Epping Forest District Council

# Community Infrastructure Levy (CIL)

# Viability Assessment

May 2025

Planning & Development

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# Tables of Contents

**1. Introduction ..... 9**
Scope ..... 9
HDH Planning & Development Ltd (HDH) ..... 11
Caveat and Material Uncertainty ..... 11
Compliance ..... 11
Metric or Imperial ..... 12

**2. Viability Testing ..... 15**
National Planning Policy Framework ..... 15
Golden Rules that relate to the release of Green Belt land for development ..... 17
Planning Practice Guidance ..... 18
Section 1 - Viability and plan making ..... 19
Section 2 - Viability and decision taking ..... 21
Section 3 - Standardised inputs to viability assessment ..... 22
Section 4 - Accountability ..... 26
Golden Rules that relate to the release of Green Belt land for development ..... 26
Community Infrastructure Levy Regulations and Guidance ..... 26
Wider Changes Impacting on Viability ..... 28
Affordable Housing ..... 28
Accessible and Adaptable Standards ..... 29
Biodiversity Net Gain ..... 29
Environmental Standards ..... 30
Fire Safety Standards ..... 30
National Model Design Code ..... 31
Levelling-up and Regeneration Act ..... 31
Viability Guidance ..... 31

**3. Methodology ..... 35**
Viability Testing – Outline Methodology ..... 35
Limitations of viability testing in the context of the NPPF ..... 36
The meaning of Landowner Premium ..... 37
Existing Available Evidence ..... 38
Stakeholder Engagement ..... 39
Viability Process ..... 39
Additional Profit ..... 41

**4. Residential Market ..... 43**
The Residential Market ..... 44
National Trends and the relationship with the wider area ..... 44
The Local Market ..... 51
Price Paid Data ..... 52
Newbuild Asking Prices ..... 60
Price Assumptions for Financial Appraisals ..... 64
Ground Rents ..... 70
Build to Rent ..... 70
Affordable Housing ..... 73
Social Rent ..... 75
Affordable Rent ..... 76
Intermediate Products for Sale ..... 79
Grant Funding ..... 80

Older People's Housing ..... 80

**5. Non-Residential Market ..... 83**
National Overview ..... 83
Non-Residential Markets ..... 84
Offices ..... 85
Industrial and Distribution ..... 86
Retail Uses ..... 88
Appraisal Assumptions ..... 89

**6. Land Values ..... 91**
Existing Use Values ..... 91
Residential Land ..... 92
Industrial Land ..... 98
Agricultural and Paddocks ..... 98
Glasshouses ..... 100
Existing Use Value Assumptions ..... 100
Benchmark Land Values ..... 100

**7. Development Costs ..... 109**
Development Costs ..... 109
Construction costs: baseline costs ..... 109
Other normal development costs ..... 110
Garden Town Principles ..... 112
Abnormal development costs and brownfield sites ..... 113
Fees ..... 116
Contingencies ..... 117
S106 Contributions and the costs of infrastructure ..... 119
Financial and Other Appraisal Assumptions ..... 119
VAT ..... 119
Interest rates ..... 120
Developers' return ..... 120
Voids ..... 124
Phasing and timetable ..... 124
Site Acquisition and Disposal Costs ..... 126
Site holding costs and receipts ..... 126
Acquisition costs ..... 126
Disposal costs ..... 126

**8. Local Plan Policy Requirements ..... 127**
The Strategic Policies ..... 127
Policy SP 1 Spatial Development Strategy 2011-2033 ..... 127
Policy SP 2 Place Shaping ..... 127
Policy SP 3 Development & Delivery of Garden Communities in the Harlow and Gilston Garden Town and Policy SP 4 Garden Town Communities ..... 127
Policy SP 5 Green Belt and Local Greenspaces ..... 127
Policy SP 6 The Natural Environment, Landscape Character and Green and Blue Infrastructure ..... 128
Housing ..... 128
Policy H 1 Housing mix and accommodation types ..... 128
Policy H 2 Affordable Homes ..... 129
Policy H 3 Rural Exceptions, Policy H 4 Traveller Site Development ..... 130
The Economy and Town Centres ..... 130
Transport ..... 130

Natural Environment and Green Infrastructure ..... 130
Policy DM 1 Habitat protection and improving biodiversity ..... 131
Policy DM 2 Epping Forest SAC and the Lee Valley SPA ..... 134
Historic Environment ..... 134
Design ..... 135
Policy DM 6 Designated and Undesignated Open Spaces ..... 135
Policy DM 9 High Quality Design ..... 135
Policy DM 10 Housing Design and Quality ..... 135
Policy DM 11 Waste Recycling Facilities on New Development ..... 137
Environmental policies ..... 137
Places ..... 144
Delivery of Infrastructure ..... 144
Other Costs ..... 150

**9. Modelling ..... 151**
Residential Development ..... 151
Development assumptions ..... 152
Older People's Housing ..... 160
Employment Uses ..... 161
Retail ..... 162

**10. Residential Appraisals ..... 163**
Base Appraisals – full policy requirements ..... 164
Residential Rates of CIL ..... 169
Viability Evidence – Rates and Zones ..... 169
The Potential for CIL – Mainstream Housing ..... 170
CIL as a proportion of Land Value and Gross Development Value ..... 180
Recommended Rates of CIL for Residential Development ..... 191
Specialist Housing Rates of CIL ..... 192
The Potential for CIL – Specialist Housing ..... 192
CIL as a proportion of Land Value and Gross Development Value ..... 194
Sensitivity Testing ..... 196
Impact of Change in Values and Costs ..... 196
Building Safety Levy ..... 197

**11. Non-Residential Appraisals ..... 199**
Employment Uses ..... 199
Retail ..... 200
Potential for CIL ..... 200

**12. Findings and Recommendations ..... 203**
Compliance ..... 203
Viability Testing under the CIL Regulations, the NPPF and PPG ..... 204
Viability Guidance ..... 205
Residential Market ..... 205
The Local Market ..... 206
Affordable Housing ..... 208
Non-Residential Market ..... 208
Land Values ..... 209
Development Costs ..... 209
Fees ..... 210
Contingencies ..... 210
Financial and Other Appraisal Assumptions ..... 210
Developers' return ..... 210

Local Plan Policy Requirements ..... 210
Developer contributions ..... 211
Modelling ..... 211
Residential Appraisals ..... 211
Base Appraisals ..... 212
Residential Rates of CIL ..... 212
Specialist Housing Rates of CIL ..... 220
Sensitivity Testing ..... 220
Non-Residential Appraisals ..... 221
Conclusions and Recommendations ..... 222
Next Steps ..... 224

**Appendix 1 – Project Specification ..... 225**

**Appendix 2 – Consolidated Viability Assumptions ..... 229**

**Appendix 3 – Consultees ..... 231**
November 2024 ..... 231
Consultees ..... 231
Consultation Respondents: ..... 235
November 2019 ..... 235
Consultees ..... 235
Consultation Respondents: ..... 238

**Appendix 4 – 2024 Consultation Presentation ..... 239**
The pages in this appendix are not numbered. ..... 239

**Appendix 5 – Consultation Notes ..... 241**
Developer Forum - held on: 26 November 2019 at 1p.m ..... 241

**Appendix 6 – Landmark Data Tables ..... 245**
2020 to 2024 – All ..... 245
2020 to 2024 – Newbuild ..... 248
2020 – All ..... 251
2020 – Newbuild ..... 254
2021 – All ..... 257
2021 – Newbuild ..... 260
2022 – All ..... 263
2022 – Newbuild ..... 266
2023 – All ..... 269
2023 – Newbuild ..... 272
2024 – All ..... 275
2024 – Newbuild ..... 278

**Appendix 7 – Residential Newbuild Asking Prices (November 2024) ..... 279**

**Appendix 8 - CoStar Non-Residential Data ..... 283**
The pages in this appendix are not numbered. ..... 283

**Appendix 9 – Land Registry Development Land Data ..... 285**

**Appendix 10 – CoStar Industrial Land ..... 289**
The pages in this appendix are not numbered. ..... 289

**Appendix 11 – BCIS Costs ..... 291**

**Appendix 12 – Base Appraisals – Residential Development ..... 293**
The pages in this appendix are not numbered. ..... 293

**Appendix 13 – Appraisals Results – Changes in Costs and Values..... 295**
South West EFDC ..... 295
Epping / Waltham Abbey and Adjacent..... 295
Harlow ..... 296
Rural EFDC ..... 296

**Appendix 14 – Appraisals Results – Building Safety Levy ..... 297**
South West EFDC ..... 297
Epping / Waltham Abbey and Adjacent..... 297
Harlow ..... 298
Rural EFDC ..... 298

**Appendix 15 – Appraisals – Older People's Housing..... 299**
The pages in this appendix are not numbered. ..... 299

**Appendix 16 – Appraisals – Non-Residential..... 301**
Greenfield..... 301
Brownfield ..... 303

**Appendix 17 –Non-Residential CIL Analysis..... 305**
Industrial..... 305
Distribution ..... 307
Prime Retail..... 309
Supermarket..... 311
Retail Warehouse..... 313

# 1. Introduction

**Scope**

1.1 The *Epping Forest District Local Plan 2011 to 2033* (the Local Plan) was adopted on 6th March 2023. When the Council embarked on the Local Plan process, the implementation of Community Infrastructure Levy (CIL) was to be progressed at the same time, however the CIL process was paused. The Council is now reconsidering CIL.

1.2 HDH Planning & Development Ltd (HDH) prepared the *EFDC Consolidated and Updated Viability Evidence* (HDH, September 2020) (the 2020 Viability Assessment) and supported the Council through the plan-making and examination process. The *EFDC Consolidated and Updated Viability Evidence* (HDH, September 2020) was considered through the Local Plan Examination. The viability evidence, set out in the 2020 Viability Assessment, is the appropriate starting point for the consideration of CIL.

1.3 HDH has now been instructed to '*identify CIL rates which will maximise the potential for CIL revenue, while also ensuring that the imposition of a CIL in the District does not render any type of new development financial unviability*'.

1.4 This CIL Viability Assessment updates the 2020 Viability Assessment, taking into account the changes in costs and values and also picks up changes in national policy that have been made over the last few years. The approach, the methodology and assumptions used in the 2020 Viability Assessment are carried forward into this report and, beyond updating, are only changed where necessary. This document follows the structure of the 2020 Viability Assessment.

1.5 CIL is set having regard to a range of factors, one of which is viability. This viability assessment update only considers viability. Outside this report, the Council will consider the need for infrastructure, other sources of funding (including the use of s106) and the track record of securing developer contributions (including affordable housing).

1.6 The 2020 Viability Assessment was informed by a consultation process, a workshop was held in November 2019. Representatives of the main developers, development site landowners, their agents and housing providers were invited. This CIL Viability Assessment was subject to further consultation in December 2024. Representatives of the main developers, development site landowners, their agents, planning agents and consultants working in the area and housing associations were invited to comment on an early draft of this CIL Viability Assessment. Their comments are reflected through this report.

1.7 Through the December 2024 technical consultation, a housebuilder[1] correctly noted that the Local Plan was examined under the 2012 NPPF. Another developer[2] and a site promoter[3] concurred on this point. Whilst this is the case, the 2020 Viability Assessment was prepared in accordance with the 2018 PPG as there were no transitional arrangements with regard to viability testing.

1.8 The methodology used in this report is consistent with the extant NPPF, the CIL Regulations (as amended) and the updated PPG. The *Levelling-up and Regeneration* Act became law in late October 2023. The Act will have a significant impact on the overall plan-making process but does not alter the place of viability in the current Local Plan process. In December 2024, the Government published a new iteration of the NPPF which was further updated in February 2025[4]. These are considered further in Chapter 2 below.

1.9 This report follows the following format:

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

**Chapter 3** The methodology used.

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

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

**Chapter 6** An assessment of the costs of land to be used when assessing viability, in the context of the NPPF, PPG and CIL Regulations.

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

**Chapter 8** A summary of the impact of the various policies in the adopted *Epping Forest District Local Plan 2011 to 2033* (the Local Plan) and updated national requirements.

**Chapter 9** The development of a range of modelled sites, typologies and Strategic Sites, used for the financial appraisals.

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

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[1] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[2] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

[3] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

[4] The December 2024 version of the National Planning Policy Framework was amended on 7 February 2025 to correct cross-references from footnotes 7 and 8, and amend the end of the first sentence of paragraph 155 to make its intent clear. For the avoidance of doubt the amendment to paragraph 155 is not intended to constitute a change to the policy set out in the Framework as published on 12 December 2024.

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

**Chapter 12** Findings and recommendations. Chapter 12 of this CIL Viability Assessment is written as a standalone non-technical summary that brings the evidence together, including recommending rates of CIL.

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

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

a. District wide and site-specific viability analysis.

b. Community Infrastructure Levy.

c. Housing Market Assessments.

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

*Caveat and Material Uncertainty*

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

1.13 Due to the nature of this assessment, it is important to note the uncertainty in the current market. The global economy continues to be faced uncertainty around world trade, import tariffs, and the ongoing war in Ukraine, unrest in the Middle East, with the impact on energy costs and inflationary pressures, and concerns around economic growth. Consequently, in respect of this report, the assessment of viability should be kept under review.

1.14 This does not mean that the report cannot be relied upon. Rather, this note has been included to ensure transparency and to provide further insight as to the market context under which the report was prepared. The importance of keeping the findings under review is highlighted.

*Compliance*

1.15 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principal pieces of relevant guidance being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019)* and *Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE* (RICS, 1st edition, March 2021).

1.16 *Financial viability in planning: conduct and reporting. 1st edition, May 2019* includes mandatory requirements for RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed.

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

b. HDH has followed a collaborative approach involving the LPA, developers, landowners and other interested parties. An early draft of this report formed the basis of a technical consultation that was undertaken in December 2024.

c. The instructions under which this project is undertaken is included as **Appendix 1** of this report.

d. HDH confirms it has no conflicts of interest in undertaking this project. HDH confirms that, in preparing this report, no performance-related or contingent fees have been agreed.

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

f. HDH confirms that a non-technical summary is provided (in the form of Chapter 12). Viability in the plan-making process, including the setting of CIL, is a technical exercise. It is recommended that this report only be published and read in full.

g. HDH confirms that the project programme allows for adequate time to allow engagement with stakeholders.

h. This report will, in due course, include sensitivity testing. The impact of price and cost change are also tested.

1.17 The Guidance includes a requirement that, '*all contributions to reports relating to assessments of viability, on behalf of both the applicants and authorities, must comply with these mandatory requirements. Determining the competency of subcontractors is the responsibility of the RICS member or RICS-regulated firm*'. Some of the information that informed this viability assessment was provided by the Council or its consultants. This information was not provided in a subcontractor role and, in accordance with HDH's instructions, this information has not been challenged nor independently verified.

**Metric or Imperial**

1.18 The property industry uses both imperial and metric data – often working out costings in metric (£ per sqm) and values in imperial (£ per acre and £ per 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 |
| $1m^2$ | = | 10.76sqft | 1sqft | = | 0.0929sqm |
| 1ha | = | 2.471acres | 1acre | = | 0.405ha |

1.19 A useful broad rule of thumb to convert sqm to sqft is simply to add a final zero (i.e. times by 10).

# 2. Viability Testing

2.1 Viability testing is an important part of the planning process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF) and is a requirement of the CIL Regulations. Various national consultations have been carried out around different aspects of the plan-making process. These have included references to viability and sections on viability and are considered in this chapter.

**National Planning Policy Framework**

2.2 Following the July 2024 General Election, the new administration published a draft update to the NPPF. The changes were subject to period of consultation, and a new NPPF was published in December 2024, which was further updated in February 2025[5]. The changes have significant impacts on the plan-making process, with the main changes being around the Standard Method for deriving the need for housing and in relation to housing targets. The changes that relate to viability are relatively minor and are considered below. Through the technical consultation, a housebuilder[6] noted the importance of considering the updated NPPF (and PPG). This iteration of this report has been updated to take that into account. As similar point was made by a site promoter[7].

2.3 Paragraph 35 of the NPPF says that plans should set out what development is expected to provide, and that the requirement should not be so high as to undermine the delivery of the Plan.

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

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

> *To ensure faster delivery of other public service infrastructure such as further education colleges, hospitals and criminal justice accommodation, local planning authorities should also*

[5] The December 2024 version of the National Planning Policy Framework was amended on 7th February 2025 to correct cross-references from footnotes 7 and 8, and amend to the end of the first sentence of paragraph 155 to make its intent clear. The amendment to paragraph 155 is not intended to constitute a change to the policy set out in the Framework as published on 12th December 2024.

[6] K Wheeler of Savills for Bellway Homes (Thanes Gateway) with regard to land at Greensted Road, Chipping Onger ONG.15

[7] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

> *work proactively and positively with promoters, delivery partners and statutory bodies to plan for required facilities and resolve key planning issues before applications are submitted.*
>
> *NPPF, Paragraph 101*

2.5 CIL will be an important tool for funding infrastructure. The Council will need to continue to engage with the promoters of the Strategic Sites and service and infrastructure providers, including Essex County Council.

2.6 The main change in 2018 was to shift of viability testing from the development management stage to the plan-making stage.

> *Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.*
>
> *NPPF Paragraph 59*

2.7 Consideration has been made to the updated PPG (see below). This CIL Viability Assessment will become the reference point for viability assessments submitted through the development management process in the future[8].

2.8 Of particular importance to this assessment is deliverability. The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the updated NPPF which includes an updated definition:

> ***Deliverable**: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within 5 years. In particular:*
>
> *a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within 5 years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).*
>
> *b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield*

[8] In this regard, a housebuilder (John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow) sought clarification about the status of Policy H2 that says '*Proposals that do not accord with the requirements of Part A (above) must be accompanied by a viability assessment (with supporting evidence), which is transparent and complies with relevant national or local planning policy and guidance applicable at the time*'.

This is unchanged. The '*relevant national … policy*' is set out in 10-008-20190509 of the PPG and says '*Where a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then*'.

> *register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within 5 years.*
>
> *NPPF Glossary*

2.9 The *Levelling-up and Regeneration Act* became law in October 2023. The Act will have a significant impact on the overall plan-making process, but does not alter the place of viability in the CIL (or wider Local Plan) process.

*Golden Rules that relate to the release of Green Belt land for development*

2.10 The updated NPPF includes several sections that relate to the release of land from the Green Belt. EFDC includes areas of Green Belt:

> *As part of the 'Golden Rules' for Green Belt development set out in paragraphs 156- 157 of this Framework, a specific affordable housing requirement (or requirements) should be set for major development involving the provision of housing, either on land which is proposed to be released from the Green Belt or which may be permitted on land within the Green Belt. This requirement should:*
>
> *a) be set at a higher level than that which would otherwise apply to land which is not within or proposed to be released from the Green Belt; and*
>
> *b) require at least 50% of the housing to be affordable, unless this would make the development of these sites unviable (when tested in accordance with national planning practice guidance on viability).*
>
> *NPPF Paragraph 67*

> *Once Green Belts have been defined, local planning authorities should plan positively to enhance their beneficial use, such as looking for opportunities to provide access; to provide opportunities for outdoor sport and recreation; to retain and enhance landscapes, visual amenity and biodiversity; or to improve damaged and derelict land. Where Green Belt land is released for development through plan preparation or review, the 'Golden Rules' in paragraph 156 below should apply.*
>
> *NPPF Paragraph 151*

> *Where major development involving the provision of housing is proposed on land released from the Green Belt through plan preparation or review[58], or on sites in the Green Belt subject to a planning application[59], the following contributions ('Golden Rules') should be made:*
>
> *a. affordable housing which reflects either: (i) development plan policies produced in accordance with paragraphs 67-68 of this Framework; or (ii) until such policies are in place, the policy set out in paragraph 157 below;*
>
> *b. necessary improvements to local or national infrastructure; and*
>
> *c. the provision of new, or improvements to existing, green spaces that are accessible to the public. New residents should be able to access good quality green spaces within a short walk of their home, whether through onsite provision or through access to offsite spaces.*
>
> *NPPF Paragraph 156*

> *157. Before development plan policies for affordable housing are updated in line with paragraphs 67-68 of this Framework, the affordable housing contribution required to satisfy the Golden Rules is 15 percentage points above the highest existing affordable housing requirement which would otherwise apply to the development, subject to a cap of 50%[60]. In the absence of a pre-existing requirement for affordable housing, a 50% affordable housing contribution should apply by default. The use of site-specific viability assessment for land within*

> *or released from the Green Belt should be subject to the approach set out in national planning practice guidance on viability.*
>
> *NPPF Paragraph 157*

2.11 The application of the Golden Rules is conditioned by footnotes 58, 59 and 60 of the NPPF:

> *[58] The Golden Rules do not apply to: (i) developments brought forward on land released from the Green Belt through plans that were adopted prior to the publication of this Framework; and (ii) developments that were granted planning permission on Green Belt land prior to the publication of this Framework.*
>
> *[59] Including where there are variations made to existing permissions (where the existing permission involved development that was subject to the Golden Rules).*
>
> *[60] The 50% cap does not apply to rural exception sites or community-led development exception sites, or if the local planning authority has a relevant existing policy which would apply to the development which is above 50%.*

2.12 It is clearly envisaged that development on unallocated land within the Green Belt should be subject to the Golden Rules in addition to the policy requirements set out elsewhere.

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

**Planning Practice Guidance**

2.14 PPG was updated when the new NPPF was published in December 2024. The updates concern the Golden Rules that relate to the release of Green Belt land for development. Beyond this, the updated PPG does not impact directly on viability. Having said this, the updated PPG says (10-029-20241212):

> *The government intends to review this Viability Guidance and will be considering whether there are circumstances in which site-specific viability assessment may be taken into account, for example, on large sites and Previously Developed Land.*

2.15 It will be necessary to keep this under review, although the fundamental inputs of a viability assessment (costs, values and the nature of the sites available for development) are unlikely to change.

2.16 The viability sections of the PPG (Chapter 10) were rewritten in 2018, and then subsequently further updated. The changes provide clarity and confirm best practice, rather than prescribe a particular step by step methodology, however, the underlying emphasis of viability testing has changed. The, now superseded, requirements for viability testing were set out in paragraphs 173 and 174 of the 2012 NPPF which said:

> *173 ... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.*
>
> *174 ... the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle...*

2.17 The test was whether or not the policy requirements were so high that development was threatened. Paragraphs 10-009-20190509 and 10-010-20180724 change this:

> *... ensure policy compliance and optimal public benefits through economic cycles...*
>
> *PPG 10-009-20190509*
>
> *... and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.*
>
> *PPG 10-010-20180724*

2.18 The purpose of viability testing is now to ensure that '*maximum benefits in the public interest*' has been secured, albeit in the wider context of striking a balance between the aspirations of developers and landowners, in terms of returns against risk.

2.19 The core requirement to consider viability links to paragraph 59 of the NPPF (as quoted above):

> *Plans should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards including the cost implications of the Community Infrastructure Levy (CIL) and planning obligations. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and the total cumulative cost of all relevant policies will not undermine deliverability of the plan.*
>
> *PPG 23b-005-20190315*

2.20 This CIL viability assessment takes a proportionate approach to considering the cumulative impact of policies and planning obligations.

2.21 The PPG includes 4 main sections, as well as a new (December 2024) section on the *Golden Rules for Green Belt Development*:

*Section 1 - Viability and plan making*

2.22 The overall requirement is that:

> *...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...*
>
> *PPG 10-001-20190509*

2.23 This assessment takes a proportionate approach, building on the Council's existing evidence, and considers the local and national policies, including policy options, that will apply to new development.

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

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

> *It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.*
>
> *PPG 10-002-20190509*

2.25 This CIL Viability Assessment has been subject to a period of technical consultation, that built on the earlier viability assessments, that were also subject to consultation.

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

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

> *It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies.*
>
> *PPG 10-002-20190509*

2.27 This CIL Viability Assessment has been subject to a period of technical consultation.

2.28 The modelling in this assessment has been informed by the unconsented allocations from the adopted Local Plan and by the anticipated windfall development.

> *Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some circumstances more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.*
>
> *PPG 10-003-20180724*

2.29 This study is based on typologies[9] that have been developed, having regard to the development sites that are likely to be subject to the policies in the Local Plan. In addition, the Strategic Sites are assessed.

[9] The PPG provides further detail at 10-004-20190509:

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

> *Average costs and values can then be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Plan makers may wish to consider different potential policy requirements and assess the viability impacts of these. Plan makers can then come to a view on what might be an appropriate benchmark land value and policy requirement for each typology.*
>
> *PPG 10-004-20190509*

2.30 This study draws on a wide range of data sources, including those collected through the development management process (see Chapter 3 and Appendix 6 below).

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

2.31 For the purpose of this viability assessment, Strategic Sites are those that would be considered key sites on which the delivery of the Plan may rely.

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

2.32 As mentioned before, this CIL Viability Assessment has been subject to a period of technical consultation. This report specifically considers the impact of CIL in addition to the policies in the adopted Local Plan, in the wider context of updated national policy.

*Section 2 - Viability and decision taking*

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

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

*Section 3 - Standardised inputs to viability assessment*

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

> *Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return. ...*
>
> *... Any viability assessment should be supported by appropriate available evidence informed by engagement with developers, landowners, and infrastructure and affordable housing providers. Any viability assessment should follow the government's recommended approach to assessing viability as set out in this National Planning Guidance and be proportionate, simple, transparent and publicly available. Improving transparency of data associated with viability assessment will, over time, improve the data available for future assessment as well as provide more accountability regarding how viability informs decision making.*
>
> *In plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.*
>
> *PPG 10-010-20180724*

2.35 This report sets out the approach, methodology and assumptions used. These have been subject to consultation and have drawn on a range of data sources. Ultimately, the Council will use this report to inform a decision as to whether or not to proceed with CIL and if so at what level.

> *Gross development value is an assessment of the value of development. For residential development, this may be total sales and/or capitalised net rental income from developments. Grant and other external sources of funding should be considered. For commercial development broad assessment of value in line with industry practice may be necessary.*
>
> *For broad area-wide or site typology assessment at the plan making stage, average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data. For housing, historic information about delivery rates can be informative.*
>
> *PPG 10-011-20180724*

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

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

- *build costs based on appropriate data, for example that of the Building Cost Information Service*
- *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*
- *site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value*

- *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value*
- *general finance costs including those incurred through loans*
- *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value*
- *explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return*

2.38 All these costs are taken into account.

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

> *To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).*
>
> *PPG 10-013-20190509*

2.40 The PPG goes on to set out:

> *<u>Benchmark land value should:</u>*
>
> - *be based upon existing use value*
> - *allow for a premium to landowners (including equity resulting from those building their own homes)*
> - *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees*
>
> *Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*
>
> *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*
>
> *In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including*

> *planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*
>
> *PPG 10-014-20190509*

2.41 Through the technical consultation, several comments[10] [11] [12] were made in connection with reflecting abnormal costs and the costs of strategic infrastructure in the BLV. Whilst these are noted, it is important to follow the PPG in a study of this type. It is agreed that there will always be a minimum acceptable price for a landowner and that it is not tenable to deduct costs from the EUV Plus as this could result in a negative value. This is considered further towards the end of Chapter 6 below.

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

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

2.43 This methodology has been applied to establish the EUV.

2.44 It is timely to mention the July 2024 NPPF consultation. The Draft NPPF included a new Annex:

> ***Annex 4: Viability in relation to Green Belt release***
>
> *1) To determine land value for a viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a reasonable and proportionate premium for the landowner. For the purposes of plan-making and decision-taking, it is considered that a benchmark land value of [xxxx] allows an appropriate premium for landowners. Local planning authorities should set benchmark land values informed by this, and by local material considerations.*
>
> *2) When determining planning applications, if land released from Green Belt is transacted above the benchmark land value and cannot deliver policy-compliant development, then planning permission should not be granted, subject to other material considerations.*

[10] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[11] R Locke for Barwood Land with regard to South Epping EPP.R1

[12] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

> *3) Where policy compliant development can be delivered, viability assessment should not be undertaken, irrespective of the price at which land is transacted, and higher levels of affordable housing should not be sought on the grounds of viability.*
>
> *4) Where land is transacted below the benchmark land value but still cannot deliver policy-compliant development, it is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. Where a viability negotiation to reduce policy delivery has been undertaken, a late-stage review should be conducted to assess whether further contributions are required.*

2.45 In relation to releasing land from the Green Belt, the July 2024 consultation said:

> *30. Benchmark land values are generally set as a multiple of agricultural use values, which are typically in the region of £20,000 - £25,000 per hectare, and as a percentage uplift on non-agricultural brownfield use values. We also note that views of appropriate premia above existing use values vary: for agricultural land, a recent academic paper suggested BLVs of three times existing use value; the Letwin Review of Build Out suggested ten times existing use value; Lichfields found that local planning authorities set BLVs of between 10- and 40-times existing use value. These BLVs do not necessarily relate to Green Belt land, which is subject to severe restrictions on development, and* ***Government is particularly interested in the impact of setting BLV at the lower end of this spectrum****.*

2.46 This new annex was not included in the draft NPPF, rather, as set out above, the PPG says (10-029-20241212):

> *The government intends to review this Viability Guidance and will be considering whether there are circumstances in which site-specific viability assessment may be taken into account, for example, on large sites and Previously Developed Land*

2.47 This implies that the approach to BLV is being given further thought by the Government. This report is prepared in accordance with the December 2024 NPPF and supporting documents.

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

> *Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.*
>
> *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.*
>
> *PPG 10-018-20190509*

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

*Section 4 - Accountability*

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

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

*Golden Rules that relate to the release of Green Belt land for development*

2.52 As set out above (and noted through the technical consultation[13]), the updated NPPF includes several sections that relate to the release of land from the Green Belt. A new section has been added to the PPG in this regard:

> *Golden Rules for Green Belt development*
>
> *Where development takes place on land situated in, or released from, the Green Belt and is subject to the 'Golden Rules' set out in paragraph 156 of the National Planning Policy Framework, site specific viability assessment should not be undertaken or taken into account for the purpose of reducing developer contributions, including affordable housing. The government intends to review this Viability Guidance and will be considering whether there are circumstances in which site-specific viability assessment may be taken into account, for example, on large sites and Previously Developed Land.*
>
> *Prior to development plan policies for affordable housing being updated in accordance with paragraph 67 in the National Planning Policy Framework, the amount of affordable housing contributions required are subject to an overall cap of 50% (see paragraph 157 of the NPPF). This 50% cap does not prevent a developer from agreeing to provide affordable housing contributions which exceed the 50% cap, in any particular case.*
>
> *In paragraph 157, the highest existing affordable housing requirement that would otherwise apply means the highest requirement that the local planning authority could seek in line with its existing policy. For example, (a) if a policy is framed as "up to 30%" then the uplift is applied to 30%; and (b) if a policy is framed as "30% subject to viability" then the uplift should be applied to 30% regardless of viability. The percentage uplift should be applied to the proportion of affordable housing that would otherwise be delivered on site.*
>
> *PPG 10-029-20241212*

2.53 It is clearly envisaged that development on unallocated land within the Green Belt should be subject to the Golden Rules in addition to the policy requirements set out elsewhere.

**Community Infrastructure Levy Regulations and Guidance**

2.54 The Council has not adopted CIL, and this study gives consideration as to whether or not there is scope to introduce CIL, and if so at what level. The CIL Regulations are broad, so it is

[13] Alex Cole of Savills for Indurent with regard to land at J7 M11

necessary to have regard to them and the CIL Guidance (which is contained within the PPG) when considering appropriate rates of CIL.

2.55 The CIL Regulations came into effect in April 2010 and have been subject to subsequent amendment[14]. 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 …*

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

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

[14] **SI 2010 No. 948**. The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* **SI 2011 No. 987**. The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* **SI 2011 No. 2918**. The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011.* **SI 2012 No. 2975**. The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* **SI 2013 No. 982**. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* **SI 2014 No. 385**. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014.* **S1 2015 No. 836**. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015*. **SI 2018 No. 172** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES. The Community Infrastructure Levy (Amendment) Regulations 2018. Made 8th February 2018. Coming into force in accordance with regulation 1. **SI 2019 No. 966** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND The Community Infrastructure Levy (Amendment) (England) Regulations 2019. Made - 22nd May 2019. **SI 2019 No. 1103** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) (No. 2) Regulations 2019 *Made 9th July 2019. Coming into Force 1st September 2019*. **SI 2020 No. 781** The Community Infrastructure Levy (Coronavirus) (Amendment) (England) Regulations 2020. *Made 21st July 2020, Coming into force 22nd July 2020*. **SI 2020 No. 1226** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND, The Community Infrastructure Levy (Amendment) (England) (No. 2) Regulations 2020. Made *5th November 2020. Coming into force 16th November 2020*.

