0 0 0 0 3,585,671	4,211,853  Year 8 6,903,828  0 0 0 0 0 0 0 0 3,585,671	7,161,534  Year 9 6,903,828  0 0 0 0 0 0 3,585,671	10,111,415  Year 10  6,903,828  0 0 0 0 0 0 0 0 0 3,585,671	13,061,296  Year 11  6,903,828  0 0 0 0 0 0 3,585,671	Year 12 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Year 15 0	13,061,206  Year 16 0 0 0 0 0 0 0 0	13,061,296				9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		13,061,29	
Covering Ball Chore (See Annual Chore (See Annua	PROFIT  Vear 1  0  4.986,667  249,333 0 74,800 150,000 2,106,988 175,582 351,165 877,917 0 0 121,000	Year 2  Vear 2  3,172,029  0 0 0 0 0 1,647,471 375,775	9,222,207  Year 3  6,303,828  0  0  0  0  0  0  3,585,671  37,070  89,642  0	-6,825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	4,285,317  Year 5 6,903,828  0 0 0 0 0 0 0 0 3,585,671 37,775 37,000 89,642 0 0	1,592,565  Year 6 6,903,828  0 0 0 0 0 0 0 0 3,586,671 37,775 37,000 89,642 0	1,261,772  Year 7 6,903,828  0 0 0 0 0 0 0 3,585,671 375,775 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4,211,853  Year 8 6,903,828  0 0 0 0 0 0 3,585,671 375,775 375,775 0 0 0 0 0	7,161,534  Year 9 6,903,828  0 0 0 0 0 0 3,585,671 37,075 37,070 89,642 0	10,111,415  Year 10  6,903,828  0 0 0 0 0 0 3,585,671 375,775 37,000	13,061,296  Year 11  6,903,828  0  0  0  0  0  0  3,555,671  37,000  89,642  0  0	Year 12 0 0 0 0 0 0 0 0 0 0	Year 13 0		Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0			Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	13,061,29	
Opening Bala Closing Balar SH FLOW FOR CIL ADDITIONAL P OME As Above	PROFIT  Year 1  0  4.986,667  249,333  74,800  150,0098  175,582  20,375,775  0  0  121,000  0	11,483,102  Year 2  3,172,029  0 0 0 0 0 0 0 1,647,471 375,775 0 0 0	-9,222.207  Year 3  6,903,828  0 0 0 0 0 0 0 3,565,671 37,776 37,700 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-6,825,658  Year 4 -6,903,828 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0	4,285,317  Year 5  6,903,828  0  0  0  0  0  0  3,565,671  37,775  37,000  0  0  0  0  0  0  0  0  0  0  0  0	-1,592,565  Year 6  6,903,828  0  0  0  0  0  0  0  3,556,671  37,705  37,000  0  0  0  0  0  0  0  0  0  0  0  0	1,261,772  Year 7 6,903,828  0 0 0 0 0 0 3,585,671 375,775 375,775 0 0 0	4,211,653  Year 8 6,903,828  0 0 0 0 0 0 0 0 3,585,671 375,275 37,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,161,534  Year 9 6,903,828  0 0 0 0 0 0 0 3,585,671 37,000 39,642 0 0	0,111,415  Year 10  6,903,828  0 0 0 0 0 0 0 0 3,585,671 376,775 37,775	13,061,296  Year 11  6,903,828  0  0  0  0  0  3,566,671  37,000 89,642 0  0  0	Year 12 0 0 0 0 0 0 0 0	Year 13 0		Year 15 0	13.061,296   Year 16   0   0   0   0   0   0   0   0   0	13,061,296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0			Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		13,061,29	
Covering Balla Close (Manual Covering Balla Close) (Manual Covering Balla Close) (Manual Covering Balla Coverin	PROFIT  Vear 1  0  4.986,667  249,333 0 74,800 150,000 2,106,988 175,582 351,165 877,917 0 0 121,000	Year 2 Year 2 3,172,029 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,222,207  Year 3  6,303,828  0  0  0  0  0  0  3,585,671  37,070  89,642  0	-6,825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	4,285,317  Year 5 6,903,828  0 0 0 0 0 0 0 0 3,585,671 37,775 37,000 89,642 0 0	1,592,565  Year 6 6,903,828  0 0 0 0 0 0 0 0 3,586,671 37,775 37,000 89,642 0	1,261,772  Year 7 6,903,828  0 0 0 0 0 0 0 3,585,671 375,775 0 0 0 0	4,211,853  Year 8 6,903,828  0 0 0 0 0 0 3,585,671 375,775 375,775 0 0 0 0 0	7,161,534  Year 9 6,903,828  0 0 0 0 0 0 3,585,671 37,075 37,070 89,642 0	10,111,415  Year 10  6,903,828  0 0 0 0 0 0 3,585,671 375,775 37,000	13,061,296  Year 11  6,903,828  0  0  0  0  0  0  3,555,671  37,000  89,642  0  0	Year 12 0 0 0 0 0 0 0 0 0 0	Year 13 0		Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0			Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	13,061,29	
Opening Ball Closel (Management of the Control of t	PROFIT  Year 1  0  4.986,667  249,333 0 74,800 150,000 175,582 375,775 0 0 121,000 0 0	11,483,102  Year 2  3,172,029  0 0 0 0 0 0 0 1,647,471 375,700 41,187 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,222,207 Year 3 6,900,828 0 0 0 0 0 0 0 0 3,585,671 37,000 85,642 0 0 0 207,115 34,519	-6.825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	4,285,317  Year 5  6,903,828  0  0  0  0  0  0  3,585,671  37,070  3,582,671  37,075  37,075  37,075  37,075  37,075  37,075	1,502,565  Year 6  6,503,828  0  0  0  0  0  0  3,586,671  37,000  8,042  0  0  207,115  34,519	1,261,772  Year 7 6,903,828  0 0 0 0 0 0 3,565,671 37,070 99,642 0 0 0 207,115 34,519	4,211,663  Year 8 6,903,828  0 0 0 0 0 0 3,565,671 37,000 89,642 0 0 0 207,115 34,519	7,161,534  Year 9  6,903,828  0  0  0  0  0  0  3,565,671  37,075  37,075  0  0  0  0  207,115  34,519	10,111,415  Year 10  6,903,828  0  0  0  0  0  0  3,565,671  37,000  9,642  0  0  0  207,115  34,519	13.061.296  Year 11  6,803,828  0  0  0  0  0  0  3,555,671  37,000  89,642  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 13 0		9	Year 16  0  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 18 0	Year 19 0	Vear 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	13,061,29	
Opening Ball Closel (Management of the Control of t	PROFIT  Year 1  0  4.986,667  249,333 0 74,800 150,000 175,582 375,775 0 0 121,000 0 0	11,483,102  Year 2  3,172,029  0 0 0 0 0 0 1,647,471 375,775 17,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,222,207 Year 3 6,900,828 0 0 0 0 0 0 0 0 3,585,671 37,020 85,642 0 0 0 207,115	-6.825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	-4,285,317  Year 5  6,903,828  0  0  0  0  0  0  3,585,671  37,775  37,070  0  0  207,115	-1,502,565  Year 6  6,503,828  0  0  0  0  0  0  3,586,671  37,775  37,000  8,042  0  0  207,115	1,261,772  Year 7 6,903,828  0 0 0 0 0 0 0 3,585,671 375,070 89,642 0 0 0 207,115	4,211,653  Year 8 6,903,828  0 0 0 0 0 0 0 3,585,671 375,775 37,000 89,642 0 0 0 207,115	7,161,534  Year 9 6,903,828  0 0 0 0 0 0 3,565,671 376,775 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,111,415  Year 10  6,903,828  0  0  0  0  0  0  3,565,671  37,000  9,642  0  0  0  207,115	13,061,296  Year 11  6,903,828  0  0  0  0  0  0  37,000 89,642 0  0  207,115	Year 12 0 0 0 0 0 0 0 0 0 0	Year 13 0		Year 15 0	Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0			Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	13,061,29	
Covering Balling Chord FOR CL ADDITIONAL F MR FOW FOR CL ADDITIONAL F MOME As Above ENOTURE EN	PROFIT  Year 1  0  4.986,667  249,333 0 74,800 150,000 175,582 375,775 0 0 121,000 0 0	.11,483,102  Year 2  3,172,039  0  0  0  0  0  0  1,667,477  0  0  0  0  1,567,477  0  0  2,192,453	9,222,207  Year 3  6,903,828  0  0  0  0  0  0  0  0  0  0  0  0  0	-6,825,658  Year 4 -6,903,828  0 0 0 0 0 0 0 0 0 0 0 0 0 207,115 34,519 0 4,328,722	4,285,317  Year 5  6,903,828  0  0  0  0  0  0  0  0  375,775  37,002  80,642  0  0  0  0  0  0  0  0  0  0  0  0  0	1,502,555  Year 6  6,903,828  0 0 0 0 0 0 0 0 0 0 0 0 0 207,115 34,519 0 4,229,722	1,261,772 Year 7 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4.211,653  Year 8 6,993,628  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,161,534  Year 9 6,993,828  0 0 0 0 0 0 0 3,585,671 378,772 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,111,415  Year 10  6,903,828  0  0  0  0  0  0  3,565,671  37,000  9,642  0  0  0  207,115  34,519	13.061.296  Year 11  6,803,828  0  0  0  0  0  0  3,555,671  37,000  89,642  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 12 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 13   0   0   0   0   0   0   0   0   0	Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 15   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296  Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13.061.296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 18   0   0   0   0   0   0   0   0   0	Year 19 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,29  9  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Covering Balla Coveri	PROFIT  4.386,667  4.386,667  249,333  0  74,500  2,106,988  175,582  301,775  0  0  121,000  0  8.469,222	11,483,102  Year 2  3,172,029  0 0 0 0 0 0 0 1,647,471 375,700 41,187 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9,222,207 Year 3 6,900,828 0 0 0 0 0 0 0 0 3,585,671 37,000 85,642 0 0 0 207,115 34,519	-6.825,658 Year 4 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0	4,285,317  Year 5  6,903,828  0  0  0  0  0  0  3,585,671  37,070  3,582,671  37,075  37,075  37,075  37,075  37,075  37,075	1,502,565  Year 6  6,503,828  0  0  0  0  0  0  3,586,671  37,000  8,042  0  0  207,115  34,519	1,261,772  Year 7 6,903,828  0 0 0 0 0 0 3,565,671 37,070 99,642 0 0 0 207,115 34,519	4,211,663  Year 8 6,903,828  0 0 0 0 0 0 3,565,671 37,000 89,642 0 0 0 207,115 34,519	7,161,534  Year 9  6,903,828  0  0  0  0  0  0  3,565,671  37,075  37,075  0  0  0  0  207,115  34,519	10,111,415  Year 10  6,903,828  0  0  0  0  0  0  3,565,671  37,000  9,642  0  0  0  207,115  34,519	13.061.296  Year 11  6,803,828  0  0  0  0  0  0  3,555,671  37,000  89,642  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 12  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 13 0		9	Year 16  0  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 18 0	Year 19 0	Vear 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	13,061,29	3
Opening Balla Control	PROFIT  4.386,667  4.386,667  249,333  0  74,500  2,106,988  175,582  301,775  0  0  121,000  0  8.469,222	.11,483,102  Year 2  3,172,039  0  0  0  0  0  0  1,667,477  0  0  0  0  1,567,477  0  0  2,192,453	9,222,207  Year 3  6,903,828  0  0  0  0  0  0  0  0  0  0  207,115 34,519 4,319,722	-6,825,658  Year 4 -6,903,828  0 0 0 0 0 0 0 0 0 0 0 0 0 207,115 34,519 0 4,328,722	4,285,317  Year 5  6,903,828  0  0  0  0  0  0  0  0  375,775  37,002  80,642  0  0  0  0  0  0  0  0  0  0  0  0  0	1,502,555  Year 6  6,903,828  0 0 0 0 0 0 0 0 0 0 0 0 0 207,115 34,519 0 4,229,722	1,261,772 Year 7 6,903,828 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	4.211,653  Year 8 6,993,628  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	7,161,534  Year 9 6,993,828  0 0 0 0 0 0 0 3,585,671 378,772 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10,111,415  Year 10  6,903,828  0  0  0  0  0  0  3,565,671  37,000  9,642  0  0  0  207,115  34,519	13.061.296  Year 11  6,803,828  0  0  0  0  0  0  3,555,671  37,000  89,642  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 12 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 13   0   0   0   0   0   0   0   0   0	Year 14 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Year 15   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,296  Year 16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13.061.296  Year 17  0  0  0  0  0  0  0  0  0  0  0  0  0	Year 18   0	Year 19 0	Year 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Vear 21 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	13,061,29  9  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	



SITE NAME	Site 6	Large Green 175							1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
	m2		175		£/m2	£	m2		LAND			/unit or m2	Total				Planning app fo No dwgs	dwgs 175 125 125	rate			BCIS CfSH	897 13	1.50%	
Market Housing	96.3	85%	149		2,150		14,322			Land Stamp Duty		21,468	177,346	3,756,910			No dwgs under No dwgs over :	125 125	385 115	48,125 14,375		Energy Design	0		
Shared Ownership	71.5	4%	7		1,398	655,733	469			Easements etc Legals Acquisit	ion	1.50%	56,354	233,699			ı——		Total	62,500		Acc & Adpt Over-extra 3	8		
Affordable Rent	71.5	11%	20		1,000	1,407,656	1,408		PLANNING											1		Small Sites Site Costs	135	0% 15%	
Social Rent Grant and Subsidy	71.5 Shared Owners	0%	0		910	0	0			Planning Fee Architects OS / PM		6.00%	62,500 1,059,520				Stamp duty ca Land payment	ic - Residual		3,756,910			1,053		
Grant and Subsidy	Affordable Ren				0	0				Planning Consu	itants	0.50% 1.00%	88,293 176,587												
SITE AREA - Net	Social Rent 5.00		35	/ha	0	0			CONSTRUCT	Other Profession	inal	2.50%	441,467	1,828,367											
SITE AREA - Not SITE AREA - Gross	5.00 6.67		35 26	/ha /ha		32,855,538	16,199		CONSTRUCT	Build Cost - BC s106 / CIL	IS Based	1,053	17,057,238						Total	177,346					
Sales per Quarter	0									Contingency Abnormals		2.50%	426,431	17.658.669			Stamp duty ca	ic - Add Profit		2 493 333					
Unit Build Time	3	Quarters				RUN Residual M	IACRO ctrl+r		EINANCE	Abromas				17,030,000			125,000 250,000	0% 1%	1% 3%	2,493,333					
Residual Land Value		Whole Site 3,756,910	Per ha NET	Per ha GROSS 563,537		Clos	sing balance = 1	0	I BOOKED	Fees Interest		6.00%	91,000				500,000	3% 4%	4% 5%						
Alternative Use Value Uplift	20%	133,333 26,667		20,000		RUN CIL MACR	O ctrl+I sing balance = 1	n		Legal and Valu	ation		0	91,000			above	5%	5% Total	124,667					
Plus /hr	a 350,000 ability Threshold	2,333,333		350,000 374,000		Check on phasing d			SALES	Agents		3.0%	985,666				Pre CIL s106	1,000	£/ Unit (all)			LIT	% GDV		1
			Um2			com	ect			Legals Misc.		0.5%	164,278	1.149.944	24,718,589			-	Total	175,000			0.00%	0	ļ
Additional Profit		1,536,666	107						Developers P	rofit							Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% of costs (before of GDV)	ore interest)	0.00% 20.00%			6,571,108				Total	175,000					
RESIDUAL CASH FLO	W FOR INTERES	T Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				9	9	9	9	9	9	9	9	9	9	15	15	10	9	9	9	9	9	1			
Market Housing Shared Ownership					0	0	0	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	2,639,327 56,206	2,639,327 56,206	1,759,551 37,470	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723	1,583,596 33,723
Affordable Rent Social Rent					0	0	0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394	72,394 0	72,394 0	120,656 0	120,656	80,438 0	72,394 0	72,394 0	72,394 0	72,394 0	72,394
Grant and Subsidy INCOME	E	0	0	0	0	0	0	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	0 2,816,189	2,816,189	1,877,459	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713
EXPENDITURE					_									1											
Stamp Duty Easements etc.		177,346 0																							
Legals Acquisition		56,354																							
Planning Fee Architects		62,500 529,760		529,760																					
QS Planning Consultants		44,147 88,293		44,147 88,293																					
Other Professional		220,733		220,733				877,229		877,229				1.072.169				909.719		877.229		584.820	292.410		
Build Cost - BCIS Base s106/CIL			0	292,410 3,000	584,820 6,000 14,620	877,229 9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	9,000 21,931	1,072,169 11,000 26,804	1,267,109 13,000 31,678	1,299,599 13,333 32,490	1,104,659 11,333 27,616	9,333 22,743	9,000 21,931	9,000 21,931	877,229 9,000 21,931	6,000 14,620	3,000 7,310	0	0
Contingency Abnormals			0	7,310 0	0	21,931	0	0	21,931	0	21,931	0	0	26,804	0	0	0	0	21,931	21,931	0	0	0	0	0
Finance Fees Legal and Valuation		91,000																							
Accepte		0		0	0		0	50,691	50,691	50,691	50,691	50,691	50,691	50.691	50,691	50,691	50,691	84,486	84,486	56,324	50.691	50.691	50,691	50,691	50,691
Legals Miss		0	0	0	0	ő	0	8,449	8,449	8,449	8,449	8,449	8,449	8,449	8,449	8,449	8,449	14,081	14,081	9,387	8,449	8,449	8,449	8,449	8,449
COSTS BEFORE LAND	D INT AND PROF	1,270,133	0	1,185,653	605,440	908,160	908,160	967,300	967,300	967,300	967,300	967,300	967,300	1,169,113	1,370,927	1,404,562	1,202,749	1,040,362	1,006,727	973,871	967,300	664,580	361,860	59,140	59,140
For Residual Valuation	Land	3,756,910																							
	Interest Profit on Costs		75,406	76,537	95,470	105,983	121,195	136,636	127,849	118,931	109,878	100,690	91,364	81,899	75,318	71,666	68,464	62,186	36,482	9,887	0	0	0	0	0
	Profit on GDV																								6,571,108
	Cash Flow Opening Balance	-5,027,043 0	-75,406	-1,262,190	-700,910	-1,014,143	-1,029,355	585,778	594,564	603,483	612,535	621,723	631,049	438,701	243,468	213,485	418,500	1,713,640	1,772,980	893,701	722,413	1,025,133	1,327,853	1,630,573	-4,940,534
	Closing Balano	-5,027,043	-5,102,449	-6,364,639	-7,065,549	-8,079,692	-9,109,047	-8,523,270	-7,928,705	-7,325,223	-6,712,688	-6,090,965	-5,459,916	-5,021,215	-4,777,746	-4,564,261	-4,145,761	-2,432,121	-659,140	234,561	956,974	1,982,107	3,309,961	4,940,534	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	01	Q2	Q3	Q4	01	Q2	Q3	04	Q1	02	Q3	04	Q1	Q2	Q3 1,689,713	04	01	Q2	Q3	Q4 1,689,713	Q1 1,689,713	Q2	Q3	04
INCOME		U	U	U		•	U	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	1,689,713	2,816,189	2,816,189	1,877,459	1,689,113	1,689,713	1,689,713	1,689,713	1,689,713
Land		2,493,333																							
Stamp Duty Easements etc.		124,667	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		37,400	ō	0	0	0	0	0	0	0	0	ő	0	0	ő	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		62,500 529,760	0	0 529,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		44,147 88,293	0	44,147 88,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		220,733	ō	220,733	0	0	0	0	ō	ő	0	0	ő	ő	0	0	0	0	ō	0	0	ő	0	ő	0
Build Cost - BCIS Base POTENTIAL CIL		0	۰	292,410 96,042	584,820 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	877,229 96,042	1,072,169 96,042	1,267,109 96,042	1,299,599 96,042	1,104,659 96,042	909,719 96,042	877,229 96,042	877,229	877,229	584,820	292,410	0	0
Post CIL s106 Contingency		0		7,310	14,620	9,000 21,931	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000 26,804	9,000	15,000 32,490	15,000 27,616	10,000	9,000	9,000 21,931	9,000 21,931	9,000 14,620	9,000 7,310	0	0
Abnormals		0	ō	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	ō	ō
Finance Fees Legal and Valuation		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	0
Agents		0	0	0	0	0	0	50,691	50,691	50,691	50,691	50,691	50,691	50,691	50,691	50,691	50,691	84,486	84,486	56,324	50,691	50,691	50,691	50,691	50,691
Legals Misc.		0	0	0	0	0	0	8,449 0	8,449 0	8,449 0	8,449 0	8,449 0	8,449 0	8,449 0	8,449 0	8,449 0	8,449 0	14,081 0	14,081 0	9,387 0	8,449 0	8,449 0	8,449 0	8,449 0	8,449 0
COSTS BEFORE LAND	D INT AND PROF	3,691,833	0	1,278,695	695,482	1,004,202	1,004,202	1,063,342	1,063,342	1,063,342	1,063,342	1,063,342	1,063,342	1,263,155	1,462,968	1,502,271	1,302,457	1,137,071	1,102,768	973,871	967,300	667,580	367,860	59,140	59,140
For CIL calculation																									
	Interest Profit on cost		55,378	56,208	76,232	87,807	104,188	120,813	113,230	105,533	97,720	89,791	81,742	73,572	68,278	65,901	64,077	59,230	34,931	9,754	0	0	0	0	0
	Profit on GDV																								6,571,108
	Cash Flow Opening Balance	-3,691,833 0	-55,378	-1,334,903	-771,713	-1,092,009	-1,108,389	505,558	513,142	520,839	528,651	536,581	544,630	352,986	158,467	121,542	323,179	1,619,889	1,678,489	893,834	722,413	1,022,133	1,321,853	1,630,573	-4,940,534
	Closing Balance	-3.691.833	-3,747,211	-5,082,114	-5,853,828	-6,945,837	-8,054,226	-7,548,668	-7,035,526	-6,514,687	-5,986,036	-5,449,455	-4,904,825	-4,551,839	-4,393,372	-4,271,830	-3,948,651	-2,328,762	-650,273	243,561	965,974	1,988,107	3,309,961	4,940,534	0