> *evidence with assessments of recent economic and development trends, and through working with developers (e.g. through local developer forums), rather than by procuring new evidence.*
>
> *PPG 25-019-20190901*

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

2.58 For the purpose of this CIL Viability Assessment, CIL Regulation 122 is of particular importance. This sets out that payments requested under the s106 regime must be:

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.

2.59 In October 2023 the *Levelling-up and Regeneration Act* became law. The Act included a reference to a new national Infrastructure Levy to replace CIL and reform the current developer contribution system. The Government announced, as part of the July 2024 consultation on the draft NPPF, that this will not be taken forward so this is not considered further.

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

**Wider Changes Impacting on Viability**

2.61 There have been a number of changes at a national level since the Council's existing viability work was completed in 2020. These are considered below. As set out earlier, a draft update to the NPPF has been published. The changes that relate to viability are relatively minor.

*Affordable Housing*

2.62 Paragraph 65 of the NPPF sets out national thresholds for the provision of affordable housing:

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

2.63 This is assumed to apply.

2.64 Paragraph 66 of the now superseded 2023 NPPF set out a policy for a minimum of 10% affordable home ownership units. This section has been deleted from the updated NPPF. The base modelling is in line with the tenure mix set out in the adopted Local Plan (see Chapter 8 below).

2.65 In 2021 the Government amended the PPG to require that 25% of affordable homes were to be First Homes. As per footnote 31 of the December 2024 NPPF, the requirement for First Homes has been dropped. The base modelling is in line with the tenure mix set out in the adopted Local Plan (see Chapter 8 below).

2.66 The updated NPPF includes a new paragraph in relation to Social Rent:

> *Where a need for affordable housing is identified, planning policies should specify the type of affordable housing required (including the minimum proportion of Social Rent homes required), and expect it to be met on-site unless:*
>
> *a) off-site provision or an appropriate financial contribution in lieu can be robustly justified; and*
>
> *b) the agreed approach contributes to the objective of creating mixed and balanced communities.*
>
> *NPPF Paragraph 64*

2.67 As the Local Plan is adopted, base modelling is in line with the tenure mix set out in the adopted Local Plan (see Chapter 8 below).

*Accessible and Adaptable Standards*

2.68 In July 2022, the Government announced the outcome of the 2020 consultation on raising accessibility standards of new homes[15] saying:

> *73. Government proposes that the most appropriate way forward is to mandate the current M4(2) (Category 2: Accessible and adaptable dwellings) requirement in Building Regulations as a minimum standard for all new homes – option 2 in the consultation. M4(1) will apply by exception only, where M4(2) is impractical and unachievable (as detailed below). Subject to a further consultation on the draft technical details, we will implement this change in due course with a change to building regulations.*

2.69 The Government will now consult further on the technical changes to the Building Regulations to mandate the higher M4(2) accessibility standard. No timescale has been announced. This assumed to apply and is considered in Chapter 8 below.

*Biodiversity Net Gain*

2.70 The Environment Act received Royal Assent in November 2021 and mandates that new developments must deliver an overall increase in biodiversity; this is known as Biodiversity Net Gain. The PPG was updated in February 2024[16] in this regard. The requirement is that developers ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. Developers must assess the type of habitat and its condition before submitting plans and then demonstrate how they are improving biodiversity. Green

[15] Raising accessibility standards for new homes: summary of consultation responses and government response - GOV.UK (www.gov.uk)

[16] Biodiversity net gain - GOV.UK (www.gov.uk)

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

2.71 The costs of achieving Biodiversity Net Gain are considered in Chapter 8 below.

*Environmental Standards*

2.72 It is national policy to achieve the 'net zero' greenhouse gas emissions by 2050. The Department of Levelling up, Communities and Housing, published revisions to Conservation of Fuel and Power, Approved Document L of the Building Regulations as a 'stepping stone' on the pathway to Zero Carbon homes. It sets the target of an interim 31% reduction in $CO_2$ emissions over 2013 standards for dwellings. These changes now apply to new homes.

2.73 In December 2023, the Government published a further consultation on the details of the implementation of the Future Homes Standard. At the same time the Housing Minister made a Written Parliamentary Statement[17] which set out the Government's position in this regard as follows:

> *… Any planning policies that propose local energy efficiency standards for buildings that go beyond current or planned buildings regulation should be rejected at examination if they do not have a well-reasoned and robustly costed rationale that ensures:*
>
> - *That development remains viable, and the impact on housing supply and affordability is considered in accordance with the National Planning Policy Framework.*
> - *The additional requirement is expressed as a percentage uplift of a dwelling's Target Emissions Rate (TER) calculated using a specified version of the Standard Assessment Procedure (SAP).*
>
> *Where plan policies go beyond current or planned building regulations, those polices should be applied flexibly to decisions on planning applications and appeals where the applicant can demonstrate that meeting the higher standards is not technically feasible ….*

2.74 Whilst this direction does not preclude the introduction of policies that go beyond national standards, this does suggest that such policies will need to be well justified and subject to greater scrutiny. This is considered in Chapter 8 below.

2.75 In November 2021, the Government announced that, from 2022, all new homes would be required to include an electric vehicle charging point. This is assumed to apply.

*Fire Safety Standards*

2.76 A number of further national consultations were launched in 2022. These include proposed Changes to Approved Document B, sprinklers in care homes, and staircases in residential buildings. The proposed changes to the regulations around second staircases[18] will apply to

[17] Written statements - Written questions, answers and statements - UK Parliament

[18] Government proposes second staircases to make buildings safer - GOV.UK (www.gov.uk)

buildings of over 18m (about 6 storeys), although it is important to note that the Council is not planning for taller buildings of 6 storeys or more (although they may come forward).

2.77 The costs of sprinklers are considered in Chapter 8 below, and the requirements for second staircases are reflected in the modelling set out in Chapter 9 below.

*National Model Design Code*

2.78 The Government published the *National Model Design Code* as part of the PPG in 2021, when the NPPF was updated:

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

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

*Levelling-up and Regeneration Act*

2.80 The *Levelling-up and Regeneration* Act become law in 2023. Many of the measures in the Act will be implemented, in due course, through secondary legislation and / or regulations. The provisions within the Act will have a significant impact on the overall plan-making process, but they do not alter the place of viability in the current Local Plan process.

2.81 The *Levelling-up and Regeneration Act* includes reference to a new national Infrastructure Levy, however, the new Government has announced, as part of the July 2024 consultation on the Draft NPPF, that this will not be taken forward. This is not considered further.

**Viability Guidance**

2.82 There is no step-by-step technical guidance on how to test viability in the NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are

several sources of guidance and appeal decisions[19] that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012[20] (known as the Harman Guidance).

2.83 The planning appeal decisions and the HCA good practice publication[21] suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the Existing Use Value (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. This approach is now specified in the PPG. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities that supports this approach.

2.84 As set out at the start of this report, there are two principal pieces of relevant RICS guidance being the *Financial viability in planning: conduct and reporting RICS professional statement, England* (1st Edition, May 2019) and A*ssessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE* (RICS, 1st edition, March 2021). Neither of these specify a step-by-step approach, rather they make reference to the NPPF and provide interpretation on implementation.

2.85 In line with the updated PPG, this assessment follows the EUV Plus (EUV+) methodology. The methodology is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift

[19] 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.

[20] 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).

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

over and above the EUV must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the value of the land both with and without the benefit of planning consent. This approach is in line with that recommended in the Harman Guidance.

2.86 In September 2019, the House Builders Federation (HBF) produced further guidance in the form of *HBF Local Plan Viability Guide* (Version 1.2: Sept 2019). This guidance draws on the Harman Guidance and the 2012 RICS Guidance, (which the RICS is updating as it is out of date), but not the more recent May 2019 RICS Guidance. This HBF guidance stresses the importance of following the guidance in the PPG and of consultation, both of which this report has done. HDH has some concerns around this guidance, as it does not reflect '*the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*' as set out in paragraph 10-009-20190509 of the PPG. The HBF Guidance raises several 'common concerns'. Regard has been had to these under the appropriate headings through this report.

# 3. Methodology

**Viability Testing – Outline Methodology**

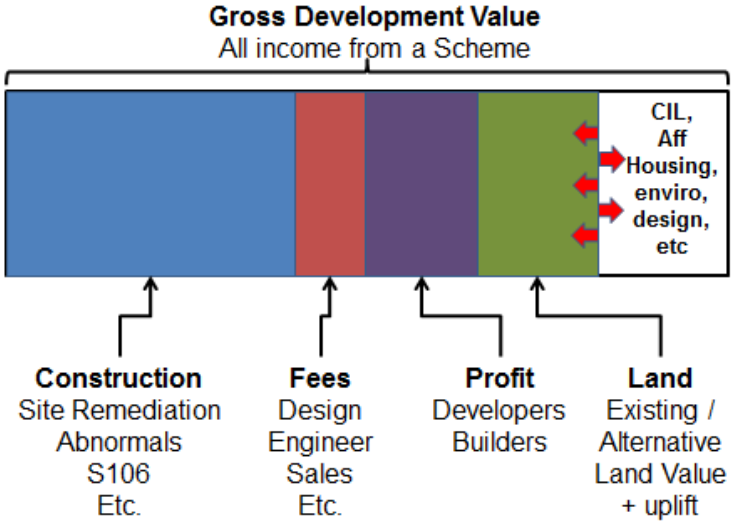
3.1 This report follows the Harman Guidance and RICS Guidance and was put to industry and stakeholders for technical consultation in December 2024. The comments made are addressed through this report.

3.2 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**

3.3 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the maximum price that a developer can offer for a site and still make a satisfactory return (i.e. profit).

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



3.5 Through the technical consultation, it was suggested[22] [23], in the context of this graphic, that abnormal and s106 costs fall only under the construction heading and not under the land heading and that the assessment should be carried out on this basis. Whilst this is noted, paragraphs 10-012-20240214 and 10-014-20190509 of the PPG require that these costs (amongst others) are reflected in the BLV as well.

3.6 The balance in viability testing is around the land value and whether or not land will come forward for development. The more policy requirements and developer contributions a planning authority asks for, the less the developer can afford to pay for the land. The purpose of this CIL Viability Assessment is to quantify the costs of the Council's policies, to assess the impact of these, and then make a judgement as to whether or not, through introducing CIL, land prices are reduced to such an extent that the Plan is not deliverable[24]. It is necessary to take a cautious approach and ensure that policies are not set at the limits of viability.

3.7 This approach and general methodology was largely accepted through the December 2024 technical consultation[25].

3.8 The land value is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift' above the EUV which would induce the landowner to sell.

3.9 This study is not trying to mirror any particular developer's business model – rather it is making a broad assessment of viability in the context of plan-making and the requirements of the NPPF and CIL Regulations. The approach taken in this report is different from the approach taken by developers when making an assessment to inform commercial decision making, particularly on the largest sites to be delivered over many years.

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

3.10 High-level viability testing has limitations. The assessment is a largely quantitative process based on financial appraisals, there are however types of development where financial 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. For example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is worth, a community may extend a village hall even though the value of the facility, in financial terms, is not significantly enhanced, or the end user of an industrial or logistics building may build a new factory or depot that will

[22] R Locke for Barwood Land with regard to South Epping EPP.R1

[23] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

[24] This approach was specifically agreed through the technical consultation (John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow)

[25] R Locke for Barwood Land with regard to South Epping EPP.R1

improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.

3.11 This is a challenge when considering policy proposals. It is necessary to determine whether or not the impact of a policy requirement on a development type that may appear only to be marginally viable will have any material impact on the rates of development or whether the developments will proceed anyway. Some development comes forward for operational reasons rather than for property development purposes.

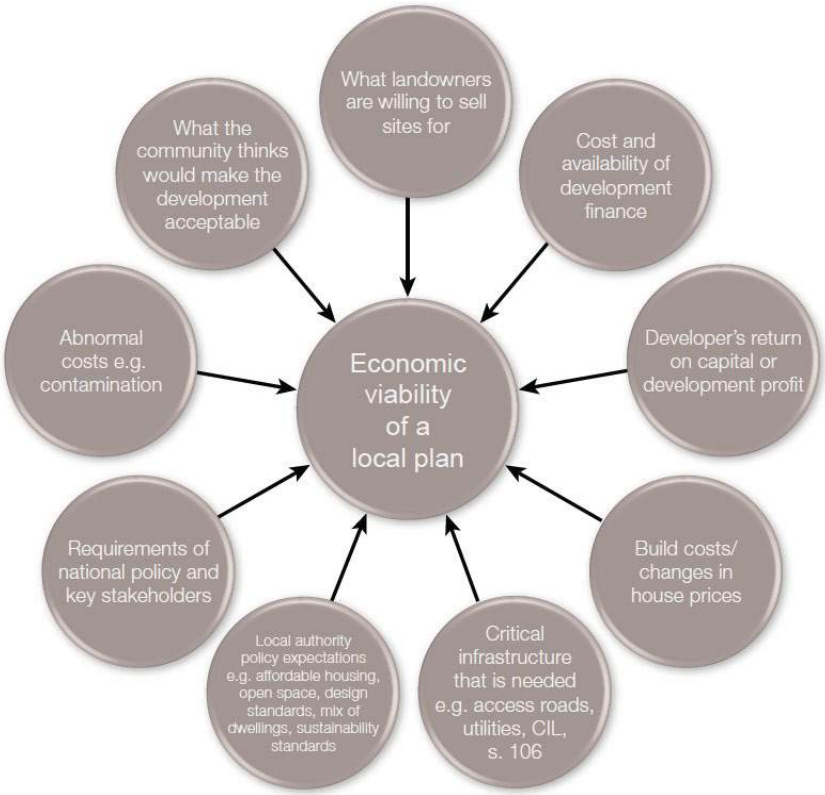
**The meaning of Landowner Premium**

3.12 The phrase *landowner premium* was introduced in the 2018 PPG.

> *Benchmark land value should:*
>
> - *be based upon existing use value*
> - *allow for a premium to landowners (including equity resulting from those building their own homes)*
> - *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and*
>
> *Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*
>
> *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*
>
> *In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*
>
> *PPG 10-014-20190509*

3.13 Landowner's premium has not been defined through the appeal, Local Plan examination or legal processes, although various approaches have been accepted by planning inspectors. The level of return to the landowner is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.

3.14 This report is about the economics of development, however viability brings in a wider range than just financial factors. The following graphic, taken from the Harman Guidance, illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.




**Existing Available Evidence**

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

3.16 Firstly, is that which has been prepared earlier in the plan-making process. The *EFDC Consolidated and Updated Viability Evidence* (HDH, September 2020) is the most recent, and forms the basis of this CIL Viability Assessment.

3.17 Secondly, is that which Epping Forest District Council holds, in the form of development appraisals[26] that have been submitted by developers in connection with specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions. The approach taken is to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for setting the affordable housing target and the levels of CIL – it is important to note that these figures are the figures submitted by developers for discussion at the start of the viability process. See **Appendix 2**. This has not been updated in 2024 as very few further development appraisals have been submitted to the Council.

[26] These are not referred to specifically in this report as some were submitted to Epping Forest District Council on a confidential basis.

3.18 This data is a summary of those appraisals submitted (rather than agreed). It is important to note that whilst some of the appraisals that have been reviewed were submitted after the publication of the 2018 NPPF (being when the viability sections were changed) and the updated PPG, none of them follow the EUV Plus approach that the updated PPG sets out. Further, all are fresh appraisals, prepared from first principles by the developer. None of them follow paragraph PPG10-008-20190509 of the PPG that says:

> *Where a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then.*

3.19 Thirdly, EFDC also holds evidence of what is being collected from developers under the s106 regime.

**Stakeholder Engagement**

3.20 The PPG and the CIL Guidance require stakeholder engagement. The preparation of this viability assessment includes specific consultation and engagement with the industry. The 2020 Viability Assessment was informed by a consultation event that was held in November 2019. This CIL Viability Assessment was subject to a further consultation that was held in December 2024. Residential and non-residential developers (including housing associations), landowners, planning professionals and neighbouring authorities were invited. **Appendix 3** includes the details of those invited, and **Appendix 4** includes the presentation given. **Appendix 5** includes the notes taken. Whilst a full presentation was made at the start of the December 2024 presentation, no substantive comments were made at the presentation.

3.21 The event was divided into three parts:

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

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

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

3.22 Following the event, copies of the presentation and an early iteration of this Assessment were circulated to all those invited, and the attendees were asked to make any further representations by email. 13 written responses were received. The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate.

3.23 The consultation process has been carried out in accordance with the requirements of the PPG, the Harman Guidance and the RICS Guidance

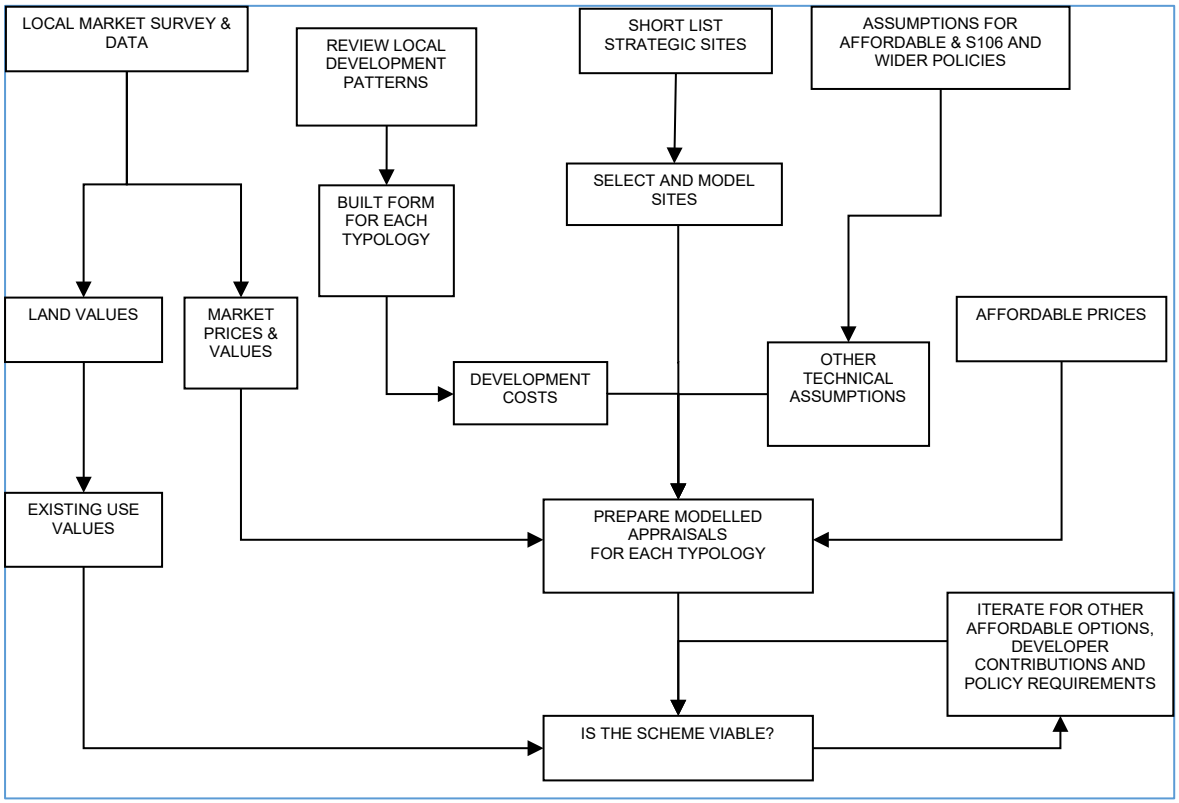
**Viability Process**

3.24 The assessment of viability as required under the NPPF and the CIL Regulations is a quantitative and qualitative process. The PPG requires that (at PPG 10-001-20190509) '*...policy requirements should be informed by evidence of infrastructure and affordable*

*housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106*'.

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

**Figure 3.1 Viability Methodology**




Source: HDH 2024

3.26 The following Strategic Sites were assessed in the 2020 Viability Assessment and are again assessed here.

**Table 3.1 Strategic Sites Tested in 2020**

| | Units |
|---|---|
| East of Harlow (North) | 750 |
| Latton Priory | 1,050 |
| Water Lane Area (Sumners) | 807 |
| Water Lane Area (Katherine's) | 1,331 |
| South Epping MPA | 450 |
| North Weald Bassett MPA | 1,050 |
| Waltham Abbey North MPA | 740 |

Source: EFDC (November 2024)

3.27 The local housing markets were surveyed to obtain a picture of sales values. Land values were assessed to calibrate the appraisals and to assess EUVs. Local development patterns were considered, to arrive at appropriate built form assumptions. These in turn informed the appropriate build cost figures. Several other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £ per ha Residual Values, showing the maximum amount a developer could pay for the site and still make an appropriate return. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, and by a satisfactory margin (the Landowners' Premium), could the scheme be judged to be viable. The Landowners' Premium is discussed in the later parts of Chapter 6 below.

3.28 The appraisals are based on policies set out in the adopted Local Plan, updated for to ensure consistency with national policy, as summarised in Chapter 8 below.

3.29 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the NPPF and CIL Regulations[27] is used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development.

**Additional Profit**

3.30 To assess whether or not a contribution to CIL can be made, a calculation is undertaken to establish the Additional Profit. Additional Profit is the amount over and above the normal profit made by the developers having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any affordable housing that is required). The approach to calculating additional profit is to complete the appraisal using the same base cost and price figures and other financial assumptions as used to establish the Residual Value, except for s106 obligations which are to be replaced, in part, by CIL, but

[27] 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).

instead of calculating the Residual Value the cost of the land (the Benchmark Land Value as EUV +) is incorporated into the cost side of the appraisal to show the resulting profit (or loss).

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

**Gross Development Value**
The combined value of the complete development including affordable housing

LESS

**Cost of creating the asset, including a profit**
Land* + construction + fees + finance charges + developers' profit, etc. Including costs of mitigation measures and policy compliance

=

**Additional Profit**

* Where 'land' is the Benchmark Land Value.

3.32 Through the technical consultation, a site promoter[28] questioned the use of Additional Profit. Whilst this is noted, this analysis has not been removed as it (or something similar) is frequently requested by CIL Examiners. The 'EUV Plus' analysis is set out in full in Chapter 10 below.

[28] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

# 4. Residential Market

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

4.2 The following assumptions were used in the 2020 Viability Assessment.

**Table 4.1 Residential Price Assumptions (£/m²) – Typologies (November 2019)**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Adjacent to Harlow | Rural EFDC |
|---|---|---|---|---|
| Large Greenfield | £6,000 | £5,500 | £4,000 | £5,000 |
| Medium Greenfield | £6,000 | £5,500 | £4,000 | £5,000 |
| Small Greenfield | £6,250 | £5,750 | £4,500 | £5,500 |
| Large Brownfield | £6,150 | £5,750 | | £5,000 |
| Medium Brownfield | £6,000 | £5,750 | | £5,000 |
| Urban Flatted | £6,100 | £6,000 | | |

Source: Table 4.9 EFDC Viability Assessment (HDH September 2020)

**Table 4.2 Residential Price Assumptions (£/m²) – Strategic Sites (October 2019)**

| | **Houses** | **Flats** |
|---|---|---|
| East of Harlow (North) | £3,800 | £4,000 |
| Latton Priory | £4,000 | £3,700 |
| Water Lane Area (Sumners) | £3,900 | £3,900 |
| Water Lane Area (Katherine's) | £3,900 | £3,900 |
| South Epping MPA | £6,000 | £6,000 |
| North Weald Bassett MPA | £5,400 | £5,400 |
| Waltham Abbey North MPA | £5,400 | £5,400 |

Source: Table 4.10 EFDC Viability Assessment (HDH September 2020)

4.3 As set out later in this report, the Land Registry shows that newbuild house prices have increased by about 30% since then. The initial part of this chapter considers how prices have changed since the above assumptions were derived.

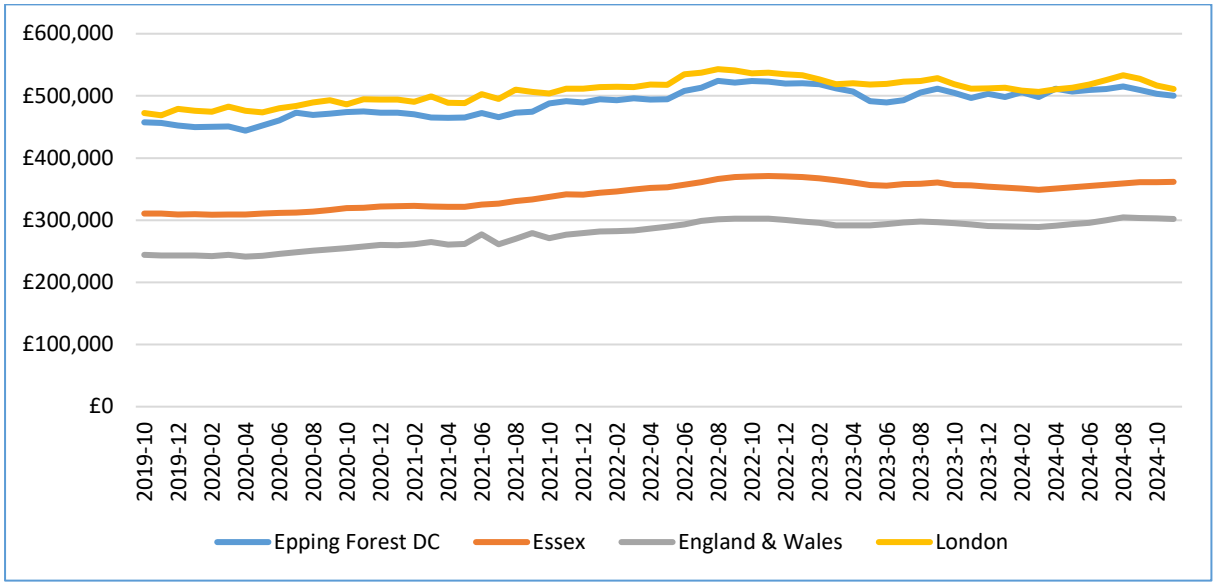
### The Residential Market

4.4 Overall, the market is perceived to be active, with informal feedback from agents suggesting a strong market for the right scheme in the right place[29], with the Council delivering 184 new homes and consenting 508 in 2022/23[30].

*National Trends and the relationship with the wider area*

4.5 Average house prices have increased since the data was gathered in the 2020 Viability Assessment.

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




Source: Land Registry (February 2025). Contains public sector information licensed under the Open Government Licence v3.0.

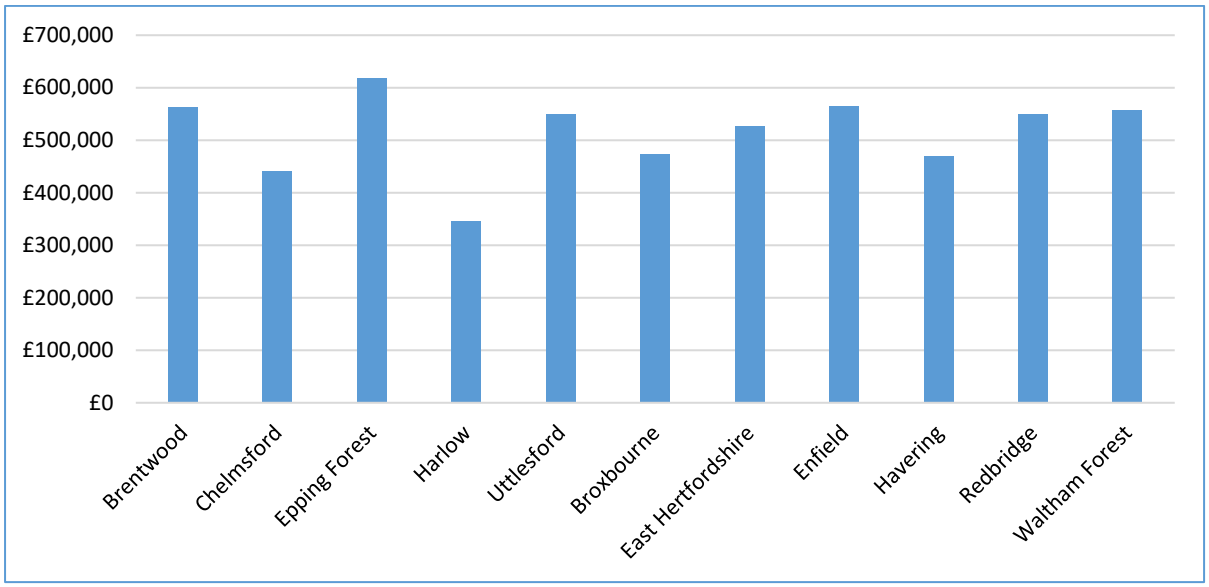
4.6 Average prices in Epping Forest are now about 9% above the October 2019 levels. This is less than the increase across England and Wales (24%) and more than the increase in London where prices have increased by 8%.

4.7 The average prices in EFDC are somewhat greater than in neighbouring local authority areas.

[29] A developer noted in this regard: '*Savills Market in Minutes: Residential Development Land – Q3 2024 reported that nationally, land sales were down by 21% in Q3 2024 compared to the previous three-year average. This national trend of declining market activity, which is particularly relevant to the local context, should be considered when evaluating the overall health of the market*'.

[30] Authority monitoring report 2022 to 2023

**Figure 4.2 Average House Prices (£)**




Source: Mean house prices for administrative geographies: HPSSA dataset 12 (Release 20th September 2023). Contains public sector information licensed under the Open Government Licence v3.0

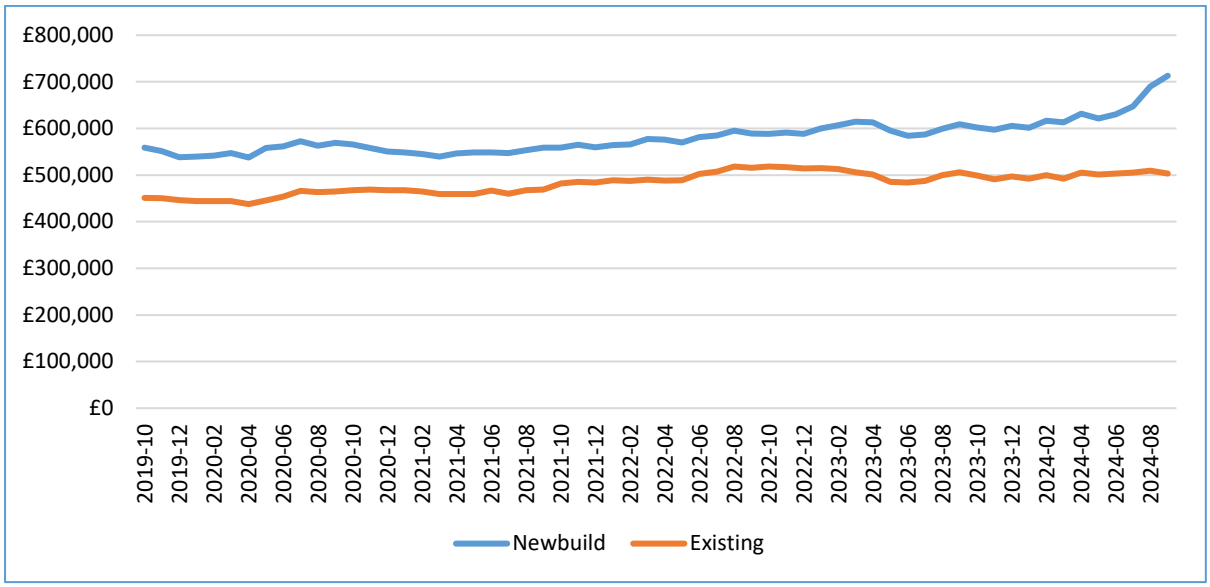
4.8 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for EFDC is 30th (out of 331) at £618,259[31]. To set this in context, the council at the middle of the rank (166th – West Suffolk), has an average price of £337,186. In EFDC, the median price is lower than the average, at £511,750[32].