SITE NAME	Site 7	Large Green 175	in.						1																
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
	m2		175		£/m2	£	m2		LAND			/unit or m2	Total				Planning app for	dwgs 175 125 125	rate			BCIS CfSH	904 14	1.50%	
Market Housing	95.0	85%	149		2,150		14,129			Land Stamp Duty		20,459	168,517	3,580,345			No dwgs under No dwgs over	125	385 115	48,125 14,375		Energy Design	0		
Shared Ownership	71.5 71.5	4%	7		1,398	655,733	469 1,408			Easements etc Legals Acquisit	ion	1.50%	53,705	222,222					Total	62,500		Acc & Adpt Over-extra 3	8		
Affordable Rent Social Rent	71.5	11%	20		1,000	1,407,656	1,408		PLANNING	Planning Fee			62,500				Stamp duty ca	to Bookson				Small Sites Site Costs	136	0% 15%	
Grant and Subsidy	71.5 Shared Owners				910	0	0			Architects OS / PM		6.00%	1 054 924				Land payment	ic - Residual		3,580,345			1,061		
Grant and Subsidy	Affordable Rent Social Rent				0	0				Planning Consu Other Profession	itants	1.00%	87,910 175,821 439,551	1.820.706											
SITE AREA - Not	Social Rent 5.83		30	/ha		32,441,284	16,006		CONSTRUCT		onai	2.50%	439,551	1,820,706											
SITE AREA - Gross	7.78		23	/ha		32,441,284	16,006		CONSTRUCT	Build Cost - BC s106 / CIL	IS Based	1,061	16,982,496						Total	168,517					
Sales per Quarter										Contingency Abnormals		2.50%	175,000 424,562 0				Stamp duty ca	ic - Add Profit		2 908 889					
Unit Build Time	3	Quarters				RUN Residual N	IACRO ctrl+r		EINANCE	Abromas				17,562,056			125,000 250,000	0% 1%	1% 3%	2,900,009					
Residual Land Value		Whole Site 3,580,345	Per ha NET	Per ha GROSS 460,330		Clos	sing balance = 1	0	I BOOKED	Fees Interest		6.00%	89,000				500,000	3% 4%	4% 5%						
Alternative Use Value Uplift	20%	155,556 31,111		20,000		RUN CIL MACR	O ctrl+I sing balance = 1	n		Legal and Valu	ation		0	89,000			above	5%	5% Total	145,444					
Plus /ha	a 350,000	2,722,222		350,000 374,000		Check on phasing o		-	SALES	Agents		3.0%	973.239				Pre CIL s106	1,000	£/ Unit (all)			LIT	% GDV		1
			'im2			corr				Legals Misc		0.5%	162,206		24.429.776				Total	175,000			0.00%	0	
Additional Profit		811,955	57						Developers P	rofit							Post CIL s106 CIL	1,000	£/Unit (all) £/m2						
										% of costs (before of GDV)	ore interest)	0.00% 20.00%			6,488,257				Total	175,000					
RESIDUAL CASH FLO	W FOR INTERES	T Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	04	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	04
INCOME UNITS Started		-	-	9	9	9	9	9	9	9	9	9	9	15	15	10	9	9	9	9	9				
Market Housing Shared Ownership					0	0	0	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	2,603,820 56,206	2,603,820 56,206	1,735,880 37,470	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723	1,562,292 33,723
Affordable Rent Social Rent					0	0	0	72,394	72,394 0	72,394 0	72,394 0	72,394 0	72,394	72,394 0	72,394	72,394 0	72,394 0	120,656	120,656	80,438	72,394 0	72,394 0	72,394 0	72,394 0	72,394
Grant and Subsidy INCOME	E	0	0	0	0	0	0	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	2,780,682	2,780,682	1,853,788	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409
EXPENDITURE																									
Stamp Duty Easements etc.		168,517 0																							
Legals Acquisition		53,705																							
Planning Fee Architects		62,500 527,462		527,462																					
QS Planning Consultants		43,955 87,910		43,955 87,910																					
Other Professional		219,776		219,776																					
Build Cost - BCIS Base s106/CIL	'		0	291,129 3,000	582,257 6,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	873,386 9,000	1,067,471 11,000	1,261,557 13,000	1,293,904 13,333	1,099,819 11,333	905,733 9,333	873,386 9,000	873,386 9,000	873,386 9,000	582,257 6,000	291,129 3,000	0	0
Contingency Abnormals			0	7,278 0	14,556 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	26,687 0	31,539 0	32,348 0	27,495 0	22,643 0	21,835 0	21,835 0	21,835 0	14,556 0	7,278 0	0	0
Finance Fees		89,000																							
Legal and Valuation		0		0	0			50,052	50.052	50.052	50,052	50,052	50,052	50.052	50,052	50,052	50,052	83,420	83,420	55,614	50.052	50.052	50,052	50,052	
Agents Legals		0	0	0	0	0	0	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	13,903	13,903	9,269	8,342	8,342	8,342	8,342	50,052 8,342
COSTS BEFORE LAND	D INT AND PROF	1,252,825	0	1,180,510	602,813	904,220	904,220	962,614	962,614	962,614	962,614	962,614	962,614	1,163,552	1,364,490	1,397,980	1,197,042	1,035,034	1,001,544	969,103	962,614	661,208	359,801	58,394	58,394
For Residual Valuation	Land	3,580,345																							
. or residual Valuation	Interest Profit on Costs	3,366,345	72,498	73,585	92,396	102,825	117,930	133,263	124,675	115,958	107,110	98,130	89,015	79,763	73,387	69,929	66,921	60,855	35,583	9,429	0	0	0	0	0
	Profit on GDV																								6,488,257
	Cash Flow Opening Balance	-4,833,170 0	-72,498	-1,254,095	-695,210	-1,007,045	-1,022,150	572,532	581,120	589,837	598,684	607,665	616,779	425,093	230,532	200,500	404,446	1,684,793	1,743,555	875,255	705,794	1,007,201	1,308,608	1,610,015	-4,878,242
	Closing Balano	-4,833,170	-4,905,668	-6,159,762	-6,854,972	-7,862,017	-8,884,167	-8,311,635	-7,730,515	-7,140,679	-6,541,994	-5,934,330	-5,317,550	-4,892,457	-4,661,925	-4,461,425	-4,056,979	-2,372,186	-628,631	246,624	952,419	1,959,620	3,268,228	4,878,242	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4
INCOME	E	0	0	0	0		0	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409	2,780,682	2,780,682	1,853,788	1,668,409	1,668,409	1,668,409	1,668,409	1,668,409
EXPENDITURE Land		2,908,889																							
Stamp Duty Easements etc.		145,444	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. Legals Acquisition		0 43,633	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		62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		527,462 43,955	0	527,462 43,955	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		87,910 219,776	0	87,910 219,776	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	291,129	582,257	873,386	873,386	873,386	873,386	873,386	873,386	873,386	873,386	1,067,471	1,261,557	1,293,904	1,099,819	905,733	873,386	873,386	873,386	582,257	291,129	0	0
POTENTIAL CIL Post CIL s106			. '	50,747	50,747	50,747 9,000	50,747 9,000	50,747 9,000	50,747 9,000	50,747 9,000	50,747 9,000	50,747 9,000	50,747 9,000	50,747 9,000	50,747 9,000	50,747 15,000	50,747 15,000	50,747 10,000	50,747 9,000	9,000	9,000	9,000	9,000	0	0
Contingency Abnormals		0	0	7,278 0	14,556 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	21,835 0	26,687 0	31,539 0	32,348 0	27,495 0	22,643 0	21,835 0	21,835 0	21,835 0	14,556 0	7,278	0	0
Finance Fees		89,000	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  Agents				0	0		0	50,052	50,052	50,052	50,052	50,052	50,052	50,052	50,052	50,052	50,052	83,420	83,420	55,614	50,052	50,052	50,052	50,052	50,052
Agents Legals Misc		0	ő	0	0	0	0	8,342 0	8,342 0	8,342 0	8,342 0	8,342 0	8,342 0	8,342 0	8,342 0	8,342 0	8,342 0	13,903	13,903	9,269	8,342 0	8,342 0	8,342 0	8,342 0	8,342 0
COSTS BEFORE LAND	D INT AND PROF	4,128,570	0	1,228,257	647,561	954,967	954,967	1,013,362	1,013,362	1,013,362	1,013,362	1,013,362	1,013,362	1,212,299	1,411,237	1,450,394	1,251,456	1,086,447	1,052,291	969,103	962,614	664,208	365,801	58,394	58,394
For CIL calculation																									
on concounted	Interest Profit on cost		61,929	62,857	82,224	93,171	108,893	124,851	116,898	108,826	100,632	92,316	83,875	75,308	69,596	66,782	64,513	59,227	34,702	9,296	0	0	0	0	0
	Profit on GDV																								6,488,257
1	Cash Flow	4,128,570	-61,929	-1,291,114	-729,785	-1,048,138	-1,063,860	530,196	538,149	546,222	554,415	562,731	571,172	380,802	187,576	151,233	352,440	1,635,007	1,693,689	875,388	705,794	1,004,201	1,302,608	1,610,015	-4,878,242
	Opening Balance Closing Balance	.4 129 E70			-6.211.397					-6 709 920			-5.020.511				-3.948.460		-619 764		961,419				



SITE NAME	Site 8	Large Green 75	,						]																
INCOME	Av Size m2	%	Number 75		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee o	alc	rate			Build Cost BCIS	/m2		
Market Housing	95.6		64		2,150	13,098,035	6,092		LAND	Land		/unit or m2 22,035	Total	1,652,597			No dwgs No dwgs under	75	385	9,625		CfSH Energy	13	1.50%	
Shared Ownership	72.5	4%	3		1,398	285,138	204			Stamp Duty Easements etc			72,130 0				No dwgs over	25 25	115 Total	2,875 12,500		Design Acc & Adpt	0 8		
Affordable Rent	72.5	11%	8		1,000	612,102	612		DI ANNUNC	Legals Acquisit	ion	1.50%	24,789	96,919								Over-extra 3 Small Sites Site Costs	0 0 135	0% 15%	
Social Rent	72.5	0%	0		910	0	0		PLANNING	Planning Fee Architects		6.00%	12,500 451,819				Stamp duty ca Land payment	ic - Residual		1.652.597		Sile Costs	1,053	10%	
Grant and Subsidy	Shared Owners Affordable Ren Social Rent	ship t			0	0				QS / PM Planning Consu Other Profession		0.50% 1.00% 2.50%	37,652 75,303 188,258							.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,					
SITE AREA - Not SITE AREA - Gross	2.14 2.86	ha ha	35 26	/ha /ha		13,995,275	6,908		CONSTRUCT	Build Cost - BC	IS Based	1,053	7,273,483 75,000						Total	72,130					
Sales per Quarter Unit Build Time	0	Quarters				RUN Residual I			FINANCE	Contingency Abnormals		2.50%	181,837 0	7,530,321			Stamp duty ca Land payment 125,000 250,000	ic - Add Profit 0% 1%	1%	1,068,571					
Residual Land Value		Whole Site 1,652,597	Per ha NET 771,212	Per ha GROSS 578,409			sing balance =	0	PINANCE	Fees Interest		6.00%	52,000				500,000	3% 4%	4% 5%						
Alternative Use Value Uplift	20%	57,143 11,429		20,000 4,000		RUN CIL MACR	O ctrl+I sing balance =	0		Legal and Valu	ation		0	52,000			above	5%	5% Total	53,429					
Plus /h	ha 350,000 lability Threshold	1,000,000		350,000 374,000		Check on phasing o			SALES	Agents Legals		3.0%	419,858 69,976				Pre CIL s106	1,000	E/ Unit (all) Total	75,000		LIT	% GDV 0.00%		
Additional Profit		659,533	£/m2 108						Developers P	Misc.			0	489,835	10,587,203		Post CIL s106 CIL	1,000	E/ Unit (all) E/m2						
RESIDUAL CASH FLO	OW FOR INTERES	st.	Year 1				Year 2			% of costs (before % of GDV	re interest) Year 3	0.00% 20.00%			2,799,055 Year 4				Year 5	75,000			Year 6		
INCOME UNITS Started		Q1	Year 1 Q2	Q3	Q4 9	Q1 9	Q2 9	Q3	Q4 9	Q1 9	Q2 9	Q3 7	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				5	0 0	0	0	9 873,202 19,009	9 1,571,764 34,217	1,571,764 34,217	9 1,571,764 34,217	7 1,571,764 34,217	1,571,764 34,217	1,571,764 34,217	1,571,764 34,217	1,222,483 26,613	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	40,807	73,452	73,452	73,452	73,452	73,452	73,452	73,452	57,130 0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	Œ	0	0		0	0	0	933,018	1,679,433	0	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,306,226	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.		72,130 0																							
Legals Acquisition Planning Fee		24,789 12,500																							
Architects QS		225,910 18.826		225,910 18,826																					
Planning Consultants Other Professional		37,652 94,129		37,652 94,129																					
Build Cost - BCIS Base s106/CIL	2		0	161,633 1,667	452,572 4,667	743,512 7,667	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	872,818 9,000	808,165 8,333	517,225 5,333	226,286 2,333	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	4,041	11,314	18,588	21,820	21,820	21,820	21,820	21,820	20,204	12,931	5,657	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		52,000																							
Legal and Valuation  Agents		0			0		0	27.991	50.383	50.383	50.383	50.383	50.383	50.383	50.383	39.187	0	0	0			0	0		
Agents Legals Misc.		0	0	0	0	0	0	27,991 4,665	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	39,187 6,531	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	537,935	0	543,856	468,553	769,766	903,638	936,294	962,419	962,419	962,419	895,482	594,270	293,057	58,780	45,718	0	0	0	0	0	0	0	0	0
For Residual Valuation	n Land	1,652,597																							
	Profit on Costs Profit on GDV		32,858	33,351	42,009	49,667	61,959	76,443	77,639	68,048	58,313	48,433	37,400	21,684	1,213	0	0	0	0	0	0	0	0	٥	0 2,799,055
	Cash Flow	-2,190,532	-32,858	-577,207	-510,562	-819,433	-965,597	-79,719	639,376	648,966	658,701	735,518	1,047,763	1,364,692	1,619,439	1,260,508	0	0	0	0	0	0	0	0	-2,799,055
	Opening Balano Closing Balano	0 -2,190,532	-2,223,389	-2,800,597	-3,311,159	-4,130,593	-5,096,190	-5,175,908	4,536,533	-3,887,566	-3,228,865	-2,493,348	-1,445,585	-80,892	1,538,547	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055 2	,799,055	0
CASH FLOW FOR CIL	. ADDITIONAL PR	OFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOM	Œ	0	0	0	0		0	933,018	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,679,433	1,306,226	0	0		0	0	0	0	0	0
Land		1,068,571																							
Stamp Duty Easements etc.		53,429 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		16,029	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 Architects QS		12,500 225,910 18,826	0	0 225,910 18,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		37,652 94,129	0	37,652 94,129	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	161,633	452,572	743,512	872,818	872,818	872,818	872,818	872,818	808,165	517,225	226,286	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				94,219	94,219	94,219 5,000	94,219	94,219	94,219	94,219	9,000	9,000	9,000	7,000	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	4,041 0	11,314 0	18,588 0	21,820 0	21,820 0	21,820 0	21,820 0	21,820 0	20,204	12,931 0	5,657 0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		52,000 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	27,991 4,665	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	50,383 8,397	39,187 6,531	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAN	ID INT AND PROF	0 0 1,579,045	0	0 0 636,409	0 0 558,106	0 0 861,318	0 0 997,857	4,665 0 1,030,513	8,397 0 1,056,638	8,397 0 1,056,638	8,397 0 962,419	8,397 0 896,149	8,397 0 <b>597,936</b>	8,397 0 297,723	8,397 0 58,780	6,531 0 45,718	0	0	0	0	0	0	0	0	0
	I MIND PROF	1,079,045		030,403	330,106	001,310	321,031	1,030,313	1,000,038	1,000,038	302,413	030,143	926,100	291,123	30,700	40,r Id	U	U	v	U	v				U
For CIL calculation	Interest Profit on cost		23,686	24,041	33,948	42,828	56,391	72,204	74,750	66,529	58,185	48,303	37,278	21,615	1,213	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								0 2,799,055
	Cash Flow Opening Balance	-1,579,045 0 -1,579,045	-23,686 -1.602,730	-660,450	-592,053	-904,147	-1,054,248 -4,813,628	-169,699 -4.983.328	548,045	556,266 -3.879.016	658,829	734,981	1,044,219	1,360,095	1,619,439	1,260,508	2,799,055	2.799.055	0	0	0	0	0	0	-2,799,055
L	Closing Balance	-1,579,045	-1,602,730	-2,263,180	-2,855,233	-3,759,380	·4,813,628	-4,983,328	-4,435,282	-3,879,016	-3,220,187	-2,485,206	-1,440,987	-80,892	1,538,547	2,799,055	2,799,055	2,799,056	2,799,055	2,799,055	2,799,055	2,799,055	2,799,055 2	,799,U55	U