4.9 This study concerns new homes. The figure above shows that average prices are broadly unchanged over last year or so. Having said this, the Land Registry data shows that the average price paid for newbuild homes in EFDC is now about 28% greater than it was in 2019 (£713,136). Average newbuild prices (£713,136) are £209,830 (or 42%) more than the average price paid for existing homes (£503,306).

[31] Mean house prices for administrative geographies: HPSSA dataset 12 (Release 20th September 2023).

[32] Median house prices for administrative geographies: HPSSA dataset 9 (Release 20th September 2023)

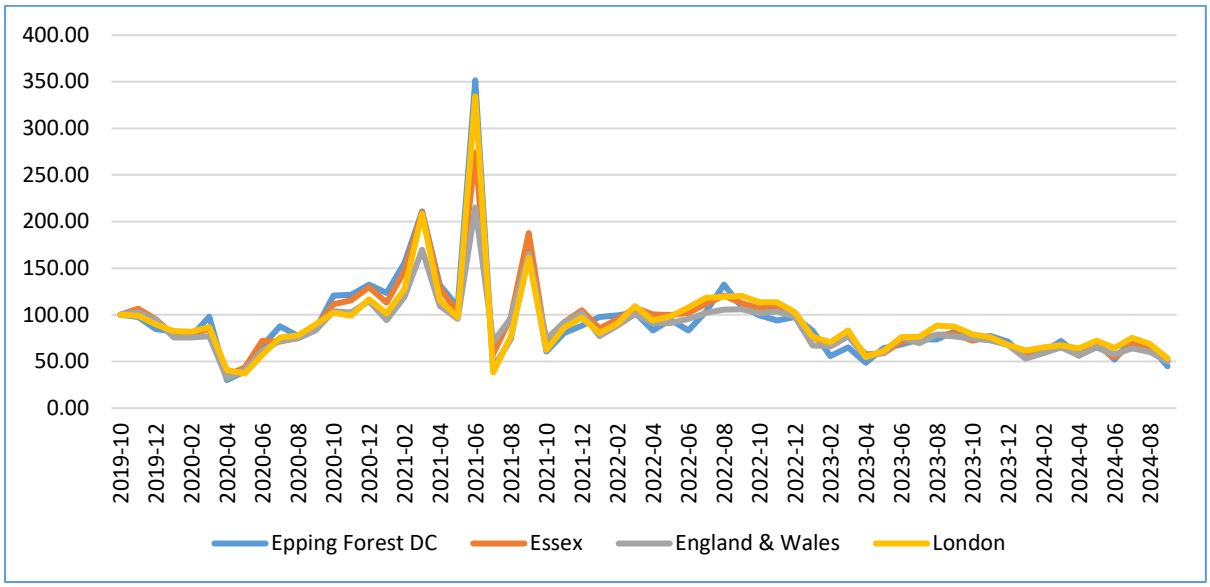
**Figure 4.3 Change in House Prices. EFDC. Existing v Newbuild**




Source: Land Registry (February 2025). Contains public sector information licensed under the Open Government Licence v3.0.

4.10 The rate of sales (sales per month) in the area is in line with the wider country. At the time of this report, the most recent data published by the Land Registry is for September 2024.

**Figure 4.4 Sales per Month – Indexed to October 2019**




Source: Land Registry (February 2025). Contains public sector information licensed under the Open Government Licence v3.0.

4.11 The rise in house prices over the last 12 or so years was, at least in part, enabled by the historically low mortgage rates offered to home buyers. In addition, the housing market has been actively supported by the Government through products and initiatives such as Help-to-Buy and a Stamp Duty 'holiday' that was introduced to support prices during the COVID-19 pandemic. In February 2025, the Government confirmed a new, permanent mortgage

guarantee scheme to '*open the door to home ownership for more young families and hardworking renters*'. Details are expected shortly[33].

4.12 The housing market and wider economy has been through various uncertainties, including that of the COVID-19 pandemic, concerns about world trade and import tariffs. A range of views as to the impact on house prices of the pandemic and Brexit were expressed which covered nearly the whole spectrum of possibilities, but the general consensus was that there would be a fall in house prices, prices actually increased substantially.

4.13 There is uncertainty in the housing market as reported by the RICS. The December 2024 RICS UK Residential Market Survey[34] said:

> ***Market conditions still reasonably solid to end the year but the recent macro environment presents headwinds moving forward***
>
> - *Sales volumes improve slightly in December*
> - *Buyer enquiries metric turns a little flatter, while respondents report a further increase in new instructions*
> - *House prices now seen rising across all parts of the UK*
>
> *The December 2024 RICS Residential Market Survey results point to the slightly brighter picture seen over recent months remaining in place, with most activity metrics still in modestly positive territory. That said, while near-term expectations are, for the time being, consistent with this trend being broadly sustained over the coming months, the macroeconomic environment looks to have turned more challenging of late. Indeed, the recent rise in bond yields along with other lending rates, if sustained, may prove to be a significant headwind moving forward.*
>
> *During the final month of the year, a headline net balance of +5% of respondents cited an increase in new buyer enquiries. This is slightly down from the +11% reading registered in each of two previous months and does in fact mark the least positive return since July. As such, the December figure is signalling a flatter trend now coming through in terms of buyer demand.*
>
> *Notwithstanding this, respondents did report that the volume of agreed sales improved slightly over the month, evidenced by the net balance moving to +7% from a reading of +1% in November. Looking ahead, near-term sales expectations are mildly positive, albeit the latest net balance of +16% has been scaled back from readings of +19% and +29% submitted over the two months prior. Regarding the twelve-month outlook, a net balance of +37% of contributors foresee sales activity rising, broadly in-line with the results across the previous three months.*
>
> *Looking at supply, the new instructions indicator posted a net balance of +14%, representing the sixth successive report in which this measure has been in positive territory. Alongside this, when compared to the equivalent period twelve months ago, the number of market appraisals undertaken appears to have levelled off recently, with the net balance now sitting in neutral territory at -3% (the softest reading since December 2023). Consequently, this may translate into a more subdued flow of new listings coming through in due course.*
>
> *Turning to house prices, the survey's headline gauge posted a net balance of +28% in December, rising slightly from +24% last time. Moreover, this measure has now gathered momentum in each of the past five months, with all parts of the UK seeing prices move higher (to a greater or lesser degree). Leading the way, house price growth remains particularly strong in Northern Ireland and Scotland.*

[33] Growth boost to support more first time buyers - GOV.UK

[34] https://www.rics.org/uk/news-insight/research/market-surveys/uk-residential-market-survey/

> *Moving forward, national house prices are expected to continue to rise at both the three and twelve month time horizons. In terms of the latter, a net balance of +53% of survey participants envisage prices climbing higher over the year ahead (at the headline level). When disaggregated, all areas exhibit firmly positive house price expectations for the coming twelve months.*
>
> *In the lettings market, for the second month in a row, contributors noted a more or less flat picture for tenant demand (net balance -3% vs -2% previously). Again, while some of this may be reflecting seasonal patterns (given the monthly lettings series are not adjusted for this), it still marks the first period since 2020 in which the tenant demand indicator has fallen below zero. At the same time, landlord instructions continue to slip, with the latest net balance falling to -27% from -13% beforehand. As for rental prices, near-term expectations continue to point to an upward trend, with the net balance increasing to +37% from +29% previously.*

4.14 HM Treasury brings together some of the forecasts in its regular *Forecasts for the UK economy: a comparison of independent forecasts* report.

### Table 4.3 Consolidated House Price Forecasts

**Table 2 - 2024: Growth in prices and monetary indicators (% change)**

| Forecasters and dates of forecasts | | | CPI (Q4 on Q4 year ago, %) | RPI (Q4 on Q4 year ago, %) | Average earnings (Q4 on Q4 year ago, %) | Sterling index (Jan 2005=100) | Official Bank rate (level in Q4, %) | Oil price (Brent, $/bbl) | Nominal GDP | House price inflation (Q4 on Q4 year ago, %) |
|---|---|---|---|---|---|---|---|---|---|---|
| **City forecasters** | | | | | | | | | | |
| Barclays Capital | Jan | * | 2.5 | 3.6 | - | - | 4.75 | 80.0 | - | - |
| Bloomberg Economics | Jan | * | 2.5 | - | - | - | 4.75 | - | - | - |
| Capital Economics | Jan | * | 2.5 | 3.5 | 6.2 | 84.4 | 4.75 | 74.6 | 4.3 | 3.6 |
| Citigroup | Nov | | 2.5 | 3.6 | - | - | 5.10 | - | - | - |
| HSBC | Jan | * | 2.5 | 3.5 | 6.0 | - | 4.75 | - | - | - |
| JP Morgan | Jan | * | 2.5 | - | - | - | 4.75 | - | 4.2 | - |
| KPMG | Jan | * | 2.5 | - | - | - | - | 79.8 | - | - |
| Morgan Stanley | Dec'23 | | 2.4 | 3.7 | 3.1 | - | - | - | - | - |
| Natwest Markets | Jan | * | 2.5 | 3.6 | 5.9 | 83.4 | 4.75 | 80.0 | 3.7 | - |
| Nomura | Sep | | 3.1 | - | 4.9 | - | 4.75 | - | - | - |
| Pantheon | Jan | * | 2.5 | 3.5 | 5.7 | - | 4.75 | - | 3.7 | 3.5 |
| UBS | Jan | * | 2.5 | 3.5 | 5.0 | - | 4.75 | - | 4.3 | - |
| **Non-City forecasters** | | | | | | | | | | |
| British Chambers of Commerce | Jan | * | 2.4 | - | 3.5 | - | 4.75 | - | - | - |
| Beacon Economic Forecasting | Jan | * | 2.5 | 3.5 | 5.1 | 84.5 | 4.90 | 79.8 | 4.5 | 3.3 |
| CBI | Dec | | 2.6 | 3.4 | 5.0 | - | 4.75 | 81.0 | 4.0 | - |
| CEBR | Jan | * | 2.4 | 3.5 | 4.9 | 84.5 | 4.83 | - | - | 1.8 |
| Experian Economics | Jan | * | 2.5 | 3.5 | 4.7 | - | 4.83 | 80.52 | - | 3.74 |
| Heteronomics | Jan | * | 2.5 | 3.5 | 5.3 | 84.9 | 4.75 | 81.2 | - | 3.4 |
| ICAEW | Jan | * | 2.5 | - | - | - | 4.75 | - | - | - |
| ITEM Club | Feb | | 2.0 | 1.4 | 2.8 | 81.7 | 4.25 | - | - | -0.2 |
| Liverpool Macro Research | Dec | | 2.1 | 3.4 | 4.0 | 82.5 | 4.00 | - | - | - |
| NIESR | Nov | | 2.6 | 4.4 | 4.8 | - | 4.92 | - | - | 1.7 |
| Oxford Economics | Jan | * | 2.5 | 3.5 | 6.2 | 84.5 | 4.75 | 80.5 | 4.3 | 3.4 |
| OECD | Dec | | 2.8 | - | - | - | 4.8 | 80.8 | 3.8 | - |
| IMF | Jan | * | - | - | - | - | - | - | - | - |
| **Average of forecasts made in the last 3 months (excludes OBR forecasts)** | | | | | | | | | | |
| Independent | | | 2.5 | 3.6 | 5.2 | 84.1 | 4.75 | 79.7 | 4.1 | 3.1 |
| New (marked *) | | | 2.5 | 3.5 | 5.3 | 84.4 | 4.77 | 79.6 | 4.1 | 3.3 |
| City | | | 2.5 | 3.5 | 5.8 | 83.9 | 4.79 | 78.6 | 4.0 | 3.6 |
| **Range of forecasts made in the last 3 months (excludes OBR forecasts)** | | | | | | | | | | |
| Highest | | | 2.6 | 4.4 | 6.2 | 84.9 | 5.10 | 81.2 | 4.5 | 3.7 |
| Lowest | | | 2.1 | 3.4 | 3.5 | 82.5 | 4.00 | 74.6 | 3.7 | 1.7 |
| Median | | | 2.5 | 3.5 | 5.1 | 84.5 | 4.75 | 80.0 | 4.3 | 3.4 |
| OBR | Oct | | 2.4 | 3.6 | 5.2 | - | 4.79 | 79.5 | 4.0 | 2.9 |

Source: Forecasts for the UK economy: a comparison of independent forecasts No 450 (HM Treasury, January 2025).

4.15 Property agents Savills are forecasting the following changes in house prices, suggesting significant future growth:

**Table 4.4 Savills Property Price Forecasts**

| | 2025 | 2026 | 2027 | 2028 | 2029 | 5 Year |
|---|---|---|---|---|---|---|
| Mainstream UK | 4.0% | 5.5% | 5.0% | 4.0% | 3.0% | 23.4% |
| South East | 3.0% | 4.0% | 3.5% | 3.5% | 2.5% | 17.6% |
| East of England | 2.5% | 5.0% | 4.5% | 3.5% | 3.0% | 19.9% |
| Mainstream UK Rents | 4.0% | 3.5% | 3.0% | 3.0% | 3.0% | 17.6% |

Source: Savills Mainstream House Price Forecasts 2025-29 (4th November 2024)[35]

4.16 In this context is relevant to note that the Nationwide Building Society reported in January 2025:

***House price growth softens at the start of 2025***

- *Annual rate of house price growth slowed to 4.1% in January, compared with 4.7% in December*
- *House prices up 0.1% month on month*
- *Little change in overall rate of home ownership in recent years despite affordability pressures*

| Headlines | Jan 25 | dec 24 |
|---|---|---|
| Monthly Index* | 541.0 | 540.5 |
| Monthly Change* | 0.1% | 0.7% |
| Annual Change | 4.1% | 4.7% |
| Average Price (not seasonally adjusted) | £268,213 | £269,426 |

** Seasonally adjusted figure (note that monthly % changes are revised when seasonal adjustment factors are re-estimated)*

4.17 The Nationwide produces regional figures on a quarterly basis. This data (September 2024) suggests, for the Outer South East, an annual 0.6% change in Q3 2024 and an annual -1.8% change in the previous quarter.

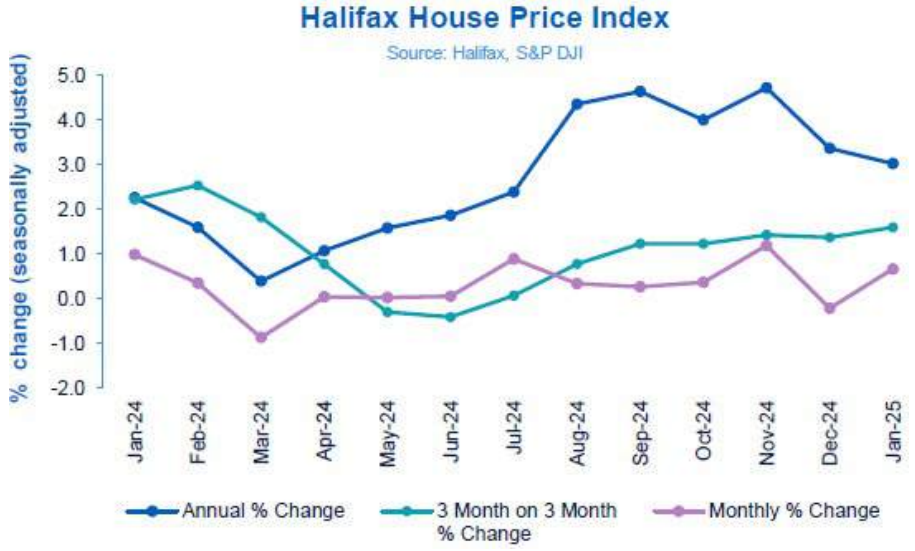
4.18 Likewise, Halifax Building Society reported in January 2025:

***Housing market kicks off 2025 with price rise to hit new record high***

- *House prices increased by +0.7% in January following dip of -0.2% in December*

[35] Savills UK | Revised Mainstream House Price Forecasts: 2024–2028, Savills UK | Residential Property Market Forecasts

- *Average property price of £299,138 is a new record high*
- *Annual growth eased slightly to +3.0% (vs +3.4% previous month)*
- *Northern Ireland maintains the strongest UK annual house price growth*

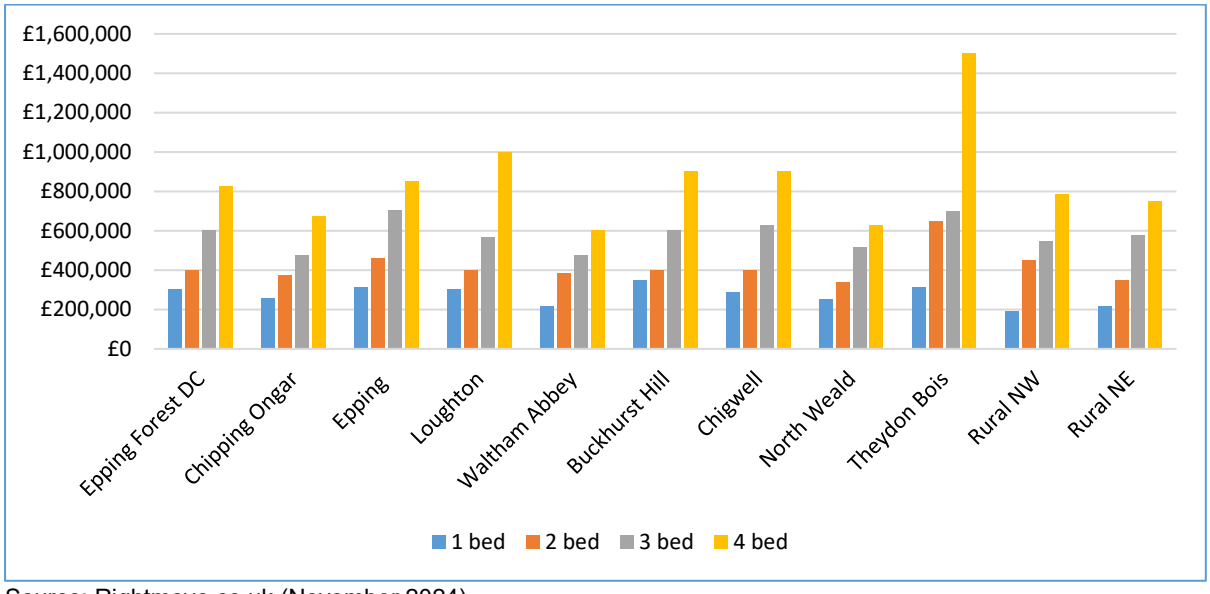



4.19 There is clearly continued uncertainty in the market, sensitivity testing to changes in house prices has been carried out (see Chapter 10 below).

**The Local Market**

4.20 A survey of asking prices across the Epping Forest area was carried out in November 2024. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated.

**Figure 4.5 Median Asking Prices (£)**




Source: Rightmove.co.uk (November 2024)

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

*Price Paid Data*

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

**Table 4.5 Landmark Data Sources**

| Attribute | Source |
|---|---|
| Newbuild | HMLR Price Paid |
| Property Type | HMLR Price Paid |
| Sale Date | HMLR Price Paid |
| Sale Value | HMLR Price Paid |
| Floor Area Size(m) | Metropix |
| | EPC |
| Bedroom Count | Metropix |
| | LMA Listings (Property Heads) |
| Price per square meter (Sale Value / Floor Area) | HMLR Price Paid |
| | Metropix |
| | EPC |

Source: Landmark

4.23 This data includes the records of 7,234 sales from the start of 2020. Of these, floor areas are available for 6,500 sales, and the number of bedrooms is available for 3,488 sales. There is a significant delay in the Land Registry updating the dataset, with only 36 newbuild sales recorded in 2023 and 2024.

4.24 The dataset appears to include a large number of outliers that seem to be out of alignment with wider experience of the EFDC housing market. The following have been removed from the data:

a. 7, 6,and 5 bed houses and flats with a recorded sale price of less than £540,000. The least expensive 5 bed home currently for sale has an asking price of £530,000.

b. 4 bed houses and flats with a recorded sale price of less than £340,000. The least expensive 4 bed house currently for sale has an asking price of £347,000.

c. 3 bed houses with a recorded sale price of less than £290,000. The least expensive 3 bed house currently for sale has an asking price of £297,500.

d. 3 bed flats with a recorded sale price of less than £280,000. The least expensive 3 bed flat currently for sale has an asking price of £287,500

e. 2 bed houses with a recorded sale price of less than £275,000. The least expensive 2 bed house currently for sale has an asking price of £295,00.

f. 2 bed flats with a recorded sale price of less than £200,000. The least expensive 2 bed flat currently for sale has an asking price of £215,000.

g. Detached houses with a value of less than £400,000. The least expensive detached house currently for sale has an asking price of £440,000.

h. Semi- detached houses with a value of less than £285,000. The least expensive semi-detached house currently for sale has an asking price of £295,000.

i. Terraced houses with a value of less than £250,000. The least expensive terraced house currently for sale has an asking price of £275,000.

j. Flats with a value of less than £120,000. The least expensive flat currently for sale has an asking price of £130,000.

4.25 It is assumed that many of the very inexpensive homes are either in a very poor condition, or wrongly classified as market homes, when they are actually affordable homes. Those homes with a value of more than £11,000 per sqm or less than £3,000 per sqm are also removed. Shared Ownership, restricted occupancy (i.e. older people's housing) and park homes are also removed. No newbuild homes are removed. The average price paid (including the excluded homes) is £5,557 per sqm.

4.26 The analysis is based on the following sample sizes:

**Table 4.6 Landmark Sample Size**

| **Newbuild** | | | | | |
|---|---|---|---|---|---|
| | **Detached** | **Flat** | **Semi-detached** | **Terraced** | **All** |
| 2020 | 37 | 24 | 1 | 6 | **68** |
| 2021 | 28 | 25 | 8 | 4 | **65** |
| 2022 | 11 | 24 | 2 | 0 | **37** |
| 2023 | 2 | 77 | 12 | 0 | **91** |
| 2024 | 0 | 0 | 1 | 0 | **1** |
| **All** | **78** | **150** | **24** | **10** | **262** |
| **Non-Newbuild** | | | | | |
| 2020 | 341 | 263 | 433 | 313 | **1,350** |
| 2021 | 511 | 407 | 624 | 519 | **2,061** |
| 2022 | 327 | 341 | 428 | 319 | **1,415** |
| 2023 | 205 | 233 | 298 | 248 | **984** |
| 2024 | 121 | 110 | 177 | 140 | **548** |
| **All** | **1,505** | **1,354** | **1,960** | **1,539** | **6,358** |
| **Newbuild and Non-Newbuild** | | | | | |
| 2020 | 378 | 287 | 434 | 319 | **1,418** |
| 2021 | 539 | 432 | 632 | 523 | **2,126** |
| 2022 | 338 | 365 | 430 | 319 | **1,452** |
| 2023 | 207 | 310 | 310 | 248 | **1,075** |
| 2024 | 121 | 110 | 178 | 140 | **549** |
| **All** | **1,583** | **1,504** | **1,984** | **1,549** | **6,620** |

Source: Landmark (November 2024)

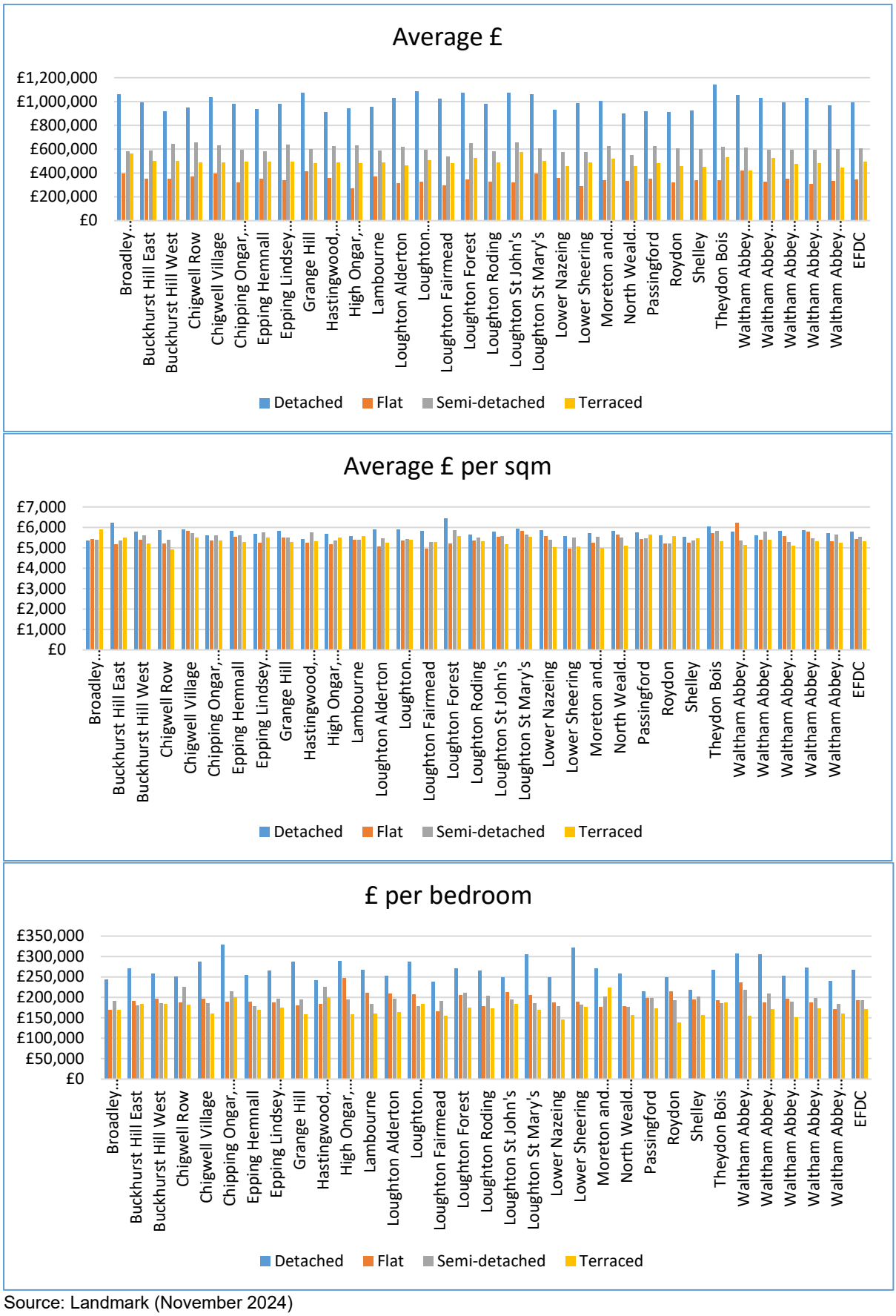
4.27 The data tables are set out in **Appendix 6** below. This data can be disaggregated by year and between newbuild and existing homes. The data is available for newbuild and existing homes and by ward and can be summarised as follows:

### Table 4.7 Average Price Paid

| | Detached | Flat | Semi-detached | Terraced | All |
|---|---|---|---|---|---|
| **NON NEWBUILD** | | | | | |
| Average Price Paid £ | | | | | |
| 2020 | £925,651 | £323,608 | £572,144 | £451,390 | £585,022 |
| 2021 | £1,013,302 | £330,060 | £595,133 | £485,203 | £618,785 |
| 2022 | £1,077,622 | £347,509 | £628,579 | £522,716 | £640,750 |
| 2023 | £996,211 | £333,125 | £621,926 | £509,848 | £603,270 |
| 2024 | £1,024,578 | £358,191 | £644,846 | £515,563 | £638,123 |
| **2020 - 2024** | **£1,005,996** | **£336,014** | **£605,921** | **£492,835** | **£615,770** |
| Average Price Paid £ per sqm | | | | | |
| 2020 | £5,243 | £5,179 | £5,278 | £4,886 | £5,163 |
| 2021 | £5,680 | £5,108 | £5,442 | £5,215 | £5,381 |
| 2022 | £6,318 | £5,391 | £5,824 | £5,638 | £5,801 |
| 2023 | £6,259 | £5,358 | £5,687 | £5,603 | £5,705 |
| 2024 | £6,007 | £5,498 | £5,755 | £5,483 | £5,691 |
| **2020 - 2024** | **£5,832** | **£5,273** | **£5,559** | **£5,330** | **£5,510** |
| **NEWBUILD** | | | | | |
| Average Price Paid £ | | | | | |
| 2020 | £730,492 | £460,312 | £665,000 | £563,333 | £619,422 |
| 2021 | £743,375 | £519,440 | £623,563 | £450,750 | £624,492 |
| 2022 | £680,455 | £425,408 | £641,000 | | £512,886 |
| 2023 | £907,500 | £394,995 | £592,042 | | £432,243 |
| 2024 | | | £602,500 | | £602,500 |
| **2020 - 2024** | **£732,599** | **£431,053** | **£610,104** | **£518,300** | **£540,558** |
| Average Price Paid £ per sqm | | | | | |
| 2020 | £5,082 | £7,318 | £5,038 | £5,581 | £5,915 |
| 2021 | £5,370 | £6,905 | £5,268 | £5,734 | £5,970 |
| 2022 | £5,138 | £7,226 | £5,605 | | £6,518 |
| 2023 | £5,988 | £6,116 | £4,977 | | £5,963 |
| 2024 | | | £4,366 | | £4,366 |
| **2020 - 2024** | **£5,216** | **£6,617** | **£5,103** | **£5,642** | **£6,024** |

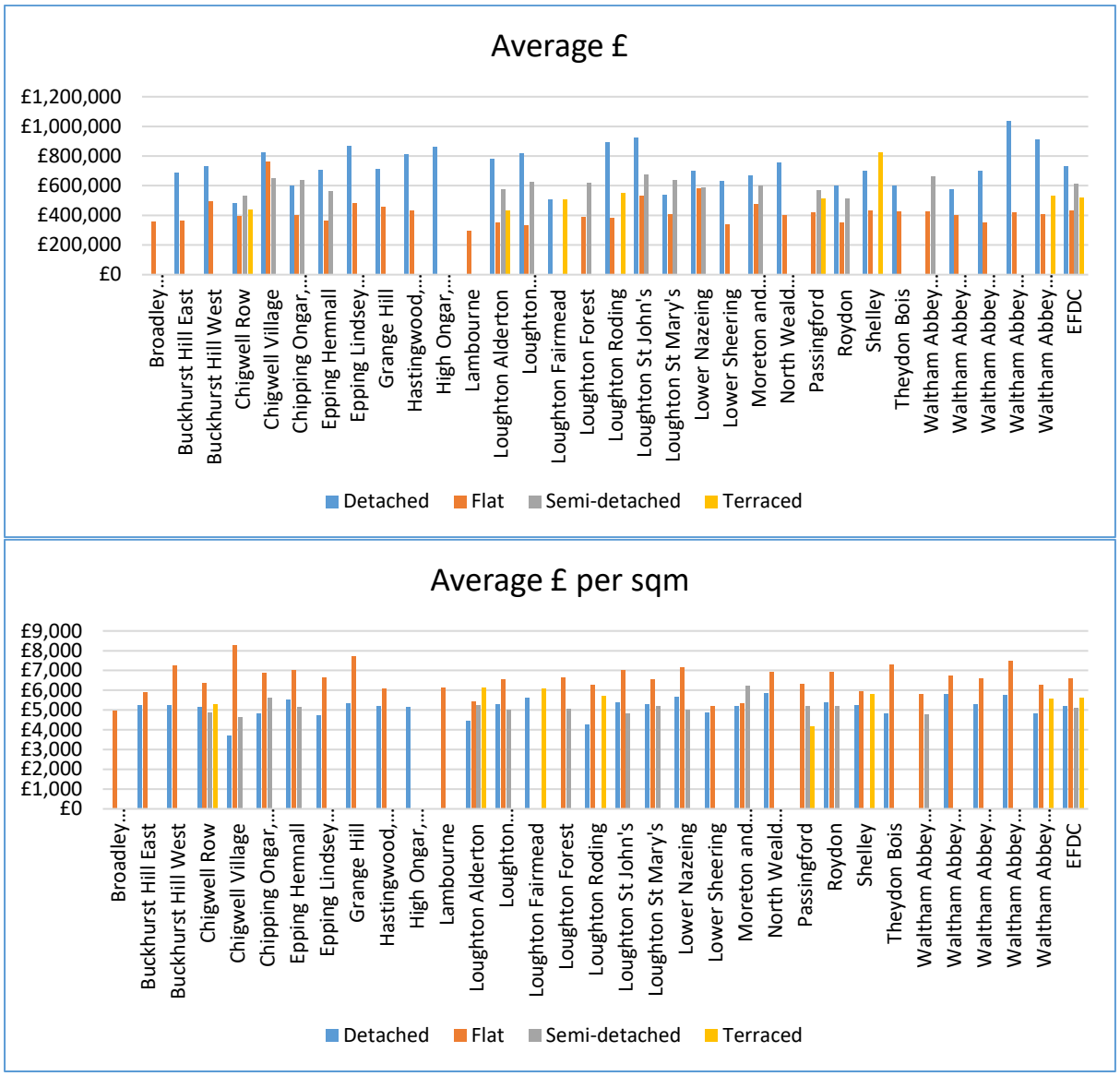
Source: Landmark (November 2024)

**Figure 4.6 Residential Prices Paid – From January 2020 to November 2024. All**




Source: Landmark (November 2024)

**Figure 4.7 Residential Prices Paid – From January 2020 to November 2024. Newbuild**




Source: Landmark (November 2024)

4.28 In deriving the assumptions in this report, weight is put on the more recent data to ensure the more recent changes in values is reflected in the assumptions.

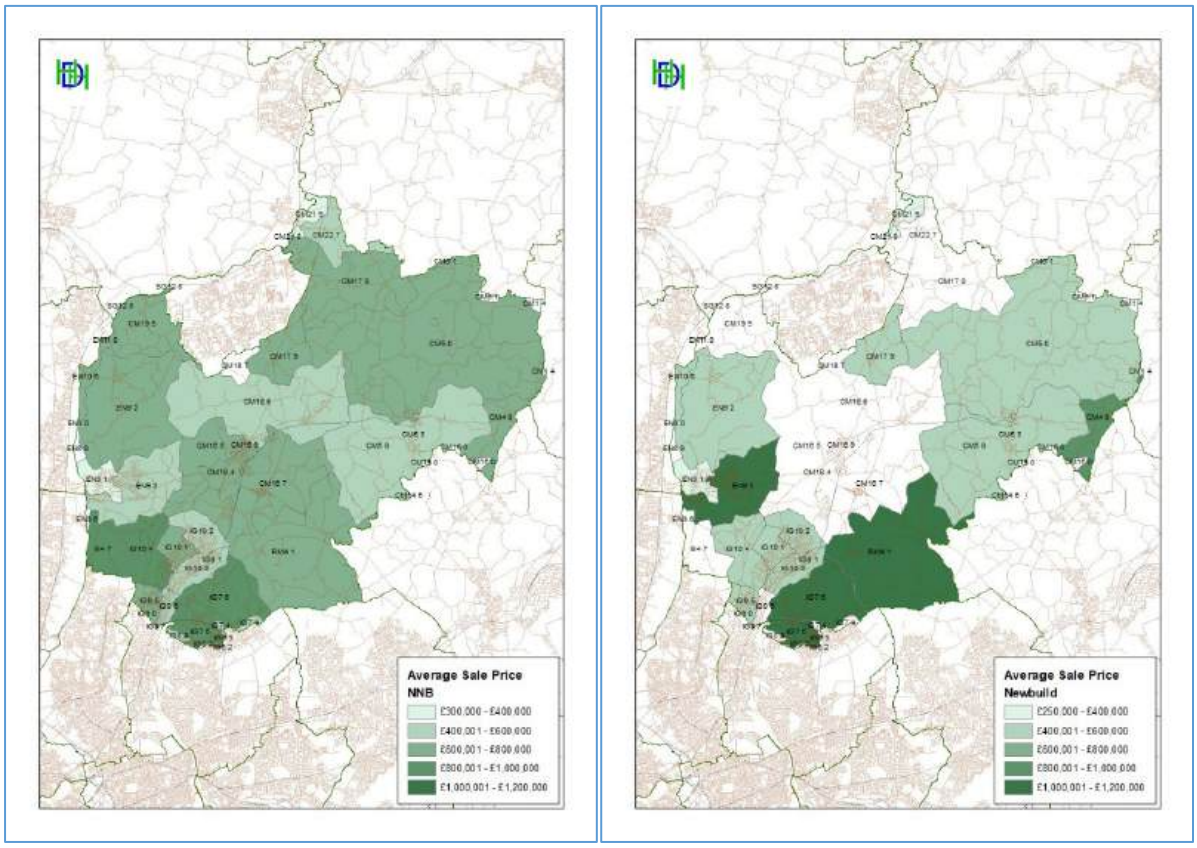
4.29 Through the technical consultation a developer[36] commented with regard to using the Land Registry data correctly noting the delay in the Land Registry Data. This plan-wide CIL viability study has drawn on the widest available data including newbuild asking prices and secondary data sources.

4.30 The average price paid varies across the area as illustrated in the following maps. The maps show that the distribution of newbuild development is concentrated in relatively few areas. It

[36] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

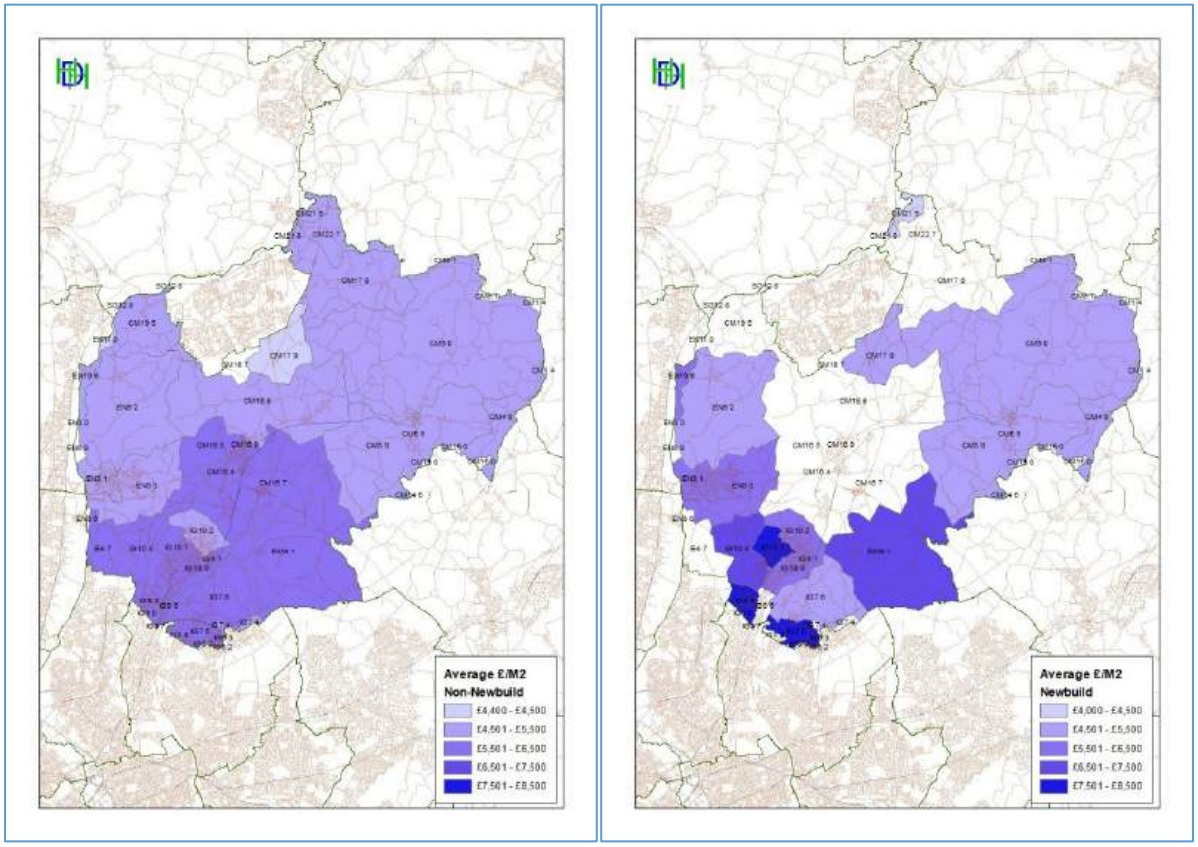
is important to note that some of the sample sizes are small so care should be taken when considering a very fine-grained approach.

**Figure 4.8a Average Price Paid (£) – Non-Newbuild and Newbuild – By Postcode**




Source: Landmark (November 2024). Contains public sector information licensed under the Open Government Licence v3.0.

**Figure 4.8b Average Price Paid (£ per sqm) – Non-Newbuild and Newbuild – By Postcode**




Source: Landmark (November 2024). Contains public sector information licensed under the Open Government Licence v3.0.

4.31 The ONS provides data at ward level for median house prices as set out in the following table. The lack of data is a result of the delays within the Land Registry in publishing data.

**Table 4.8 Median Price Paid by Ward - Year Ending March 2023 (£)**

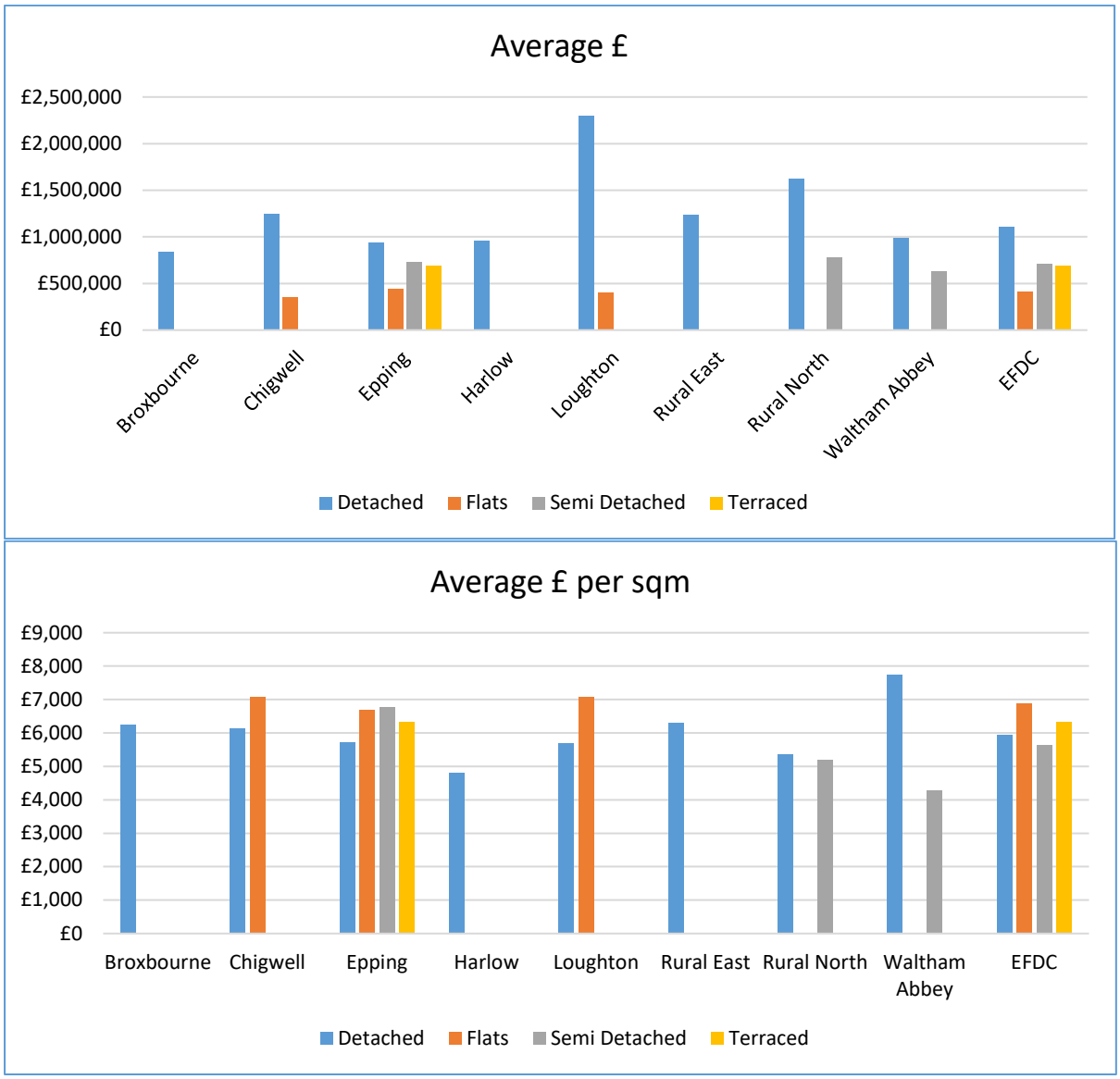
| | Detached | Semi detached | Terraced | Flats | | Detached | Semi detached | Terraced | Flats |
|---|---|---|---|---|---|---|---|---|---|
| Buckhurst Hill West | : | : | : | : | | £617,500 | £827,500 | £630,000 | £408,000 |
| Loughton Roding | : | : | : | : | | £553,750 | £585,000 | £530,000 | £358,750 |
| Epping Lindsey and Thornwood Common | : | : | : | : | | £616,750 | £637,500 | £579,748 | £346,000 |
| Loughton Alderton | : | : | : | : | | £475,000 | £524,000 | £476,500 | £291,500 |
| Grange Hill | : | : | : | : | | £627,500 | £685,000 | £448,250 | £300,000 |
| Chipping Ongar, Greensted and Marden Ash | : | : | : | : | | £489,000 | £502,500 | £465,000 | £245,000 |
| Lower Nazeing | : | : | : | : | | £527,500 | £487,493 | £403,000 | : |
| Loughton St John's | : | : | : | : | | £650,000 | £713,750 | £535,000 | £322,500 |
| Loughton St Mary's | : | : | : | : | | £580,000 | £605,000 | £625,000 | £327,500 |
| Lower Sheering | : | : | : | : | | £330,000 | £470,500 | £330,000 | £240,000 |
| Loughton Broadway | : | : | : | : | | £460,000 | £493,000 | £460,000 | £270,000 |
| Chigwell Row | : | : | : | : | | £593,125 | £730,000 | £515,000 | £357,500 |
| North Weald Bassett | : | : | : | : | | £475,000 | £500,000 | £390,000 | £284,750 |
| Passingford | : | : | : | : | | £750,000 | £587,500 | : | : |
| Roydon | : | : | : | : | | £657,500 | £550,000 | £446,000 | : |
| Shelley | : | : | : | : | | £410,000 | £453,000 | £420,000 | £185,000 |
| Theydon Bois | : | : | : | : | | £843,250 | £890,000 | : | £415,000 |
| Epping Hemnall | : | : | : | : | | £582,500 | £650,000 | £630,000 | £330,000 |
| Chigwell Village | : | : | : | : | | £775,000 | £999,995 | £586,250 | £355,000 |
| High Ongar, Willingale and The Rodings | : | : | : | : | | £785,000 | £660,000 | : | : |
| Lambourne | : | : | : | : | | £468,750 | £547,500 | £440,000 | £318,000 |
| Broadley Common, Epping Upland and Nazeing | : | : | : | : | | £651,998 | £500,000 | : | : |
| Buckhurst Hill East | : | : | : | : | | £629,500 | £713,750 | £580,000 | £317,500 |
| Loughton Fairmead | : | : | : | : | | £440,000 | £511,000 | £479,000 | £287,000 |
| Loughton Forest | : | : | : | : | | £855,000 | £877,500 | £650,025 | £346,500 |
| Waltham Abbey North East | : | : | : | : | | £425,000 | £472,500 | £395,000 | £214,000 |
| Waltham Abbey Paternoster | : | : | : | : | | £400,000 | £455,000 | £385,000 | £208,750 |
| Waltham Abbey High Beach | : | : | : | : | | £580,000 | £734,250 | £432,500 | : |
| Waltham Abbey Honey Lane | : | : | : | : | | £362,000 | £432,500 | £367,500 | £270,000 |
| Waltham Abbey South West | : | : | : | : | | £375,000 | £417,500 | £410,000 | £223,500 |
| Hastingwood, Matching and Sheering Village | : | : | : | : | | £535,000 | £500,000 | £381,250 | : |
| Moreton and Fyfield | : | : | : | : | | £1,195,000 | £590,000 | : | : |

Source: HPSSA Dataset 37 (Data Release 20th September 2023)

*Newbuild Asking Prices*

4.32 This study is concerned with new development, so the key input for the appraisals is the price of new units. A survey of new homes for sale was carried out in November 2024 when there were 78 new homes being advertised for sale in the Council area. The analysis of these showed that asking prices for newbuild homes started at £290,000 and went up to £2,300,000. The average was about £818,000. When considered on a £ per sqm basis, asking prices vary from £3,750 per sqm to £10,225 per sqm, and average £6,265 per sqm. These are summarised in the following figure and table and set out in detail in **Appendix 7**.

**Figure 4.9 Average Newbuild Asking Prices**




Source: Market Survey (November 2024) (The blanks indicate where no asking price and or GIA is available).

### Table 4.9 Average Newbuild Asking Prices £ and £ per sqm – November 2024

| | Detached | | Flats | | Semi Detached | | Terraced | | All | |
|---|---|---|---|---|---|---|---|---|---|---|
| | £ | £ per sqm | £ | £ per sqm | £ | £ per sqm | £ | £ per sqm | £ | £ per sqm |
| **Broxbourne** | | | | | | | | | | |
| The Chimes | £843,750 | £6,240 | | | | | | | £843,750 | £6,240 |
| | **£843,750** | **£6,240** | | | | | | | **£843,750** | **£6,240** |
| **Chigwell** | | | | | | | | | | |
| Crossways | | | £350,000 | £7,065 | | | | | £350,000 | £7,065 |
| Grove Lane | £1,250,000 | £6,127 | | | | | | | £1,250,000 | £6,127 |
| | **£1,250,000** | **£6,127** | **£350,000** | **£7,065** | | | | | **£650,000** | **£6,596** |
| **Epping** | | | | | | | | | | |
| Bramlings | | | | | £725,000 | £6,776 | £700,000 | £6,542 | £710,000 | £6,636 |
| Broadbanks | £1,600,000 | £5,387 | | | | | | | £1,600,000 | £5,387 |
| Shire Mews | | | | | | | £600,000 | £4,688 | £600,000 | £4,688 |
| Springwood Grove | | | £437,273 | £6,678 | | | £706,333 | £6,727 | £494,929 | £6,689 |
| The Mews | | | | | | | £725,000 | £6,092 | £725,000 | £6,092 |
| Thornwood Park | £843,000 | £5,757 | | | | | | | £843,000 | £5,757 |
| | **£937,625** | **£5,711** | **£437,273** | **£6,678** | **£725,000** | **£6,776** | **£693,000** | **£6,323** | **£665,690** | **£6,320** |
| **Harlow** | | | | | | | | | | |
| Bumbles Green | £1,250,000 | | | | | | | | £1,250,000 | |
| Walnut Tree Close | £911,667 | £4,798 | | | | | | | £911,667 | £4,798 |
| | **£960,000** | **£4,798** | | | | | | | **£960,000** | **£4,798** |
| **Loughton** | | | | | | | | | | |
| Stanmore Way | £2,300,000 | £5,679 | | | | | | | £2,300,000 | £5,679 |
| The Green at Epping Gate | | | £397,909 | £7,065 | | | | | £397,909 | £7,065 |
| | **£2,300,000** | **£5,679** | **£397,909** | **£7,065** | | | | | **£556,417** | **£6,950** |
| **Rural East** | | | | | | | | | | |
| Birds Green | £1,500,000 | £3,750 | | | | | | | £1,500,000 | £3,750 |
| London Road | £1,250,000 | £6,127 | | | | | | | £1,250,000 | £6,127 |
| Meadow Views | £1,637,500 | £7,256 | | | | | | | £1,637,500 | £7,256 |
| Mount End | £1,650,000 | £6,274 | | | | | | | £1,650,000 | £6,274 |
| Oak Hill Road | £600,000 | £6,667 | | | | | | | £600,000 | £6,667 |
| Woodland Grove | £900,000 | £5,625 | | | | | | | £900,000 | £5,625 |
| Woodside View | £874,950 | £5,900 | | | | | | | £874,950 | £5,900 |
| | **£1,237,489** | **£6,293** | | | | | | | **£1,237,489** | **£6,293** |
| **Rural North** | | | | | | | | | | |
| Chapel Court | £1,625,000 | £5,363 | | | | | | | £1,625,000 | £5,363 |
| Field View | | | | | £775,000 | £5,201 | | | £775,000 | £5,201 |
| | **£1,625,000** | **£5,363** | | | **£775,000** | **£5,201** | | | **£1,058,333** | **£5,255** |
| **Waltham Abbey** | | | | | | | | | | |
| Claverhambury Road | £680,000 | £7,727 | | | | | | | £680,000 | £7,727 |
| Meadow View | | | | | £585,000 | £4,270 | | | £585,000 | £4,270 |
| Woodlands | | | | | £675,000 | £0 | | | £675,000 | £0 |
| Other | £1,595,000 | | | | | | | | £1,595,000 | £0 |
| | **£985,000** | **£7,727** | | | **£630,000** | **£4,270** | | | **£843,000** | **£6,575** |
| **All** | **£1,103,868** | **£5,951** | **£411,958** | **£6,880** | **£710,000** | **£5,645** | **£693,000** | **£6,323** | **£814,829** | **£6,263** |

Source: Market Survey (November 2024)

4.33 Through the technical consultation a developer[37] commented that '*consideration of new build asking prices and reliance on averages ranging from £290,000 to £2,300,000 appears overly simplistic and does not adequately reflect the market's complexity*'. As set out above, full details have been provided. The survey was repeated in February 2025 when there were 75 newbuild homes being advertised for sale. The analysis of these showed that asking prices for newbuild homes started at £388,938 and went up to £1,912,500. The average was

[37] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

£936,354. When considered on a £ per sqm basis, asking prices vary from £3,750 per sqm to £7,424 per sqm, and average £5,961 per sqm.

### Table 4.10 Average Newbuild Asking Prices £ and £ per sqm – February 2025

| | Detached | | Flats | | Semi-detached | | Terraced | | All | |
|---|---|---|---|---|---|---|---|---|---|---|
| | £ | £ per sqm | £ | £ per sqm | £ | £ per sqm | £ | £ per sqm | £ | £ per sqm |
| **Broxbourne** | | | | | | | | | | |
| The Chimes | £787,500 | £6,152 | | | | | | | £787,500 | £6,152 |
| | **£787,500** | **£6,152** | | | | | | | **£787,500** | **£6,152** |
| **Epping** | | | | | | | | | | |
| Bramlings | | | | | | | £689,600 | £6,190 | £689,600 | £6,190 |
| Broadbanks | £1,600,000 | £5,387 | | | | | | | £1,600,000 | £5,387 |
| Shire Mews | | | | | | | £600,000 | £4,688 | £600,000 | £4,688 |
| Thornwood Park | £858,000 | £6,044 | | | | | | | £858,000 | £6,044 |
| Verdant Place | | | £440,750 | £6,637 | | | | | £440,750 | £6,637 |
| | **£950,750** | **£5,962** | **£440,750** | **£6,637** | | | **£674,667** | **£5,940** | **£690,000** | **£6,201** |
| **Fyfield** | | | | | | | | | | |
| The Hawthorns | £1,050,000 | £7,151 | | | | | | | £1,050,000 | £7,151 |
| | **£1,050,000** | **£7,151** | | | | | | | **£1,050,000** | **£7,151** |
| **Harlow** | | | | | | | | | | |
| Walnut Tree Close | £915,000 | £4,816 | | | | | | | £915,000 | £4,816 |
| | **£915,000** | **£4,816** | | | | | | | **£915,000** | **£4,816** |
| **Loughton** | | | | | | | | | | |
| Stanmore Way | | | | | | | | | | |
| The Green at Epping Gate | | | £404,250 | £6,657 | | | | | £404,250 | £6,657 |
| | | | **£404,250** | **£6,657** | | | | | **£404,250** | **£6,657** |
| **Matching** | | | | | | | | | | |
| (blank) | | | | | £625,000 | £4,085 | £728,333 | £4,999 | £702,500 | £4,770 |
| | | | | | **£625,000** | **£4,085** | **£728,333** | **£4,999** | **£702,500** | **£4,770** |
| **Ongar** | | | | | | | | | | |
| School Lane | | | | | £750,000 | £4,491 | | | £750,000 | £4,491 |
| | | | | | **£750,000** | **£4,491** | | | **£750,000** | **£4,491** |
| **Rural East** | | | | | | | | | | |
| Birds Green | £1,500,000 | £3,750 | | | | | | | £1,500,000 | £3,750 |
| Meadow Views | £1,912,500 | £7,087 | | | | | | | £1,912,500 | £7,087 |
| Mount End | £1,500,000 | £5,619 | | | | | | | £1,500,000 | £5,619 |
| Woodside View | £818,700 | £5,619 | | | | | | | £818,700 | £5,619 |
| | **£1,288,867** | **£5,738** | | | | | | | **£1,288,867** | **£5,738** |
| **Rural North** | | | | | | | | | | |
| Field View | £1,250,000 | £6,906 | | | | | | | £1,250,000 | £6,906 |
| | **£1,250,000** | **£6,906** | | | | | | | **£1,250,000** | **£6,906** |
| **Stapleford Abbotts** | | | | | | | | | | |
| High House Farm | | | | | £637,500 | £6,732 | | | £637,500 | £6,732 |
| Woodland Grove | £850,000 | £5,313 | | | | | | | £850,000 | £5,313 |
| | **£850,000** | **£5,313** | | | **£637,500** | **£6,732** | | | **£743,750** | **£6,022** |
| **Stapleford Tawney** | | | | | | | | | | |
| Meadow Views | £1,362,500 | £7,424 | | | | | | | £1,362,500 | £7,424 |
| | **£1,362,500** | **£7,424** | | | | | | | **£1,362,500** | **£7,424** |
| **Theydon Bois** | | | | | | | | | | |
| Dukes Avenue | £1,495,000 | £6,704 | | | | | | | £1,495,000 | £6,704 |
| | **£1,495,000** | **£6,704** | | | | | | | **£1,495,000** | **£6,704** |
| **Waltham Abbey** | | | | | | | | | | |
| Claverhambury Road | £650,000 | £7,386 | | | | | | | £650,000 | £7,386 |
| Honey Lane | | | | | £705,000 | £5,640 | | | £705,000 | £5,640 |
| Lionheart Court | | | £388,938 | £5,717 | | | | | £388,938 | £5,717 |
| The Landmark | £885,625 | £4,969 | | | | | | | £885,625 | £4,969 |
| | **£807,083** | **£5,775** | **£388,938** | **£5,717** | **£705,000** | **£5,640** | | | **£585,250** | **£5,729** |
| **Grand Total** | **£1,050,341** | **£5,909** | **£412,725** | **£6,273** | **£687,143** | **£5,402** | **£692,556** | **£5,626** | **£803,477** | **£5,925** |

Source: Market Survey (February 2025)

4.34 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that significant discounts are not available, but there are a number of incentives that are available there is very little flexibility around the price paid. The feedback is that a large proportion (the majority) of the new homes are contracted for sale before they are completed. It was suggested that the buyer then benefits from the increase in value between the sale being agreed and the completion of the home. The incentives offered can be divided into three broad groups.

- Part exchange deals where the value of buyer's existing home is offset against the new home and the developer (or an independent firm acting with the developer) sells the house. This has the advantage of there being a pre-agreed price and no delay or chain as in conventional sales and purchases.
- Upgrades to the specification. This typically relates to white goods, kitchen and bathroom fixtures and fitting, carpets or turf rather than grass seed.
- Financial incentives. These tend not be any more than a token adjustment to the price, rather they are assistance with legal fees or mortgage payments in the first year of the purchase. One developer has a deposit match scheme (up to about 5% of the price).

4.35 It appears that the earlier that a buyer commits to a purchase, the greater the discount available. All of these incentives have a cost to the developer, although it is also clear that the level of incentives varies across time (i.e. market cycles).

**Price Assumptions for Financial Appraisals**

4.36 As in the 2020 Viability Assessment, it is necessary to form a view about the appropriate prices for the schemes to be appraised in the Update. The preceding analysis does not reveal simple clear patterns with sharp boundaries. It is necessary to relate this to the pattern of development expected to come forward in the future. Bringing together the evidence above (which it is acknowledged is varied), the following approach to value was put to the December 2024 consultation.

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

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

b) Smaller Brownfield Sites. As with the larger sites, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. Development is likely to be of a higher density and be based around

schemes of flats, semi-detached housing and terraces with a lower proportion of detached units.

c) Urban Flatted Schemes. This is considered to be a separate development type that is only likely to take place in the town centres. These are modelled as both a conventional development and on a Build to Rent basis (see below).

d) Greenfield Sites. These are the large greenfield sites (over 200 units or so).

e) Medium Greenfield Sites. These are the greenfield sites of up to 200 units that are likely to be brought forward by a single developer.

4.37 In addition, specific values were attributed to the Strategic Sites. It is important to note that this is a broad brush, high level Assessment as required by the NPPF. The values between new developments and within new developments will vary.

4.38 As set out at the start of this chapter, the Land Registry suggests that newbuild house prices have increased by about 30% since the 2020 Viability Assessment. A detailed review of the evidence suggests that newbuild house prices have not increased by this amount, and in some cases by very little at all. There is now less differentiation between the South West EFDC area and the Epping / Waltham Abbey and Adjacent area. Newbuild house prices adjacent to Harlow have increased somewhat more than in the wider District, although this is probably a factor of the lower starting point.