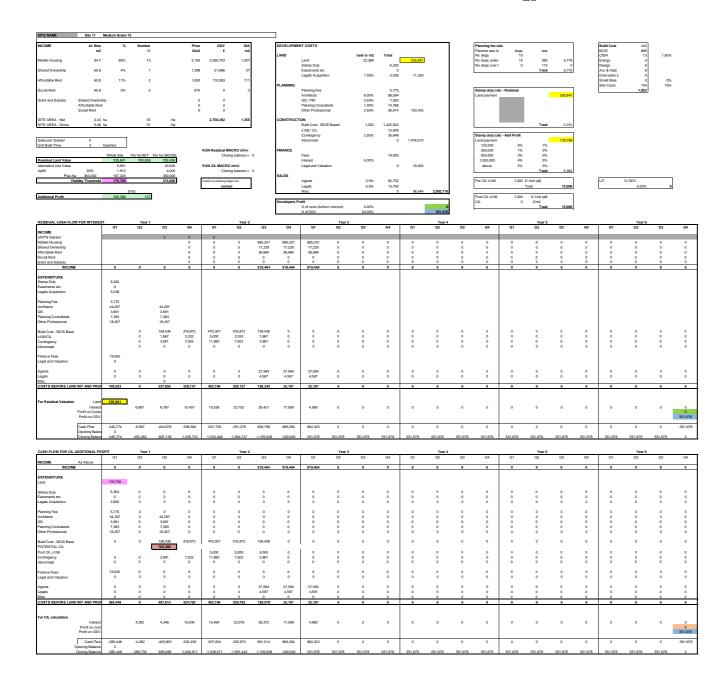


SITE NAME	Site 9	Medium Green	35						]															
INCOME	Av Size	%	Number		Price	GDV	GIA		DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2	
	m2		35		£/m2	£	m2		LAND			/unit or m2	Total				Planning ago fo No dwgs No dwgs under	dwgs 35 35	rate			BCIS CfSH	899 13	1.50%
Market Housing	98.3	85%	30		2,150	6,287,514	2,924			Land Stamp Duty		22,713	29,248	794,954			No dwgs under No dwgs over	35	385 115	13,475		Energy Design	0	
Shared Ownership	67.0	4%	1		1,398	122,893	88			Easements etc Legals Acquisit	tion	1.50%	11,924						Total	13,475		Acc & Adpt Over-extra 3	8	
Affordable Rent	67.0		4		1,000	263,813	264		PI ANNING													Small Sites Site Costs	0	0% 15%
Social Rent	67.0	0%	0		910	0	0			Planning Fee Architects		6.00%	13,475				Stamp duty ca Land payment	ic - Residual		794 954			1,056	
Grant and Subsidy	Shared Owners Affordable Ren Social Rent	ship t			0	0				QS / PM Planning Consu Other Profession	ultants onal	0.50% 1.00% 2.50%	17,901 35,802 89,504											
SITE AREA - Not SITE AREA - Gross	1.00 1.18		35 30	/ha /ha		6,674,219	3,276		CONSTRUCT	FION Build Cost - BC s106 / CIL	CIS Based	1,056	3,458,700 35,000						Total	29,248				
Sales per Quarter Unit Build Time	0 3	Quarters								Contingency Abnormals		2.50%	86,467				Stamp duty ca Land payment 125,000	ic - Add Profit 0% 1%	1%	440,000				
Residual Land Value		Whole Site 794,954	Per ha NET	Per ha GROSS 675,711		RUN Residual I	sing balance =	0	FINANCE	Fees Interest		6.00%	33,000				250,000 500,000 1,000,000	3% 4%	3% 4% 0%					
Alternative Use Value Uplift	20%	23,529 4,706	134,334	20,000 4,000		RUN CIL MACR	O ctrl+I sing balance =			Legal and Valu	ation	0.00%	0	33,000			above	5%	4% Total	17,600				
Plus /ha	a 350,000 ability Threshold	411,765 440,000		350,000 374,000		Check on phasing a		U	SALES	Agents Legals		3.0%	200,227				Pre CIL s106		E/ Unit (all) Total	35,000		LIT	% GDV 0.00%	0
Additional Profit		389,389	£/m2 133		,				Developers P	Misc.				233,598	5,054,383		Post CIL s106 CIL	1,000	E/ Unit (all) E/m2					<b>,</b>
RESIDUAL CASH FLO	IW FOR INTERES	st.	Year 1				Year 2			% of costs (before of GDV)	ore interest) Year 3	0.00% 20.00%			1,334,844 Year 4		1		Total Year 5	35,000			Year 6	
INCOME UNITS Started		Q1	Q2	Q3 5	Q4 5	Q1 9	Q2 9	Q3 7	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 Q4
Market Housing Shared Ownership					0	0	0	898,216 17,556	898,216 17,556	1,616,789 31,601	1,616,789 31,601	1,257,503 24,579	0	0	0	0	0	0	0	0	0	0	0	0 0
Affordable Rent Social Rent					0	0	0	37,688 0	37,688 0	67,838 0	67,838 0	52,763 0	0	0	0	0	0	0	0	0	0	0	0	0 0
Grant and Subsidy INCOME	E	0	0	0	0	0	0	953,460	953,460	0 1,716,228	1,716,228	1,334,844	0	0	0	0	0	0	0	0	0	0	0	0 0
EXPENDITURE																								
Stamp Duty Easements etc. Legals Acquisition		29,248 0 11,924																						
Planning Fee Architects		13,475 107,405		107,405																				
QS Planning Consultants Other Professional		8,950 17,901 44,752		8,950 17,901 44,752																				
Build Cost - BCIS Base s106/CIL			0	164,700 1,667	329,400 3,333	625,860 6,333	757,620 7,667	823,500 8,333	527,040 5,333	230,580 2,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Contingency			0	4,117	8,235 0	15,646	18,940	20,587	13,176	5,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Abnormals Finance Fees		33.000										0		Ů	0					0		0	0	
Legal and Valuation		0																						
Agents Legals		0	0	0	0	0	0	28,604 4,767	28,604 4,767	51,487 8,581	51,487 8,581	40,045 6,674	0	0	0	0	0	0	0	0	0	0	0	0 0
Misc. COSTS BEFORE LAND	D INT AND PROF			349,493	340,968	647.840	784.227	885 792	578,920	298,746	60.068	46.720	0		0	0	0	0		0	0	0	0	0 0
		,																						
For Residual Valuation	Land Interest Profit on Costs	794,954	15,924	16,163	21,648	27,087	37,211	49,533	49,261	44,381	23,785	0	0	0	0	0	0	0	0	0	0	0	0	0 0
	Profit on GDV Cash Flow		-15.924	365 656	-362.616	-674.927	-821.438	18.135	325.279	1.373.101	1.632.375	1.288.124	0	0		0	0	0	0	0	0	0		1,334,844
	Opening Balano Closing Balano	-1,061,610 0 -1,061,610	-15,924	-365,656	-362,616 -1.805.805	-674,927	-821,438 -3.302,170	18,135 -3.284.035	325,279 -2.958.756	1,373,101	1,632,375 46.720	1,288,124	1.334.844	1.334.844	1.334.844	1,334,844	-	1.334.844	1.334.844	1.334.844	1.334.844	1.334.844	1.334.844 1	0 -1,334,844
	Closing Balano	-1,061,610	-1,077,534	-1,443,189	-1,805,805	-2,480,732	-3,302,170	-3,284,035	-2,958,756	-1,585,655	46,720	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844 1	334,844 0
CASH FLOW FOR CIL.		OFIT Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3 Q4
INCOME	As Above E	0	0	0	0	0	0	953,460	953,460	1,716,228	1,716,228	1,334,844	0	0	0	0	0	0	0	0	0	0	0	0 0
EXPENDITURE Land		440,000																						
Stamp Duty Easements etc. Legals Acquisition		17,600 0 6,600	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		13.475		0	0		0	0				0	0	,			0		0	0	0		0	0 0
Architects QS		13,475 107,405 8,950	0	107,405 8.950	0	0	0	0	0	0	0	0	0	0	o o	0	0	0	0	0	0	0	0	0 0
Planning Consultants Other Professional		17,901 44,752	0	17,901 44,752	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	164,700	329,400	625,860	757,620	823,500	527,040	230,580	0	0	0		0	0	0		0	0	0		0	0 0
POTENTIAL CIL Post CIL s106				129,796	129,796	129,796 5,000	5,000	9,000	9,000	7,000		0	n				n			0	P		0	0 0
Contingency Abnormals		0	0	4,117 0	8,235 0	15,646 0	18,940	20,587	13,176 0	5,764 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Finance Fees Legal and Valuation		33,000	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	28,604	28,604	51,487	51,487	40,045	0		0	0	0		0	0	0	0	0	0 0
Legals Misc.		0	0	0	0	0	0	4,767 0	4,767 0	8,581 0	8,581 0	6,674 0	0	0	0	0	0	0	0	0	0	0	0	0 0
COSTS BEFORE LAND	D INT AND PROF	689,683	0	477,622	467,431	776,303	781,560	886,459	582,587	303,412	60,068	46,720	0	0	0	0	0	0	0	0	0	0	0	0 0
For CIL calculation	Interest Profit on cost		10,345	10,500	17,822	25,101	37,122	49,402	49,138	44,312	23,785	0	0	0	0	0	0	0	0	0	0	0	0	0 0
	Profit on GDV																							1,334,844
	Cash Flow Opening Balance	-689,683 0 -689,683	-10,345	-488,123 -1 188 151	-485,254 -1.673.405	-801,404	-818,683 -3.293.492	17,599 -3.275.893	321,734	1,368,503	1,632,375	1,288,124	0	0	0	0	0	0	0	0	0	0	0	0 -1,334,844
<b>——</b>	Closing Balance	-689,683	-700,029	-1,188,151	-1,673,405	-2,474,809	-3,293,492	-3,275,893	-2,954,158	-1,585,655	46,720	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844	1,334,844 1	334,844 0



SITE NAME	Site 10	Medium Green 3	35 LD						]																
INCOME	Av Size m2	%	Number 35		Price £/m2	GDV £	GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning ago fe	alc dwgs	rate			Build Cost BCIS	/m2 904		
Market Housing	98.6		30		2,150		2,933		LAND	Land		/unit or m2 22,297	Total	780,387			No dwgs No dwgs under	dwgs 35 35 0	385	13,475		BCIS CfSH Energy	14	1.50%	
Shared Ownership	67.0	4%	1		1,398	122,893	88			Stamp Duty Easements etc. Legals Acquisitis		1.50%	28,519 0 11,706	40.225			No dwgs over f	0	115 Total	0 13,475		Design Acc & Adpt Over-extra 3	8		
Affordable Rent	67.0	11%	4		1,000	263,813	264		PI ANNING	Legas Acquism	on	1.50%	11,706	40,225								Small Sites Site Costs	0	0% 15%	
Social Rent	67.0		0		910	0	0		LAMINO	Planning Fee Architects		6.00%	13,475 216,485				Stamp duty cal Land payment	lc - Residual		780,387		One Coals	1,061	15,4	
Grant and Subsidy	Shared Owners Affordable Ren	ship st			0					QS / PM Planning Consul		0.50%	18,040 36,081												
SITE AREA - Net	Social Rent		30	/ha	0	6,693,408	3,285		CONSTRUCT	Other Professio	nal	2.50%	90,202	374,284											
SITE AREA - Gross	1.30	ha ha	27	/ha		6,693,406	3,205			Build Cost - BCI s106 / CIL	S Based	1,061	3,485,942 35,000						Total	28,519					
Sales per Quarter	0									Contingency Abnormals		2.50%	87,149 0	3,608,091			Stamp duty cal Land payment	ic - Add Profit		484,815					
Unit Build Time	3	Quarters				RUN Residual N			FINANCE								125,000 250,000	1%	1% 3%						
Residual Land Value		780,387	Per ha NET 668,903	602,013			sing balance =	0		Fees Interest		6.00%	33,000				500,000 1,000,000	3% 4%	4% 0% 4%						
Alternative Use Value Uplift Plus /h	20%	25,926 5,185 453,704		20,000 4,000 350,000		RUN CIL MACR Clos	sing balance =	0	SALES	Legal and Valua	tion		0	33,000			above	5%	Total	19,393					
Vi	lability Threshold	484,815		374,000		Check on phasing o				Agents Legals		3.0%	200,802 33,467				Pre CIL s106	1,000 £	/ Unit (all) otal	35,000		LIT	% GDV 0.00%	0	
Additional Profit		323,732	E/m2 110							Misc.			0	234,269	5,070,256		Post CIL s106	1,000	£/ Unit (all)						
									Developers Pr	ofit % of costs (befo % of GDV	re interest)	0.00%			1,338,682		CIL	0	E/m2 Total	35,000					
RESIDUAL CASH FLO	W FOR INTERES	ST Q1	Year 1				Year 2	Q3			Year 3				Year 4				Year 5				Year 6		
INCOME UNITS Started		Q1	Q2	Q3 5	Q4 5	Q1 9	Q2 9	Q3 7	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership					0	0	0	900,958 17,556	900,958 17,556	1,621,724 31,601	1,621,724 31,601	1,261,341 24,579	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	37,688 0	37,688 0	67,838 0	67,838 0	52,763 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	E	0	0	0	0	0	0	956,201	0 956,201	1,721,162	1,721,162	1,338,682	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		28,519																							
Easements etc. Legals Acquisition		0 11,706																							
Planning Fee		13,475		400.040																					
Architects QS Planning Consultants		108,243 9,020 18,040		108,243 9,020 18,040																					
Other Professional		45,101		45,101																					
Build Cost - BCIS Base s106/CIL	•		0	165,997 1,667	331,994 3,333	630,790 6,333	763,587 7,667	829,986 8,333	531,191 5,333	232,396 2,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	4,150 0	8,300 0	15,770 0	19,090	20,750 0	13,280	5,810 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		33,000 0																							
Agents		0	0	0	0	0	0	28,686	28,686	51,635	51,635	40,160	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0 267.105	0	0 0 352,218	0	0 652,893	790.344	4,781 892,536	4,781 583,271	8,606 300,780	8,606 <b>60,241</b>	6,693 46,854	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID IN I AND PROF	267,105		352,218	343,628	652,893	/90,344	892,536	583,271	300,780	60,241	46,854					0					0			
For Residual Valuation	Land Interest Profit on Costs	780,387	15,712	15,948	21,471	26,947	37,145	49,557	49,345	44,492	23,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 1,338,682
	Profit on GDV Cash Flow	-1.047.492	-15.712	-368.166	-365.098	-679.840	-827.488	14.108	323.584	1.375.890	1.637.068	1.291.828	0	0	0	0	0	0	0	0	0	0	0		1,338,682
	Opening Balano Closing Balano	-1,047,492 0 -1,047,492	-15,712	-1,431,371	-1,796,469	-2,476,309	-827,488	-3,289,689	2,966,105	-1,590,214	46,854	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682		1,338,682	-1,338,682
				1,101,001	.,,				2,000,100			.,,	.,,			.,	.,	,,/////		,,	.,			, ,	
CASH FLOW FOR CIL	As Above	Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOM	E	0	0	0	0	0	0	956,201	956,201	1,721,162	1,721,162	1,338,682	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		484,815																							
Stamp Duty Easements etc.		19,393	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. Legals Acquisition		7,272	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 Architects		13,475 108,243	0	0 108,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		9,020	0	9,020 18.040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base		45,101 0	0	45,101 165,997	331,994	630,790	763,587	0 829,986	531,191	232,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		U	ı I	107,911	107,911	107,911 5.000	5.000	9,000	9.000	7,000		0			0		0	0		0		0	0	0	0
Contingency Abnormals		0	0	4,150 0	8,300 0	15,770 0	19,090 0	20,750 0	13,280 0	5,810 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		33,000	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	28 686	28 686	0 51.635	0 51 635	40.160	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	4,781 0	4,781 0	8,606 0	8,606 0	40,160 6,693 0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ID INT AND PROF	738,359	0	458,463	448,205	759,470	787,677	893,203	586,938	305,447	60,241	46,854	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
	Profit on cost Profit on GDV		11,075	11,242	18,287	25,284	37,056	49,427	49,223	44,423	23,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 1,338,682
	Cash Flow	-738,359	-11,075	-469,704	-466,492	-784,755	-824,733	13,571	320,040	1,371,293	1,637,068	1,291,828	0	0	0	0	0	0	0	0	0	0	0		-1,338,682
	Opening Balance	0			-1.685.631	-2.470.385	-3.295.118	-3.281.547	-2.961.507	-1.590.214	46.854	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	-	1,338,682	0
	Closing Balance	-738,359	-749,435	-1,219,139																					







SITE NAME	Site 12	Large Brown 5	00						l																
INCOME	Av Size	%	Number 500		Price £/m2	GDV	GIA m2		DEVELOPME	NT COSTS						l	Planning fee o	alc	rate		1	Build Cost	/m2	1	
Market Housing	m2 95.7	85%	500 425		£/m2 1,800	73,220,400	m2 40,678		LAND	Land		/unit or m2 -4,466	Total	-2.232.813	ì		Planning ago fo No dwgs No dwgs under	dwgs 500 450	rate 385			BCIS CfSH Energy	897 13	1.50	%
Shared Ownership	71.6	4%	19		1,170	1,571,749	1,343			Stamp Duty Easements etc.		-1,400	0	-2,2.0.013			No dwgs over	450	115 Total	51,750 225,000		Design Acc & Adpt	0		
Affordable Rent	71.6	11%	56		1,000	4.030.125	4.030			Legals Acquisit	ion	1.50%	-33,492	-33,492			1		100	223,000		Over-extra 3 Small Sites	0		
Social Rent	71.6	0%			910		4,000		PLANNING	Planning Fee			225.000				Stamp duty ca	in - Residual			1	Site Costs	135	15'	
Grant and Subsidy	Shared Owners				0.0	0	·			Architects QS / PM		6.00%	3.375,762				Land payment	- 11020000	ı	-2,232,813			1,000	,	
	Affordable Rent Social Rent				0	0				Planning Consu		1.00%	562,627 1,406,568	5.851.270											
SITE AREA - Not	14.29	ha	35	/ha		78,822,274	46,052		CONSTRUCT	ION															
SITE AREA - Gross	19.05	ha	26	/ha			-			Build Cost - BC	IS Based	1,053	48,489,308 500,000						Total		J				
Sales per Quarter	0									Contingency Abnormals		5.00%	2,424,465 4,848,931	56,262,705			Stamp duty ca Land payment			9,142,857					
Unit Build Time	3	Quarters				RUN Residual I			FINANCE								125,000 250,000	0% 1%	0%						
Residual Land Value		-2,232,813	Per ha NET -156,297	-117,223	İ		ising balance =	0		Fees Interest		6.00%	36,000				500,000 1,000,000	3% 4%	0%						
Alternative Use Value Uplift	20%	7,619,048 1,523,810		400,000 80,000		RUN CIL MACE Cio	RO ctrl+I using balance =	0		Legal and Value	ation		0	36,000			above	5%	0% Total						
Plus /ha Via	a 0 ability Threshold	9,142,857		480,000		Check on phasing	degs nos		SALES	Agents		3.0%	2,364,668				Pre CIL s106	1,000	£/ Unit (all)		1	LIT	% GDV		1
			£/m2	in .		con	rect			Legals Misc.		0.5%	394,111 0	2,758,780	62,642,449				Total	500,000			0.00%		0
Additional Profit		-14,379,390	-353						Developers Pr	rofit % of costs (befo		0.00%				ĺ	Post CIL s106 CIL	1,000	£/m2						
										% of costs (before % of GDV	ere interest)	20.00%			15,764,455	ļ			Total	500,000	1				
RESIDUAL CASH FLOV	W FOR INTERES	T 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		38	38	38	38	38	46	46	46	46	46	46	34												
Market Housing Shared Ownership			5,564,750 119,453	5,564,750 119,453	5,564,750 119,453	5,564,750 119,453	5,564,750 119,453	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	6,736,277 144,601	4,978,987 106,879	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent			306,290	306,290	306,290	306,290	306,290	370,772 0	370,772 0	370,772 0	370,772 0	370,772 0	370,772 0	274,049	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME		0	5,990,493	5,990,493	5,990,493	5,990,493	5,990,493	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	5,359,915	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE		0																							
Stamp Duty Easements etc. Legals Acquisition		0 0 -33.492																							
Planning Fee		225,000																							
Architects		3,375,762		0																					
US Planning Consultants Other Professional		281,314 562,627 1,406,568		0																					
Build Cost - BCIS Base		1,100,000	3 685 187	3,685,187	3 685 187	3,685,187	3 685 187	4,461,016	4 461 016	4 461 016	4 461 016	4,461,016	4 461 016	3 297 273	0	0	0	0		0	0	0	0	0	0
s106/CIL Contingency			38,000	38,000 184,259	38,000	38,000 184,259	38,000 184,259	46,000 223,051	46,000 223,051	46,000 223,051	46,000 223,051	46,000 223,051	46,000 223,051	34,000 164,864	0	0	0	0	0	0	0	0	0	0	0
Abnormals			368,519	368,519	368,519	368,519	368,519	446,102	446,102	446,102	446,102	446,102	446,102	329,727	0	ō	0	0	0	0	ō	0	0	ō	0
Finance Fees Legal and Valuation		36,000 0																							
Agents		0	179,715	179,715	179,715	179,715	179,715	217,549	217,549	217,549	217,549	217,549	217,549	160,797	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	29,952	29,952 0	29,952	29,952	29,952	36,258	36,258	36,258	36,258	36,258	36,258	26,800	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LANE	D INT AND PROF	5,853,778	4,485,633	4,485,633	4,485,633	4,485,633	4,485,633	5,429,977	5,429,977	5,429,977	5,429,977	5,429,977	5,429,977	4,013,461	0	0	0	0		0	0	0	0		0
For Residual Valuation	Land	-2,232,813																							
	Interest Profit on Costs		217,258	140,002	58,110	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV																								15,764,45
	Cash Flow Opening Balance	-3,620,965 0 -3,620,965	1,287,602	1,364,858	1,446,750	1,504,860	1,504,860	1,821,673	1,821,673	1,821,673	1,821,673	1,821,673	1,821,673	1,346,454	15 764 455	15 764 455	15.764.455	15 764 455	15.764.455	15.764.455	15.764.455	15.764.455	15,764,455	15 764 455	-15,764,45
	Closing Balano	-3,620,965	-2,333,363	-968,505	478,245	1,983,105	3,487,965	5,309,638	7,131,311	8,952,983	10,774,656	12,596,328	14,418,001	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Yaw 9	Year 9	Year 10	Year 11	Venr 12	Year 12	Year 14	Year 15	Year 16	Venr 17	Year 10	Year 19	Year 20	Vour 21	Year 22	Year 22	Year 24
INCOME	As Above		5,990,493	5,990,493	5,990,493	5,990,493	5,990,493	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	5,359,915	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE			,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,000,000	.,,	,,,,,,,,	,== ,,= ,9	. ,,		.,,	.,,	, par . p. 10	.,,			-						-		
Land		9,142,857																							
Stamp Duty 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		137,143	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 Architects		225,000 3,375,762	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		281,314 562,627	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		1,406,568	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 POTENTIAL CIL		-1,198,283	3,685,187 -1,198,283	3,685,187 -1,198,283	3,685,187 -1,198,283	3,685,187 -1,198,283	3,685,187 -1,198,283	4,461,016 -1,198,283	4,461,016 -1,198,283	4,461,016 -1,198,283	4,461,016 -1,198,283	4,461,016 -1,198,283	4,461,016 -1,198,283	3,297,273	0	0	0	0	0	0	0	0	0	۰ ا	0
Post CIL s106 Contingency Abnormals		0	38,000 184,259	38,000 184,259	38,000 184,259	38,000 184,259	38,000 184,259	46,000 223,051	46,000 223,051	46,000 223,051	46,000 223,051	46,000 223,051	46,000 223,051	34,000 164,864	0	0	0	0	0	0	0	0	0	0	0
		0	368,519	368,519	368,519	368,519	368,519	446,102	446,102	446,102	446,102	446,102	446,102	329,727	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		36,000 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	179,715 29,952	179,715 29,952	179,715 29,952	179,715 29,962	179,715 29.952	217,549 36.258	217,549 36 258	217,549 36,258	217,549	217,549 36,258	217,549 36,258	160,797 26.800	0	0	0	0	0	0	0	0	0	0	0
Legals 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	D INT AND PROF	13,968,988	3,287,350	3,287,350	3,287,350	3,287,350	3,287,350	4,231,694	4,231,694	4,231,694	4,231,694	4,231,694	4,231,694	4,013,461	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
	Profit on cost		838,139	726,239	607,625	481,894	348,619	207,347	38,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 15,764,4
	Profit on GDV																								
	Cash Flow Opening Balance	-13,968,988 0	1,865,003	1,976,903	2,095,518	2,221,249	2,354,524	2,812,608	2,981,364	3,019,955	3,019,955	3,019,955	3,019,955	1,346,454	0	0	0	0	0	0	0	0	0	0	-15,764,4
	Closing Balano	-13.968.988	-12,103,985	-10,127,081	-8,031,564	-5,810,315	-3,455,791	-643,184	2,338,180	5,358,136	8,378,091	11,398,046	14,418,001	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15,764,455	15.764.455	15,764,455	. 0

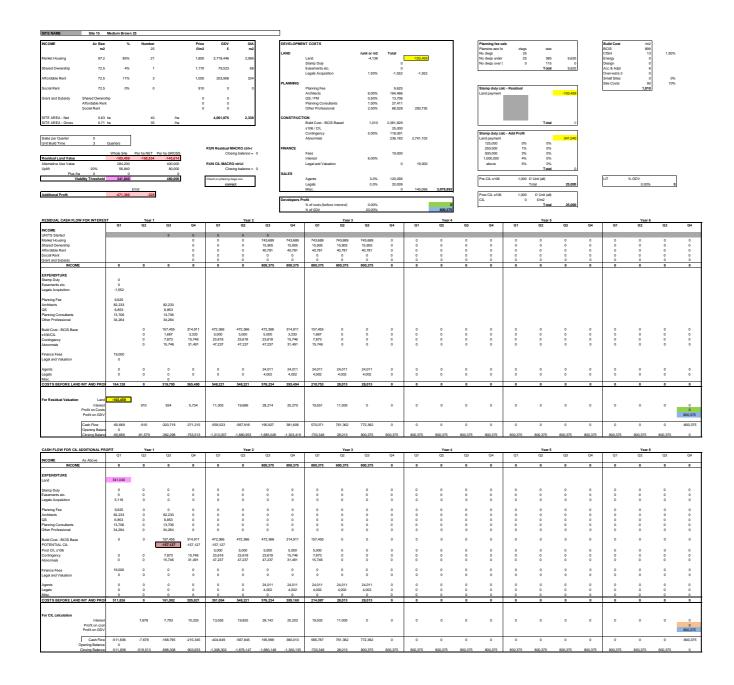


SITE NAME	Site 13	Large Brown 15	10						]																
INCOME	Av Size m2	%	Number 150		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of	alc dwgs	rate			Build Cost BCIS	/m2 897		
Market Housing	95.9		128		1,800		12,232		LAND	Land		/unit or m2 -6,747	Total	-1,012,003			No dwgs No dwgs under	150	385	38,500		CfSH Energy	13	1.50%	
Shared Ownership	71.3	4%	6		1,170	469,363	401			Stamp Duty Easements etc.			0				No dwgs over 5	100	115 Total	11,500 50,000		Design Acc & Adpt	0 8		
Affordable Rent	71.3	11%	17		1,000	1,203,494	1,203			Legals Acquisiti	on	1.50%	-15,180	-15,180								Over-extra 3 Small Sites	0	0%	
Social Rent	71.3	0%	0		910	0	0		PLANNING	Planning Fee		6.00%	50,000 1,013,943				Stamp duty ca Land payment	ic - Residual				Site Costs	135 1,053	15%	
Grant and Subsidy	Shared Owners Affordable Ren	ship			0	0				QS / PM Planning Consul	tacte	0.50%	1,013,943 84,495 168,990				Land payment			-1,012,003					
	Social Rent				0	ō				Other Professio		2.50%	422,476	1,739,905											
SITE AREA - Not SITE AREA - Gross	3.75 5.00		40 30	/ha /ha		23,689,617	13,836		CONSTRUCT	Build Cost - BCI	S Based	1,053	14,564,390						Total	0					
										s106 / CIL Contingency		5.00%	150,000 728,220				Stamp duty ca	ic - Add Profit							
Sales per Quarter Unit Build Time	0 3	Quarters							FINANCE	Abnormals			1,456,439	16,899,049			Land payment 125,000 250,000	0%	0%	2,400,000					
Residual Land Value		Whole Site	Per ha NET	Per ha GROSS -202,401		RUN Residual M Clos	IACRO ctrl+r ing balance =	0	FINANCE	Fees Interest		6.00%	39,000				250,000 500,000 1,000,000	1% 3% 4%	0% 0% 0%						
Alternative Use Value Uplift	20%	2,000,000	-205,001	400,000		RUN CIL MACRO	D ctrl+l ing balance =	0		Legal and Valua	tion	0.00%	0	39,000			above	5%	0% Total						
Plus /h	ha 0 lability Threshold	2,400,000		480,000		Check on phasing d		Ī	SALES	Agents		3.0%	710,689				Pre CIL s106	1,000	£/ Unit (all)			LIT	% GDV		
		5	Um2			corre	act			Legals Misc.		0.5%	118,448 0	829,137	18,479,908				Total	150,000			0.00%	0	
Additional Profit		-3,946,570	-323						Developers P								Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% of costs (befo % of GDV	re interest)	0.00% 20.00%			4,737,923		<u></u>		Total	150,000					
RESIDUAL CASH FLO	OW FOR INTERES	Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	6					
Market Housing Shared Ownership					0	0	0	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162	1,321,006 28,162 72,210	1,321,006 28,162 72,210	1,321,006 28,162	1,321,006 28,162	1,321,006 28,162	1,321,006 28,162 72,210	1,321,006 28,162	1,321,006 28,162	1,321,006 28,162	880,670 18,775	0
Affordable Rent Social Rent					0	0	0	72,210	72,210	72,210	72,210	72,210	72,210	72,210	72,210	72,210	72,210 0	72,210	72,210	72,210	72,210	72,210 0	72,210	48,140	0
Grant and Subsidy INCOM	1E	0	0	0	0		0	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	947,585	0
EXPENDITURE Stamp Duty		0																							
Easements etc. Legals Acquisition		0 -15,180																							
Planning Fee		50,000																							
Architects QS		506,971 42,248		506,971 42,248																					
Planning Consultants Other Professional		84,495 211,238		84,495 211,238																					
Build Cost - BCIS Base s106/CIL	•		0	291,288 3.000	582,576 6.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	873,863 9.000	776,767 8.000	485,480 5,000	194,192 2.000	0	0	0
Contingency Abnormals			0	3,000 14,564 29,129	6,000 29,129 58,258	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	38,838 77,677	24,274 48,548	9,710 19,419	0	0	0
Finance Fees		39,000	-	,	,		,	,	,			,	,		,		,						-	-	-
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	42,641 7,107	28,428 4,738	0
Misc. COSTS BEFORE LAN	ID INT AND PROF	918,772	0	1,182,933	675,962	1,013,943	1,013,943	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	1,063,691	951,031	613,050	275,069	49,748	33,165	0
For Residual Valuation	n Land	-1.012.003																							
Nearon validion	Interest Profit on Costs	1,012,003	0	0	16,346	26,730	42,340	58,185	53,692	49,132	44,504	39,806	35,038	30,198	25,286	20,300	15,239	10,102	4,889	0	0	0	0	0	0 0 4,737,923
	Profit on GDV																								
	Cash Flow Opening Balance	93,230	0	-1,182,933	-692,308	-1,040,673	-1,056,283	299,501	303,994	308,554	313,182	317,880	322,648	327,488	332,400	337,386	342,447	347,584	352,797	470,346	808,327	1,146,308	1,371,629	914,419	-4,737,923
	Closing Balano	93,230	93,230	-1,089,703	-1,782,011	-2,822,684	-3,878,967	-3,579,466	-3,275,472	-2,966,918	-2,653,736	-2,335,856	-2,013,208	-1,685,720	-1,353,320	-1,015,934	-673,487	-325,904	26,894	497,240	1,305,567	2,451,875	3,823,504	4,737,923	0
CASH FLOW FOR CIL	ADDITIONAL PR	OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	01	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME	As Above IE	0	0	0	0	0	0	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377	1,421,377		1,421,377	947,585	
EXPENDITURE																									
Land		2,400,000																							
Stamp Duty Easements etc. Legals Acquisition		0 0 36,000	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		50.000	0	0	0		0	0			0	0	0		0	0	0		0	0	0		0	0	0
Architects QS		506,971 42,248	0	506,971 42,248	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		84,495 211,238	0	84,495 211,238	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	291,288	582,576	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	873,863	776,767	485,480	194,192	0	0	0
POTENTIAL CIL Post CIL s106				-263,105	-263,105	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	-263,105 9,000	9,000	9,000	9,000	6,000	0	0	0
Contingency Abnormals		0	0	14,564 29,129	29,129 58,258	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	43,693 87,386	38,838 77,677	24,274 48,548	9,710 19,419	0	0	0
Finance Fees Legal and Valuation		39,000	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 Agents		0	0	0	0		0	42.641	42.641	42,641	42.641	42.641	42.641	42,641	42.641	42.641	42.641	42,641	42.641	42.641	42.641	42,641	42,641	28,428	0
Legals Misc.		0	0	0	0	0	0	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	4,738 0	0
COSTS BEFORE LAN	ID INT AND PROF	3,369,952	0	916,829	406,857	750,838	750,838	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	800,586	1,063,691	952,031	617,050	279,069	49,748	33,165	0
For CIL calculation																									
	Interest Profit on cost		50,549	51,308	65,830	72,920	85,276	97,818	89,973	82,011	73,929	65,727	57,401	48,950	40,372	31,666	22,829	13,860	4,756	0	0	0	0	0	0 4,737,923
	Profit on GDV Cash Flow	2 200 000	-50,549	968 136	472,687	000 750	-836,115	F20 07F	530,817	£20 770	546,861	555,064	F 072 700	574.044	580,418	589,125	597,962	000.004	352,930	469,346	004 207	4.440.007	4 274 626	044.440	
1	Cash Flow Opening Balance Closing Balance	-3,369,952 0 -3,369,962	-00,549	-108,136 -4 200 620	472,687	-823,758	-836,115 -6 521 102	522,973	530,817 -E 467 400	538,779	546,861	2 926 702	563,390 -3.263.313	571,841	2 111 051	1 521 929	.022.062	606,931	352,930	469,346	804,327 1.309,567	1,142,308	1,371,629	914,419	-4,737,923
																	-9/23,968	-317,U37							

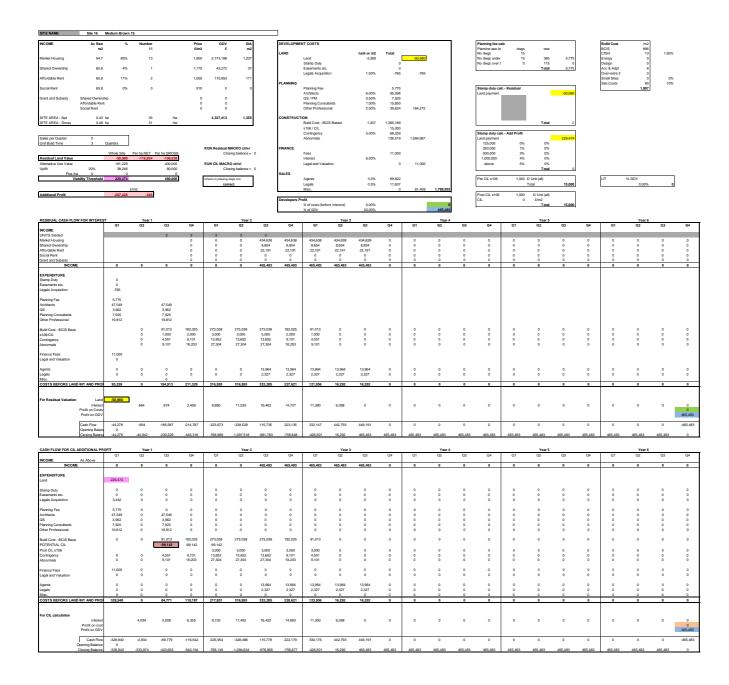


INCOME  Market Housing  Shared Ownership  Affordable Rent  Social Rent	Av Size m2 94.6	%																							
Shared Ownership Affordable Rent			Number		Price £/m2	GDV	GIA		DEVELOPMEN	IT COSTS							Planning fee co	alc				Build Cost	/m2		
Shared Ownership Affordable Rent			60 51		£/m2 1,800	£ 8,688,600	m2 4,827		LAND	Land		/unit or m2 -7,888	Total	4777 7004			Planning ago fe No dwgs No dwgs under	dwgs 60	rate	2.000		BCIS CISH	897 13	1.50%	
Affordable Rent	71.1		2		1,800	187.054	4,827			Stamp Duty Easements etc.		-7,888	0	-473,281			No dwgs under No dwgs over 5		385 115 Total	3,850 1,150 5,000		Energy Design Acc & Adot	0		
	71.1		2		1,170	187,054 479,625	480			Legals Acquisition	ın	1.50%	-7,099	-7,099			1		I Otal	5,000		Over-extra 3 Small Sites	0	0%	
SOCIAL PUBLIC	71.1		,		910	4/1/,625	480		PLANNING	Diseases For			5,000				Stamp duty ca	to Books				Site Costs	135 1,053	15%	
Grant and Subsidy	71.1 Shared Owners				910	0	0			Planning Fee Architects QS / PM		6.00%	400,654 33,388				Land payment	ic - Residual		-473,281			1,053		
Grant and Subsidy	Affordable Ren Social Rent	at the			0	0				Planning Consult Other Profession	ants	1.00%	66,776 166,939	672,757											
SITE AREA - Not	1.71	ha	35	/ha		9,355,279	5,467		CONSTRUCTI			2.50%	100,039	672,757											
SITE AREA - Gross	1.91		31	/ha		3,333,213	5,467			Build Cost - BCI s106 / CIL	S Based	1,053	5,754,406						Total	0					
Sales per Quarter	0									Contingency Abnormals		5.00%	287,720 575,441	6,677,567			Stamp duty ca Land payment	ic - Add Profit		919.193					
Unit Build Time	3	Quarters				RUN Residual I	MCRO ctrlut		FINANCE	Automas			373,441	0,077,307			125,000 250,000	0% 1%	0% 0%	313,133					
Residual Land Value	,	Whole Site 473,281	Per ha NET	Per ha GROSS -247,146		Clo	sing balance =	0		Fees Interest		6.00%	30,000				500,000	3%	0%						
Alternative Use Value Uplift	20%	765,994 153,199		400,000 80,000		RUN CIL MACR	O ctrl+I sing balance =	0		Legal and Valuat	ion		0	30,000			above	5%	0% Total						
Plus	/ha 0 Viability Threshold	919,193		480,000		Check on phasing of			SALES	Agents		3.0%	280,658				Pre CIL s106	1.000 1	2/ Unit (all)			LIT	% GDV		
			E/m2			com				Legals Misc.		0.5%	46,776 0	327,435	7,227,379				Total	60,000			0.00%	0	
Additional Profit		-1,506,450	-312						Developers Pr	ofit							Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% of costs (befor % of GDV	re interest)	0.00% 20.00%			1,871,056				Total	60,000					
RESIDUAL CASH FL	LOW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	04	Q1	Q2	Q3	Q4
UNITS Started Market Housing				5	5	0	0	724,050	9 724,050	9 1,303,290	1,303,290	1,303,290	1,303,290	1,303,290	724,050	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent					0	0	0	15,588 39,969	15,588 39,969	28,058 71,944	28,058 71,944	28,058 71,944	28,058 71,944	28,058 71,944	15,588 39,969	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy			•		0	0	0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0	0	0	0	0		0	0
INCOL	IMC		0		U		U	779,607	779,607	1,403,292	1,403,292	1,403,292	1,403,292	1,403,292	779,607		U			U	_ •	U			U
Stamp Duty Easements etc. Legals Acquisition		0 0 -7,099																							
Planning Fee Architects		5,000 200.327		200.327																					
QS		16,694		16,694																					
Planning Consultants Other Professional		33,388 83,470		33,388 83,470																					
Build Cost - BCIS Bas s106/CIL	se		0	159,845 1,667	319,689 3,333	607,410 6,333	735,285 7,667	863,161 9,000	863,161 9,000	863,161 9,000	735,285 7,667	447,565 4,667	159,845 1,667	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Absormate			0	1,667 7,992 15,984	3,333 15,984 31,969	6,333 30,370 60,741	7,667 36,764 73,529	9,000 43,158 86,316	9,000 43,158 86,316	9,000 43,158 86,316	7,667 36,764 73,529	4,667 22,378 44,756	1,667 7,992 15,984	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees		30,000	U	15,984	31,969	60,741	73,529	86,316	86,316	86,316	73,528	44,/56	15,984	U	U	U	U	U	U	U	U	U	U	U	U
Legal and Valuation		0																							
Agents Legals		0	0	0	0	0	0	23,388 3,898	23,388 3,898	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	42,099 7,016	23,388 3,898	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE LA	AND INT AND PROF		0	519,366	370,976	704,854	853,245	1,028,921	1,028,921	1,050,750	902,360	568,482	234,603	49,115	27,286	0	0	0		0		0		0	0
								.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		1,100,100															
For Residual Valuation	on Land	-473,281	0		6.118	11.774	22.524	35.660	39.935	44.274	39 650	32.730	20.699	3.479	0	0	0	0	0	0	0		0		0
	Profit on Costs Profit on GDV				0,110	11,774	22,024	33,000	32,200	44,2.14	53,030	32,730	20,000	5,475	Ü		Ü		Ü	Ü		Ü		·	1,871,056
	Cash Flow	111,502	0	-519,366	-377,094	-716,629	-875,769	-284,975	-289,250	308,268	461,282	802,080	1,147,989	1,350,697	752,320	0	0	0	0	0	- 0	0	- 0	0	-1,871,056
	Opening Balano Closing Balano	0 111,502	111,502	-407,865	-784,959	-1,501,587	-2,377,356	-2,662,331	-2,951,581	-2,643,313	-2,182,031	-1,379,951	-231,962	1,118,735	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	1,871,056	0
CASH FLOW FOR CI	annitions:	nors.	Year 1				Year 2				Year 3				Year 4			·	Year 5	· <u></u>			Year 6		
INCOME	As Above	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		0	0	0	0	0	0	779,607	779,607	1,403,292	1,403,292	1,403,292	1,403,292	1,403,292	779,607	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		919,193																							
Stamp Duty 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		13,788	0	ō	0	ō	0	0	ō	ō	0	ō	0	ō	0	0	0	ō	ō	0	0	ō	ō	ō	0
Planning Fee Architects		5,000 200,327	0	0 200,327	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants		16,694 33,388	0	16,694 33,388	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		83,470	0	83,470	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Bas POTENTIAL CIL	se	0	٥	159,845 -251,075	319,689 -251,075	607,410 -251,075	735,285 -251,075	863,161 -251,075	863,161 -251,075	863,161	735,285	447,565	159,845	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0		7,992 15,984	15,984	5,000 30,370	5,000 36,764 73,529	9,000 43,158	9,000 43,158	9,000 43,158	9,000 36,764 73,529	9,000 22,378	5,000 7,992 15,984	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	15,984	31,969	60,741	73,529	86,316	86,316	86,316		44,756	15,984	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	0
Legal and Valuation		0	0	0	0	0	0	23,388	23,388	42,099	42,099	42,099	42,099	42,099	23,388	0	0	0	0	0	0	0	0	0	0
Legal and Valuation Agents		0	0	0	0	0	0	3,898 0	3,898 0	7,016 0	7,016 0	7,016 0	7,016 0	7,016 0	3,898 0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation Agents Legals Misc.		1,301,859	0	266,625	116,568	452,446	599,503	777,846	777,846	1,050,750	903,693	572,815	237,937	49,115	27,286	0	0	0		0	0	0	0		0
Legal and Valuation Agents	AND INT AND PROF													ı				1							
Legal and Valuation Agents Legals Misc.																									
Legal and Valuation Agents Legals Misc. COSTS BEFORE LA	Internet		19,528	19,821	24,117	26,228	33,408	42,902	43,519	44,145	39,519	32,618	20,650	3,479	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation Agents Legals Misc. COSTS BEFORE LA	Interest Profit on cost Profit on GDV	4 204 005													-	-		0	0	0	-		0		1,871,056
Legal and Valuation Agents Legals Misc. COSTS BEFORE LA	Internet	-1,301,859 0 .1301,859	19,528	19,821 -286,445	24,117 -140,685	26,228 -478,674	33,408 -632,911	42,902 -41,141 -2 901 244	43,519 -41,758 -2 943,002	44,145 308,396 2,634,606	39,519 460,079 -2.174,526	32,618 797,859 -1.376.667	20,650 1,144,705	3,479 1,350,697	752,320 1.871,056	0 0 1.871.056	0	0	0	0	0	0	0		