**Table 4.11 November 2024 Pre-consultation Residential Price Assumptions (£ per sqm) - Typologies**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Adjacent to Harlow | Rural EFDC |
|---|---|---|---|---|
| Large Greenfield | £6,000 | £6,000 | £4,700 | £5,150 |
| Medium Greenfield | £6,000 | £6,000 | £4,700 | £5,150 |
| Large Brownfield | £6,150 | £6,100 | | £5,150 |
| Medium Brownfield | £6,000 | £6,100 | | £5,150 |
| Urban Flatted | £6,300 | £6,300 | | |

Source: HDH (November 2024)

**Table 4.12 Pre-consultation November 2024 Residential Price Assumptions (£ per sqm) - Strategic Sites**

| | |
|---|---|
| East of Harlow (North) | £4,800 |
| Latton Priory | £4,800 |
| Water Lane Area (Sumners) | £4,800 |
| Water Lane Area (Katherine's) | £4,800 |
| South Epping MPA | £6,000 |
| North Weald Bassett MPA | £6,000 |
| Waltham Abbey North MPA | £5,900 |

Source: HDH (November 2024)

4.39 A range of comments were made through the technical consultation:

4.40 A site promoter[38] said:

> *Barwood Land would question why local factors have not been considered in respect of allocated sites which are likely to have a significant impact on the revenue expected from a development. Such local factors are readily observed in EPP R.1, along with on-site pylons and overhead electricity lines will have a tangible impact on the sales revenues achieved within this allocation. This would align with the cautionary approach required.*
>
> *As currently drafted, the market housing values are over inflated and are not representative of recent transactions, or the wider economic market. Moreover, no locational allowance has been applied to sites such as EPP.R1 which will be impacted by the proximity of the site to the M25. Barwood Land would suggest a value per of £5,750 per sqm is more appropriate.*

4.41 Alternatively, a housebuilder[39] said:

> *The market housing values proposed are not substantiated and are over-stating GDV and viability.*

4.42 No additional or further data was provided, although reference was made to '*new build developments in Harlow such as New Hall and Gilden Way*', and that newbuild sales at New Hall (Countryside Homes) during 2024 averaged £4,060 per sqm. At the time of this Assessment there are 6 units for sale on the New Hall scheme with asking prices that range from £3,786 per sqm to £5,281 per sqm with an average of £4,487 (median £4,605 per sqm). Newbuild price paid data from across Harlow has been reviewed:

[38] R Locke for Barwood Land with regard to South Epping EPP.R1

[39] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

### Table 4.13 Average Price Paid

| | Detached | Flat | Semi-det | Terraced | All |
|---|---|---|---|---|---|
| **2022** | | | | | |
| By Station | 0 | 117 | 0 | 0 | 117 |
| Gilden | 25 | 18 | 34 | 3 | 80 |
| Newhall | 35 | 18 | 4 | 15 | 72 |
| | **60** | **153** | **38** | **18** | **269** |
| **2023** | | | | | |
| By Station | 0 | 99 | 0 | 0 | 99 |
| Central Harlow | 0 | 105 | 0 | 0 | 105 |
| Gilden | 4 | 0 | 5 | 1 | 10 |
| Newhall | 12 | 8 | 0 | 11 | 31 |
| | **16** | **212** | **5** | **12** | **245** |
| **2024** | | | | | |
| By Station | 0 | 11 | 0 | 0 | 11 |
| Newhall | 0 | 3 | 0 | 3 | 6 |
| | **0** | **14** | **0** | **3** | **17** |
| **All** | **76** | **379** | **43** | **33** | **531** |
| **£** | **Detached** | **Flat** | **Semi-det** | **Terraced** | **All** |
| **2022** | | | | | |
| By Station | | £281,181 | | | £281,181 |
| Gilden | £461,920 | £255,667 | £405,062 | £414,933 | £389,586 |
| Newhall | **£474,166** | **£279,789** | **£464,975** | **£385,200** | £406,526 |
| | **£469,063** | **£278,015** | **£411,368** | **£390,156** | £346,970 |
| **2023** | | | | | |
| By Station | | £291,530 | | | £291,530 |
| Central Harlow | | £270,737 | | | £270,737 |
| Gilden | £427,500 | | £398,960 | £425,000 | £412,980 |
| Newhall | £497,904 | £283,554 | | £461,718 | £429,748 |
| | **£480,303** | **£280,931** | **£398,960** | **£458,658** | **£305,065** |
| **2024** | | | | | |
| By Station | | £275,441 | | | £275,441 |
| Newhall | | £285,472 | | £486,674 | £386,073 |
| | | **£277,591** | | **£486,674** | **£314,488** |
| **All** | **£471,430** | **£279,630** | **£409,926** | **£423,840** | £326,595 |
| **£ per sqm** | **Detached** | **Flat** | **Semi-det** | **Terraced** | **All** |
| **2022** | | | | | |
| By Station | | £4,384 | | | £4,384 |
| Gilden | £4,322 | £4,357 | £5,068 | £4,882 | £4,668 |
| Newhall | £4,572 | £4,554 | £5,081 | £5,029 | £4,691 |
| | **£4,467** | **£4,401** | **£5,069** | **£5,004** | **£4,551** |
| **2023** | | | | | |
| By Station | | £4,438 | | | £4,438 |
| Central Harlow | | £4,422 | | | £4,422 |
| Gilden | £4,537 | | £5,114 | £5,000 | £4,872 |
| Newhall | £4,398 | £4,783 | | £4,084 | £4,386 |
| | **£4,433** | **£4,443** | **£5,114** | **£4,160** | **£4,442** |
| **2024** | | | | | |
| By Station | | £4,099 | | | £4,099 |
| Newhall | | £4,333 | | £3,791 | £4,062 |
| | | **£4,149** | | **£3,791** | **£4,086** |
| **All** | **£4,460** | **£4,415** | **£5,075** | **£4,587** | **£4,486** |

Source: Land Registry and EPC Register (February 2025)

4.43 Similarly, another site promoter[40] noted:

> *48 The Updated Evidence base notes the need to adopt appropriate assumptions regarding residential values likely to be achieved by new build development as part of the Viability Assessment that informs the CIL process. CEG and Hallam Land note the assumptions made in relation to the strategic sites and support the use of a common assumption for each of the strategic sites on the edge of Harlow (Table 4.10 sets this out as £4,800 per square metre).*
>
> *49 CEG and Hallam Land are however concerned that the proposed residential value to be adopted for the strategic sites is not robust and not evidenced. Specifically:*
>
> *a) The original assumption in the 2020 evidence base (£4,000 per square metre for Latton Priory) was not, we understand, tested in any detail as part of the Epping Forest Local Plan examination (see above)*
>
> *b) the proposed increase in the values (from 2020) assumed for the strategic sites in the 2024 evidence base – ranging from 20% at Latton Priory to 26% to the east of Harlow (North) – appears to lack caution and sufficient supporting evidence.*
>
> *50 CEG and Hallam Land understand that it is difficult to establish, reliably, values for new build housing in strategic developments and locations where in essence there is limited like for like information to evidence such values. CEG and Hallam Land welcome the acceptance in para 4.36 of the updated evidence base (and the preceding paragraphs), that in terms of evidence (generally and not simply related to strategic sites), there are no "simple clear patterns", and that the evidence is "varied". CEG and Hallam Land would argue that this is particularly the case in relation to the strategic sites and as a result of a substantial lack of evidence – especially in relation to Harlow.*
>
> *51 The proposed increase (since 2020) in the assumed values achievable in the strategic sites on the edge of Harlow (20-26%) sits uncomfortably with: …..*

4.44 No additional evidence was submitted and no alternative assumption suggested.

4.45 A developer[41] commented:

> *The market housing values proposed are not substantiated and in our opinion, are over-stating GDV and viability. We concur with the HBF that it will be necessary for the Council to take on board the values being suggested by those developing homes in Epping Forest to ensure that it does not overestimate the returns from development and potential for CIL to be charged on both allocated and windfall sites.*

4.46 No additional evidence was submitted and no alternative assumption suggested. This study draws on a wide range of evidence.

4.47 A site promoter[42] commented:

> *The average capital value adopted for each market area will ultimately depend on the unit mix of the scheme, the scale of the development and the developer delivering the scheme. For example, for Epping town the average private market value applied is £6,000psm (£557psf).*

[40] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

[41] William Main of Manor Oak Homes in relation to Water Lan Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

[42] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

*For individual schemes in the town the average value will vary and therefore some modelling of a range may be beneficial.*

4.48 Sensitivity testing to changes in values (and costs has been carried out (see Chapter 10 below).

4.49 A developer[43] commented that the value assumption used in relation to North Weald Bassett is too high at £6,000 per sqm. They noted that 61 local comparables within 2 miles suggest an average value of £5,040 per sqm, they also noted that the Countryside scheme at South Harlow (Atelier – 346 dwellings) had an average value of £4,565 per sqm. Reference was also made to asking prices in the immediate vicinity being about £5,110 per sqm.

4.50 Following the consultation the residential value assumptions have been updated as follows:

**Table 4.14 2025 Residential Price Assumptions (£ per sqm) - Typologies**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Adjacent to Harlow | Rural EFDC |
|---|---|---|---|---|
| Large Greenfield | £5,900 | £5,750 | £4,485 | £5,150 |
| Medium Greenfield | £5,900 | £5,750 | £4,485 | £5,150 |
| Brownfield | £6,000 | £6,000 | | £5,150 |
| Urban Flatted | £6,300 | £6,300 | | |

Source: HDH (February 2024)

**Table 4.15 2025 Residential Price Assumptions (£ per sqm) - Strategic Sites**

| | |
|---|---|
| East of Harlow (North) | £4,485 |
| Latton Priory | £4,485 |
| Water Lane Area (Sumners) | £4,485 |
| Water Lane Area (Katherine's) | £4,485 |
| South Epping MPA | £5,750 |
| North Weald Bassett MPA | £5,150 |
| Waltham Abbey North MPA | £5,750 |

Source: HDH (February 2024)

4.51 As set out above, there is uncertainty with regard to the housing market. Sensitivity testing has been carried out.

[43] N Bignall of Turner Morum LLP, for Vistry Group / Countryside Properties (UK) Ltd, with regard to North Weald Bassett (NWB) – R3

*Ground Rents*

4.52 Over the last 20 or so years many new homes have been sold subject to a ground rent. Such ground rents have recently become a controversial and political topic. In this Assessment, no allowance is made for residential ground rents[44].

**Build to Rent**

4.53 This is a growing development format, that is subject to specific guidance within the PPG. The Build to Rent sector is a different sector to mainstream housing.

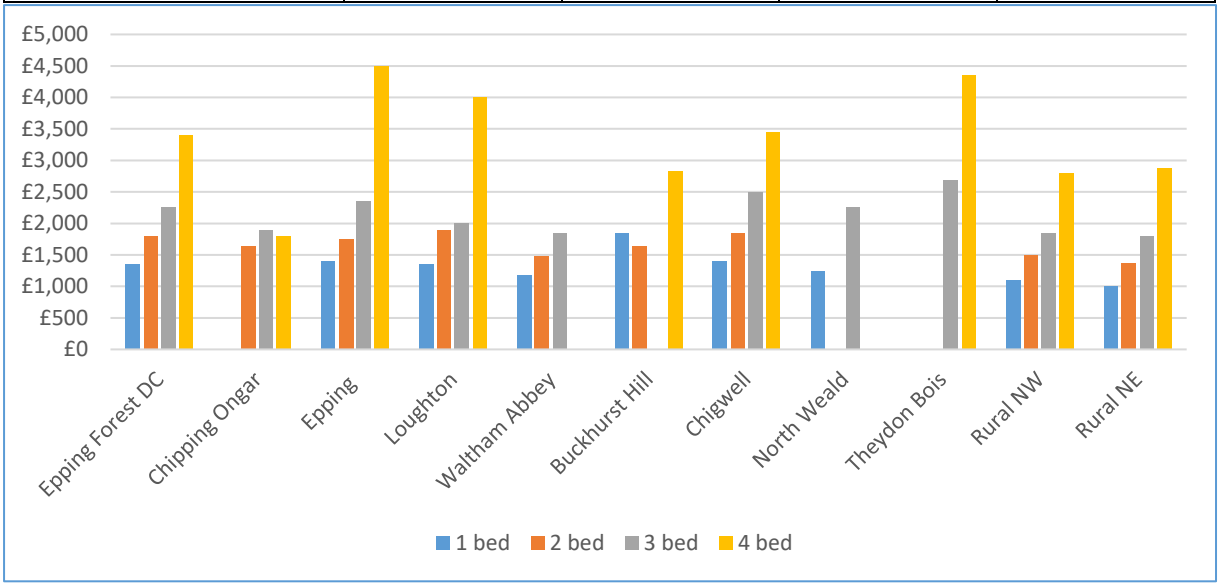
4.54 The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. The value of the units in the PRS (where their use is restricted to PRS and they cannot be used in other tenures) is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor would pay for the completed unit or scheme. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.). This is well summarised in *Unlocking the Benefits and Potential of Built to Rent*, A British Property Federation report commissioned from Savills, academically reviewed by LSE, and sponsored by Barclays (February 2017):

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

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

**Table 4.16 Median Asking Rents (£/month)**

| | 1 Bed | 2 Bed | 3 Bed | 4 Bed |
|---|---|---|---|---|
| Epping Forest DC | £1,350 | £1,800 | £2,250 | £3,400 |
| Chipping Ongar | | £1,650 | £1,900 | £1,800 |
| Epping | £1,400 | £1,750 | £2,350 | £4,500 |
| Loughton | £1,350 | £1,895 | £2,000 | £4,000 |
| Waltham Abbey | £1,175 | £1,475 | £1,840 | |
| Buckhurst Hill | £1,850 | £1,650 | | £2,825 |
| Chigwell | £1,400 | £1,850 | £2,500 | £3,450 |
| North Weald | £1,250 | | £2,250 | |
| Theydon Bois | | | £2,685 | £4,350 |
| Rural NW | £1,100 | £1,500 | £1,845 | £2,795 |
| Rural NE | £1,000 | £1,380 | £1,800 | £2,874 |




Source: Rightmove.co.uk (November 2024)

4.55 It is important to note that the above rents are for all units across the market. It is likely that Build to Rent units will be amongst the highest quality rental units in the market, offering high quality and reliable management and a greater certainty of tenure (i.e. longer tenancies).

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

**Table 4.17 Rents reported by the VOA – EFDC, October 2022 to September 2023**

| | Count of rents | Mean | Lower quartile | Median | Upper quartile |
|---|---|---|---|---|---|
| Room | 50 | 629 | 600 | 633 | 660 |
| Studio | 10 | 880 | | 860 | |
| 1 Bedroom | 150 | 1,002 | 875 | 995 | 1,100 |
| 2 Bedroom | 270 | 1,351 | 1,200 | 1,300 | 1,488 |
| 3 Bedroom | 180 | 1,699 | 1,475 | 1,650 | 1,900 |
| 4+ Bedroom | 80 | 2,379 | 1,893 | 2,338 | 2,656 |

Source: VOA Private rental market summary statistics in England (Released 20th December 2023)

4.57 In calculating the value of PRS units it is necessary to consider the yields. Several sources of information have been reviewed.

a. Savills in its *UK Build to Rent Market Update- Q3 2024* (Savills, October 2024) does not report a yield. The Q4 2022 suggests a Prime Regional Multifamily yield of 4%.

b. Cushman & Wakefield in its *Q2 2023 Build to Rent Report* suggests a net yield of about 3.75%.

c. Knight Frank in its *Residential Yield Guide* (October 2024) reported build to rent yields of a 4.00% yield for South East Regional Single Family Housing and a yield of 4.25% for South East prime.

d. CBRE is reporting multifamily prime yields of 4.15% to 4.5% its *UK Property Market Snapshot Q1 2024.*

4.58 Having considered a range of sources, a net yield of 4.25% has been assumed. A 20% allowance is made for management, maintenance and voids. In considering the rents to use in this assessment it is necessary to appreciate that much of the existing rental stock is relatively poor, so new PRS units are likely to have rental values that are well in excess of the averages, with yields that are below the averages.

4.59 Through the technical consultation, a site promoter[45] commented:

> *OPEX costs for management and maintenance in the current market tends to be 22.50%-25% rather than 20% as applied at paragraph 4.47, due to rising costs. We would suggest a higher OPEX cost is applied to calculate the net rents for the BTR values.*

4.60 The costs have been updated to 25%.

[45] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

**Table 4.18 Capitalisation of Private Rents**

| | 1 bed | 2 bed | 3 bed | 4 bed |
|---|---|---|---|---|
| Rent (£/month) | £1,100 | £1,488 | £1,900 | £2,600 |
| Rent (£/annum) | £13,200 | £17,856 | £22,800 | £31,200 |
| Net Rent | £10,230 | £13,838 | £17,670 | £24,180 |
| Value | £240,706 | £325,609 | £415,765 | £568,941 |
| sqm | 50 | 70 | 84 | 97 |
| **£ per sqm** | **£4,814** | **£4,652** | **£4,950** | **£5,865** |

Source: HDH (February 2025)

4.61 This approach derives a value for private rent, under Build to Rent, of £4,800 per sqm or so. This compares to £4,600 per sqm assumed in the 2020 Viability Assessment (which was based on lower rents and a higher yield (5%), and lower management costs.

4.62 As per paragraphs 60-002-20180913 and 60-003-20180913 of the PPG it is assumed that 20% of the homes in Build to Rent Schemes are delivered as Private Affordable Rent at 80% of market rent.

**Affordable Housing**

4.63 Policy H2 Affordable Housing of the adopted Local Plan seeks:

> *A. On development sites which provide for 11 or more homes, or residential floorspace of more than 1,000 square metres (combined gross internal area), the Council will require 40% of those homes to be affordable and provided onsite. The tenure mix of affordable homes will be required to reflect the latest available housing need. All new homes will be required to meet Building Regulations Requirement M4(2) Accessible and Adaptable Dwelling standards. B.*
>
> *B. The management of the affordable homes provided will be undertaken by a Registered Provider which is a Preferred Partner of the Council unless otherwise agreed by the Council. Any relevant scheme will need to demonstrate that the design, siting and phasing of affordable homes provides for its proper integration and timely provision as part of the wider development.*
>
> *C. The mix of units in respect of size will be determined on a site by site basis dependent on the overall needs for the local area and on the specific characteristics of the individual site. The Council will expect the design, type, size and mix of the affordable homes to be such that the development is 'tenure blind' in respect of its character and appearance.*

4.64 Epping Forest District Council's Strategic Housing Market Assessment provides the following breakdown by tenure:

**Table 4.19 Affordable Need by Tenure and Size**

| | Flat | | House | | | **All** |
|---|---|---|---|---|---|---|
| | 1 bed | 2+ bed | 2 bed | 3 bed | 4+ bed | |
| Affordable Rent | 20% | 13% | 21% | 36% | 11% | **82%** |
| Intermediate | 9% | 18% | 28% | 40% | 5% | **18%** |
| **All Affordable** | **18%** | **14%** | **22%** | **37%** | **10%** | |

Source: Figure 63 *Strategic Housing Market Assessment* (Opinion Research Services, 2015)

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

4.66 The values are now reviewed, although before doing so, in this regard, through the technical consultation, the HBF[46] commented:

> *In considering affordable housing values it will be important for the assessment to reflect on the difficulties developers are currently facing with regard to selling S106 plots to housing associations. In 2024, HBF conducted two surveys of a small selection of its membership to better understand the challenges developers were experiencing in obtaining bids from RPs for their S106 Affordable Housing units. The first survey was conducted in March among 13 developers and found:*
>
> - *almost 13,000 (12,888) Section 106 units with detailed planning consent were uncontracted as of March 2024.*
> - *Around 10% of these plots were due for completion during 2024 with a further 27% expected to complete during 2025.*
>
> *In October 2024 HBF repeated the survey among an expanded group of members. The results of this survey found that 17,432 S106 Affordable Housing units with detailed planning consent remain uncontracted. This is equivalent to almost two thirds (63%) of the total number of Affordable Homes funded through S106 agreements in 2023-24.*
>
> *Beyond site delays and developers re-evaluating the pace and direction of their building programs, the difficulty in selling plots will mean that value of affordable housing plots will be supressed with developers potentially unable to sell affordable housing at the levels suggested in the plan at paragraph 4.63 and that these should be revised.*

4.67 Two developers[47] [48] made a similar point. This is an issue concerning the availability of buyers, rather than values, and one that applies, in particular, to smaller builders and smaller sites. This is considered under the *Developers' return* heading in Chapter 7 below.

[46] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[47] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

[48] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

*Social Rent*

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

**Table 4.20 EFDC Social Rent (£/Week)**

| Average weekly rent (£ per week) and unit counts by unit size for Epping Forest - large PRPs | | | | | |
|---|---|---|---|---|---|
| Unit Size | Net Rent | Social Rent Rate | Service Charge | Gross Rent | Unit Count |
| Non-self-contained | - | - | - | - | - |
| Bedsit | - | - | - | - | - |
| 1 Bedroom | £107.25 | £109.05 | £11.28 | £118.40 | 246 |
| 2 Bedroom | £131.69 | £132.37 | £9.97 | £140.54 | 453 |
| 3 Bedroom | £154.78 | £157.54 | £6.70 | £160.18 | 469 |
| 4 Bedroom | £171.21 | £176.54 | £5.88 | £176.77 | 37 |
| 5 Bedroom | £173.60 | £171.83 | £7.98 | £181.58 | 13 |
| 6+ Bedroom | - | - | - | - | - |
| All Self-Contained | £137.29 | £139.12 | £8.96 | £145.17 | 1,218 |
| All Stock Sizes | **£137.29** | **£139.12** | **£8.96** | **£145.17** | **1,218** |
| Owned stock. Large PRPs only - unweighted. Excludes Affordable Rent and intermediate rent, but includes other units with an exception under the Rent Policy Statement. Stock outside England is excluded. | | | | | |

Source: Table 9, Geographic look-up tool (SDR data) 2024 – Data Tool[49]

4.69 This Assessment concerns only the value of newly built homes. There seems to be relatively little difference in the amounts paid by RPs for such units across the area. In this update, the value of Social Rents is assessed assuming 10% management costs, 4% voids and bad debts and 6% repairs. These are capitalised at 4.25%.

**Table 4.21 Capitalisation of Social Rents**

| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | 4 Bedrooms |
|---|---|---|---|---|
| Gross Rent (£/week) | £107.25 | £131.69 | £154.78 | £171.21 |
| Gross Rent (£/annum) | £5,577 | £6,848 | £8,049 | £8,903 |
| Net Rent | £4,462 | £5,478 | £6,439 | £7,122 |
| Value | £104,979 | £128,901 | £151,502 | £167,584 |
| $m^2$ | 50 | 70 | 84 | 97 |
| £/$m^2$ | **£2,100** | **£1,841** | **£1,804** | **£1,728** |

Source: HDH (February 2025)

[49] GEO_PRP_TOOL_2024_FINAL_V1.1_Locked.xlsx

4.70 On this basis, a value of £1,865 per sqm across the update area is derived (being an increase from £1,500 per sqm assumed in the 2020 Viability Assessment).

4.71 As set out below, through the technical consultation, a site promoter[50] suggested (in relation to Affordable Rent) that values derived should be weighted as per the Council's preferred affordable housing mix. Such an approach derives a value of £1,885 per sqm.

*Affordable Rent*

4.72 Under Affordable Rent, a rent of no more than 80% of the market rent for that unit can be charged. The value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit. In estimating the likely level of Affordable Rent, a survey of market rents across the District has been undertaken and is presented under the Build to Rent heading above.

4.73 As part of the reforms to the social security system, housing benefit / local housing allowance is capped at the 3rd decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency (VOA) by Broad Rental Market Area (BRMA). Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap. The majority of the District is within the Harlow and Stortford BRMA. Waltham Abbey is in the South East Herts BRMA and the area to the south of the M25 is in the Outer North East London BRMA.

**Table 4.22 BRMA LHA Caps (£/Week)**

| | Harlow & Stortford | Outer North East London | South East Herts |
|---|---|---|---|
| Shared | £103.87 | £126.54 | £109.32 |
| 1 Bedroom | £186.41 | £230.14 | £192.16 |
| 2 Bedroom | £235.89 | £287.67 | £241.64 |
| 3 Bedroom | £278.47 | £345.21 | £315.29 |
| 4 Bedroom | £316.44 | £414.25 | £391.23 |

Source: VOA (February 2025)

4.74 These caps apply to the combined rent and service charge. The caps are generally above the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

[50] R Locke for Barwood Land with regard to South Epping EPP.R1

**Table 4.23 EFDC Affordable Rent (£/Week)**

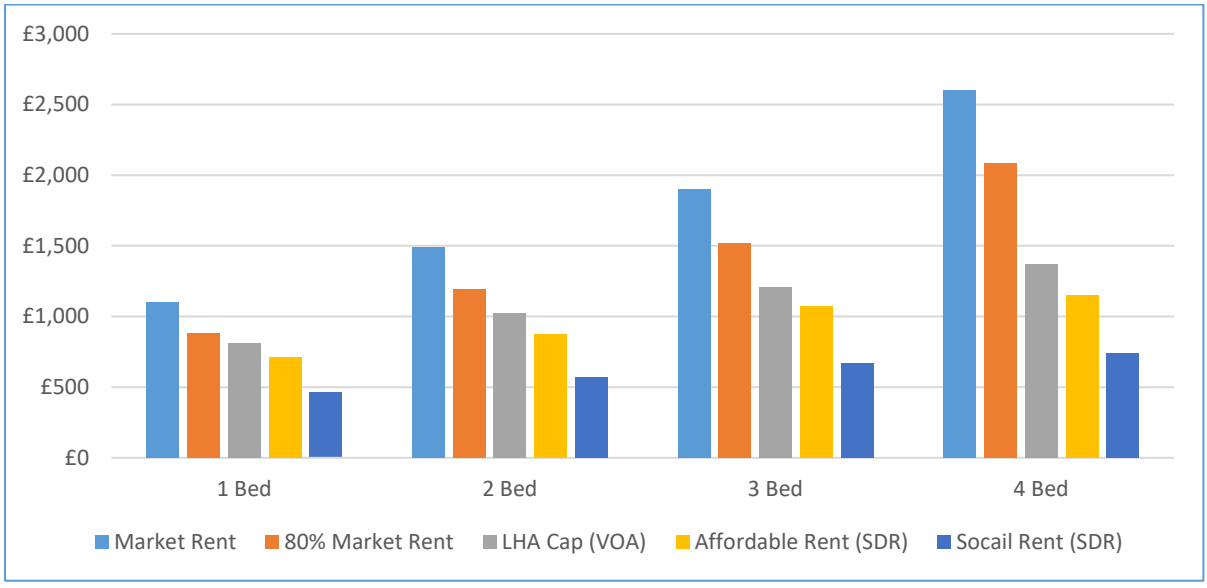
| Average weekly gross rent (£ per week) and unit counts by unit size for Epping Forest | | |
|---|---|---|
| Unit Size | Gross Rent | Unit Count |
| Non-self-contained | | - |
| **All Stock Sizes** | | **252** |
| Owned stock. All PRPs owning Affordable Rent units - unweighted. Stock outside England is excluded. | | |

Source: Table11, Geographic look-up tool (SDR data) 2024 – Data Tool[51]

4.75 The Gross Rent does not include service charges (the data shown earlier for Social Rent lists service charges separately). As the LHA cap applies to the rent and service charge, an allowance of £11/week is made for this.

4.76 The rents under the various tenures can be summarised as follows.

**Figure 4.10 Rents by Tenure – £/Month**




Source: Market Survey, HCA Statistical Return and VOA (November 2024)

[51] GEO_PRP_TOOL_2024_FINAL_V1.1_Locked.xlsx

4.77 Through the technical consultation, a site promoter[52] questioned the increase in Affordable Rents. The above data is taken from the *Private registered provider social housing stock in England Statistical Return* and the Value Office Agency so are taken as read. The market rents (from which Affordable Rent is calculated) are based on a market survey. No alternative information provided to suggest that either the official data or market survey were inaccurate.

4.78 A housebuilder[53] commented that *'Experience in the RP market is that bids for S106 affordable housing are in the range 50-55% of market value and certainly do not exceed 60% of market value*'. A value of £3,200 per sqm (see below) 66% of the value suggested for the St Katherine's site at the time of the consultation.

4.79 A site promoter[54] noted:

> *… in relation to affordable housing values, CEG and Hallam Land consider on the basis of their experience, that the assumptions made are unrealistic. CEG and Hallam Land advocate values for Affordable rented dwellings at 55% of Open Market Value ...*

4.80 A developer[55] said '*We concur with other housebuilders experience that bids for S106 affordable housing are in the range 50-55% of market value and certainly do not exceed 60% of market value*'.

4.81 A site promoter[56] commented:

> *Affordable rent capital values appear to be too high compared to values in recently agreed financial viability assessments for planning applications in the District. We would suggest that you review these documents (Pyrles Lane, Loughton, Roundhills at Waltham Abbey and Epping Town centre sites all on behalf of Qualis) as the values are below £300psf. Moreover, offers from Registered Providers to take housing stock as part of s.106 agreements on residential scheme have significantly reduced over the past 12 months.*

4.82 A developer[57] commented that they considered £3,300 per sqm 'overly optimistic especially in the current Registered Provider ('RP') market'. They went on to link this to their position that the market values were too high and suggested that 50% of market value would be more appropriate. They made a similar point to the HBF with regard to the scarcity of RPs willing to bid due to wider pressures. They concluded that £2,800 per sqm would be a more appropriate assumption.

---

[52] R Locke for Barwood Land with regard to South Epping EPP.R1

[53] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[54] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

[55] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners

[56] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

[57] N Bignall of Turner Morum LLP, for Vistry Group / Countryside Properties (UK) Ltd, with regard to North Weald Bassett (NWB) – R3

4.83 In calculating the value of Affordable Rents an allowance of 10% management costs, 4% voids and bad debts and 6% repairs was made, and the income was capitalised at 4.25%. On this basis Affordable Rent property has the following worth.

**Table 4.24 Capitalisation of Affordable Rents**

| | 1 Bed | 2 Bed | 3 Bed | 4 Bed |
|---|---|---|---|---|
| Gross Rent (£/week) | £808 | £1,022 | £1,207 | £1,371 |
| Gross Rent (£/annum) | £9,693 | £12,266 | £14,480 | £16,455 |
| Net Rent | £7,755 | £9,813 | £11,584 | £13,164 |
| Value | £182,462 | £230,895 | £272,573 | £309,739 |
| $m^2$ | 50 | 70 | 84 | 97 |
| £/$m^2$ | **£3,649** | **£3,298** | **£3,245** | **£3,193** |

Source: HDH (February 2025). Note, Gross rent has been reduced by £11 per week for service charges

4.84 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £3,200 per sqm across all areas is derived. This compared to £2,352 per sqm derived in the 2020 Viability Assessment.

4.85 Through the technical consultation, a site promoter[58] suggested that values derived should be weighted as per the Council's preferred affordable housing mix. Such an approach derives a value of £3,217 per sqm. This is a greater figure than that suggested by the site promoter of £2,944 per sqm which as suggested as a maximum value to be used.

4.86 Having considered the comments made through the consultation, and in the context of the updated residential values set out earlier in this chapter, Affordable Rent is assumed to have a value of 55% of market value.

*Intermediate Products for Sale*

4.87 Affordable Home Ownership includes Shared Ownership and shared equity products[59] as well as First Homes. A value of 70% of open market value for these units has been assumed. These values were based on purchasers buying an initial 30% share of a property and a 2.5% per annum rent payable on the equity retained. The rental income is capitalised at 4% having made a 5% management allowance.

4.88 Epping Forest District Council does not impose a particular cap on intermediate housing sale prices (although it is understood that initial tranches are typically in the range of 30% to 50%).

[58] R Locke for Barwood Land with regard to South Epping EPP.R1

[59] For the purpose of this assessment, it is assumed that the 'affordable home ownership' products, as referred to in paragraph 65 of the NPPF, fall into this definition,

4.89 A site promoter[60] noted:

> *… in relation to affordable housing values, CEG and Hallam Land consider on the basis of their experience, that the assumptions made are unrealistic. CEG and Hallam Land advocate values for … shared ownership, 65% of open market value.*

4.90 The following table sets out the derivation of the values of Shared Ownership homes.

**Table 4.25 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold**

| Market Value | | | % Sold | | Rent | | | Value | | |
|---|---|---|---|---|---|---|---|---|---|---|
| m2 | £/m2 | £ | % | £ | % | £/year | £ | £ | £/m2 | % OMV |
| 95 | 5,750 | 546,250 | 10% | 54,625 | 2.50% | 12,291 | 291,902 | 346,527 | 3,648 | **63.44%** |
| 95 | 5,750 | 546,250 | 20% | 109,250 | 2.50% | 10,925 | 259,469 | 368,719 | 3,881 | **67.50%** |
| 95 | 5,750 | 546,250 | 30% | 163,875 | 2.50% | 9,559 | 227,035 | 390,910 | 4,115 | **71.56%** |
| 95 | 5,750 | 546,250 | 40% | 218,500 | 2.50% | 8,194 | 194,602 | 413,102 | 4,348 | **75.63%** |
| 95 | 5,750 | 546,250 | 50% | 273,125 | 2.50% | 6,828 | 162,168 | 435,293 | 4,582 | **79.69%** |
| 95 | 5,750 | 546,250 | 60% | 327,750 | 2.50% | 5,463 | 129,734 | 457,484 | 4,816 | **83.75%** |
| | | | | | | | | | | |
| 95 | 4,485 | 426,075 | 10% | 42,608 | 2.50% | 9,587 | 227,684 | 270,291 | 2,845 | **63.44%** |
| 95 | 4,485 | 426,075 | 20% | 85,215 | 2.50% | 8,522 | 202,386 | 287,601 | 3,027 | **67.50%** |
| 95 | 4,485 | 426,075 | 30% | 127,823 | 2.50% | 7,456 | 177,087 | 304,910 | 3,210 | **71.56%** |
| 95 | 4,485 | 426,075 | 40% | 170,430 | 2.50% | 6,391 | 151,789 | 322,219 | 3,392 | **75.63%** |
| 95 | 4,485 | 426,075 | 50% | 213,038 | 2.50% | 5,326 | 126,491 | 339,529 | 3,574 | **79.69%** |
| 95 | 4,485 | 426,075 | 60% | 255,645 | 2.50% | 4,261 | 101,193 | 356,838 | 3,756 | **83.75%** |

Source: HDH (February 2025)

4.91 The value assumptions used are broadly in line with those derived. No change is made in this regard.

*Grant Funding*

4.92 It is assumed that grant is not available.

**Older People's Housing**

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

> ***Retirement living or sheltered housing**: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.*
>
> ***Extra care housing or housing-with-care:** This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available.*

[60] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

> *There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*

4.94 HDH has received representations (May 2013 and updated in February 2016) from the Retirement Housing Group (RHG) a trade group representing private sector developers and operators of retirement, care and Extracare homes[61]. They have set out a case that Sheltered housing and Extracare housing should be tested separately. The RHG representations assume the price of a 1 bed Sheltered unit is about 75% of the price of an existing 3 bed semi-detached house and a 2 bed Sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it assumes Extracare housing is 25% more expensive than Sheltered housing.