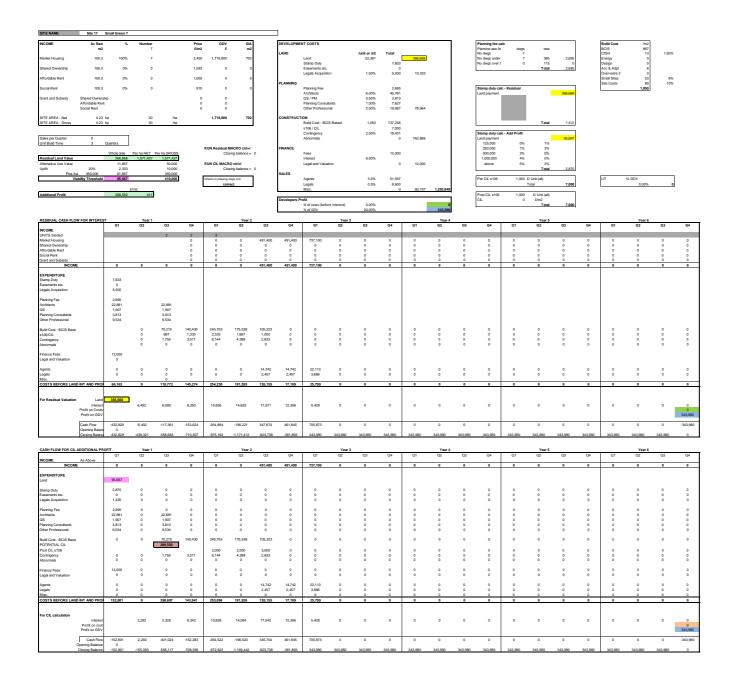








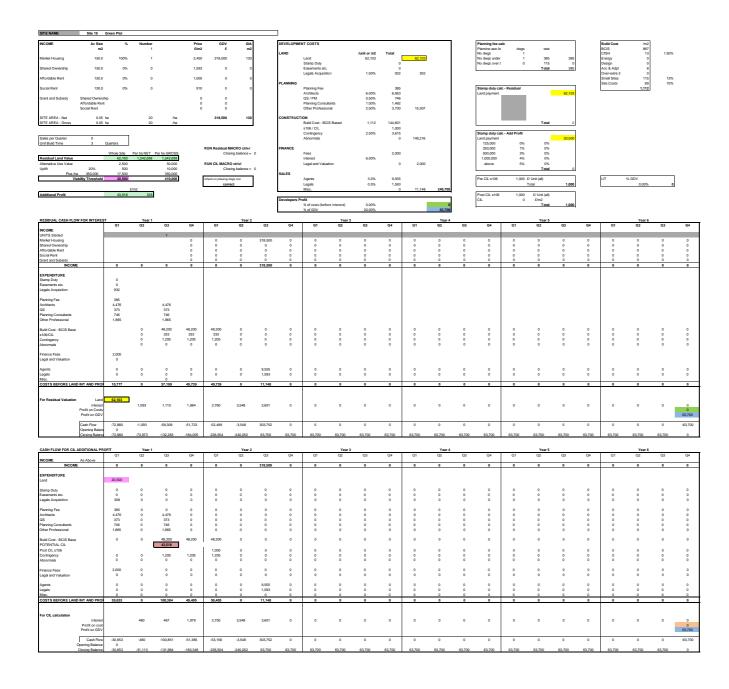




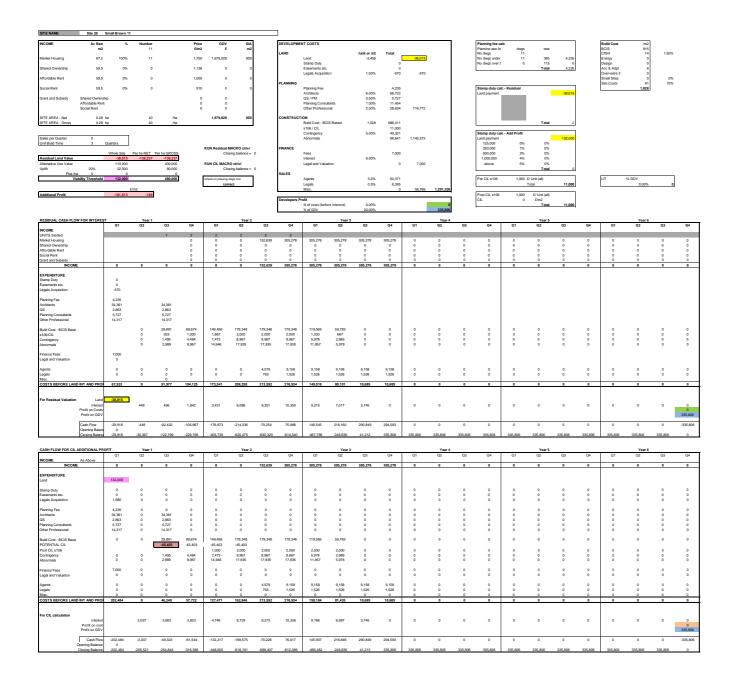


Market Househough   106.0   105%   4   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   1.008.00   2.60   2.60   1.008.00   2.60	SITE NAME	Site 18	Small Green 4							]																
Martine   Mart	INCOME	Av Size	%	Number		Price	GDV	GIA	l	DEVELOPME	NT COSTS							Planning fee o	alc				Build Cost	/m2		
Part	Madatilania			4						LAND			/unit or m2	Total	400 577			No dwgs	dwgs 4		4.540		CfSH	13	1.50%	
Column								424			Stamp Duty		49,644	972	198,577			No dwgs under	0	115	0		Design	0		
Second column				-				0			Legals Acquisiti	on	1.50%		3,960			-		I otal	1,540		Over-extra 3	0	4700	
The content of the										PLANNING	Disease Fee			4.540					n Beetleet				Site Costs	89	10%	
Column   C								0			Architects		6.00%	29,245				Land payment	ic - Residual		198,577			1,112		
The column	Giant and Subsidy	Affordable Ren	at Sulb			0	0				Planning Consul	tants	1.00%	4,874	E0 281											
The state   The	SITE AREA - Not		ha	25	Λa		1 038 800	424		CONSTRUCT		near .	2.50%	12,100	50,261											
Column	SITE AREA - Gross			25	/ha		.,,				Build Cost - BC	S Based	1,112	471,622						Total	972					
Column	Sales ner Quarter										Contingency		2.50%	11,791	487 412			Stamp duty ca	lc - Add Profit		65.600					
The column	Unit Build Time	3	Quarters				RUN Residual N	MACRO otrler		FINANCE	Automaia				407,412			125,000	0%	1%	00,000					
Minima   M	Residual Land Value		Whole Site 198,577	Per ha NET 1,241,107	Per ha GROSS 1,241,107		Clos	sing balance =	0		Fees Interest		6.00%	8,000				500.000	3%	0%						
Paris	Alternative Use Value Uplift	20%	8,000 1,600		50,000		RUN CIL MACR	tO ctrl+l sing balance =	0		Legal and Value	tion		0	8,000			above	5%	1% Total	656					
The column	Plus /I	ha 350,000 Nability Threshold			350,000 410,000				i	SALES	Agents		3.0%	31,164				Pre CIL s106	1,000 £	/ Unit (all)			LIT	% GDV		
This image				£/m2					l				0.5%	5,194 0	36.358	784,579					4,000				0	
The column	Additional Profit		139,434	329	l					Developers P	rofit							Post CIL s106 CIL	1,000	E/Unit (all) E/m2						
The column											% of costs (befo	re interest)				207,760		-		Total	4,000					
Section 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	RESIDUAL CASH FLO	OW FOR INTERES	ST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
Secretary 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	INCOME		Q1		Q3		Q1	Q2	Q3	Q4	Q1		Q3	Q4	Q1		Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Column   C	Market Housing				2		0	0	519,400	519,400	0	0	0	0	0			0	0	0	0	0		0	0	0
Companies	Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	ō	0	0	0	0
Control   Cont	Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Search 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	EVENDEUDE	ME.	0	0		0		0	519,400	519,400	0		0	0		0		0	0	0	0	0	0	0	0	0
Composition   1.50	Stamp Duty		972																							
Modelle Marie  Legals Acquisition		2,979																								
Secont	Planning Fee		1,540		14 622																					
Control   Cont	QS		1,219		1,219																					
SIGNAL STATE OF STATE	Other Professional		6,093		6,093																					
State of the control	Build Cost - BCIS Base s106/CIL	0		0	667	1,333	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Control Process   Control Pr	Contingency Abnormals			0	1,965 0	3,930		1,965 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Series of the control			8,000																							
Second Second Label Pin No Pin Co   19   19   19   19   19   19   19   1	Legal and Valuation		0																							
Second Second Label Pin No Pin Co   19   19   19   19   19   19   19   1	Agents Legals		0	0	0	0	0	0	15,582 2,597	15,582 2,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Heate   March   Marc	Misc. COSTS BEFORE LAN	ND INT AND PROF	37,861	0	0 105,606		162,471	81,235		18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Heate   March   Marc																										
First Color   Fi	For Residual Valuation	n Land Interest	198,577	3,547	3,600	5,238	7,753	10,307	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Campa   Para   Campa		Profit on Costs Profit on GDV																								207,760
Campa   Para   Campa		Cash Flow	-236,438	-3,547	-109,206	-167,709	-170,224	-91,542	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-207,760
MODE  MATCH		Closing Balano		-239,985	-349,190	-516,899	-687,123	-778,665	-289,124	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	0
MODE  MATCH	CASH FLOW FOR CIL	L ADDITIONAL PR	ROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
Personant Land Land Land Land Land Land Land Land	INCOME	As Above		Q2	Q3	Q4	Q1	Q2			Q1	02	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1		Q3	Q4
Land    66.600	INCOM	ME	0	0	0	0	0	0	519,400	519,400	0	0	0	0	0	0		0	0	0	0		0	0	0	0
Elements acc.  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			65,600																							
Sept   Companion   Sept   Companion   Sept   Companion   Sept   Companion   Sept   Companion   Sept   Companion   Sept   Companion   Sept   Companion   Sept   Se	Stamp Duty		656	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0
Additional Marketing Marke			0 984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
1,219   0   1,219   0   1,219   0   0   0   0   0   0   0   0   0	Planning Fee		1,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contribution   Cont	QS		1.219	0	1.219	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CL.    1984-01			6,093	0	6,093	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pred CL 1546 Configurery De CL 1546 De Configurery De CL 1546 De Configurery De CL 1546 De Configurery De CL 1546 De Configurery De CL 1546 De			0	0		157,207	157,207	78,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Assomation    O O O O O O O O O O O O O O O O O O	Post CIL s106					2000			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Variations  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Abnormals		0	0	0	3,930	0	0	0	0	0	0	0	ő	0	0	0	0	ő	0	0	0	0	0	0	0
Per Ck. clockspillen    1.517   1.540   5.229   7.724   10.387   11.680   43.37   0   0   0   0   0   0   0   0   0	Finance Fees		8,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lispais   0 0 0 0 0 0 0 2,597 2,597 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	-			0		0		0	15,582	15,582	0	0	0	0	0	0		0	0	0	0		0	0	0	
For CL calculation Polit or coop  Count Polit or co	Legals Misc.		0	0	0	0	0	0	2,597 0	2,597 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest   1,517   1,540   5,229   7,724   10,287   11,890   4,337   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	COSTS BEFORE LAN	ND INT AND PROF	101,151	0	244,374	161,137	163,137	82,569	18,179	18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Petit on code	For CIL calculation																									
Cash Fine		Interest Profit on cost		1,517	1,540	5,229	7,724	10,287	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance 0																										
Contrig Contrig 1102.01 1102.00 (485)26 (513,30) (405)26 (513,30) (405)26 (513,00) (201,10) (		Opening Balance	0				-170,862			496,884	_	0	0	-		-		-		-	0	-		0		-207,760
		Gosing Balance	-101,151	-102,668	-348,582	-514,948	-685,809	-778,665	costi,124	207,760	207,760	207,760	207,760	207,760	207,760	201,160	207,760	207,760	207,760	∠ur,r60	∠01,760	207,760	20/,760	207,760	zur_/60	ΰ

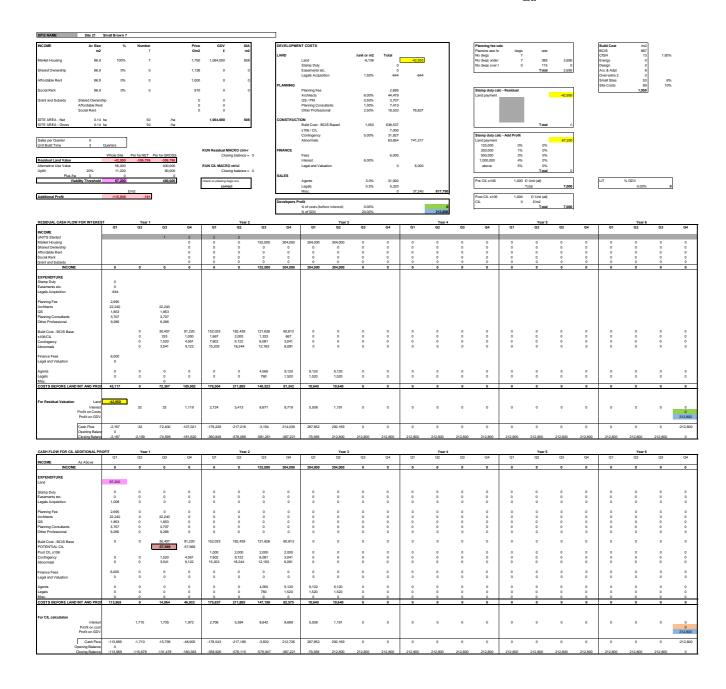








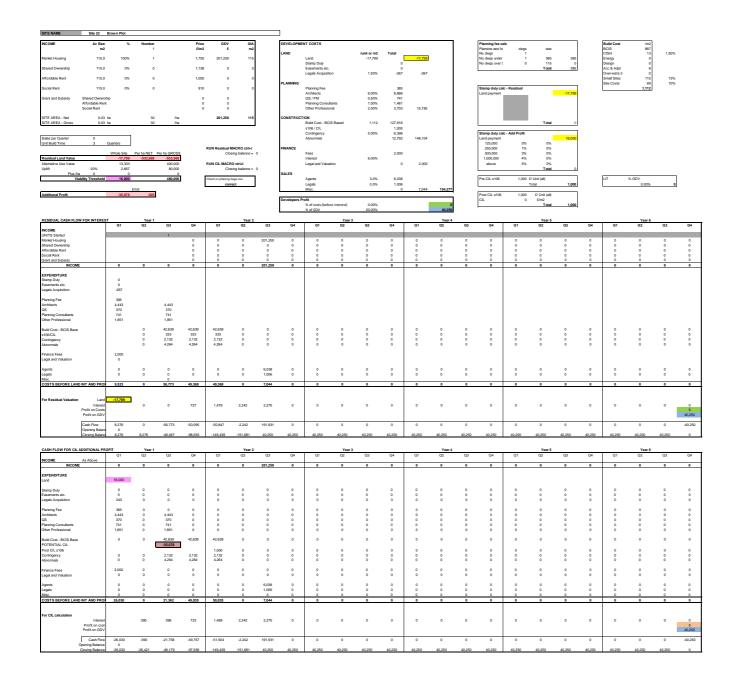






SITE NAME	Site 22	Small Brown 4							]																
INCOME	Av Size	%	Number 4		Price £/m2	GDV £	GIA m2		DEVELOPME	NT COSTS							Planning fee of	alc	rate	$\neg \neg$		Build Cost BCIS	/m2 887		
Market Housing	m2 79.3	100%	4		£/m2 1,750	£ 554,750	m2 317		LAND	Land		/unit or m2 -12,147	Total	-48 586			No dwgs No dwgs under	dwgs 4 4		1,540		BCIS CfSH Energy	887 13	1.50%	
Shared Ownership	79.3				1,138	0	0			Stamp Duty Easements etc.			0	-0.00			No dwgs over 5	ō	385 115 Total	1,540		Design Acc & Adot	0		
Affordable Rent	79.3				1,000	0				Legals Acquisiti	in	1.50%	-729	-729								Over-extra 3 Small Sites	0 115	13%	
Social Rent	79.3		0		910	0	0		PLANNING	Planning Fee			1,540				Stamp duty ca	lc - Residual				Site Costs	89 1,112	10%	
Grant and Subsidy	Shared Owners Affordable Ren				0	0				Architects QS / PM		6.00% 0.50% 1.00%	24,570 2,047 4,095				Land payment			-48,596					
	Affordable Rent Social Rent	t			0	0				Planning Consul Other Professio	ants nal	1.00% 2.50%	4,095 10,237	42,489											
SITE AREA - Not SITE AREA - Gross	0.10 0.10		40 40	/ha /ha		554,750	317		CONSTRUCT	ION Build Cost - BCI		1,112	352,604						Total						
SITE AREA - Gross	0.10	na	40	/na						s106 / CIL	5 Based	5.00%	4,000 17,630				Stamp duty ca		I otal						
Sales per Quarter Unit Build Time	0	Quarters								Contingency Abnormals		5.00%	35,260	409,494			Land payment 125,000	0%	0%	48,000					
		Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r sing balance =	0	FINANCE	Fees			4.000				250,000 500.000	1%	0%						
Residual Land Value Alternative Use Value		-48,586 40,000	-485,864	-485,864 400,000		RUN CIL MACR				Interest Legal and Valua	ion	6.00%	0	4,000			1,000,000 above	3% 4% 5%	0% 0% 0%						
Uplift Plus /I	20% ha 0	8,000		80,000			sing balance =	0	SALES	-									Total	0					
V	liability Threshold	48,000		480,000		Check on phasing o	degs nos ect			Agents Legals		3.0% 0.5%	16,643 2,774				Pre CIL s106	1,000 8	Unit (all) Fotal	4,000		LIT	% GDV 0.00%	0	
Additional Profit		-100,236	Jm2 -316							Misc.			0	19,416	426,085		Post CIL s106	1,000	£/ Unit (all)						
									Developers P	% of costs (befo % of GDV	re interest)	0.00%			110,950		CIL	0	£/m2 Total	4,000					
RESIDUAL CASH FLO	OW EOD INTERES		Year 1				Year 2	Į.		% 01 GDV	Year 3	20.00%			Year 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing				2	2	0	0	277,375	277,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent 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
INCON EXPENDITURE	ME.	0	0	0	0	0	0	277,375	277,375	0	0	0		•	0	0	00	0	0			10	0		
Stamp Duty Easements etc.		0																							
Legals Acquisition		-729																							
Planning Fee Architects		1,540 12,285		12,285																					
QS Planning Consultants		1,024 2,047 5,119		1,024 2,047																					
Other Professional		5,119	0	5,119	117.535	117.535	58.767				0	0				_	0			0		_		c	
Build Cost - BCIS Base s106/CIL	w .		0	58,767 667 2,938	117,535 1,333 5.877	117,535 1,333 5.877	58,767 667 2,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals			0	5,877	11,753	11,753	5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		4,000 0																							
Agents		0	0	0	0	0	0	8,321	8,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	1,387	1,387	0	0	ō		0	0	0		0	0	ō	0	0	0	0	0
COSTS BEFORE LAN	ND INT AND PROF	25,286	0	88,724	136,498	136,498	68,249	9,708	9,708	0	0	0	0		0	0	0	0	0	0	0	- 0	0		0
For Residual Valuation	n Land	-48,586																							
	Profit on Costs Profit on GDV		0	0	981	3,044	5,137	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0 110,950
	Cash Flow	23,300	0	-88.724	-137,479	-139,542	-73.386	261,429	265.351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,950
	Opening Balano Closing Balano	0 23,300	23,300	-65,423	-202,903	-342,445	-415,830	-154,401	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	0
CASH FLOW FOR CIL		OFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME	As Above ME	0	0	0	0	0	0	277,375	277,375	0	0	0	0	0	0	0	0	0	0	0	0	-	0	0	0
EXPENDITURE		48,000																							
Land Stamp Duty		48,000	0	0	0	0	0		0		0	0	0	0	0	0	0		0	0			0	0	0
Stamp Duty Easements etc. Legals Acquisition		0 720	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		1,540	0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0
Architects QS		12,285	0	12,285 1,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional		2,047 5,119	0	2,047 5,119	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	58,767	117,535	117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency				-100,236 2,938	5,877	2,000 5,877	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	2,938 5,877	5,877 11,753	5,877 11,753	2,938 5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		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	0
Agents		0	0	0	0	0	0	8,321	8,321	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0	0	0	0	1,387	1,387 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAN	ND INT AND PROF	74,735	0	-12,179	135,165	137,165	69,582	9,708	9,708	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
	Profit on cost Profit on GDV		1,121	1,138	972	3,014	5,117	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 110,950
1						-140,179			265,351																-110,950 -110,950
																						C			
	Cash Flow Opening Balance Closing Balance	-74,735 0 -74,735	-1,121 -75.856	11,041 -64,815	-136,137 -200,952	-140,179	-74,699 -415.830	261,429	110.950	110.950	110.950	110.950	110,950	110,950	110.950	110,950	110,950	110,950	110,950	110.950	110,950	110,950	110,950	110,950	-110,990





			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
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 1 75	Medium Green 1 35	Medium Green I 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown N 60	Nedium Brown M 25	ledium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown	Small Brown 7 S	mall Brown 4	Brown Plot
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Brown	Brown	Brown	Brown
	U	Jse	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
	Net	ha	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units			350	175	175	75	35	35	15	500	150	60	25	15	/	4	1	11	/	4	1
Mix	Market		85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent Social Rent		11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	11.25% 0.00%	0.00% 0.00%	0.00% 0.00%	0.00%	0.00%	0.00% 0.00%	0.00%	0.00%
	Social Refit		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	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	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000
		£ site	266,667	133,333	155,556	57,143	23,529	25,926	9,561	7,619,048	2,000,000	765,994	284,200	191,229	11,667	8,000	2,500	110,000	56,000	40,000	13,333
Uplift		£/ha	354,000	354,000	354,000	354,000	354,000	354,000	354,000	80,000	80,000	80,000	80,000	80,000	360,000	360,000	360,000	80,000	80,000	80,000	80,000
		£ site	4,720,000	2,360,000	2,753,333	1,011,429	416,471	458,889	169,237	1,523,810	400,000	153,199	56,840	38,246	84,000	57,600	18,000	22,000	11,200	8,000	2,667
Viability Th	reshold	£/ha	374.000	374,000	374.000	374,000	374,000	374,000	374.000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000
,		£ site	4,986,667	2,493,333	2,908,889	1,068,571	440,000	484,815	178,799	9,142,857	2,400,000	919,193	341,040	229,474	95,667	65,600	20,500	132,000	67,200	48,000	16,000
Residual V	o Groce	£/ha	587,296	563,537	460.330	578,409	675,711	602,013	702.490	-117,223	-202.401	-247.146	-145,614	-106,638	1.571.427	1,241,107	1,242,058	-138.237	-306,786	-485,864	-533,968
residual v	Net	£/ha	783,061	751,382	613,773	771,212	794,954	668,903	783,628	-156,297	-269.867	-276,080	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968
	1101	£ site	7.830,610	3.756.910	3.580.345	1.652.597	794,954	780,387	335.841	-2,232,813	-1.012.003	-473,281	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-17,799
			77-	.,,.	.,,.	,,	,,,,,,		,.		7- 7	., .		,	,			,	,		
Additional I	Profit	£ site	3,757,747	1,536,666	811,955	659,533	389,389	323,732	165,388	-14,379,390	-3,946,570	-1,506,450	-471,380	-297,426	288,592	139,434	43,518	-181,613	-115,938	-100,236	-35,078
		£/m2	132	107	57	108	133	110	137	-353	-323	-312	-228	-246	411	329	335	-189	-191	-316	-305

## Appendix 9 – Development Appraisals, Older People's Housing

Costs  Costs  Costs  Strate Planni  Constr  Infrast Abnor Fees s 106  Cil	ital Value	50 75	£/m2 m2 £	20 25 2,875 719 3,594 2,250 2,875 6,468,750 1,000 0 173,250 6,642,000	20 25 2,875 719 3,594 2,250 2,731 6,145,313 1,000 144 143,750 173,250	20 25 2,875 719 3,594 2,250 2,588 5,821,875 1,000 288 287,500	20 25 2,875 719 3,594 2,250 2,444 5,498,438 1,000 431	20% 20 25 2,875 719 3,594 2,250 2,300 5,175,000 1,000 575	25% 20 25 2,875 719 3,594 2,250 2,156 4,851,563 1,000 719	20 25 2,875 719 3,594 2,250 2,013 4,528,125
£/m2  Capita  Costs  Land U  Costs  Strate Planni  Constr  Infrastr Abnorr Fees s 106  Cil	1 bed 2 bed Saleble Area Non-saleable GIA	Market £/r Market £/r Market £ Affordable Affordable Ground Ro ha £/ha Uplift £/ha	m2 m2 20% m2 2. £/m2 m2 £	20 25 2,875 719 3,594 2,250 2,875 6,468,750 1,000 0 0	20 25 2,875 719 3,594 2,250 2,731 6,145,313 1,000 144 143,750	20 25 2,875 719 3,594 2,250 2,588 5,821,875 1,000 288	20 25 2,875 719 3,594 2,250 2,444 5,498,438 1,000 431	20 25 2,875 719 3,594 2,250 2,300 5,175,000 1,000 575	20 25 2,875 719 3,594 2,250 2,156 4,851,563 1,000	20 25 2,875 715 3,594 2,256 2,013 4,528,125
£/m2  Capita  Costs  Land U  Costs  Strate Planni  Constr  Infrastr Abnorr Fees s 106  Cil	2 bed Saleble Area Non-saleable GIA	Market £/r Market £ Market £ Affordable Affordable Ground Ro ha £/ha Uplift £/ha	m2 m2 20% m2 2. £/m2 m2 £	25 2,875 719 3,594 2,250 2,875 6,468,750 1,000 0 0 173,250	25 2,875 719 3,594 2,250 2,731 6,145,313 1,000 144 143,750	25 2,875 719 3,594 2,250 2,588 5,821,875 1,000 288	25 2,875 719 3,594 2,250 2,444 5,498,438 1,000 431	25 2,875 719 3,594 2,250 2,300 5,175,000 1,000 575	25 2,875 719 3,594 2,250 2,156 4,851,563 1,000	2: 2,87: 71: 3,59: 2,25: 2,01: 4,528,12: 1,00:
£/m2  Capita  Costs  Land U  Costs  Strate Planni  Constr  Infrastr Abnorr Fees s 106  Cil	2 bed Saleble Area Non-saleable GIA	Market £/r Market £/r Market £ Affordable Affordable Affordable Ground Re	m2 20% m2 2 £/m2 m2 £	25 2,875 719 3,594 2,250 2,875 6,468,750 1,000 0 0 173,250	25 2,875 719 3,594 2,250 2,731 6,145,313 1,000 144 143,750	25 2,875 719 3,594 2,250 2,588 5,821,875 1,000 288	25 2,875 719 3,594 2,250 2,444 5,498,438 1,000 431	25 2,875 719 3,594 2,250 2,300 5,175,000 1,000 575	25 2,875 719 3,594 2,250 2,156 4,851,563 1,000	2,879 719 3,594 2,250 2,013 4,528,129
£/m2  Capita  Costs  Land U  Costs  Strate Planni  Constr  Infrastr Abnorr Fees s 106  Cil	2 bed Saleble Area Non-saleable GIA	Market £/r Market £/r Market £ Affordable Affordable Affordable Ground Re	m2 20% m2 2 £/m2 m2 £	25 2,875 719 3,594 2,250 2,875 6,468,750 1,000 0 0 173,250	25 2,875 719 3,594 2,250 2,731 6,145,313 1,000 144 143,750	25 2,875 719 3,594 2,250 2,588 5,821,875 1,000 288	25 2,875 719 3,594 2,250 2,444 5,498,438 1,000 431	25 2,875 719 3,594 2,250 2,300 5,175,000 1,000 575	25 2,875 719 3,594 2,250 2,156 4,851,563 1,000	2: 2,87: 71: 3,59: 2,25: 2,01: 4,528,12: 1,00:
Capita Costs Land L Costs  Strate Planni Constr Infrastr Abnon Fees s106 Cil	Saleble Area Non-saleable GIA	Market £/r Market m2 Market £ Affordable Affordable Ground Re ha £/ha Uplift £/ha	20% m2 2 £/m2 m2 £	2,875 719 3,594 2,250 2,875 6,468,750 1,000 0 0	2,875 719 3,594 2,250 2,731 6,145,313 1,000 144 143,750	2,875 719 3,594 2,250 2,588 5,821,875 1,000 288	2,875 719 3,594 2,250 2,444 5,498,438 1,000 431	2,875 719 3,594 2,250 2,300 5,175,000 1,000 575	2,875 719 3,594 2,250 2,156 4,851,563 1,000	2,87: 71: 3,59- 2,25: 2,01: 4,528,12: 1,00:
Capita Costs Land L Costs  Strate Planni Constr Infrastr Abnon Fees s106 Cil	Non-saleable GIA	Market £/r Market m2 Market £ Affordable Affordable Ground Re ha £/ha Uplift £/ha	m2 2 £/m2 m2 £	719 3,594 2,250 2,875 6,468,750 1,000 0 0 173,250	719 3,594 2,250 2,731 6,145,313 1,000 144 143,750	719 3,594 2,250 2,588 5,821,875 1,000 288	719 3,594 2,250 2,444 5,498,438 1,000 431	719 3,594 2,250 2,300 5,175,000 1,000 575	719 3,594 2,250 2,156 4,851,563 1,000	71! 3,59 2,25 2,01: 4,528,12: 1,00
Capita Costs Land L Costs  Strate Planni Constr Infrastr Abnon Fees s106 Cil	ital Value	Market m2 Market £ Affordable Affordable Affordable Ground Re ha £/ha Uplift £/ha	£/m2 m2 £	2,250 2,875 6,468,750 1,000 0 0 173,250	2,250 2,731 6,145,313 1,000 144 143,750	2,250 2,588 5,821,875 1,000 288	2,250 2,444 5,498,438 1,000 431	2,250 2,300 5,175,000 1,000 575	2,250 2,156 4,851,563 1,000	2,25 2,01 4,528,12 1,00
Capita Costs Land L Costs  Strate Planni Constr Infrastr Abnon Fees s 106 Cil	ital Value	Market m2 Market £ Affordable Affordable Affordable Ground Re ha £/ha Uplift £/ha	£/m2 m2 £	2,875 6,468,750 1,000 0 0 173,250	2,731 6,145,313 1,000 144 143,750	2,588 5,821,875 1,000 288	2,444 5,498,438 1,000 431	2,300 5,175,000 1,000 575	2,156 4,851,563 1,000	2,013 4,528,129 1,000
Capita Costs Land L Costs  Strate Planni Constr Infrastr Abnon Fees s 106 Cil	ital Value	Market m2 Market £ Affordable Affordable Affordable Ground Re ha £/ha Uplift £/ha	£/m2 m2 £	2,875 6,468,750 1,000 0 0 173,250	2,731 6,145,313 1,000 144 143,750	2,588 5,821,875 1,000 288	2,444 5,498,438 1,000 431	2,300 5,175,000 1,000 575	2,156 4,851,563 1,000	2,013 4,528,129 1,000
Costs  Costs  Costs  Strate Planni  Constr  Infrast Abnon Fees s 106  Cil		Market £ Affordable Affordable Affordable Ground Re ha £/ha Uplift £/ha	£/m2 m2 £	6,468,750 1,000 0 0 173,250	6,145,313 1,000 144 143,750	5,821,875 1,000 288	5,498,438 1,000 431	5,175,000 1,000 575	4,851,563 1,000	4,528,129 1,000
Costs  Costs  Costs  Strate Planni Constr  Infrast Abnon Fees s 106 Cil		Affordable Affordable Ground Re ha £/ha Uplift £/ha	m2 £	1,000 0 0 173,250	1,000 144 143,750	1,000 288	1,000 431	1,000 575	1,000	1,000
Costs  Costs  Costs  Strate Planni Constr  Infrast Abnon Fees s 106 Cil		Affordable Affordable Ground Re ha £/ha Uplift £/ha	m2 £	0 0 173,250	144 143,750	288	431	575		
Costs  Costs  Costs  Strate Planni Constr  Infrast Abnon Fees s 106 Cil		Affordable Ground Re ha £/ha Uplift £/ha	£	0 173,250	143,750				719	
Costs  Costs  Costs  Strate Planni Constr  Infrast Abnon Fees s 106 Cil		Ground Re ha £/ha Uplift £/ha		173,250		287,500	424 250			863
Costs  Costs  Costs  Strate Planni  Constr  Infrast Abnon Fees s 106  Cil		ha £/ha Uplift £/ha	£3,850		173,250		431,250	575,000	718,750	862,500
Costs  Costs  Costs  Strate Planni  Constr  Infrast Abnor Fees s 106 Cil		£/ha Uplift £/ha		6,642,000		173,250	173,250	173,250	173,250	173,250
Costs Strate Planni Constr Infrast Abnon Fees s 106 Cil	Used	£/ha Uplift £/ha			6,462,313	6,282,625	6,102,938	5,923,250	5,743,563	5,563,875
Costs Strate Planni Constr Infrast Abnon Fees s 106 Cil	i Usea	£/ha Uplift £/ha		0.50	0.50	0.50	0.50	0.50	0.50	0.50
Strate Planni Constr Infrastr Abnon Fees s106		Uplift £/ha			0.50	0.50	0.50	0.50	0.50	0.50
Strate Planni Constr Infrastr Abnon Fees s106				20,000 250,000	20,000 250,000	20,000 250,000	20,000 250,000	20,000 250,000	20,000 250,000	20,000
Strate Planni Constr Infrastr Abnon Fees s106					4,000	4,000	4,000	4,000		4,000
Strate Planni Constr Infrastr Abnon Fees s106		Cost		4,000 137,000	137,000	137,000	137,000	137,000	4,000 <b>137,000</b>	137,000
Strate Planni Constr Infrastr Abnon Fees s106		COSL		137,000	137,000	137,000	137,000	137,000	137,000	137,000
Strate Planni Constr Infrastr Abnon Fees s106	s on Viability Thresh	SDLT	4.0%	5,480	5,480	5,480	5,480	5,480	5,480	5,480
Planni Constr Infrastr Abnorr Fees s106 CIL	o on viability mileon	Costs	1.5%	2,055	2,055	2,055	2,055	2,055	2,055	2,055
Planni Constr Infrastr Abnor Fees s106 CIL		0000	11070	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Planni Constr Infrastr Abnorr Fees s106 CIL	egic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,000
Infrasti Abnori Fees s106 CIL				50,000	50,000	50,000	50,000	50,000	50,000	50,000
Infrasti Abnori Fees s106 CIL										
Abnor Fees s106 CIL	struction	/m2		1,115	1,115	1,115	1,115	1,115	1,115	1,115
Abnor Fees s106 CIL		£		4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031
Fees s106 CIL	structure	15.00%		601,055	601,055	601,055	601,055	601,055	601,055	601,055
s106 CIL		0.00%		0	0	0	0	0	0	C
CIL		8.00%		368,647	368,647	368,647	368,647	368,647	368,647	368,647
	; 	50,000		25,000 0	50,000	50,000	50,000	50,000 0	50,000	50,000
	ingency	2.50%		115,202	115,202	115,202	115,202	115,202	115,202	115,202
	nce Costs			70,000	70,000	70,000	70,000	70,000	70,000	70,000
Sales		3.50%		232,470	226,181	219,892	213,603	207,314	201,025	194,736
Misc				10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subto	total			5,511,940	5,530,651	5,524,362	5,518,073	5,511,784	5,505,495	5,499,206
1	4	7.000/		400.040	400 570	400.050	100 100	100.010	400.000	400 470
Interes	est t % GDV	7.00% 20.00%		192,918	193,573 1,106,130	193,353 1,104,872	193,133 1,103,615	192,912 1,102,357	192,692 1,101,099	192,472 1,099,841
Prolit	l % GDV	20.00%		1,102,388	1, 106, 130	1, 104,672	1,103,615	1,102,357	1,101,099	1,099,04
COST	TS			6,807,246	6,830,354	6,822,587	6,814,820	6,807,053	6,799,286	6,791,519
Residual Land	nd Worth			-165,246	-368,041	-539,962	-711,882	-883,803	-1,055,723	-1,227,644
Evitte			C/h-a	20.000	20,000	20,000	20,000	20,000	20,000	20.000
			£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Viabili	ting Use Value		£/ha £/ha	274,000 -330,492	274,000 -736,083	274,000 -1,079,924	274,000 -1,423,765	274,000 -1,767,606	274,000 <b>-2,111,447</b>	274,000 - <b>2,455,28</b> 8



Snei	tered Brown			SHELTERED						
				Brownfield						
	AFFORDABLE %			0%	5%	10%	15%	20%	25%	309
		CIL	£/m2	0	0	0	0	0	0	
Units			m2	20	20	20	20	20	20	2
	2 bed	75	m2	25	25	25	25	25	25	2
	Saleble Area		200/	2,875	2,875 719	2,875 719	2,875 719	2,875 719	2,875 719	2,87 71
	Non-saleable GIA		20%	719 3.594	3,594	3,594	3,594	3,594	3,594	3,59
	GIA			3,594	3,394	3,394	3,394	3,394	3,394	3,59
	£/m2	Market £/r	m2	2,250	2,250	2,250	2,250	2,250	2,250	2,25
	L/IIIZ	Market m2		2,875	2,731	2,588	2,444	2,300	2,156	2,23
		Market £	_	6,468,750	6,145,313	5,821,875	5,498,438	5,175,000	4,851,563	4,528,12
		Affordable	f/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,00
		Affordable		0	144	288	431	575	719	86
		Affordable		0	143,750	287,500	431,250	575,000	718,750	862,50
		Ground Re		173,250	173,250	173,250	173,250	173,250	173,250	173,25
	Capital Value		,.	6,642,000	6,462,313	6,282,625	6,102,938	5,923,250	5,743,563	5,563,87
Costs	Land Used	ha		0.50	0.50	0.50	0.50	0.50	0.50	0.50
		£/ha		400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha			0	0	0	0	0	
		20%		80,000	80,000	80,000	80,000	80,000	80,000	80,00
		Cost		240,000	240,000	240,000	240,000	240,000	240,000	240,00
	Costs on Viability Thresh		4.0%	9,600	9,600	9,600	9,600	9,600	9,600	9,60
		Costs	1.5%	3,600	3,600	3,600	3,600	3,600	3,600	3,600
	Strategic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Planning			50,000	50,000	50,000	50,000	50,000	50,000	50,000
						4.45				
	Construction	/m2		1,115	1,115	1,115	1,115	1,115	1,115	1,11!
		£		4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,03
	Infrastructure Abnormals	15.00% 10.00%		601,055	601,055	601,055	601,055	601,055 400,703	601,055	601,055
	Fees	8.00%		400,703	400,703	400,703 400,703	400,703 400,703	400,703	400,703 400,703	400,703 400,703
	s106	50,000		400,703 25,000	400,703 50.000	50.000	50,000	50.000	50.000	50,000
	CIL	50,000		25,000	0,000	0	0,000	0	0 0,000	50,000
	Contingency	5.00%		250,439	250,439	250,439	250,439	250,439	250,439	250,439
	Contingency	3.0070		250,455	250,455	230,433	230,433	230,433	230,433	250,45
	Finance Costs			70.000	70,000	70,000	70,000	70,000	70,000	70,000
	Sales	3.50%		232,470	226,181	219,892	213,603	207,314	201,025	194,736
	Misc	0.0070		10,000	10,000	10,000	10,000	10,000	10,000	10,000
				10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal			6,085,602	6,104,313	6,098,024	6,091,734	6,085,445	6,079,156	6,072,86
				.,,	., . ,	.,,	.,,	.,,	.,,	.,. ,
	Interest	7.00%		212,996	213,651	213,431	213,211	212,991	212,770	212,550
	Profit % GDV	20.00%		1,217,120	1,220,863	1,219,605	1,218,347	1,217,089	1,215,831	1,214,57
	COSTS			7,755,718	7,778,826	7,771,059	7,763,292	7,755,525	7,747,758	7,739,99
Residua	al Land Worth			-1,113,718	-1,316,514	-1,488,434	-1,660,355	-1,832,275	-2,004,196	-2,176,11
	Existing Use Value		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,00
	Viability Threshold		£/ha	480,000	480,000	480,000	480,000	480,000	480,000	480,00
	Residual Value		£/ha	-2,227,436	-2,633,027	-2,976,868	-3,320,709	-3,664,550	-4,008,391	-4,352,23