4.95 A site promoter[62] commented:

> *We would advocate a single set of capital values for the District as a whole or a range that is taken from comparable evidence for retirement living/extra care, rather than a 'rule of thumb' approach based on a discount to a three bedroom private house, which appears to be arbitrary and rather historic. We would suggest reviewing the comparable evidence as set out in the financial viability assessment for the planning application at Land West of Froghall Lane, Chigwell, Essex, IG7 4GH. This viability report shows a range of values (sold and asking) between £421-£725psf (£4,532-£7,804psm). On this basis, the values currently attributed to Epping town appear to be too high.*

4.96 The values proposed by the developer[63] on the Land West of Froghall Lane scheme, for the Extracare housing was £675 per sqm which is about £7,265 per sqm and this was agreed by the Council's surveyor. An additional value of £10,000 per parking space was also assumed. Within the appraisal, allowance was also made for 'event fees'. Event fees are charged by the operator when flats are vacated, this is an additional income stream. No separate allowance is made for event fees. In this iteration of this report, the values for Sheltered and Extracare housing have been updated as follows:

[61] https://retirementhousinggroup.com/rhg-publications/

[62] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

[63] Planning Application: EPF/0942/24

**Table 4.26 Worth of Sheltered and Extracare**

| **Adjacent to Harlow** | Area ($m^2$) | £ | £/m2 |
|---|---|---|---|
| 3 bed semi-detached | | 440,000 | |
| 1 bed Sheltered | 50 | 330,000 | 6,600 |
| 2 bed Sheltered | 75 | 440,000 | 5,867 |
| 1 bed Extracare | 65 | 412,500 | 6,346 |
| 2 bed Extracare | 80 | 550,000 | 6,875 |
| **Rural Area North of the M25** | Area ($m^2$) | £ | £/m2 |
| 3 bed semi-detached | | 490,000 | |
| 1 bed Sheltered | 50 | 367,500 | 7,350 |
| 2 bed Sheltered | 75 | 490,000 | 6,533 |
| 1 bed Extracare | 65 | 459,375 | 7,067 |
| 2 bed Extracare | 80 | 612,500 | 7,656 |
| **Waltham Abbey, Epping and Rural Area South of the M25** | Area ($m^2$) | £ | £/m2 |
| 3 bed semi-detached | | 500,000 | |
| 1 bed Sheltered | 50 | 375,000 | 7,500 |
| 2 bed Sheltered | 75 | 500,000 | 6,667 |
| 1 bed Extracare | 65 | 468,750 | 7,212 |
| 2 bed Extracare | 80 | 625,000 | 7,813 |

Source: HDH (February 2025)

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

# 5. Non-Residential Market

5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the update. The 2020 Viability Assessment considered the office and industrial markets. This Assessment includes consideration of retail development.

5.2 There is no need to consider all types of development in all situations or to test the types of scheme that are unlikely to come forward as planned development. This Assessment has considered the main uses that may come forward under the adopted Local Plan and that would be subject to CIL (CIL only applies on development of over 100sqm).

5.3 Across the District, market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, within the EFDC area, 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 EFDC area reflect national trends. The retail markets are particularly challenging:

> ***Commercial property market struggling to find momentum amid an increasingly difficult macro backdrop***
>
> - *Headline occupier and investor demand trends largely fl at during Q4*
> - *Credit conditions tighten modestly over the quarter as bond yields rise*
> - *All-property average projections for rents and capital values marginally positive for the year ahead, although expectations remain weaker across secondary assets*
>
> *The Q4 2024 RICS UK Commercial Property Monitor results point to a slight stalling in momentum towards the end of the year, with the deteriorating macroeconomic backdrop seemingly weighing on market activity. Whereas 44% of respondents to the previous survey felt conditions were shifting into the early stages of an upturn, the latest feedback shows this share fell to 33% against a renewed rise in the proportion of contributors seeing a downturn.*
>
> *Across the occupier market, tenant demand was largely stagnant at the headline level in Q4, evidenced by the net balance slipping to zero from a marginally positive reading of +5% last time. When viewed at the sector level, the retail sector saw its reading slip from a net balance of -4% to -12%. Meanwhile, a net balance of +7% of survey participants saw an increase in demand for industrial space, albeit this is softer than the figure of +14% seen previously. For the office sector, the latest net balance of +3% was more or less unchanged from +4% last time and remains consistent with a more or less flat picture.*
>
> *In terms of availability, the results across both the office and retail sectors continue to point to a rise in vacant space although, in the case of the former, the increase was the smallest (in net balance terms) since early 2022. Alongside this, availability was reported as broadly unchanged across the industrial sector. Significantly, however, the use of incentives rose across all mainstream market segments in Q4.*
>
> *For the twelve months ahead, the rental outlook remains varied at the sector level. On the stronger end of the scale, a net balance of +55% of respondents foresee prime industrial rents moving higher, while +40% anticipate a pick-up in prime office rents. In both cases, these expectations have been marginally upgraded compared to the Q3 results. Conversely,*

*secondary office and secondary retail rents are expected to remain under downward pressure, returning respective net balances of -36% and -37%. That said, prime retail rents are now displaying a little more resilience, with the net balance coming in at +3% (although this is a little softer than the Q3 reading of +7%). Disaggregating the results shows prime offices in London are still expected to outperform the rest of the country with respect to rental growth, while the prime retail sector also displays a more upbeat outlook for rents across the capital compared to the national average.*

*Regarding some of the alternative sectors tracked in the survey, twelve-month rental growth projections are firmly positive across data centres (+67% net balance), multifamily (+54%), aged care (+53%) and life sciences (+51%). By way of contrast, the leisure sector is expected to struggle, with respondents (on balance) forecasting rents to fall slightly.*

*Looking at the investment market, buyer enquiries displayed a flat to marginally negative trend in Q4, with the headline net balance dipping to -4% from a figure of zero beforehand. At the sector level, a mildly positive reading for industrial investment demand was offset by negativity across both office and retail portions of the market. Meanwhile, international investment enquiries were largely unchanged overall, although there was a slight decline in overseas interest in retail properties. Crucially, having eased over the first three quarters of the year, credit conditions tightened in Q4, with the survey's measure of the credit environment as it relates to CRE falling into negative territory for the first time since the end of 2023.*

*Likely impacted by the recent rise in bond yields, the near-term outlook for capital values deteriorated somewhat in Q4. Indeed, the three-month expectations series registered a net balance of -3% at the all-sector level this time around (down from +6% in Q3), marking the weakest return since Q4 2023. That said, the industrial sector is expected to buck the wider trend and deliver modest gains over the quarter ahead.*

*While near-term prospects for capital values appear to have worsened slightly, the twelve month outlook seems to have been less affected by recent moves in financial markets. From a headline average perspective, a net balance of +5% of respondents expect capital values to rise over the year to come (minimally changed from a reading of +9% previously). Predictably it is the alternative asset classes where expectations are most positive led by data centres. In terms of the more mainstream areas of the market, a net balance of +44% of respondents see prime industrial values rising during the next twelve months, while the figure is +17% for secondary industrial values. For prime offices, a net balance of +30% of contributors anticipate an increase in values, although this contrasts with a deeply negative view for secondary space (net balance -38%). Alongside this, prime retail capital value projections are slightly positive for the next twelve months, but secondary retail values are still expected to fall.*

*RICS – Q4 2024: UK Commercial Property Market Survey*

**Non-Residential Markets**

5.5 The commercial markets are described in some detail in Epping Forest District Council's *Employment Review - Final Report* (Hardisty Jones Associates, December 2017) so this will not be repeated here. It is notable that the existing stock is varied both in terms of condition and suitability to modern business.

5.6 The District borders Harlow. Harlow is considered to have its own employment market, with an emphasis on becoming a centre for Life Science, MedTech and digital industries. Whilst development adjacent to Harlow would benefit from the relatively high values in that area, the Employment Land Review identified that the local road congestion limited the impact.

5.7 The employment space in the District tends to be on smaller sites, rather than large industrial / logistics or office parks. Some of the industrial space has become 'trade counter' type operations, such those found in the Waltham Abbey or to the south of Debden station.

5.8 This Assessment is concerned with new property that is likely to be purpose built. There is little evidence of a significant variance in price for newer premises more suited to modern business, although very local factors (such as the access to transport networks) are important.

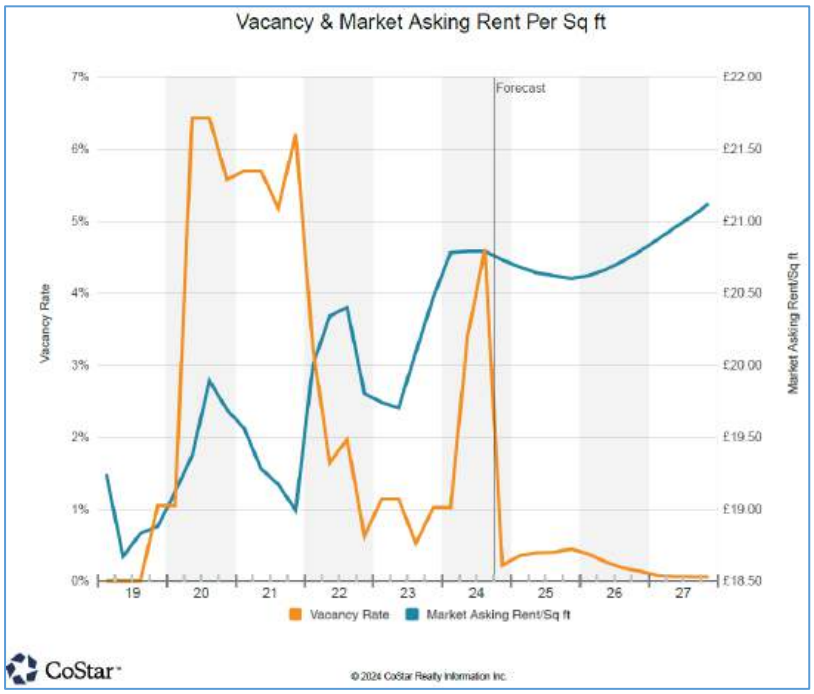
5.9 A range of sources of market information have been analysed, the principal sources being the local agents through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.co.uk), and research published by national agents. In addition, information from CoStar (a property industry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

5.10 **Appendix 8** includes market data from CoStar

*Offices*

5.11 CoStar data shows an increase in rents in the office sector over the last five years, although these have now levelled out. The graph shows some distinct spikes in the vacancy rate, including at the time of the COVID-19 pandemic. This is due to the relatively low supply and so one or two large buildings being available can produce a large percentage change.

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




Source: CoStar (November 2024) - This copyrighted report contains research licensed to CoStar UK Ltd - 701359

5.12 CoStar is currently reporting net effective rents (for all types of office) of £202 per sqm per year (£18.76 per sqft per year). The median rent is at a similar level. There are few newer units being marketed for rent in the District, however units at Innova Park, Enfield have asking

prices around £25 per sqft per year, and at Waltham Cross there are units at about £22.50 per sqft per year. There several older units being advertised at around £15 per sqft per year in Epping. Rents are somewhat higher In Loughton where Elizabeth House, Langston Road is being advertised at £26 per sqft per year and a small unit is being advertised at £31 per sqft per year. Whilst it was suggested, through informal sounding with agents, that rents around Harlow may be a little greater, the typical asking rents, albeit not for new buildings, are in the £15 per sqm per year to £20 per sqm per year range.

5.13 In 2019 CoStar reported an average yield of 6.36% (median yield of 5.65%), however does not report a yield now. Several of the national agents report data in this regard:

a. Knight Frank, in *Prime Yield Guide – November 2024* reports:

- South East Towns (10 years) 7.25%
- Secondary, South East Towns 7.25%
- South East Business Parks (10 years) 8%

b. Savills, in *Market in Minutes – September 2024* reports:

- South East Offices 7.75%
- Provincial Offices 7.00%

c. Cushman & Wakefield in *The DNA of Real Estate, Third Quarter -2024* reports:

- Prime UK office yields of 6.41%.

Cushman & Wakefield in *UK Marketbeat Offices Q3 2024* reports prime yields of less than 7%.

5.14 CoStar reports an average rent free period of 16 months; however, it is important to note that much of the stock is older units.

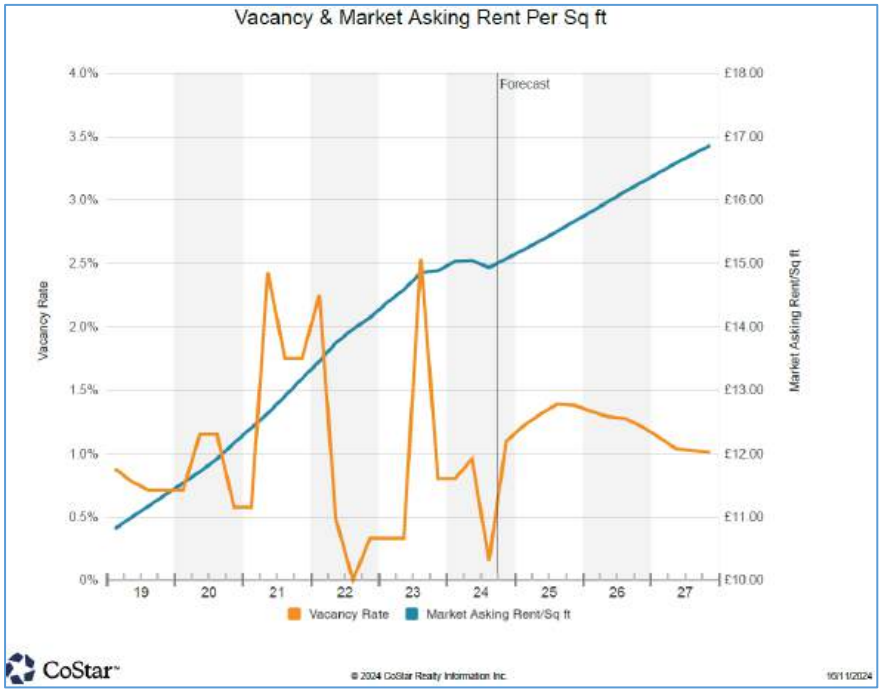
5.15 Bearing in mind that Epping Forest is not a prime office location, a yield of 7.5% is assumed for larger offices and 8% for smaller offices. Rents of £230 per sqm per year are assumed for the larger units and £270 per sqm per year for the smaller units. On this basis new larger office development would have a value of £2,855 per sqm (having allowed for a rent free / void period of 6 months) and smaller units about £3,125 per sqm.

5.16 As was found at the time of the 2020 Viability Assessment, there is some anecdotal evidence that asking rents are higher for higher specification new units out of the town centres – however this is largely due to the provision of parking spaces and better floor plans. There is insufficient evidence to differentiate on this basis.

*Industrial and Distribution*

5.17 As with the office sector, CoStar data also shows very low vacancy rates and an increase in rents over the last five years in the industrial sector:

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




Source: CoStar (November 2024) - This copyrighted report contains research licensed to CoStar UK Ltd - 701359

5.18 CoStar is currently reporting achieved rents (for all types of industrial) of just about £88 per sqm per year (£8.21 per sqft per year). The median rent is a little more at £115 per sqm per year (£10.74 per sqft per year).

5.19 There are a broad range of units being advertised at the time of this report (November 2024) and the rents vary based on the age of units. Older units tend to have asking prices of £12 per sqft per year to £17 per sqft per year. There are units being advertised at less than this, however these tend to be 'crinkly tin' sheds. There is little differentiation of rents based on the scale of the units in question.

5.20 In 2020, CoStar reported an average yield of 4.83% and a median yield of 4.84%. An equivalent figure is not now reported.

5.21 Several of the national agents report data in this regard:

a. Knight Frank, in *Prime Yield Guide – November 2024* reports:

- Prime Distribution / Warehousing 5.00%
- Secondary Distribution (10 years, OMRRs) 6.00%
- South East Estates 5.00%
- Good Modern Rest of UK Estates 5.00% - 5.25%
- Good Secondary Estates 6.50% - 7.00%

b. Savills, in *Market in Minutes – September 2024* reports:

- Ind/ Distribution (OMR) 5%
- Industrial Multi-lets 5%

c. Cushman & Wakefield in *The DNA of Real Estate Third Quarter - 2024* reports:

- UK logistics yields 5.25%.

5.22 CoStar reports that rent free periods are not the norm.

5.23 Whilst Epping Forest is bisected by the M25 and M11, so is well placed for large scale logistics uses, with a few exceptions (for example the Sainsbury's Waltham Point depot at the Meridian Business Park), such schemes have not come forward – as land is not allocated for them.

5.24 On this basis, new industrial development would have a value of £2,571 per sqm and new logistics uses a value of £3,200 per sqm.

*Retail Uses*

5.25 Even before the COVID-19 pandemic, the retail market was in a period of change and uncertainty. The rise in the online retailer sector has put pressure on the high street and shopping centres. Numerous national chains have been put into administration or have entered a Company Voluntary Arrangements (CVA)[64]. Various restaurant and dining chains have announced closures or restructuring, and the banking sector has also closed branches on high streets nationwide.

5.26 Having said this, Epping and Waltham Abbey, and to a lesser extent Loughton, have busy high streets with a typical range of national retailers, and a diverse mix of more local businesses. Tesco, Morrisons, Lidl and Aldi all have significant stores in the towns, however there is not an out-of-town retail park of the type often found on the edge of market towns.

5.27 In considering the viability of retail development, it is important to note that the Council is not anticipating significant new retail development within the town centres (or elsewhere), although some of the existing space may be subject to redevelopment and reconfiguration.

5.28 CoStar data also shows a fall in rents at the time of the pandemic however these have more than recovered.

[64] A CVA is a legally binding agreement with a company's creditors. As part of the process companies (subject to the circumstances) may be able to renegotiate the terms of a lease.

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

Source: CoStar (November 2024) - This copyrighted report contains research licensed to CoStar UK Ltd - 701359

5.29 CoStar provides average rents in its survey, which range from about than £70 per sqm per year to about £740 per sqm per year and average £300 per sqm per year. The highest rents should be considered exceptional. Rents in good central locations are typically around £400 per sqm per year. Rents in secondary locations are typically around £300 per sqm per year.

5.30 CoStar reports an average yield of 6.00% and a median yield of 8.55%, although it is important to note that this is against a small sample.

5.31 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 rents are generally in the region of £250 per sqm per year.

5.32 On this basis, new prime retail (having allowed for a rent free / void period of 12 months) units are assumed to have a value of £5,300 per sqm. Secondary retail (having allowed for a rent free / void period of 12 months) derive a value of £3,050 per sqm.

5.33 A yield of 4.5% is assumed for supermarkets and 5% for retail warehouses to give values of £5,300 per sqm and £3,625 per sqm respectively.

**Appraisal Assumptions**

5.34 The following assumptions were presented as part of the technical consultation with local stakeholders. No comments were made:

**Table 5.1 Non-Residential Value Assumptions. £ per sqm**

| | Rent per sqm | Yield | Rent free period | Value | Assumption |
|---|---|---|---|---|---|
| Offices Park | £230 | 7.50% | 1.0 | £2,853 | £2,855 |
| Offices Central | £230 | 7.50% | 1.0 | £2,853 | £2,855 |
| Smaller Offices | £270 | 8.00% | 1.0 | £3,125 | £3,125 |
| Industrial | £180 | 7.00% | 0.0 | £2,571 | £2,570 |
| Smaller Industrial | £180 | 7.00% | 0.0 | £2,571 | £2,570 |
| Logistics | £160 | 5.00% | 0.0 | £3,200 | £3,200 |
| Retail (Prime) | £400 | 7.00% | 1.0 | £5,340 | £5,300 |
| Retail (Elsewhere) | £300 | 9.00% | 1.0 | £3,058 | £3,050 |
| Supermarket | £250 | 4.50% | 1.0 | £5,316 | £5,300 |
| Retail Warehouse | £200 | 5.00% | 2.0 | £3,628 | £3,625 |

Source: HDH (March 2025)

# 6. Land Values

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

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

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

**Existing Use Values**

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

6.5 The PPG includes a definition of land value as follows:

> *How should land value be defined for the purpose of viability assessment?*
>
> *To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. This approach is often called 'existing use value plus' (EUV+).*
>
> *In order to establish benchmark land value, plan makers, landowners, developers, infrastructure and affordable housing providers should engage and provide evidence to inform this iterative and collaborative process.*
>
> *PPG: 10-013-20190509*
>
> *What is meant by existing use value in viability assessment?*
>
> *Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should*

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

6.6 It is necessary to appreciate that land value should reflect emerging policy requirements and planning obligations. The value of the land for a particular typology needs to be compared with the EUV plus a premium for the landowner. The EUV plus the landowner's premium being the Benchmark Land Value (BLV). If the Residual Value does not exceed the BLV, then the development is not viable; if there is a surplus over and above the BLV, then there is scope to make developer contributions.

6.7 For the purpose of the present Assessment, it is necessary to take a comparatively simplistic approach to determining the EUV. In practice, a wide range of considerations could influence the precise value that should apply in each case, and, at the end of extensive analysis, the outcome might still be contentious. The 'model' approach is outlined below:

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

ii. For paddock and garden land on the edge of or in a smaller settlement a 'paddock' value is adopted. This is assumed for greenfield sites of less than 0.5ha.

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

6.8 The majority of planned development is expected to be on greenfield sites.

*Residential Land*

6.9 In August 2020, DCLG published *Land value estimates for policy appraisal*[65]. This has not been subsequently updated. It sets out land values as at April 2019 and was prepared by the Valuation Office Agency (VOA). The EFDC figure is £7,600,000/ha[66]. This figure assumes

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

[66] The VOA assumed as follows:

- Any liability for the Community Infrastructure Levy (CIL), even where it was planning policy as at 1 April 2019, has been excluded.
- It has been assumed that full planning consent is already in place; that no grants are available and that no major allowances need to be made for other s106/s278 costs.
- The figures provided are appropriate to a single, hypothetical site and should not be taken as appropriate for all sites in the locality.

no affordable housing. As stressed in the paper, '*the figures on this basis may be significantly higher than could reasonably be obtained for land in the actual market*'.

6.10 There are several development sites being publicly marketed in the area at the time of this Assessment, although most of these are for single units.

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

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

**Table 6.1 Development Sites For Sale Within 10 Miles of Epping**

| | | ha | Units | Asking Price | £ per ha | £ per unit | |
|---|---|---|---|---|---|---|---|
| Hainault Road | Chigwell | 4.05 | 1 | £5,999,995 | £1,481,480 | £5,999,995 | Site with existing 4 bed house for redevelopment. |
| Manor Road | Chigwell | 0.15 | 2 | £4,500,000 | £30,000,000 | £2,250,000 | Site with 2 existing 4 bed detached for redevelopment. |
| 64-70 Sewardstone Road | Chingford | 0.16 | 40 | £3,500,000 | £21,875,000 | £87,500 | Consent for 40 flats (9 affordable). |
| Old House Lane | Roydon | 2.69 | | £3,500,000 | £1,301,115 | | Allocation in Local Plan. |
| Reeves Lane | Roydon | 0.75 | | £2,300,000 | £3,066,667 | | Glasshouses for conversion to business uses. |
| Land At Dudbrook Coach House | Howard Lodge Road | 1.52 | | £2,000,000 | £1,315,789 | | Potential care home type use - subject to planning. |
| The Ridgeway | Cuffley | 0.20 | 1 | £1,850,000 | £9,250,000 | £1,850,000 | Single plot for 5 bed detached. |
| Warescot Road | Brentwood | 0.14 | 9 | £1,750,000 | £12,500,000 | £194,444 | Consent for 9 flats. |
| Park Avenue | Enfield | 0.01 | 1 | £1,500,000 | £150,000,000 | £1,500,000 | Consent for 1 large detached. |
| Land at Primley Lane | Sheering | 0.42 | 8 | £1,350,000 | £3,214,286 | £168,750 | Allocation in Local Plan. PIP for 7 to 9 units. |
| Theydon Bois | Epping | 0.10 | 1 | £1,250,000 | £12,376,238 | £1,250,000 | Consent for 5 bed detached. |
| Theydon Park Road | Theydon Bois | 0.15 | 1 | £1,000,000 | £6,666,667 | £1,000,000 | Consent for single unit. |
| Coxtie Green Road | Pilgrims Hatch | 0.06 | 1 | £500,000 | £8,333,333 | £500,000 | Selfbuild plot. |
| Coxtie Green Road | Pilgrims Hatch | 0.10 | 1 | £410,000 | £4,059,406 | £410,000 | Selfbuild plot. |
| Off St James's Road | Goffs Oak | 0.33 | 1 | £350,000 | £1,060,606 | £350,000 | Possible plot StP. |
| Pound Close | Nazeing | 0.02 | 1 | £290,000 | £12,083,333 | £290,000 | Consent for 2 bed detached |
| Crest Drive | Enfield | | 1 | £220,000 | | £220,000 | Consent for 4 bed detached |

Source: Market Survey (November 2024)

6.11 Recent transactions based on planning consents over the last few years and price paid information from the Land Registry (known as Price Paid Data (PPD)) have been researched and are set out in **Appendix 9.** The data is summarised in the following tables, the amount of

affordable housing in the scheme is shown, being the key indicator of policy compliance (as required by the PPG).

**Table 6.2 Sales of Development Land**

| | Address | Aff % | s106 unit | ha | Units | £/ha | £/unit |
|---|---|---|---|---|---|---|---|
| EPF/0895/22 | Kingsmead, Epping Road, Roydon, Harlow CM19 5HU | 0.00% | £23,052 | 1.35 | 26 | £2,231,111 | £115,846 |
| EPF/2913/22 | Former Pyrles Lane Nursery, Pyrles Lane, Loughton IG10 2NL | 13.95 % | | 0.99 | 43 | No PPD | |
| EPF/0942/24 | Land West of Froghall Lane, Chigwell | 0.00% | £6,944 | 2.33 | 144 | No PPD | |
| EPF/1404/24 | Land at Greensted Road, Chipping Ongar, CM5 9LA | 28.24 % | NA | 3.5 | 85 | £26,857 | £1,106 |
| EPF/0332/22 | Rosario, High Road, Thornwood, Epping. CM16 6LU | 40.32 % | £21,844 | 4.2 | 62 | £2,388,408 | £161,795 |
| EPF/2601/22 | Land to the South & East of the former Chimes Garden Centre, Nazeing, Waltham Abbey, EN10 6RJ | 5.06% | | | 79 | | £6,519 |
| EPF/1659/23 | Rosario, High Road, Thornwood, Epping, CM16 6LU | 40.32 % | NA | 4.2 | 62 | £2,388,408 | £161,795 |
| EPF/3282/21 | 38 Honey Lane, Waltham Abbey, EN9 3BS | 0.00% | £2,202.92 | 0.1504 | 14 | £6,216,755 | £66,786 |
| EPF/0503/22 | Chigwell Nursery, High Road, Chigwell. IG7 5BL | 40.00 % | £7,007 | 1.66 | 65 | No PPD | |
| EPF/1480/23 | Land at Fyfield Road, Ongar, CM5 0AY | 39.13 % | £16,646 | 0.4 | 23 | £3,750,000 | £65,217 |

Source: EFDC and Land Registry (November 2024)

6.12 These values are on a whole site (gross area) basis and range considerably. The similar research carried out in 2020 found the average was £2,100,000 per ha and the median was £1,300,000 per ha. When the policy compliant schemes were considered and the outliers are disregarded, the average was £965,000 per ha and the median was £898,000 per ha. Based on the very small sample presented above, the average is now about £2,800,000 per ha or about £2,100,000 per ha if the non-policy compliant schemes are disregarded. None are larger scale greenfield sites. In considering the above it is important to note that the PPG 10-014-20190509 says:

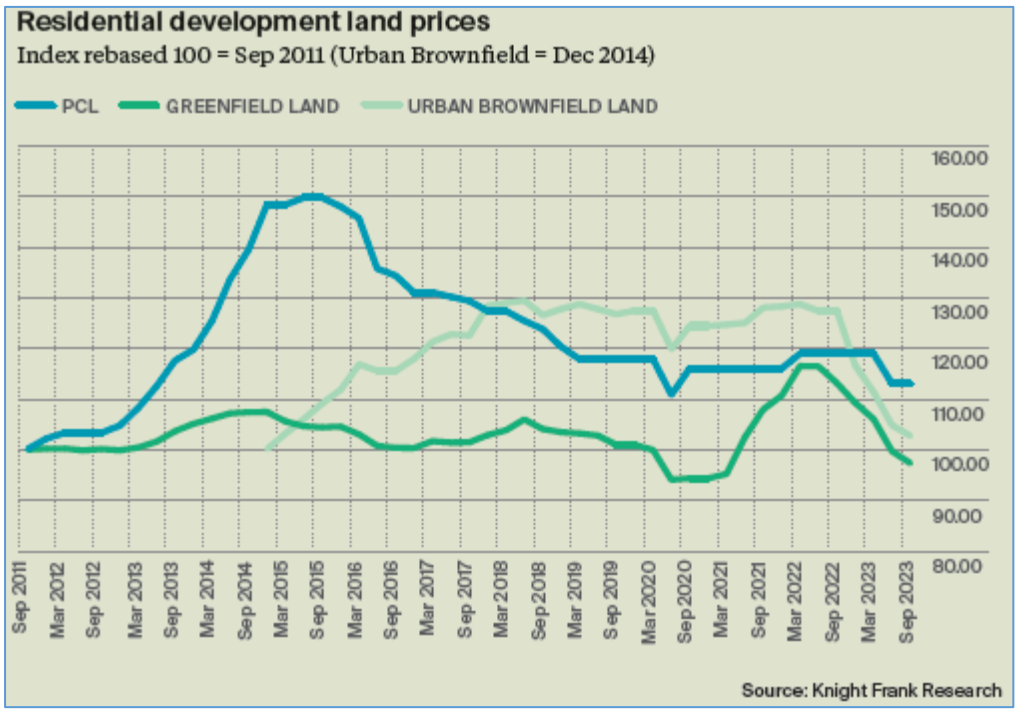
> *Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*
>
> *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*
>
> *In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*

6.13 The price paid is the maximum the landowner could achieve. The landowner is unlikely to suggest a buyer may be paying an unrealistic amount. The BLV is not the price paid (or the average of prices paid).

6.14 It is timely to review how the value of development land has changed over the last few years. There are several sources of relevant information.

6.15 *Development Land Index* (Knight Frank Q3 2023 – being the most recently published) suggests that land prices may have fallen over the last few years.

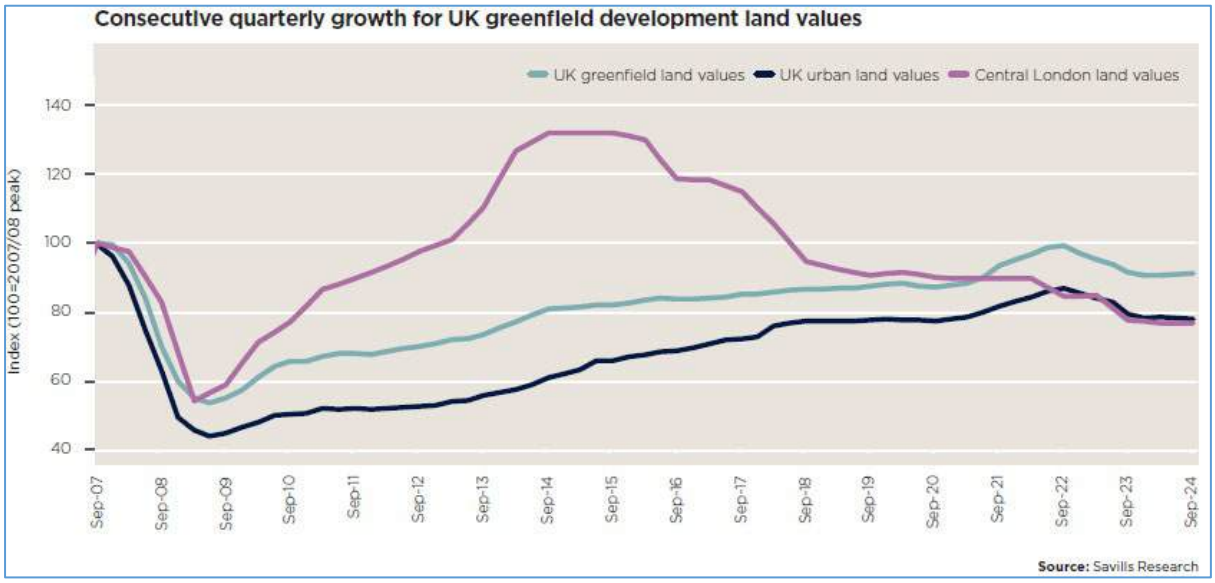
**Knight Frank Development Land Index**




Source: *Development Land Index (*Knight Frank Q3 2023)

6.16 A similar picture is given by Savills in its *Market in Minutes, Residential Development Land* (Savills Q3 2024).

**Savills Indexed Residential Development Land Index (Index to 100 at 2007/2008 peak)**




Source: *Market in Minutes, Residential Development Land* (Savills Q3 2023)

6.17 The above data suggests that the value of development land is broadly unchanged since the 2020 Viability Assessment.

6.18 Almost all the above sites are smaller sites, with just one of the sites being over 1 ha. In relation to larger sites, and, in particular, larger greenfield sites, these have their own

characteristics and are often subject to significant infrastructure costs and open space requirements which result in lower values. In the case of non-residential uses, a similar approach has been taken to residential land, except in cases where there is no change of use. Where industrial land is being developed for industrial purposes, a BLV of the value of industrial land is assumed.

**Industrial Land**

6.19 *Land value estimates for policy appraisal* provides value figures for commercial land as follows (although both Redbridge and Hemel Hempstead are quite different to Epping Forest):

**Table 6.3 Industrial Land Values (£/ha)**

| | District | |
|---|---|---|
| Industrial Land | £1,000,000 | |
| | Hemel Hempstead | Redbridge |
| Commercial Land: Office Edge of City Centre | £1,575,000 | £2,470,000 |
| Commercial Land: Office Out of Town – Business Park | £1,800,000 | £4,500,000 |

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

6.20 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 10**. The average is about £2,515,00 per ha and the median is £1,651,000 per ha.

6.21 In this Assessment, a value of £2,000,000/ha is assumed for industrial land in the District.

**Agricultural and Paddocks**

6.22 *Land value estimates for policy appraisal* provides a value figure for agricultural land in the area of £21,000 per ha. In 2020 a value of £22,500 per ha was assumed to apply.

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

6.24 Through the technical consultation a site promoter[67] suggested that the paddock value of £50,000 per ha should be applied to the whole of the (43.55ha) of the South Epping EPP.R1 site as it is on the urban edge, and not just smaller parcels of land. This is not accepted, EPP.R1 is in large scale arable production, so its existing use is agricultural land.

[67] R Locke for Barwood Land with regard to South Epping EPP.R1

6.25 A housebuilder[68] commented:

> *The starting point for agricultural land is an EUV of £22,500/ Ha. This is less than £10k/Acre and does not reflect the greenfield market. It is noted that a 2.69 Ha greenfield site at West Harlow is on the market with offers sought in excess of £3.5m.*

6.26 No further details were provided and HDH has not been able to find agricultural land being marketed at the level suggested.

6.27 A developer[69] commented that they considered £22,500 per ha to be too low. They provided some further information to support this, from the RICS Farmland Market Directory (H1 2024) and a local (38ha) comparable.

6.28 A site promoter[70] commented:

> *Most agricultural land value indicators (including Carter Jonas' Farmland Market Update) put the EUV closer to £10,000 per gross acre for the Epping area rather than £9,000 per gross acre. We would therefore suggest that £25,000 per gross hectare rather than £22,500 is more appropriate for the current viability assessment.*

6.29 This has been explored further and wider information on land prices has been researched:

a. Savills' *The Farmland Market*[71] (January 2025) reports a value of £9,900 per acre (£24,460 per ha) for prime arable land (the land in Epping Forest is unlikely to fall into this category) and an overall average value of about £8500 per acre (£21,000 per ha).

b. Strutt and Parker's *English Estates & Farmland Market Review Autumn 2024*[72] suggests a value of £11,000 per acre (£27,181 per ha) for arable land and £9,300 per acre (£22,980 per ha) for pasture.

c. Knight Frank's *Farmland Index Q4 2024*[73] suggests average values of £9,351 per acre (£23,106 per ha).

d. Carter Jonas' *Farmland Market Update Q4 2024*[74] reports, for the East of England, average values £9,750 per acre (£24,100 per ha) for arable land, £8,000 per acres (£19,768 per ha) for pasture land, and £17,000 per acre (£42,000 per ha) for lifestyle land.

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[68] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[69] N Bignall of Turner Morum LLP, for Vistry Group / Countryside Properties (UK) Ltd, with regard to North Weald Bassett (NWB) – R3

[70] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

[71] cs2412-1347-rural-spotlight---gb-farmland.pdf

[72] https://rural.struttandparker.com/wp-content/uploads/2024/10/2024-10-02_UK_EFAD-Q3-Farmland-Market_1.4.pdf

[73] english-farmland-index-q3-2024-11581.pdf

[74] Farmland Market Update Q4 2024 | Carter Jonas

6.30 For agricultural land, a value of £25,000 per ha (increased from £22,500 per ha) is assumed to apply here.

*Glasshouses*

6.31 Parts of the District have significant amounts of glasshouses. The value of glasshouse sites depends very much on the specific circumstances of the buildings. A modern, relatively new set-up with automation will command a price that is very much higher than an older facility that is not suited to modern production methods.

6.32 A typical glasshouse of more than 2 ha for food production would cost around £500,000 per ha; whilst a similar area for young plant production may cost over £1,000,000 per ha to build. Most agricultural business would write the value down over time – although the costs can vary widely depending on the specifics. In this assessment glasshouses have been treated as having a value of £1,000,000 per ha.

6.33 A housebuilder[75] noted that '*a glasshouse site of less than a hectare (0.78) is on the market in the local area for offers in excess of £2.3m (as per Table 6.1 above)*'. The value quoted is the value with a residential planning consent, rather than the base EUV of the site in the existing use as glasshouses. The assumption used relates to older glasshouses that may be cleared for development.

**Existing Use Value Assumptions**

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

**Table 6.4 Existing Use Value Land Prices £ per ha – January 2025**

| | |
|---|---|
| **Brownfield Land** | £2,000,000 |
| **Greenfield Land** | |
| Agricultural<br>(Glasshouses) | £25,000<br>(£1,000,000) |
| Paddock | £50,000 |

Source: HDH (March 2025)

**Benchmark Land Values**

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

> *Benchmark land value should:*
>
> - *be based upon existing use value*

[75] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

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

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

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

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

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

*PPG 10-014-20190509*

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

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

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

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

*PPG 10-016-20190509*

6.37 This is the approach taken in the 2020 Viability Assessment, and carried forward into this update.

6.38 It is timely to note the Government's comments made through the July 2024 consultation on the Draft NPPF which said (in relation to releasing land from the Green Belt):

> *30. Benchmark land values are generally set as a multiple of agricultural use values, which are typically in the region of £20,000 - £25,000 per hectare, and as a percentage uplift on non-agricultural brownfield use values. We also note that views of appropriate premia above existing use values vary: for agricultural land, a recent academic paper suggested BLVs of three times existing use value; the Letwin Review of Build Out suggested ten times existing use value; Lichfields found that local planning authorities set BLVs of between 10- and 40-times existing use value. These BLVs do not necessarily relate to Green Belt land, which is subject to severe restrictions on development, and* ***Government is particularly interested in the impact of setting BLV at the lower end of this spectrum****.*

6.39 As set out in the pre-consultation iteration of this report, through the July 2024 consultation on the Draft NPPF the Government sought comments of how BLV should be derived in relation to releasing land from the Green Belt. Neither the December 2024 NPPF nor the PPG have been updated in this regard.

6.40 In the pre-consultation iteration of this Viability Assessment, the following Benchmark Land Value assumptions were proposed – these were carried forward from the 2020 Viability Assessment, with the exception of greenfield sites which has been updated to align with the NPPF consultation:

| | | |
|---|---|---|
| Brownfield Sites: | EUV Plus 20%. | |
| Greenfield Sites: | Generally | EUV Plus £300,000/ha. |
| | Strategic Sites | EUV x10 |

6.41 A range of comments were made through the technical consultation:

6.42 The HBF[76] commented:

> *The assumption that abnormal costs or strategic infrastructure costs over and above those set out in Table 8.10 are simply taken off the land value with no consideration as to what these costs may be and whether they will reduce land value below that required to incentivise its sale. Whilst HBF accept the Planning Practice Guidance (PPG) advocates such an approach there will be a point at which the premium being offered to the land will be insufficient with the result that the land owner will simply not sell their land. As such it is essential that some consideration is given within the study to understand the potential impact of abnormal costs and site infrastructure costs on viability. To simply state that these will come off the land value will result in the council failing to ensure, as required by paragraph 35 of the NPPF, that the cumulative impact of policies in addition to any potential CIL charges will not undermine the deliverability of the local plan.*

6.43 A developer[77] concurred with the HBF.

[76] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[77] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

6.44 The importance of establishing costs was highlighted. This is agreed. The HBF also commented that it would be premature to reduce the BLV to EUV x10 prior to the Government announcing its preferred approach on this matter.

6.45 Site promoter[78] noted (in the context of EUV) that to access their site (South Epping EPP.R1) '*additional land has been required to provide sufficient space for access into the site. This will include the acquisition of two existing dwellings on Ivy Chimneys Road which will be purchased above market value (to incentivise the sale) and will need to be incorporated into the sites EUV*. No amounts or specific costs were put forward. Whilst it is agreed that additional land is required to create an access to this site, the additional costs of creating that access should be considered as an abnormal cost.

6.46 They went on to say:

> *Taking a cautionary approach, Barwood Land would recommend an BLV of EUV x 25 should be applied. This seems most appropriate for allocated sites which benefit from an already established principle of development.*
>
> *Most importantly, Barwood Land objects to the differing approach taken on BLV between allocated and agricultural land, which does not benefit from any supporting justification. It is unreasonable to suggest that allocated sites will have a lower BLV than speculative sites which might come forward during the Plan period. Allocated sites benefit from specific Policies in the adopted Local Plan which prescribe the nature of development that will be delivered and will as a result, attract a higher BLV when compared to other parcels of land which do not benefit from allocated status.*
>
> *As an absolute minimum, allocated sites should be treated on an even keel to other greenfield sites, however there is appropriate justification for these sites to receive a higher BLV than general greenfield land. Barwood Land therefore strongly suggests the Assessments are updated accordingly*.

6.47 This report does not take a different approach to allocated land and agricultural land. Both are (as per the PPG) based on the EUV Plus approach. It would not be appropriate to reflect the fact a site is allocated in establishing the BLV under the PPG.

6.48 A non-residential developer[79] said, in the context of paragraph 10-029-20241212 of the updated PPG:

> *The Council's approach to viability and land valuation in the context of assessing CIL, especially for Green Belt sites, but also more generally across the district as a whole, needs to be significantly revised in light of this new guidance. Financial and other contributions will be subject to significant increase as a result of – in particular – the introduction of 'Golden Rules' into the planning system. This applies not only to residential development, but to all development.*
>
> *The ability of development schemes to be able to sustainable accommodate CIL payments in addition to these contributions therefore needs to be carefully reviewed.*

[78] R Locke for Barwood Land with regard to South Epping EPP.R1

[79] Alex Cole of Savills for Indurent with regard to land at J7 M11

> *Ultimately, industrial and employment development ought not to be considered capable of viably bearing CIL of any kind.*

6.49 The viability testing in this report is to inform the setting of CIL and is on a full 'policy-on' basis, that it to say that it is tested on the basis that CIL is paid after all other policy requirements. No alterative approach is suggested and the sections of the PPG concerning the derivation of the EUV and BLV have not been updated. Further, it is important to note that rates of CIL may only be set with regard to viability and to take an alternative approach would be contrary to the CIL Regulations.

6.50 A housebuilder[80] commented:

> *The approach taken to EUV+ for strategic sites such as West Katherines is to apply a multiplier of 10. This is a completely arbitrary approach and does not account for site specific infrastructure costs, let alone provide an incentive for a landowner to sell. For a typical strategic site, the EUV+ would be £91,056 per gross acre.*
>
> *A typical strategic site would operate on a net to gross ratio of 50-60%. Assume that site specific infrastructure costs operate in the range of £25-30k per dwelling with a typical gross acre providing a development area of 0.5-0.6 acres.*
>
> *Applying a typical density of 15 dwellings per acre, this would generate 8-9 dwellings and a site specific infrastructure cost of £250-270k per gross acre.*
>
> *For the site specific infrastructure costs to be reflected in the BLV would mean a negative BLV. This is before a premium is added to incentivise the sale or "abnormal" costs are applied.*
>
> *The approach to BLV is fundamentally flawed therefore.*

6.51 The West Katherine's site is modelled for 1,331 units, a total site area of 69.70ha and a net developable area of 54.6% so aligns with the broad parameters set out. The site costs, as presented in the pre-consultation iteration this report equate to (before policy costs such as BNG) over £28,000,000 or about £400,000 per gross ha / £735,000 per net ha. The strategic infrastructure and mitigation costs, as advised by the Council, come to about £82,000,000 or about £1,180,000 per gross ha / £2,165,000 per net ha. The assumptions used are in excess of those suggested.

6.52 A developer[81] commented that they do '*not necessarily dispute the overall conclusion …. for a site such as NWB … As a high-level benchmark, the very minimum we would expect for a strategic site such as this would be £100k - £150k per gross acre*[82]'. As an alternative they suggested £990,000 per net ha, based on some 2011 research that they had prepared for DCLG. They also suggested that the site area should be taken to be the whole area of the allocation, rather than the assumed site area (34.65ha rather than 18.59ha).

[80] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[81] N Bignall of Turner Morum LLP, for Vistry Group / Countryside Properties (UK) Ltd, with regard to North Weald Bassett (NWB) – R3

[82] £247,000 to £370,000 per gros ha.

6.53 A site promoter[83] commented:

> *26 CEG and Hallam does not necessarily have in principle objection to the use of an EUV+ approach. However it is imperative that the approach is appropriate in the context that it is being applied. In Epping Forest – in significant part the success (or delivery) of the Local Plan (an essential criteria to be satisfied prior to any consideration of CIL charge) depends upon the successful delivery of the three strategic sites on the edge of Harlow – including Latton Priory. The test therefore is not whether an generic landowner is sufficiently incentivised to sell but whether the landowners of the three strategic sites are sufficiently incentivised to sell.*
>
> *27 Moreover it is not just the willingness of landowners to sell that is relevant but also "the willingness and ability of the private sector to implement a development proposal having regard to acceptable developer return" and "the willingness of lenders to support investment in a development proposal"1.*
>
> *28 CEG and Hallam Land have concerns regarding the use made of Existing Use Value plus in relation to the principal strategic sites in the Plan.*
>
> *29 In the Consolidated and Updated Viability Evidence 2020, HDH set out the same EUV+ approach for all greenfield agricultural sites: assumed to be the EUV of £22,500 per hectare plus £300,000 per hectare landowner premium = £325,000. This applied to the principal strategic sites and to all greenfield sites.*
>
> *30 The latest Viability Assessment seeks to draw a distinction between the strategic sites and all other greenfield sites. No change is suggested in relation to generic greenfield sites where the benchmark land value of EUV (£22,500 per hectare) plus a £300,000 per hectare premium continues to be advanced.*
>
> *31 For Strategic Sites a new suggestion is made – that benchmark land value be limited to EUV times 10 i.e. just £225,000 per hectare. The rationale appears to be that infrastructure requirements, abnormal costs etc should be reflected in expectations of land value. CEG and Hallam Land consider that the minimum BLV for the strategic sites should be as set out in the 2020 Viability study (specifically £325,000 per hectare (c £131,525 per acre)):*

6.54 They went on to say:

> *32 Furthermore – CEG and Hallam are very unclear that the full infrastructure costs and abnormals are reflects in the viability assessment report (see observations to do so). Reducing benchmark land values there is not appropriate in any event.*
>
> *33 Equally, in relation to large sites, it is counterintuitive that land value expectations will be less than on smaller greenfield sites. The risk, timescales, cash flow all contributing to higher expectations of profit and return but also land value – "in considering the value at which land will typically come forward for development, it should be noted that, on large complex sites, there are additional costs of site assembly and planning promotion".2*
>
> *34 Harman likewise notes the particular circumstances in relation to large greenfield sites : "where a prospective seller is potentially making a once in a lifetime, decision over whether to sell an asset that may have been in the family, trust or institutions ownership for many generations". In such circumstances: "accordingly, the uplift to current use value sought by the landowner will invariably be significantly higher than in an urban context and requires very careful consideration".*
>
> *35 Clearly the proposed approach to BLV in the viability study, with values for large strategic sites well below those for greenfield sites generally is inconsistent with the Harman*

[83] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

*findings. There must be sufficient reward if the complex and riskier strategic proposals are to come forward and hence to ensure that the delivery of the Local Plan is not undermined.*

*36 Similarly no specific treatment has been given to the use of viability cushions or buffers in relation to strategic sites in the Viability Assessment – a 30% buffer is applied regardless of whether a site is 10 or 1000 dwellings.*

6.55 The comments in relation to a 'buffer' are addressed in Chapter 10 below.

6.56 A site promoter[84] commented:

> *It is important that the benchmark land values provide a sufficient incentive for landowners to bring forward their sites for residential development. We would suggest that a benchmark land value of less than £100,000 per gross acre would not be sufficient in relation to strategic greenfield sites to incentivise a landowner to sell their land in our experience.*
>
> *A benchmark land value set at a minimum of circa £125,000 per gross acre is more appropriate for strategic greenfield sites and is at the mid-point of the range that we normally see for these types of sites which is £100,000-£150,000 per gross acre. Therefore, this would be a EUV of £25,000 per gross hectare x 12.5 as a multiplier.*
>
> *For the general greenfield sites, a minimum benchmark land value of £170,000 per gross acre appears to be appropriate and this meets your current modelling with the 30% buffer. However, it may be easier to articulate the BLV as being an EUV of £25,000 per gross hectare plus £400,000 per gross hectare.*

6.57 An agent[85] acting for a number of landowners said:

> *… Both £322,500/Ha (generally) and £225,000/Ha (Strategic Sites) are well below the value that would provide a reasonable incentive for a landowner to release land for development. Whilst we acknowledge that these values are well above the Existing Use Value (EUV), in our extensive experience of specifically representing farmers and landowners in the local land market, landowners will not put their land forward or engage in the planning application or Local Plan process if the future returns are not considerably higher than agricultural value. …*
>
> *… As the Viability Assessment does not provide an explanation of why £300,000 and 10x EUV are considered sufficient premiums to incentivise the landowner to sell, or draw any conclusion on why the cross check against market evidence shows such a great divergence, it is extremely difficult to explain why the BLVs are too low – save for referring to the market evidence and minimum sums in development agreements. ….*

6.58 No alternative suggestions were made and no supporting information submitted.

6.59 In this context, it is helpful to consider the assumptions used in nearby council areas:

[84] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

[85] Rachel Bryn of Sworders

**Table 6.5 BLV Assumptions used by Neighbouring Councils**

| LPA | Consultant and Date | BLV |
|---|---|---|
| **East Hertfordshire** | PBA (September / October 2015) | Pre-dates 2018 PPG. Housing - Northern £2,000,000, Southern £2,250,000; Apartments - Northern £2,250,000, Southern £2,500,000. Fully Serviced per net ha. Strategic Sites £150,000 per gross ha. |
| **Harlow** | BNP Paribas (March 2018) | Secondary Offices c. £11.39m; Secondary Industrial/Storage/Distribution c. £7.40m; Greenfield (upper end of range) £0.37m; Greenfield (lower end of range) £0.25m. |
| **Uttlesford** | DSP (June 2024) | Greenfield £250,000 to £500,000 per ha. |
| **Chelmsford** | HDH (August 2023) | Brownfield/ Urban Sites - EUV Plus 20%; Greenfield Sites Generally - EUV Plus £500,000/ha; Strategic Sites - EUV times 10. |
| **Brentwood** | HDH (August 2022) | Based on EUV + where the EUV is: Industrial £1,200,000/ha, Agricultural £25,000/ha, Paddock £50,000/ha, Dunton Hills (Agricultural / golf) £100,000/ha. Brownfield sites + 20%. Greenfield sites + £450,000. |
| **Thurrock** | HDH (March 2023) | Brownfield - EUV Plus 20%; Greenfield Sites Generally - EUV Plus £450,000/ha; Strategic Sites - EUV x 10. |
| **LB Redbridge** | BNP Paribas (May 2016) | Pre 2018 PPG. For the three strategic sites which are mainly playing fields and public sector owned land, we have allowed a land value of £1 million per hectare as an indicative benchmark land value for testing purposes. For car park sites, we have adopted a notional value of £2 million per hectare. |
| **LB Waltham Forest** | Arup (June 2011) | Too old to be relevant. Pre-dates 2018 PPG. |
| **LB Enfield** | HDH (August 2023) | Brownfield / Urban Sites: EUV Plus 20%; Greenfield Sites: EUV Plus £500,000/ha. |
| **Broxbourne** | Fordham Research (April 2010) | Too old to be relevant. Pre-dates 2018 PPG. |

Source: LPA Websites (February 2025)

6.60 Having considered the above comments, the Benchmark Land Value assumptions are carried forward from the 2020 Viability Assessment unchanged:

Brownfield Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £300,000/ha.

# 7. Development Costs

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

**Development Costs**

*Construction costs: baseline costs*

7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS)[86] data – using the figures re-based for Epping Forest. The median cost figure for 'Estate Housing – Generally' is £1,532 per sqm (see **Appendix 11**)[87]. This is an increase of 16% from £1,285 per sqm at the time of the 2020 Viability Assessment, and an increase of 2.7% (from £1,492 per sqm) since the pre-consultation iteration of this assessment.

7.3 The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724); however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant savings due to their economies of scale. Through the technical consultation, a housebuilder[88] and a developer[89] suggested that alternative data sources were investigated, but did not make any suggestions. As the use of the BCIS is referenced in the PPG, the BCIS is used as the basis of the costings in this report.

7.4 The appropriate build cost is applied to each house type, with the cost of Estate Housing Detached being applied to detached housing, the costs of Flats being applied to flats and so on. Appropriate costs for non-residential uses are also applied. The use of the lower quartile cost for schemes of over 200 units (where economies of scale can be achieved) and the median cost is used for smaller schemes, was suggested to the technical consultation.

7.5 Through the technical consultation, a site promoter[90] noted:

> *… the approach taken in this Assessment needs to be cautious, reflecting the stated aim and reflecting wider market conditions. The base build assumptions are fixed at BCIS lower quartile assuming a national developer will be able to enjoy significant economies of scale.*
>
> *This is simply not an accurate picture of what could happen across all allocated sites, particularly for site EPP R.1. The South Epping MPA will be delivered by at least four developers, where only one parcel of the wider masterplan is guaranteed to be delivered by a PLC developer.*

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

[87] Through the technical consultation a housebuilder (K Wheeler of Savills for Bellway Homes (Thanes Gateway) with regard to land at Greensted Road, Chipping Onger ONG.15) suggested the most recent figures are used. This has been done.

[88] K Wheeler of Savills for Bellway Homes (Thanes Gateway) with regard to land at Greensted Road, Chipping Onger ONG.15

[89] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

[90] R Locke for Barwood Land with regard to South Epping EPP.R1

*The Council makes the assumption that sites over 200 homes can enjoy these economies of scale. However, given the nature of the South Epping MPA is not appropriate for the site to be treated as a single entity.*

*The Assessments should reflect build costs for a mixed approach (e.g. 50% of the site at BCIS Lower Quartile and 50% ant median costs) to provide a blended build cost rate that is likely to be more reflective of actual base build costs.*

7.6 A developer[91] commented that whilst some volume housebuilders would be able to achieve the BCIS lower quartile costs on larger (200+) schemes, other may not. A housebuilder[92] confirmed the use of the BCIS, rebased to Essex (the data is rebased to Epping Forest which is a slightly higher cost – thus taking a cautious approach). They went on to question the housing mix used. This is informed by the Council's SHMA and thus aligns with the extant policy.

7.7 A developer[93] commented that the most recent data should be used (it has been) and about the sample sizes. Whilst the weighting for Epping Forest (rather than Essex) is now used, this is considered a cautious approach as it derives slightly greater costs.

7.8 In this iteration of this report the BCIS median costs are used across all sites.

7.9 As set out in Chapter 2 above, the Government recently updated Part L of Regulations following the consultation on 'The Future Homes Standard'. This is linked to achieving the 'net zero' by 2050. This is considered in Chapter 8 below.

*Other normal development costs*

7.10 In addition to the BCIS £/m$^2$ build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.

7.11 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.

[91] N Bignall of Turner Morum LLP, for Vistry Group / Countryside Properties (UK) Ltd, with regard to North Weald Bassett (NWB) – R3

[92] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[93] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

7.12 A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for the higher density flatted schemes, to 15% for the larger greenfield schemes.

7.13 The HBF[94] commented that the '*15% uplift to BCIS to take account of all external works to the site is insufficient. The HBF and our members consider this allowance to be insufficient to allow for external plot costs and not site wide infrastructure*'. A developer[95] concurred with the HBF on this point. No alternative suggestion was made. It is important to note that the assumption does not allow for strategic infrastructure and mitigation costs which are considered elsewhere in the appraisal.

7.14 A site promoter[96] commented:

> *The development costs for strategic sites appear to be too low. It is common practice to include a separate cost for servicing at circa £20,000-£25,000 per residential unit for key infrastructure costs associated with these schemes such as utilities, earthworks, drainage, primary roads, major open space requirements etc. It is then normal practice to include a rate for on-plot external works for internal roads, domestic gardens, driveways and garages etc at say 10% of base build costs. We would advocate this approach for strategic sites, otherwise the development costs are likely to be significantly underplayed.*

7.15 A developer[97] commented that 15% would not be sufficient to cover plot externals and site wide infrastructure (such as site servicing) or to allow for SANG or highways work. They provided a site-specific cost plan. The cost plan derives a total cost of £59,633 per unit. This includes a number of items that are covered elsewhere in the appraisal, such as fees and costs that would normally be included within preliminaries (which are within the BCIS costs), abnormal cost (e.g. removing asbestos and invasive species), or as s106 costs (e.g. sports pitches and community facilities). If these are removed the cost is about £44,000 per unit (although it is important to note that this figure has been inflated by 7.14% to Q3 2026, rather than being a current day cost). The developer went on to make a point that it was not realistic to link all extra costs to the BLV (which is agreed).

7.16 In this context, it is helpful to consider the assumptions used in nearby council areas:

[94] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[95] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

[96] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

[97] N Bignall of Turner Morum LLP, for Vistry Group / Countryside Properties (UK) Ltd, with regard to North Weald Bassett (NWB) – R3

**Table 7.1 Site Cost Assumptions used by Neighbouring Councils**

| LPA | Consultant and Date | BLV |
|---|---|---|
| **East Hertfordshire** | PBA (September / October 2015) | 10% build costs. |
| **Harlow** | BNP Paribas (March 2018) | 15%; Large sites + £15,000 per unit. |
| **Uttlesford** | DSP (June 2024) | Houses 15%, Flats 10%. |
| **Chelmsford** | HDH (August 2023) | 5% to 15% plus garages. |
| **Brentwood** | HDH (August 2022) | 10% to 15%. |
| **Thurrock** | HDH (March 2023) | 5% to 15% plus garages. |
| **LB Redbridge** | BNP Paribas (May 2016) | 15%. |
| **LB Waltham Forest** | Arup (June 2011) | Too old to be relevant. Pre-dates 2018 PPG. |
| **LB Enfield** | HDH (August 2023) | 5% to 15%. |
| **Broxbourne** | Fordham Research (April 2010) | Too old to be relevant. Pre-dates 2018 PPG. |

Source: LPA Websites (February 2025)

7.17 The assumption used is consistent with that made more widely and carried forward from the 2020 Viability Assessment. No change is made.

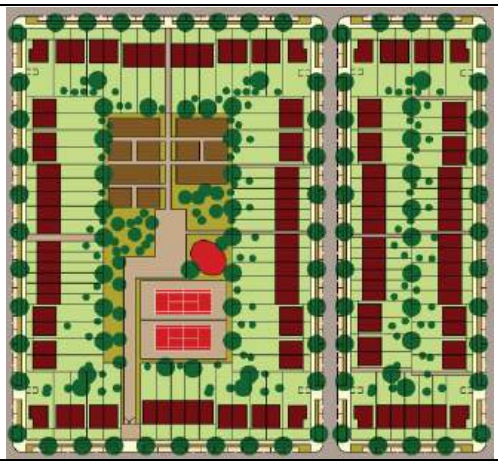
7.18 Detached houses are modelled with garages at a cost of £7,500 per single garage.

*Garden Town Principles*

7.19 The Strategic Sites associated with the Harlow and Gilston Garden Town are to be developed under Garden Town principles. The difference between the Garden Town and the conventional approach is in two main parts. The first being the total land requirement and the second being the layout.

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

**Figure 7.1 Scheme Layouts**

| Conventional Layout (A) | Garden City Layout (B) |
|---|---|
| |  |

Source: Nothing gained by overcrowding! TCPA 2012

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

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

7.22 Under a conventional scheme it is generally assumed that the site costs would be about of 15% of the construction (i.e. BCIS based) costs. This was discussed in some detail through the consultation on the 2019 Garden Town Viability Study. As a result of the 2020 consultation, a 15% assumption was used (rather than 13%), which is carried forward into this Assessment.

*Abnormal development costs and brownfield sites*

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

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

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

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

7.25 The consequence of this, when considering viability in the planning, is that abnormal costs should be added to the cost side of the viability assessment, but also reflected in (i.e. deducted from) the BLV. This has the result of balancing the abnormal costs on both elements of the appraisal.

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

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

7.27 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs.

7.28 In summary, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of an assessment of this type to standardise land prices across an area.

7.29 Through the technical consultation[98], a site promoter noted that the '*BCIS is not an all-inclusive cost basis, with normal elements such as garages excluded from the costs'*. This is agreed and separate allowances are made for a broad range of costs as set out through this chapter. Garages are considered under *Other normal development costs* above.

7.30 They then went on to list a number of headings[99] which may be subject to additional costs (although none of these were quantified), before concluding that the '*approach currently taken in the Assessment is to simply ignore the abnormal costs on the basis that these will be*

[98] R Locke for Barwood Land with regard to South Epping EPP.R1

[99] Acoustic Bund / acoustic measures above BCIS standard build and standard external allowances. Pumping Station; Public Rights of Way; Pedestrian Bridge over London Underground Rail Line including third party rights. Or as an alternative, significant off-site highway improvements; Bridge(s) over existing water courses; SANG; Non frontage highway and junctions; POS / single frontage highways / diversion and off-site utilities upgrade/costs; Deep Foundations & piling over areas of made ground.

*absorbed by land value. These costs are likely to be a significant component of the overall build costs and must not be ignored. Detailed costings for the site should be inputted into the appraisal*'.