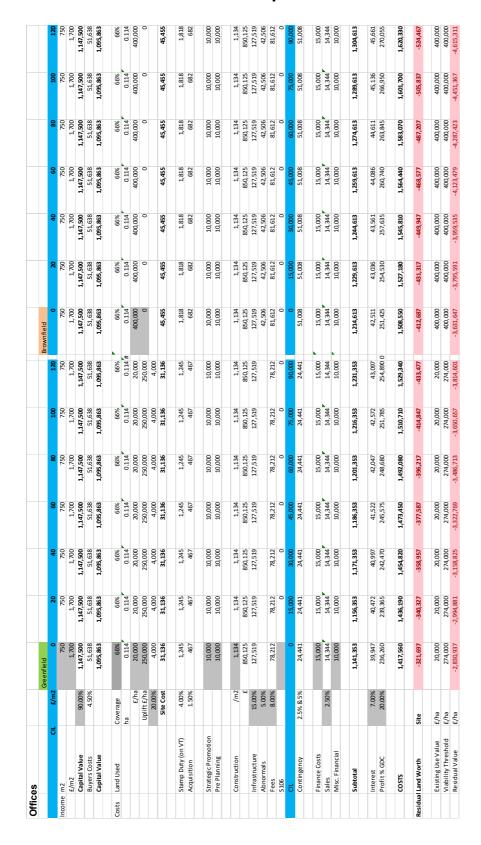
⊨xtra	acare Green			Extracare						
				Greenfield						
	AFFORDABLE %			0%	5%	10%	15%	20%	25%	309
		CIL	£/m2	0	0	0	0	0	0	
Units			m2	24	24	24	24	24	24	2
	2 bed	80	m2	16	16	16	16	16	16	1
	Saleble Area			2,840	2,840	2,840	2,840	2,840	2,840	2,84
	Non-saleable		35%	1,529	1,529	1,529	1,529	1,529	1,529	1,52
	GIA			4,369	4,369	4,369	4,369	4,369	4,369	4,36
	£/m2	Market £/r	m2	2,410	2,410	2,410	2,410	2,410	2,410	2,41
	DIIIE	Market m2		2,840	2,698	2,556	2,414	2,272	2,130	1,98
		Market £	_	6,844,400	6,502,180	6,159,960	5,817,740	5,475,520	5,133,300	4,791,08
		Affordable	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,00
		Affordable		1,000	142	284	426	568	710	85:
		Affordable		0	142,000	284,000	426,000	568,000	710,000	852,00
	0	Ground Re	£3,850	154,000	154,000	154,000	154,000	154,000	154,000	154,00
	Capital Value			6,998,400	6,798,180	6,597,960	6,397,740	6,197,520	5,997,300	5,797,08
Costs	Land Used	ha		0.50	0.50	0.50	0.50	0.50	0.50	0.50
30010	Zana Coca	£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000
		Uplift £/ha		250,000	250,000	250,000	250,000	250,000	250,000	250,000
		20%		4,000	4,000	4,000	4,000	4,000	4,000	4,000
		Cost		137,000	137,000	137,000	137,000	137,000	137,000	137,00
		OUSL		137,000	137,000	137,000	137,000	107,000	137,000	137,000
	Costs on Viability Thresh	SDLT	4.0%	5,480	5,480	5,480	5,480	5,480	5,480	5,48
	,	Costs	1.5%	2,055	2,055	2,055	2,055	2,055	2.055	2,05
				,						
	Strategic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Planning			50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Construction	/m2		1,182	1,182	1,182	1,182	1,182	1,182	1,18
		£		5,164,431	5,164,431	5,164,431	5,164,431	5,164,431	5,164,431	5,164,43
	Infrastructure	15.00%		774,665	774,665	774,665	774,665	774,665	774,665	774,66
	Abnormals	0.00%		0	0	0	0	0	0	(
	Fees	8.00%		475,128	475,128	475,128	475,128	475,128	475,128	475,128
	s106	50,000		25,000	50,000	50,000	50,000	50,000	50,000	50,000
	CIL Contingency	2.50%		0 148,477	0 148,477	0 148,477	0 148,477	0 148,477	0 148,477	148,47
	Commigancy	2.0070		,	110,111	110,111	110,111	110, 111	110,111	
	Finance Costs			90,000	90,000	90,000	90,000	90,000	90,000	90,000
	Sales	3.50%		244,944	237,936	230,929	223,921	216,913	209,906	202,898
	Misc			10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal			7,015,179	7,033,172	7,026,164	7,019,156	7,012,149	7,005,141	6,998,13
	Interest	7.00%		245,531	246,161	245,916	245,670	245,425	245,180	244,93
	Profit % GDV	20.00%		1,403,036	1,406,634	1,405,233	1,403,831	1,402,430	1,401,028	1,399,62
	COSTS			8,663,747	8,685,967	8,677,313	8,668,658	8,660,004	8,651,349	8,642,69
Residua	I Land Worth			-1,665,347	-1,887,787	-2,079,353	-2,270,918	-2,462,484	-2,654,049	-2,845,61
	Existing Use Value		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,00
	Viability Threshold		£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000
	Residual Value		£/ha	-3,330,693	-3,775,574	-4,158,705	-4,541,836	-4,924,967	-5,308,098	-5,691,229



Extra	acare Brown			Extracare						
				Brownfield						
	AFFORDABLE %			0%	5%	10%	15%	20%	25%	30
		CIL	£/m2	0	0	0	0	0	0	
			0	-	0.4	0.4	0.4	0.4	0.4	
Units			m2	24	24 16	24 16	24 16	24 16	24 16	2
	2 bed	80	m2	16						2,84
	Saleble Area		35%	2,840 1,529	2,840 1,529	2,840 1,529	2,840 1,529	2,840 1,529	2,840 1,529	1,52
	Non-saleable GIA		3370	4.369	4,369	4,369	4,369	4,369	4,369	4,36
	GIA			4,309	4,303	4,309	4,309	4,309	4,309	4,30
	£/m2	Market £/r	m2	2,410	2,410	2,410	2,410	2,410	2,410	2,41
	DIIIZ	Market m2		2,840	2,698	2,556	2,414	2,272	2,130	1,98
		Market £	_	6,844,400	6,502,180	6,159,960	5,817,740	5,475,520	5,133,300	4,791,08
		Affordable	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,00
		Affordable		0	142	284	426	568	710	85
		Affordable		0	142,000	284,000	426,000	568,000	710,000	852,00
		Ground Re		154,000	154,000	154,000	154,000	154,000	154,000	154,00
	Capital Value			6,998,400	6,798,180	6,597,960	6,397,740	6,197,520	5,997,300	5,797,08
Costs	Land Used	ha		0.50	0.50	0.50	0.50	0.50	0.50	0.5
		£/ha		400,000	400,000	400,000	400,000	400,000	400,000	400,00
		Uplift £/ha			0	0	0	0	0	(
		20%		80,000	80,000	80,000	80,000	80,000	80,000	80,00
		Cost		240,000	240,000	240,000	240,000	240,000	240,000	240,00
	Costs on Viability Thresh		4.0%	9,600	9,600	9,600	9,600	9,600	9,600	9,60
		Costs	1.5%	3,600	3,600	3,600	3,600	3,600	3,600	3,60
	0				05.000	05.000	05.000	05.000	25.000	05.00
	Strategic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,00
	Planning			50,000	50,000	50,000	50,000	50,000	50,000	50,00
	Construction	/m2		4 400	4 400	4 400	4 400	4 400	4 400	4.40
		£		1,182	1,182	1,182	1,182	1,182	1,182	1,18
	Infrastructure	15.00%		5,164,431	5,164,431 774,665	5,164,431 774,665	5,164,431 774,665	5,164,431 774,665	5,164,431 774,665	5,164,43 774,66
	Abnormals	10.00%		774,665 516,443	516,443	516,443	516,443	516,443	516,443	516,44
	Fees	8.00%		516,443	516,443	516,443	516,443	516,443	516,443	516,44
	s106	50,000		25,000	50.000	50.000	50.000	50.000	50.000	50,00
	CIL	30,000		25,000	0	0	0	0	0	30,00
	Contingency	5.00%		322,777	322,777	322,777	322,777	322,777	322,777	322,77
	Contingency	0.0070		OZZ,111	022,777	022,777	OZZ,777	022,777	022,777	022,77
	Finance Costs			90.000	90,000	90,000	90,000	90,000	90.000	90,00
	Sales	3.50%		244,944	237,936	230,929	223,921	216,913	209,906	202,89
	Misc			10,000	10,000	10,000	10,000	10,000	10,000	10,00
				10,000	.,	.,	- 7,	-,	.,	.,
	Subtotal			7,752,902	7,770,895	7,763,887	7,756,879	7,749,872	7,742,864	7,735,85
	Interest	7.00%		271,352	271,981	271,736	271,491	271,246	271,000	270,75
	Profit % GDV	20.00%		1,550,580	1,554,179	1,552,777	1,551,376	1,549,974	1,548,573	1,547,17
	COSTS			9,574,835	9,597,055	9,588,401	9,579,746	9,571,092	9,562,437	9,553,78
Residua	I Land Worth			-2,576,435	-2,798,875	-2,990,441	-3,182,006	-3,373,572	-3,565,137	-3,756,70
	Existing Use Value		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,00
	Viability Threshold		£/ha	480,000	480,000	480,000	480,000	480,000	480,000	480,00
	Residual Value		£/ha	-5,152,869	-5,597,750	-5,980,881	-6,364,012	-6,747,143	-7,130,274	-7,513,40



## Appendix 10 – Development Appraisals, Non-Residential Development





e m.2 E/m.2 Capital Value Capital Value Land Used	£/m2														
e m2  £/m2  Capital Value  Buyers Costs  Capital Value  Land Used		0	20	40	09	80	100	120	0	20	40	09	80	100	120
E/m2 Capital Value Buyers Costs Capital Value Land Used		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Capital Value Buyers Costs Capital Value Land Used		850	820	820	820	820	820	820	820	820	820	820	820	820	850
Buyers Costs Capital Value Land Used	95.00%	807,500	807,500	807,500	807,500	807,500	807,500	807,500	807,500	807,500	807,500	807,500	807,500	807,500	807,500
Capital Value Land Used	4.50%	36,338	36,338	36,338	36,338	36,338	36,338	36,338	36,338	36,338	36,338	36,338	36,338	36,338	36,338
		771,163	771,163	771,163	771,163	771,163	771,163	771,163	771,163	771,163	771,163	771,163	771,163	771,163	771,163
	Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
	ha	0.250	0.250	0.250	0.250	0.250	0.250	0.250 #	0.250	0.250	0.250	0.250	0.250	0.250	0.250
	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
	Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
	20.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000							
	Site Cost	68,500	68,500	68,500	68,500	68,500	68,500	68,500	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Stamp Duty (on VT)	4.00%	2.740	2.740	2.740	2.740	2.740	2.740	2.740	4,000	4.000	4,000	4,000	4.000	4.000	4.000
Acquicition	1 50%	1 028	1 028	1 038	1 0 28	1 0 28	1 0 28	1 038	1 500	1 500	1 500	1 500	1 500	1 500	1.00
1000000	200	7,020	1,020	1,020	4,020	1,020	1,020	1,020	7,200	7,300	000,1	2000	7,500	900	200,1
Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Construction	/m2	624	624	624	624	624	624	624	624	624	624	624	624	624	624
	Ŧ	624,000	624,000	624,000	624,000	624,000	624,000	624,000	624,000	624,000	624,000	624,000	624,000	624,000	624,000
Infrastructure	15.00%	93,600	93,600	93,600	93,600	93,600	93,600	93,600	93,600	93,600	93,600	93,600	93,600	93,600	93,600
Abnormals	2.00%								31,200	31,200	31,200	31,200	31,200	31,200	31,200
Fees	8.00%	57,408	57,408	57,408	57,408	57,408	57,408	57,408	59,904	59,904	59,904	59,904	59,904	59,904	59,904
S106			0	0	0	0	0	0	0	0	0	0	0	0	0
CIL		0	20,000	40,000	000'09	80,000	100,000	120,000	0	20,000	40,000	60,000	80,000	100,000	120,000
Contingency	2.5% & 5%	17,940	17,940	17,940	17,940	17,940	17,940	17,940	37,440	37,440	37,440	37,440	37,440	37,440	37,440
Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Sales	2.50%	10,094	10,094	10,094	10,094	10,094	10,094	10,094	10,094	10,094	10,094	10,094	10,094	10,094	10,094
Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal		846,809	866,809	886,809	906,809	926,809	946,809	608'996	901,738	921,738	941,738	961,738	981,738	1,001,738	1,021,738
Interest	7.00%	29,638	30,338	31,038	31,738	32,438	33,138	33,838	31,561	32,261	32,961	33,661	34,361	35,061	35,761
Profit % GDC	20.00%	175,290	179,430	183,570	187,710	191,850	195,990	200,130 0	186,660	190,800	194,940	199,080	203,220	207,360	211,500
COSTS		1,051,737	1,076,577	1,101,417	1,126,257	1,151,097	1,175,937	1,200,777	1,119,958	1,144,798	1,169,638	1,194,478	1,219,318	1,244,158	1,268,998
Residual Land Worth	Site	-280,575	-305,415	-330,255	-355,095	-379,935	-404,775	-429,615	-348,796	-373,636	-398,476	-423,316	-448, 156	-472,996	-497,836
Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
	£/ha		-1,221,658	-1,321,018	-1,420,378	-1,519,738	-1,619,098	-1,718,458	-1,395,183	-1,494,543	-1,593,903	-1,693,263	-1,792,623	-1,891,983	-1,991,343



Dis	Distribution															
			Greenfield							Brownfield						
		CIL £/m2	0	20	40	09	80	100	120	0	20	40	09	80	100	120
Incor	Income m2		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
	£/m2		820	820	820	850	820	820	820	820	820	820	820	820	820	850
	Capital Value	100.00%	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000
	Buyers Costs	4.50%	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750
	Capital Value		2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250
Costs	s Land Used	Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
		ha	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750
		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
		20.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000							
		Site Cost	205,500	205,500	205,500	205,500	205,500	205,500	205,500	300,000	300,000	300,000	300,000	300,000	300,000	300,000
	Stamp Duty (on VT)	4.00%	8,220	8,220	8,220	8,220	8,220	8,220	8,220	12,000	12,000	12,000	12,000	12,000	12,000	12,000
	Acquisition	1.50%	3,083	3,083	3,083	3,083	3,083	3,083	3,083	4,500	4,500	4,500	4,500	4,500	4,500	4,500
	Strategic Promotion		10,000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10,000
	Pre Planning		2,000	2,000	2,000	2.000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
	Construction	/m2	557	557	257	557	257	557	257	257	257	557	257	257	257	557
		Ŧ	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500
	Infrastructure	15.00%	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425
	Abnormals	2.00%								83,475	83,475	83,475	83,475	83,475	83,475	83,475
	Fees	8.00%	153,594	153,594	153,594	153,594	153,594	153,594	153,594	160,272	160,272	160,272	160,272	160,272	160,272	160,272
	2106			0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL		0	60,000	120,000	180,000	240,000	300,000	360,000	0	000'09	120,000	180,000	240,000	300,000	360,000
	Contingency	2.5% & 5%	47,998	47,998	47,998	47,998	47,998	47,998	47,998	100,170	100,170	100,170	100,170	100,170	100,170	100,170
	Finance Costs		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Sales	2.50%	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		2,209,695	2,269,695	2,329,695	2,389,695	2,449,695	2,509,695	2,569,695	2,357,217	2,417,217	2,477,217	2,537,217	2,597,217	2,657,217	2,717,217
	Interest	7.00%	77,339	79,439	81,539	83,639	85,739	87,839	89,939	82,503	84,603	86,703	88,803	90,903	93,003	95,103
	Profit % GDC	20.00%	457,407	469,827	482,247	494,667	200,087	519,507	531,927 0	487,944	500,364	512,784	525,204	537,624	550,044	562,464
	COSTS		2,744,441	2,818,961	2,893,481	2,968,001	3,042,521	3,117,041	3,191,561	2,927,664	3,002,184	3,076,704	3,151,224	3,225,744	3,300,264	3,374,784
Resic	Residual Land Worth	Site	-309,191	-383,711	-458,231	-532,751	-607,271	-681,791	-756,311	-492,414	-566,934	-641,454	-715,974	-790,494	-865,014	-939,534
	Existing Use Value	f/ha	20,000	20.000	000 02	20 000	20 000	20 000	30 00	400 000	400 000	400 000	400 000	400 000	400 000	400 000
	Viability Threshold	£/ha	274.000	274.000	274.000	274.000	274.000	274.000	274.000	400.000	400,000	400,000	400.000	400.000	400.000	400.000
	Residual Value	£/ha	-412,254	-511,614	-610,974	-710,334	-809,694	-909,054	-1,008,414	-656,551	-755,911	-855,271	-954,631	-1,053,991	-1,153,351	-1,252,711



		Greenfield						Br	Brownfield	_					
	CIL £/m2	0	20	40	09	80	100	120	0	20	40	09	80	100	120
Income m2		150	150	150	150	150	150	150	150	150	150	150	150	150	150
£/m2		3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850
Capital Value	100.00%	577,500	577,500	577,500	577,500	577,500	577,500	277,500	577,500	577,500	577,500	577,500	277,500	577,500	577,500
Buyers Costs	4.50%	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988
Capital Value		551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513
Costs Land Used	Coverage	80%	80%	80%	%08	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
	ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
	Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
	20.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
	Site Cost	5,138	5,138	5,138	5,138	5,138	5,138	5,138	90,000	90,000	90,000	90,000	90,000	90,000	90,000
Stamp Duty (on VT)	4.00%	206	206	206	206	206	206	506	3,600	3,600	3,600	3,600	3,600	3,600	3,600
Acquisition		77	77	77	77	77	77	77	1,350	1,350	1,350	1,350	1,350	1,350	1,350
Strategic Promotion		10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000
Dro Diaming		000/51	000	000	000	000	E 000	000	000	2000	000	000	000	000	000
20		OOD 's	000,6	00010	000,5	00010	00010	000,6	00016	OOD 's	00010	00015	000 10	00015	000,0
Construction	/m2	738	738	738	738	738	738	738	738	738	738	738	738	738	738
	Ŧ	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700
Infrastructure	15.00%	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605
Abnormals	2.00%								5,535	5,535	5,535	5,535	5,535	5,535	5,535
Fees	8.00%	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,627	10,627	10,627	10,627	10,627	10,627	10,627
S106			0	0	0	0	0	0	0	0	0	0	0	0	0
CIL		0	3,000	6,000	000'6	12,000	15,000	18,000	0	3,000	6,000	000′6	12,000	15,000	18,000
Contingency	2.5% & 5%	3,183	3,183	3,183	3,183	3,183	3,183	3,183	6,642	6,642	6,642	6,642	6,642	6,642	6,642
Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Sales	2.50%	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219
Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal		183,173	186,173	189,173	192,173	195,173	198,173	201,173	197,278	200,278	203,278	206,278	209,278	212,278	215,278
Interest	7.00%	6,411	6,516	6,621	6,726	6,831	6,936	7,041	6,905	7,010	7,115	7,220	7,325	7,430	7,535
Profit % GDC	20.00%	37,917	38,538	39,159	39,780	40,401	41,022	41,643 0	40,837	41,458	42,079	42,700	43,321	43,942	44,563
COSTS		227,501	231,227	234,953	238,679	242,405	246,131	249,857	245,019	248,745	252,471	256,197	259,923	263,649	267,375
Residual Land Worth	Site	324,011	320,285	316,559	312,833	309,107	305,381	301,655	306,493	302,767	299,041	295,315	291,589	287,863	284,137
Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Viability Threshold		274,000	274,000	274,000	274,000	274,000	274,000	274.000	4.800,000	4.800.000	4 800 000	4 800 000	4 900 000	4 800 000	4 800 000
On the state of the state of										20000000	000,000,1	000,000,1	4,000,000	00,000,+	4,000,000



Cove rage  A 20%  Cove rage  A 20%  Cove rage  A 200%  Site Cost  15.00%  S 000%  S 00														
Em 2  E/m2  Capital Value  Capital Value  Capital Value  Land Used  Land Used  Land Used  Acquisition  Strategic Promotion  Pre Planning  Construction  Flees  Subs  Contingency  Contingency  Substructure  Subs  Subs  Contingency  Contingency  Subs  Subs  Cost  Cos	Greenfield							Brownfield						
Em.   2	ı	20	40	9	8	100	120	0	20	9	09	80	100	120
E/m2   100.00%	150	150	150	150	150	150	150	150	150	150	150	150	150	150
Capital Value   100,00%	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900
Buyers Costs 4.50%  Capital Value  Land Used  Land Used  As Etha  Branch  Stanp Duty (on VT)  Stanp Duty (on VT)  Acquisition  Per Planning  Construction  Fre Planning  Construction  Fre Planning  Contingency  Sales  Misc. Financial  Subtotal  Interest  Substitute Costs  Sales  Misc. Financial  Subtotal  Interest  Costs  Substitute Use Value  Existing Use Value  E	2	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000
Capital Value  Land Used ha £/ha  Upliff £/ha  Upliff £/ha  Upliff £/ha  Stamp Duty (on VT) 4.00%  Acquisition 1.50%  Strategic Promotion Pre Planning  Construction £/m2  Frees 8.00%  Construction £ £  Infrastructure 8.00%  Construction 7/m2  Contingency 2.5% 8.5%  Sales  Misc. Financial 5.00%  Profit & GDC  Contingency 2.5% 8.5%  Sales  Misc. Financial 5.00%  Contingency 2.5% 8.5%  Contingency 2.5% 8.5%  Contingency 2.5% 8.5%  Existing Use Value £/ha  Existing Use Value £/ha  Viability Threshold £/ha		12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825
Land Used	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175
Pa	80%	80%	80%	80%	80%	%08	%08	80%	80%	80%	80%	80%	80%	80%
(on VT) 4,00%  Site Cost  (on VT) 4,00%  1,50%  motion 1,50%  1,50%  8,00%  8,00%  8,00%  8,00%  1,5	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
(on VT) 1.50%  Innotion 1.50%  In Cost 1.50%  In Co		20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Site Cost		250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
Site Cost (on VT) 4,00% 1,50% 1,50% 1,50% 2,50% 2,50% 1,51% 3,51% 3,51%		4,000	4,000	4,000	4,000	4,000	4,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
(on VT) 4,00% 11,50% 11,50% 12,00% 13,00% 13,00% 13,00% 13,00% 13,00% 13,00% 13,00% 13,00% 13,00% 14,00% 15,00% 15,00% 16,00% 16,00% 16,00% 17,00% 18,00% 18,00% 19		5,138	5,138	5,138	5,138	5,138	5,138	9,000	9,000	9,000	9,000	9,000	9,000	9,000
1.50%  motion  i  i  i  i  i  i  i  i  i  i  i  i  i		206	206	206	506	506	506	360	360	360	360	360	360	360
innotion   /m2   E   15 00%   8 00%   8 00%   8 00%   8 00%   15 00%   15 00%   15 00%   15 00%   15 00 00%   15 0	77	77	77	77	77	77	77	135	135	135	135	135	135	135
1	000.01	000 01	0000	000 01	00 01	00 01	00001	00.01	00.01	10000	00.01	00.01	000 01	00 01
1	000,01	000,01	000,01	000,01	0000	000,01	000	000'01	000	000,01	000,01	000,01	000,01	000,01
1 m	000,6	000,5	000,6	mn's	000,5	2,000	000,5	000,6	000,5	000,5	000,6	000,6	2,000	000,5
15.00%   5.00%   8.00%   8.00%   8.00%   8.00%   8.1		738	738	738	738	738	738	738	738	738	738	738	738	738
e 15 00% 8.00% 8.00% 8.00% 8.00% 9.0		110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700
\$ 00% \$ 00% \$ 2.5% & 5% \$ 2.50% \$ 7.00% \$ 7.00% \$ 7.00% \$ 6.4% \$ 6.4% \$ 6.4%		16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605
8.00% 2.5% 8.5% [all 2.50% 3.00% 3.000% 3.000% 5.000% 6.000 6.000 6.000								5,535	5,535	5,535	5,535	5,535	5,535	5,535
2.5% 8.5% [18]  2.5% 8.5% [18]  2.50% [18]  7.00% [18]  Site [1/ha eshold £/ha eshold £/ha	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,627	10,627	10,627	10,627	10,627	10,627	10,627
15% & 5% & 5%   15		0	0	0	0	0	0	0	0	0	0	0	0	0
15.5% 8.5% 15.2.50% 1a  7.00% 20.00% Site Site 6/ha eshold £/ha		3,000	6,000	000'6	12,000	15,000	18,000	0	3,000	6,000	000'6	12,000	15,000	18,000
2.50%	3,183	3,183	3,183	3,183	3,183	3,183	3,183	6,642	6,642	6,642	6,642	6,642	6,642	6,642
a  2.50%   2.00%   2.	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000
100%   20,		3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563
7.00% 20.00% Site 1.7alue £/ha		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
7,00% 20,00% Site Site  Site  £ [ha eshold £ [ha	179,517	182,517	185,517	188,517	191,517	194,517	197,517	189,167	192,167	195,167	198,167	201,167	204,167	207,167
20.00% Site Site  Value £/ha eshold £/ha	6,283	6,388	6,493	6,598	6,703	6,808	6,913	6,621	6,726	6,831	6,936	7,041	7,146	7,251
Site Site Value £/ha eshold £/ha	(1)	37,781	38,402	39,023	39,644	40,265	40,886 0	39,158	39,779	40,400	41,021	41,642	42,263	42,884
Site Site Value £/ha eshold £/ha	000					200	1		, ,	100		0		200
Site Value £/ha eshold £/ha	777,360	77p, b8b	730,41Z	734,138	737,864	241,590	245,31b	234, 945	738,6/1	747,397	24b, 123	249,849	22,5/5	105,/52
£/ha £/ha	49,215	45,489	41,763	38,037	34,311	30,585	26,859	37,230	33,504	29,778	26,052	22,326	18,600	14,874
£/ha	20.000	20 000	30,000	20 000	20 000	20 000	20.000	400 000	400 000	400 000	400 000	400 000	400 000	400 000
	274,000	274.000	274.000	274.000	274.000	274.000	274.000	480.000	480.000	480,000	480.000	480.000	480.000	480.000
Residual Value £/ha 2,624,7	2,624,788	2,426,068	2,227,348	2,028,628	1,829,908	1,631,188	1,432,468	1,985,598	1,786,878	1,588,158	1,389,438	1,190,718	991,998	793,278



5	5	G	Greenfield						B	Brownfield						
	ᆸ	IL £/m2	0	20	40	09	80	100	120	0	20	40	09	80	100	120
Income m2	3 m2		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	£/m2		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	Capital Value	100.00%	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000
	Buyers Costs	4.50%	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
	Capital Value		15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000
Costs	Land Used	Coverage	25%	25%	72%	72%	72%	72%	25%	25%	72%	72%	72%	72%	25%	25%
		ha	1.600	1.600	1.600	1.600	1.600	1.600	1.600	1.600	1.600	1.600	1.600	1.600	1.600	1.600
		E/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
		20.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
		Site Cost	438,400	438,400	438,400	438,400	438,400	438,400	438,400	768,000	768,000	768,000	768,000	768,000	768,000	768,000
	Stamp Duty (on VT)	4.00%	17.536	17.536	17.536	17.536	17.536	17.536	17.536	30.720	30.720	30.720	30.720	30.720	30.720	30.720
	the contract of the contract o	200	10,00	0000	0000	0000	1000	0000	1000	20,74	20,120	001.00	0 0 0	011,00	00,100	27,00
	Acquisition	T.50%	0,5/0	6,5/6	0,5/6	9,5/6	9/5/9	9,5,6	9,5/6	11,520	11,520	11,520	11,520	11,520	11,520	11,520
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Construction	/m2	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171
		Ŧ	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000
	Infrastructure	15.00%	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600
	Abnormals	2.00%								234,200	234, 200	234,200	234, 200	234,200	234,200	234,200
	Fees	8.00%	430,928	430,928	430,928	430,928	430,928	430,928	430,928	449,664	449,664	449,664	449,664	449,664	449,664	449,664
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL		0	80,000	160,000	240,000	320,000	400,000	480,000	0	80,000	160,000	240,000	320,000	400,000	480,000
	Contingency	2.5% & 5%	134,665	134,665	134,665	134,665	134,665	134,665	134,665	281,040	281,040	281,040	281,040	281,040	281,040	281,040
	Finance Costs		50,000	20,000	50,000	20,000	20,000	20,000	20,000	20,000	20,000	50,000	20,000	20,000	20,000	20,000
	Sales	2.50%	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		6,296,305	6,376,305	6,456,305	6,536,305	6,616,305	6,696,305	6,776,305	6,713,744	6,793,744	6,873,744	6,953,744	7,033,744	7,113,744	7,193,744
	Interest	2.00%	220.371	223.171	225.971	228.771	231.571	234.371	237.171	234.981	237.781	240.581	243.381	246.181	248.981	251.781
	Profit % GDC	20.00%	1,303,335	1,319,895	1,336,455	1,353,015	1,369,575	1,386,135	1,402,695 0	1,389,745	1,406,305	1,422,865	1,439,425	1,455,985	1,472,545	1,489,105
	COSTS		7,820,011	7,919,371	8,018,731	8,118,091	8,217,451	8,316,811	8,416,171	8,338,470	8,437,830	8,537,190	8,636,550	8,735,910	8,835,270	8,934,630
Residua	Residual Land Worth	Site	7,459,989	7,360,629	7,261,269	7,161,909	7,062,549	6,963,189	6,863,829	6,941,530	6,842,170	6,742,810	6,643,450	6,544,090	6,444,730	6,345,370
	Existing Use Value	£/ha	20.000	20.000	20.000	20.000	20.000	20.000	20.000	400.000	400.000	400.000	400.000	400.000	400.000	400.000
	Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
	Residual Value	£/ha	4,662,493	4,600,393	4,538,293	4,476,193	4,414,093	4,351,993	4.289.893	4.338.456	4,276,356	4.214.256	4.152.156	4 090 056	4 027 956	3 965 856



Smal	Smaller Supermarkets															
			Greenfield							Brownfield						
		CIL £/m2	0	20	40	9	8	100	120	0	20	40	09	80	100	120
Income m2	m2		1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
	£/m2		3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580
	Capital Value	100.00%	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000
	Buyers Costs	4.50%	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320
	Capital Value		4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4, 102, 680	4,102,680	4,102,680	4,102,680
Costs	Land Used	Coverage	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
		e q	0.400	0.400	0.400	0.400	0.400	0.400	0.400 #	0.400	0.400	0.400	0.400	0.400	0.400	0.400
		E/ha	20,000	20.000	20.000	20,000	20.000	20.000	20.000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
		20.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
		Site Cost	109,600	109,600	109,600	109,600	109,600	109,600	109,600	192,000	192,000	192,000	192,000	192,000	192,000	192,000
	Stamp Duty (on VT)	4.00%	4,384	4,384	4,384	4,384	4,384	4,384	4,384	7,680	7,680	7,680	7,680	7,680	7,680	7,680
	Acquisition	1.50%	1,644	1,644	1,644	1,644	1,644	1,644	1,644	2,880	2,880	2,880	2,880	2,880	2,880	2,880
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25 000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Dro Disming		000,00	000,00	000,00	000,00	000,00	000,00	000,00	000,00	000,00	000,00	000 00	000,00	000,00	000,00
	Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Construction	/m2	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219
		Ŧ	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800
	Infrastructure	15.00%	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420
	Abnormals	2.00%								73,140	73,140	73,140	73,140	73,140	73,140	73,140
	Fees	8.00%	134,578	134,578	134,578	134,578	134,578	134,578	134,578	140,429	140,429	140,429	140,429	140,429	140,429	140,429
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL		0	24,000	48,000	72,000	000'96	120,000	144,000	0	24,000	48,000	72,000	000'96	120,000	144,000
	Contingency	2.5% & 5%	42,056	42,056	42,056	42,056	42,056	42,056	42,056	87,768	87,768	87,768	87,768	82,768	87,768	87,768
	Finance Coete		000 001	100.001	100.000	100 001	100 001	100 001	100 001	100 001	100 001	100 001	100 001	100 001	100 000	100 001
	Sales	2.50%	53,700	53,700	53,700	53.700	53.700	53.700	53,700	53,700	53,700	53,700	53.700	53,700	53,700	53,200
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		2,088,581	2,112,581	2,136,581	2,160,581	2,184,581	2,208,581	2,232,581	2,217,817	2,241,817	2,265,817	2,289,817	2,313,817	2,337,817	2,361,817
	Interest	7.00%	73,100	73,940	74,780	75,620	76,460	77,300	78,140	77,624	78,464	79,304	80,144	80,984	81,824	82,664
	Profit % GDC	20.00%	432,336	437,304	442,272	447,240	452,208	457,176	462,144 0	459,088	464,056	469,024	473,992	478,960	483,928	488,896
	COSTS		2,594,018	2,623,826	2,653,634	2,683,442	2,713,250	2,743,058	2,772,866	2,754,528	2,784,336	2,814,144	2,843,952	2,873,760	2,903,568	2,933,376
Residual	Residual Land Worth	Site	1,508,662	1,478,854	1,449,046	1,419,238	1,389,430	1,359,622	1,329,814	1,348,152	1,318,344	1,288,536	1,258,728	1,228,920	1,199,112	1,169,304
	Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
	Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
	Residual Value	£/ha	3,771,656	3,697,136	3,622,616	3,548,096	3,473,576	3,399,056	3,324,536	3,370,379	3, 295, 859	3,221,339	3,146,819	3,072,299	2,997,779	2,923,259



Ke	Retail Warehouse															
		_	Greenfield						Br	Brownfield						
	0	CIL £/m2	0	20	40	9	80	100	120	0	20	40	09	80	100	120
Incom	Income m2		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	£/m2		2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300
	Capital Value	100.00%	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000
	Buyers Costs	4.50%	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000
	Capital Value		8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000
Costs	c Land Used	Coverage	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
		na Pa	1.333	1.333	1.333	1.333	1.333	1.333	1.333#	1.333	1.333	1.333	1.333	1.333	1.333	1.333
		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
		20.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
		Site Cost	365,333	365,333	365,333	365,333	365,333	365,333	365,333	640,000	640,000	640,000	640,000	640,000	640,000	640,000
	Stamp Duty (on VT)	4.00%	14,613	14,613	14,613	14,613	14,613	14,613	14,613	25,600	25,600	25,600	25,600	25,600	25,600	25,600
	Acquisition	1.50%	5,480	5,480	5,480	5,480	5,480	5,480	5,480	009'6	9,600	009'6	9,600	9,600	9,600	9,600
	Strategic Promotion		25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000
	Pre Planning		20,000	20,000	20 00	20,000	00000	00000	000 00	20 00	20,000	20,000	20,000	20,000	20,000	20,00
	0		200/24	000	000	2000	000	200	00000	200 (21	000/01	200/01	000	00000	000/01	996
	Construction	/m2	009	009	009	009	009	009	009	009	009	009	009	009	009	009
		£	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000
	Infrastructure	15.00%	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000
	Abnormals	2.00%								120,000	120,000	120,000	120,000	120,000	120,000	120,000
	Fees	8.00%	220,800	220,800	220,800	220,800	220,800	220,800	220,800	230,400	230,400	230,400	230,400	230,400	230,400	230,400
	2106			0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL		0	80,000	160,000	240,000	320,000	400,000	480,000	0	80,000	160,000	240,000	320,000	400,000	480,000
	Contingency	2.5% & 5%	000'69	000'69	000'69	000'69	000'69	000'69	000'69	144,000	144,000	144,000	144,000	144,000	144,000	144,000
	Finance Costs		80 000	80.000	000 08	80 000	00008	000 08	80.000	80 000	80.000	80,000	80 000	80.000	80 000	80 000
	Sales	2.50%	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		3,334,893	3,414,893	3,494,893	3,574,893	3,654,893	3,734,893	3,814,893	3,554,600	3,634,600	3,714,600	3,794,600	3,874,600	3,954,600	4,034,600
	Interest	7.00%	116,721	119,521	122,321	125,121	127,921	130,721	133,521	124,411	127,211	130,011	132,811	135,611	138,411	141,211
	Profit % GDC	20.00%	690,323	706,883	723,443	740,003	756,563	773,123	789,683 0	735,802	752,362	768,922	785,482	802,042	818,602	835,162
	-						000	000	000 001				000	0.00		2000
	Sisso		4, 141, 938	4, 241, 298	4,340,658	4,440,018	4,539,378	4,638,738	4,738,098	4,414,813	4,514,1/3	4,613,533	4,712,893	4,812,253	4,911,613	5,010,9/3
Resid	Residual Land Worth	Site	4,644,062	4,544,702	4,445,342	4,345,982	4,246,622	4,147,262	4,047,902	4,371,187	4,271,827	4,172,467	4,073,107	3,973,747	3,874,387	3,775,027
	Existing Use Value	£/ha	20.000	20.000	20.000	20.000	20.000	20.000	20.000	400.000	400.000	400.000	400.000	400.000	400.000	400.000
	Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
	Docident Maline	f/ha	7 AO CON C	7 400 E27	200 800 0	100										



2	<u>.</u>															
			Greenfield						B	Brownfield						
	J	CIL £/m2	•	20	40	09	88	100	120	0	20	40	09	80	100	120
Incom	Income m2		1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620
	£/m2		2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900
	Capital Value		4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000
	Buyers Costs	4.50%	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410
	Capital Value		4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590
Costs	Land Used	Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
		ha	0.405	0.405	0.405	0.405	0.405	0.405	0.405 #	0.405	0.405	0.405	0.405	0.405	0.405	0.405
		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
		20.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
		Site Cost	110,970	110,970	110,970	110,970	110,970	110,970	110,970	194,400	194,400	194,400	194,400	194,400	194,400	194,400
	Stamp Duty (on VT)	4.00%	4.439	4.439	4.439	4.439	4,439	4.439	4,439	7.776	7.776	7.776	7.776	7.776	7.776	7.776
	Acquisition	1.50%	1,665	1,665	1,665	1,665	1,665	1,665	1,665	2,916	2,916	2,916	2,916	2,916	2,916	2,916
	Strategic Promotion		10.000	10.000	10.000	10.000	000001	10.000	10.000	10.000	000.01	10.000	10.000	10.000	000 01	10.000
	Pre Planning		10,000	10,000	10.000	10,000	10,000	10,00	10.00	10,000	10,000	10,000	10,000	10,000	10.000	10,000
	0		200/01													
	Construction	/m2	666	666	666	666	666	666	666	666	666	666	666	666	666	666
		£	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570
	Infrastructure	15.00%	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636
	Abnormals	2.00%								80,879	80,879	80,879	80,879	80,879	80,879	80,879
	Fees	8.00%	148,816	148,816	148,816	148,816	148,816	148,816	148,816	155,287	155,287	155,287	155,287	155,287	155,287	155,287
	2106			0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL		0	32,400	64,800	97,200	129,600	162,000	194,400	0	32,400	64,800	97,200	129,600	162,000	194,400
	Contingency	2.5% & 5%	46,505	46,505	46,505	46,505	46,505	46,505	46,505	97,054	97,054	97,054	97,054	97,054	97,054	97,054
	Finance Costs		30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Sales	2.50%	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725
	Misc. Financial		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Subtotal		2,185,355	2,217,755	2,250,155	2,282,555	2,314,955	2,347,355	2,379,755	2,327,842	2,360,242	2,392,642	2,425,042	2,457,442	2,489,842	2,522,242
	Interest	7.00%	76,487	77,621	78,755	79,889	81,023	82,157	83,291	81,474	82,608	83,742	84,876	86,010	87,144	88,278
	Profit % GDC	20.00%	452,369	459,075	465,782	472,489	479,196	485,903	492,609 0	481,863	488,570	495,277	501,984	208,690	515,397	522,104
	-				000		1100		110	000	000	200 200 0		200	* 00 00 0	
	COSTS		2,714,211	2,754,452	2,794,693	2,834,934	2,875,175	2,915,415	2,955,656	2,891,180	2,931,420	2,971,661	3,011,902	3,052,143	3,092,384	3,132,624
Resid	Residual Land Worth	Site	1,772,379	1,732,138	1,691,897	1,651,656	1,611,415	1,571,175	1,530,934	1,595,410	1,555,170	1,514,929	1,474,688	1,434,447	1,394,206	1,353,966
	Existing Use Value	f/ha	20.000	20.000	20.000	20.000	20.00	20,000	20.000	400.000	400.000	400.000	400.000	400 000	400.000	400.000
	Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
	Recidial Value	£/ha	CAC 27C A	C 00 37C N	CC3 77 L A	4 070 4 62	000000	0000					1 0 0 0 0			



**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
- Future Housing Numbers Analysis (post RSS target setting)

HDH Planning and Development have clients throughout England and Wales.

## **HDH Planning and Development Ltd**

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