7.31 It is not accepted that all the costs listed are abnormal costs. It is necessary to undertake this viability assessment in line with the requirements of the PPG and based on the high level, available information. It is not for a study of this type to undertake the design work to assess the costs of items of infrastructure as implied.

7.32 A housebuilder[100] suggested '*demolition, contamination, ground remediation etc – should be covered in a separate abnormals allowance*'. This has been done – see above.

7.33 A developer[101] commented, in relation to the eastern portion of South Epping EPP.R1 that there are likely to be £12,5000,000[102] of abnormal costs. These relate to a range of items, including providing infrastructure for the western part of the site. It is understood that these have been taken from a planning application that has been or is about to be submitted to the Council. It is beyond the scope of this study to verify these costs, however this opportunity is to taken to note that abnormal costs that relate to access and the general development should be either normal site costs, or be reflected in the BLV (as per the PPG). The costs of providing 'new' requirements, such as in relation to the SANG and providing the bridge required in relation to the whole of EPP.R1 of the site are reasonable costs to include in the high level development appraisals. The £502,000 figure was questioned by the developer, this relates to garages.

7.34 A site promoter[103] said:

> *It cannot be assumed that such costs are simply met by lower benchmark land values in a situation where the delivery of strategic sites – long planned for and with existing landowner arrangements in place – will be the means of funding such abnormal costs.*

[100] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[101] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

[102]

| Abnormal | Cost Estimate |
|---|---|
| Bund / Fill for SANG | |
| Vehicle & Pedestrian Bridges Over Brook | |
| Works to Flux's Lane | |
| Retaining Structures | |
| Disposal of Subsoil | |
| Utility Service Diversions | |
| E/O for Piling | |
| Pumping Station and Rising Main | |
| TOTAL | £12,500,000 |

[103] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

*It is presently unclear whether enhanced elevation treatments and abnormal foundations are addressed in the assessment of costs, or what the estimated provision of £1.177m in relation to abnormals at Latton Priory is expected to cover.*

7.35 The £1.177m figure mentioned relates to garages.

7.36 In this context, it is helpful to consider the assumptions used in nearby council areas:

**Table 7.2 Abnormal Assumptions used by Neighbouring Councils**

| LPA | Consultant and Date | BLV |
|---|---|---|
| **East Hertfordshire** | PBA (September / October 2015) | £150,000 per net ha for abnormal and remediation costs. |
| **Harlow** | BNP Paribas (March 2018) | 2% for demolition and site preparation costs. An 'average' level of costs for abnormal ground conditions and some other 'abnormal' costs is already reflected in BCIS data. |
| **Uttlesford** | DSP (June 2024) | |
| **Chelmsford** | HDH (August 2023) | 5% on brownfield sites. |
| **Brentwood** | HDH (August 2022) | 5% on brownfield sites. |
| **Thurrock** | HDH (March 2023) | 5% on brownfield sites. |
| **LB Redbridge** | BNP Paribas (May 2016) | Our analysis therefore excludes exceptional costs, as to apply a blanket allowance would generate misleading results. An 'average' level of costs for abnormal ground conditions and some other 'abnormal' costs is already reflected in BCIS data, as such costs are frequently encountered on sites that form the basis of the BCIS data sample. |
| **LB Waltham Forest** | Arup (June 2011) | Too old to be relevant. Pre-dates 2018 PPG. |
| **LB Enfield** | HDH (August 2023) | 5% on brownfield sites and Strategic Sites. |
| **Broxbourne** | Fordham Research (April 2010) | Too old to be relevant. Pre-dates 2018 PPG. |

Source: LPA Websites (February 2025)

7.37 A broad range of assumptions are used and whilst the assumption proposed (being that carried forward from the 2020 Viability Assessment), a 5% abnormal cost allowance is now also made in relation to the Strategic Sites.

*Fees*

7.38 For residential and non-residential development, a base professional fee cost of 8% of build costs is assumed. Separate allowances are made for planning fees, acquisition, sales and finance costs, and for meeting Epping Forest District Council's planning policy requirements.

As in the 2020 Viability Assessment, a 10% assumption is used on the Strategic Sites[104] and the brownfield sites. A Strategic Site promoter[105] indicated that this was appropriate in relation to the Strategic Sites.

7.39 An allowance for buyers' fees is made within the non-residential appraisals.

*Contingencies*

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

7.41 Through the technical consultation[106], a site promoter noted that site *'EPP. R1 is adjacent to a motorway, water courses and a rail line and has significant areas of made ground and steep topographical changes. Contingency for delivering this site should be increased to reflect its complexity*'.

7.42 A housebuilder[107] commented:

> *This assumption suggests that all undeveloped sites, by association, have a lower 'risk' for development than previously developed land. This may not always be the case, and undeveloped sites can in fact have significant constraints associated with redevelopment which can subsequently increase development costs. The contingency rates allowed for in the draft Assessment does not account for such considerations.*
>
> *Typically, a contingency of between 5-10% of base costs should be allowed to account for a variety of site-specific considerations including the complexity of a given development along with abnormal or remediation costs.*

7.43 As set out above, abnormal costs are considered separately to contingencies. Contingencies are over and above other costs.

7.44 A housebuilder[108] suggested 5% be applied to all sites. Similarly, a developer[109] commented:

> *Bellway recommends the inclusion of a contingency allowance as a standard practice within development appraisals to account for unforeseen development costs or overruns, enhancing the robustness of financial planning. Typically, a contingency allowance is between 5-10% of the base build cost depending on a range of factors including the complexity of the development, potential for abnormal or remediation costs and the scale of development. This*

[104] In the pre-consultation iteration of this report 8% was applied to the Strategic Sites in error.

[105] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

[106] R Locke for Barwood Land with regard to South Epping EPP.R1

[107] K Wheeler of Savills for Bellway Homes (Thanes Gateway) with regard to land at Greensted Road, Chipping Onger ONG.15

[108] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[109] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

> *is particularly important for Bellway's Site which represents a complex strategic scheme where the costs are more uncertain. We would costs in line with market practice and considering the site specific complexities associated with the Site.*

7.45 A site promoter[110] said:

> *With regard to contingency, CEG and Hallam Land note the provision made in the Viability Evidence base for a 2.5% contingency on all greenfield sites – large or small. Only in relation to brownfield sites is a higher provision (5%) allowed for (para 7.21). Whilst this may or may not be appropriate in relation to smaller greenfield sites, the complexity of delivery associated with strategic scale development necessitates a higher level of contingency. CEG and Hallam Land propose a range of assumptions in relation of contingency from 0% to 10% across the cost items set out in the Table above albeit have adopted primarily a 10% rate. Overall, blended, CEG and Hallam have assumed a contingency allowance of 9.5% and propose that similar provision is made for strategic sites in the viability assessment (recognising the specific risks associated with such strategic sites).*

7.46 It is unclear what table is being referred to in this regard.

7.47 In this context, it is helpful to consider the assumptions used in nearby council areas.

[110] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

**Table 7.3 Contingency Assumptions used by Neighbouring Councils**

| LPA | Consultant and Date | Contingency |
|---|---|---|
| **East Hertfordshire** | PBA (September / October 2015) | 5% build plus externals. |
| **Harlow** | BNP Paribas (March 2018) | 5% build costs. |
| **Uttlesford** | DSP (June 2024) | 3% on build, 5% other works. |
| **Chelmsford** | HDH (August 2023) | Greenfield 2.5%, Brownfield 5%, Strategic Sites 5%. |
| **Brentwood** | HDH (August 2022) | Greenfield 2.5%, Brownfield 5%, Strategic Sites 5%. |
| **Thurrock** | HDH (March 2023) | Greenfield 2.5%, Brownfield 5%. |
| **LB Redbridge** | BNP Paribas (May 2016) | |
| **LB Waltham Forest** | Arup (June 2011) | Too old to be relevant. Pre-dates 2018 PPG. |
| **LB Enfield** | HDH August 2023 | Greenfield 2.5%, Brownfield 5%. |
| **Broxbourne** | Fordham Research (April 2010) | Too old to be relevant. Pre-dates 2018 PPG. |

Source: LPA Websites (February 2025)

7.48 In this iteration of this report 5% is applied to all of the Strategic Sites to reflect the complexity of delivering large scale developments.

*S106 Contributions and the costs of infrastructure*

7.49 EFDC seeks payments from developers to mitigate the impact of the development and for the provision of strategic infrastructure. These are considered under Chapter 8 below.

**Financial and Other Appraisal Assumptions**

*VAT*

7.50 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full[111].

[111] VAT is a complex area. Sales of new residential buildings are usually zero-rated supplies for VAT purposes (subject to various conditions). VAT incurred as part of the development can normally be recovered. Where an appropriate 'election' is made, VAT can also be recovered in relation to commercial development – although VAT must then be charged on the income from the development.

*Interest rates*

7.51 At the time of the December 2024 technical consultation, a 7% p.a interest rate was applied to the total debit balances (to include interest and associated fees). No allowance was made 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.

7.52 Through the technical consultation a housebuilder[112] noted that 7% '*is at the lower range (7-8.5%) being applied to viability assessments at this time*'. Similarly, a developer[113] noted that '*rate of 7% is not reflective of current market conditions*', and reference was made to the Bank of England's Base Rate currently stands at 4.75% (although this was further reduced to 4.5% in February 2025). No alternative was suggested.

7.53 Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals, a simple cashflow is used to calculate interest.

7.54 The assumption is an 'all-in cost' to cover interest rate and associated finance fees, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest, particularly on the larger schemes, as most developers are required to put some equity into most projects. In this study a cautious approach is being taken.

7.55 In November 2024, the Bank of England reduced Base Rates to 4.75% and then reduced it to 4.5% in February 2025. Bearing in mind the fact that interest rates are continuing to be reduced, no change is made to this assumption.

*Developers' return*

7.56 An allowance needs to be made for developers' return and to reflect the risk of development. Paragraph 10-018-20190509 of the updated PPG says:

> *<u>How should a return to developers be defined for the purpose of viability assessment?</u>*
>
> *Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of fully complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.*
>
> *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to*

[112] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium'')

[113] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

*support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.*

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

7.58 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.

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

7.60 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 an assessment of this type. They require a developer to demonstrate a sufficient margin, to protect the lender in the case of changes in prices or development costs. They will also consider a wide range of other factors, including the amount of equity the developer is contributing (both on a loan-to-value and loan-to-cost basis), the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.

7.61 This is a high-level assessment where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (i.e. site by site or split), it is appropriate to make some broad assumptions and as set out above the updated PPG says '*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies ... A lower figure may be more appropriate in consideration of delivery of affordable housing'*.

7.62 In the 2017 Viability Update, and the 2020 Viability Assessment, the developers' return was assumed to be 20% of the value of market housing (being the top end of the range suggested by the PPG) and 6% of the value of affordable housing. 15% is assumed for non-residential development and non-mainstream housing. This assumption is carried into this Assessment.

7.63 In this regard, through the technical consultation, a housebuilder[114] commented:

> *The draft Assessment carries through the developers' return from a 2017 Viability Update exercise, assuming 20% of the Gross Development Value (GDV) of market housing and 6% of the GDV of affordable housing in respect. This equates to a blended rate from 14.4% on GDV for those areas with a 40% affordable housing requirement noting Local Plan requirements.*
>
> *It should be noted that lending institutions at present are only prepared to accept a blended rate of 20% of GDV for private and affordable combined. As such, the 14.4% blended rate does not account for current market factors and should be revised as such.*

7.64 A housebuilder[115] commented:

> *In terms of profit, the application of 20% on market housing and 6% on affordable blends at 14.4% at 40% affordable. This is below the lowest rate of 15% suggested in the PPG.*
>
> *When dealing with infrastructure-heavy, multi-phase, high risk strategic development, a blended rate towards 20% is the minimum.*

7.65 Similarly, a developer[116] commented:

> *HDH have adopted a profit of 20% on Gross Development Value (GDV) for private and 6% on GDV for affordable, which reflects a blended rate ranging from 14.4% on GDV for areas with 40% affordable housing policy provision. The minimum profit margin that the lending institutions are currently prepared to accept, on residential development, is a blended rate of at least 20% on GDV blended across both private and affordable tenures.*

7.66 A site promoter[117] made a similar comment and then suggested that '*that a minimum of 17.5% blended return should be included in the viability assessment for the strategic sites and that 20% should also be included in the scenario testing*'. In relation to Strategic Sites the site promoter then went on to suggest:

> *In addition, in relation to strategic sites, it is necessary to include an element of return (a master developers return) that reflects a return on the promotion, site preparation, site delivery costs and extensive common infrastructure. CEG and Hallam proposed an additional rate of return of 15% of cost.*

[114] K Wheeler of Savills for Bellway Homes (Thanes Gateway) with regard to land at Greensted Road, Chipping Onger ONG.15

[115] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[116] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

[117] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

7.67 The HBF[118] commented as follows:

> *The proposed profit of 20% on market housing and 6% on affordable is slightly below the 15% minimum return on gross development value set out in PPG. However, setting the margins at the lower end of the range set by PPG does not reflect the significant risks being taken by developers, in particularly those on strategic sites where there are significant up front infrastructure costs that need to be delivered prior to any return being achieved from the sale of homes. Therefore, the blended profit margin on new homes should be closer to 20% in order to reflect the risk of bring forward the strategic allocations in EFDC.*

7.68 A developer[119] concurred with the HBF on this point. In this context, it is helpful to consider the assumptions used in nearby council areas.

**Table 7.4 Developers' Return Assumptions used by Neighbouring Councils**

| LPA | Consultant and Date | Developers' Return |
|---|---|---|
| **East Hertfordshire** | PBA (September / October 2015) | 20% GDV. |
| **Harlow** | BNP Paribas (March 2018) | 20% GDV. |
| **Uttlesford** | DSP (June 2024) | 17.5% / 6% market and affordable. |
| **Chelmsford** | HDH (August 2023) | 17.5% market and affordable. |
| **Brentwood** | HDH (August 2022) | 17.5% market and affordable. |
| **Thurrock** | HDH (March 2023) | 17.5% market and affordable. |
| **LB Redbridge** | BNP Paribas (May 2016) | 10% / 6% market and affordable. |
| **LB Waltham Forest** | Arup (June 2011) | Too old to be relevant. Pre-dates 2018 PPG. |
| **LB Enfield** | HDH August 2023 | Up to 5 storeys - 15% of GDV, 6 to 20 storeys - 17.5% of GDV, over 20 storeys - 20% of GDV; Affordable Housing - 5% of GDV (6% of costs), Build to Rent up to 5 storeys - 11% of GDV, 6 to 20 storeys - 12% of GDV, over 20 storeys 13% of GDV (as per London Plan). |
| **Broxbourne** | Fordham Research (April 2010) | Too old to be relevant. Pre-dates 2018 PPG. |

Source: LPA Websites (February 2025)

[118] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[119] William Main of Manor Oak Homes in relation to Water Lan Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

7.69 As set out under the *Affordable Housing* heading in Chapter 4, the HBF highlighted concerns over the functioning of the market for affordable units, delivered through the s106 mechanisms, particularly on smaller sites. A developer's return of 20% has been applied to affordable units as well as market units.

*Voids*

7.70 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.

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

*Phasing and timetable*

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

7.73 For the Strategic Sites, the trajectories are taken from Appendix A of the *Council's response to Actions outlined in Inspector's Note 16 June 2022 (Examination Document reference number ED141), October 2022 (ED144A), Amended version (10 November 2022)*, being the most up to date information in this regard. The exceptions are in relation to the East of Harlow site and the Waltham Abbey North MPA site, for which the trajectories from the 2020 Viability Assessment are carried forward (as they were not included in the aforementioned document).

7.74 On the whole, it is assumed a maximum, per outlet, delivery rate of 50 units per year. On a site with 40% affordable housing this equates to 30 market units per year. On the smaller sites, much slower rates have been assumed to reflect the nature of the developer that is likely to be bringing smaller sites forward. The higher density flatted schemes are assumed to come forward more quickly. These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and the Harman Guidance.

7.75 In this regard, through the technical consultation, the HBF[120] commented, particularly in relation to larger sites, that it may take more than 3 years from the grant of planning consent

[120] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

before housing is actually delivered. A housebuilder[121] and a developer[122] made a similar point. This is agreed. In practice land is brought forward under numerous different models, however the bulk of sites are subject to some form of conditional contract or option arrangement. Under these arrangements the developer (or site promoter) promotes a site through the planning process and then, at their own costs and risk. On the grant of a satisfactory planning consent the developer can then buy the site at a pre-agreed price, which is a typically between 5% and 15% discount from market value. Such arrangements may run for up to 10 years to allow sites to be promoted through multiple Local Plan cycles. The appraisals are based on the assumption that a site is purchased on day one, with the benefit of an implementable planning consent.

7.76 It is important to note that large Strategic Sites are often bought in phases. In this assessment it is assumed the sites are purchased on the granting of a developable planning consent.

7.77 A housebuilder[123] commented, in relation build-out rates.:

> Market sales rate for volume schemes are typically 0.7-0.8 per week. Based on 40% affordable, this would provide for 70 completions per *outlet. Assuming 2 outlets, this would provide for a sales period spanning at least 10 years.*

7.78 The modelling of this site (West Katherines) has been updated in this regard.

7.79 A site promoter[124] noted:

> *Cash flow and phasing will be a key consideration in considering viability. A number of the assumptions regarding the start on site and the intervals between the scale of development are considered optimistic.*
>
> *Equally there is no certainty as to the timing of infrastructure payments or the delivery of infrastructure and accordingly highly cautious assumptions need to be adopted not least because of the potentially considerable impact on outturn finance costs.*
>
> *By the same token any introduction of a Cil levy would have to be treated as a development cost, likewise with the potential for considerable impact on outturn finance costs as, notably, CIL is paid early in each phase of development*

7.80 This is agreed.

7.81 The approach to phasing for the older people's housing schemes was also raised, a slower rate of sales has been assumed, with 40% of units being sold at the end of the first year of

[121] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[122] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

[123] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[124] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

sales, 30% during the second year of sales and 30% during the third period. An allowance being made for block management over the sales period (£5,000/unit).

**Site Acquisition and Disposal Costs**

*Site holding costs and receipts*

7.82 A pre-construction period of six months is assumed for all sites. 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*

7.83 A simple approach is taken; it is assumed an allowance of 1.5% for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates.

*Disposal costs*

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

7.85 In this regard, through the technical consultation, the HBF[125] commented that '*this should be higher with regard to retirement accommodation at 6% as there is additional complexity in assisting purchase and higher number of visits prior to purchase*'. A developer[126] concurred with the HBF on this point.

[125] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[126] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

# 8. Local Plan Policy Requirements

8.1 The 2020 Viability Assessment considered the Local Plan Submitted Version 2017[127] (LPSV / submitted Local Plan) which was submitted for Independent Examination in September 2018. The submitted Local Plan went on to be modified and then adopted in March 2023. The purpose of this CIL Viability Assessment is to consider the impact of CIL on development, in the context of the adopted Local Plan and changes in national policy.

8.2 Many of the policies are either general enabling policies or policies that restrict development to particular areas or situations. These do not directly impact on viability. Those policies that add to the costs of development over and above the normal costs of development are considered below. These policies are grouped as per the chapters in the adopted Local Plan.

**The Strategic Policies**

*Policy SP 1 Spatial Development Strategy 2011-2033*

8.3 The modelling of the typologies and Strategic Sites reflects distribution of development set out in this policy.

*Policy SP 2 Place Shaping*

8.4 This is a general policy that does not add to the costs of development, over than above those covered in the BCIS costs or reflected elsewhere in this Assessment.

*Policy SP 3 Development & Delivery of Garden Communities in the Harlow and Gilston Garden Town and Policy SP 4 Garden Town Communities*

8.5 This policy allocates the Latton Priory, Water Lane Area, and East of Harlow Strategic Sites. These are tested again in this Assessment.

*Policy SP 5 Green Belt and Local Greenspaces*

8.6 This is a policy that directs and restricts development, rather than impacting on viability.

8.7 As set out in Chapter 3 above, the 2024 NPPF, and accompanying updated PPG, includes provisions with regard to the release of land from the Green Belt. Such Green Belt releases are subject to the Golden Rules. In this regard paragraph 157 of the NPPF says:

> *Before development plan policies for affordable housing are updated in line with paragraphs 67-68 of this Framework, the affordable housing contribution required to satisfy the Golden Rules is 15 percentage points above the highest existing affordable housing requirement which would otherwise apply to the development, subject to a cap of 50%[60]. In the absence of a pre-existing requirement for affordable housing, a 50% affordable housing contribution should apply*

[127] http://www.efdclocalplan.org/wp-content/uploads/2018/03/EB114-Epping-Forest-District-Local-Plan-Submission-Version-2017.pdf

*by default. The use of site-specific viability assessment for land within or released from the Green Belt should be subject to the approach set out in national planning practice guidance on viability.*

8.8 Taking this into account, CIL is assessed for greenfield typologies in the Green Belt, that are not currently allocated, assuming 50% affordable housing.

*Policy SP 6 The Natural Environment, Landscape Character and Green and Blue Infrastructure*

8.9 This is a high-level policy that is expanded on below.

**Housing**

*Policy H 1 Housing mix and accommodation types*

8.10 This policy has several specific requirements but does not specify a particular mix. The EFDC Strategic Housing Market Assessment (SHMA) provides the following breakdown of the overall requirement for market housing.

**Table 8.1 Market Housing by Size**

| | | Units | Percentage |
|---|---|---|---|
| Flat | 1 bed | 430 | 5% |
| | 2+ bed | 450 | 6% |
| House | 2 bed | 1,020 | 13% |
| | 3 bed | 4,090 | 51% |
| | 4 bed | 1,580 | 20% |
| | 5+ bed | 510 | 6% |
| | | 8,080 | |

Source: Figure 76 *SHMA* (Opinion Research Services, 2015)

8.11 The affordable housing requirement is also broken down.

**Table 8.2 Affordable Need by Tenure and Size**

| | Flat | | House | | | All |
|---|---|---|---|---|---|---|
| | 1 bed | 2+ bed | 2 bed | 3 bed | 4+ bed | |
| Affordable rent | 20% | 13% | 21% | 36% | 11% | **82%** |
| Intermediate | 9% | 18% | 28% | 40% | 5% | **18%** |
| **All Affordable** | **18%** | **14%** | **22%** | **37%** | **10%** | |

Source: Figure 63 *SHMA* (Opinion Research Services, 2015)

8.12 Whilst these mixes are not followed precisely, they have informed the modelling. Account is also taken of the likely situation of sites, for example flatted schemes in the town centres are more likely to include smaller flatted units.

8.13 All new homes are to be built to accessible and adaptable standards (M4(2)). The additional costs of the further standards (as set out in the draft Approved Document M amendments included at Appendix B4[128]) are set out below. The key features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015)[129], reflect accessibility as follows:

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

8.14 The cost a wheelchair adaptable dwelling based on the Wheelchair Housing Design Guide for a 3 bed house, is taken to be £10,111 per dwelling[130]. The cost of Category 2 is taken to be £521[131] (this compares with the £1,097 cost for the Lifetime Homes Standard).

8.15 The modelling assumes all new homes are built to the Category 2 standard at an indexed cost[132] of £760 per unit.

8.16 This policy encourages the inclusion of self and custom build plots on larger sites. It does not include a specific requirement. Custom and self-build units are not subject to CIL or affordable housing.

*Policy H 2 Affordable Homes*

8.17 Policy H2 Affordable Housing of the submitted Local Plan seeks:

> *On development sites which provide for 11 or more homes, or residential floorspace of more than 1,000 square metres (combined gross internal area), the Council will require 40% of those homes to be affordable and provided on site. The mix of affordable homes will be required to reflect the latest available housing need. All new homes will be required to meet Building Regulations Requirement M4(2) Accessible and Adaptable Dwelling standards.*

8.18 In the 2020 Viability Assessment it was assumed that the affordable housing (40%) would be delivered as 82% Affordable Rent and the balance (18%) as Affordable Home Ownership as informed by the SHMA.

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

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

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

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

[132] March 2015 318.0, November 2024 465.6 = plus 46%

8.19 As set out in Chapter 2 above, the national requirements for a minimum of 10% Affordable Home Ownership units and for 25% of affordable homes to be First Homes have been dropped.

8.20 In discussion with the EFDC and in line with its current practice, the modelling in this CIL Viability Assessment is based on a tenure split of 75% Affordable Rent and 25% Affordable Home Ownership.

8.21 The 2024 NPPF puts a greater emphasis on the delivery of Social Rent than previous editions, however the analysis in this report is based on the 75% Affordable Rent and 25% Affordable Home Ownership mix as per the Council's current practice.

8.22 Through the technical consultation a housebuilder[133] questioned the tenure mix. The Council has confirmed that the current practice is to seek 75% Affordable Rent / 25% Affordable Home Ownership and that this should form the basis of assessing the scope for CIL.

8.23 It is appropriate to consider Build to Rent separately as the sector is treated differently to mainstream housing within the PPG. In this Assessment, (as in the 2020 Viability Assessment) the modelling assumes the affordable housing is provided in line with the Council's policy requirements. In practice such Build to Rent may only be subject to 20% private affordable rent at a 20% discount to market rent.

*Policy H 3 Rural Exceptions, Policy H 4 Traveller Site Development*

8.24 These are enabling policies that do not add to the costs of development. These types of development are unlikely to be subject to CIL.

**The Economy and Town Centres**

8.25 These policies direct and enable development. The modelling of the typologies and Strategic Sites reflects distribution of development set out in this policy.

**Transport**

8.26 These policies encourage sustainable transport and for the impact of new development in the transport system. These are generally covered through the s106 / s278 regime. See the Delivery of Infrastructure sub-heading below.

**Natural Environment and Green Infrastructure**

8.27 Two of the policies under this heading impact on viability.

[133] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

*Policy DM 1 Habitat protection and improving biodiversity*

8.28 This policy seeks that development should seek to deliver Net Biodiversity Gain in addition to protecting existing habitat and species. National policy has moved on in this regard. The national requirement for 10% Biodiversity Net Gain, as required by the Environment Act, is assumed to apply in the base appraisals.

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

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

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

8.32 The Government's impact assessment[134] suggests an average cost of scenarios including where all the provision is on-site and where all is off-site.

[134] Table 14 and 15 Biodiversity net gain and local nature recovery strategies: impact Assessment. https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/839610/net-gain-ia.pdf

**Table 8.3 Cost of Biodiversity Net Gain – South East - 2017 based costs**

| | **Scenario A** 100% on-site | **Scenario C** 100% off-site |
|---|---|---|
| Cost per ha of residential development | £3,456/ha | £63,841/ha |
| Cost per ha of non-residential development | £3,150/ha | £47,885/ha |
| Cost per greenfield housing unit | £162/unit | £3,305/unit |
| Cost per brownfield housing unit | £56/unit | £660/unit |
| Residential greenfield delivery costs as proportion of build costs | 0.1% | 2.4% |
| Residential brownfield delivery costs as proportion of build costs | <0.1% | 0.5% |
| % of industrial land values | 0.0% | 3.0% |
| % of commercial land values (office edge of city centre) | 0.2% | 2.3% |
| % of commercial land values (office out of town - business park) | 0.2% | 2.6% |

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

8.33 It is assumed provision will be on-site on greenfield sites and off-site on brownfield sites. The percentage uplift costs are used as the costs per ha/unit are historic.

8.34 Through the technical consultation, the HBF[135] noted:

> *BNG costs need to reflect the higher costs of offsite delivery. The current study uses the DEFRA Impact Assessment from 2019 and acknowledges that this is now somewhat dated and uses the percentage cost. However, where offsite contributions are required, this is based on the cost of BNG unit being circa £11,000. However, some work has bene undertaken on this (https://arbtech.co.uk/bng-unit-cost/) which suggests that costs which shows this is significantly lower than current costs which start form around £27,000 but can be significantly higher depending on the type of habitat that must be provided.*
>
> *HBF would also suggest that whilst some greenfield sites will be able to deliver all of their BNG on site it will not be the case for every site. As such HBF would suggest a more cautious approach and assume that at least 25% of the BNG units that are required will be delivered offsite.*
>
> *For allocated sites HBF would suggest a more detailed assessment of the impact of BNG is included in the viability assessment. The impact of delivering BNG can vary significantly from site to site depending on the type of habitat that is present. Even on previously developed sites the level of BNG can be significant where the habitat is considered to be urban mosaic.*
>
> *HBF would also suggest that the gross to net development ratio of 60:40 need to be adjusted to take account of BNG. Development will need to maximise the delivery of BNG on site which will mean that less land will be available to deliver development. HBF would suggest a 50:50 gross to net ratio would be more appropriate.*

[135] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

8.35 A developer[136] concurred with the HBF on this point. In considering this it is important to have regard to the nature of the allocations and the wider development assumptions. The majority of the greenfield allocations are in arable production or are improved grassland, albeit bordered by hedges, with hedge line trees that are typical of south Essex. None are permanent pasture / water meadows, ancient woodland (or any woodland) or ponds, lakes or other high value habitats. All the brownfield sites are in some other use or are in need of clearing, none are old industrial sites that have reverted to nature (or are reverting to nature) with diverse and interesting habitats (such sites are frequently found in the traditional industrial areas where mills have been cleared but there has been a delay before redevelopment).

8.36 A site promoter[137] commented:

> *The standard costs associated with Biodiversity Net Gain are relatively unknown at this stage as it is a site specific issue, and the regime is in its infancy. The costs for strategic sites even where the BNG is provided on site could be significant and higher than the viability assessment is currently accounting for, which is only £1.46 per square metre. Therefore, for an average house of 100m2, this amounts to £146 per unit. However, Table 8.3 is now out of date as it was published in 2017 and if we inflate the £162 per unit using the BCIS All-in TPI, this would increase the rate to £217 per unit. However, for a scheme of 500 units, this only amounts to £108,500 in total for on-site BNG, which seems a low amount for a scheme of this scale. We would therefore advocate more modelling on BNG as part of the assessment as the range of potential costs could be wide and involve both on-site and off-site requirements. The Biodiversity Units UK provides up-to-date pricing report for BNG credits for the South of England, which can be used for modelling purposes.*

8.37 A housebuilder[138] said:

> *BNG unit costs are in the range of £25k-30k minimum. The allowance for West Katherines is £187k. This would provide for 7 off-site units at the lower range, which is highly optimistic for a site of 70 Ha.*

8.38 This site has a net developable area of 54.6%. The Council considers this adequate to deliver the 10% BNG on-site.

8.39 Likewise, a site promoter[139] commented:

> *The assessments assumes 0.1% of build costs is required to meet obligations in relation to BNG. While provision on strategic sites is anticipated to be capable of being met on site- there can be no certainty until the site has been fully assessed. Nor certainty over the cost implications. If this is to involve off site costs then further uncertainty and costs are involved. CEG and Hallam Land note the observations of the Home Builders Federation in respect of the*

[136] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

[137] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

[138] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[139] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

> *costs of BNG provision and support the making of additional allowance in the viability assessment.*

8.40 As set out in Chapter 9 below, the modelling of the Latton Priory site has been revisited. The Council considers this adequate to deliver the 10% BNG on-site. The modelling of the typologies has been reviewed – see Chapter 9 below.

8.41 A site promoter[140] noted:

> *The approach taken for BNG allowances is wholly insignificant. The base dates are set in 2017 and no uplift to 2025 values has been allowed for. The assumption that BNG will be entirely dealt with on-site does not necessarily reflect the actual situation on the ground. Further input into BNG costs is required to ensure these reflect current best practice.*

8.42 A commercial developer[141] made a similar point, but made no alternative suggestion as to how BNG may be costed. Appropriate allowances are made.

8.43 As set out above, the percentage costs is used, so as to pick up on inflation. It is anticipated that South Epping EPP.R1 will provide all the required BNG on-site. Bearing in mind the scale of development (450 units) and the size of the site (43.55 ha), it is understood that this is comfortably achievable. No reasoning was given as to why it may not be possible to deliver the BNG on-site or as to an alternative approach to the cost of doing so.

8.44 The Council does not seek BNG beyond the national requirement of 10% and anticipates that BNG will be delivered on-site.

*Policy DM 2 Epping Forest SAC and the Lee Valley SPA*

8.45 This policy requires development to contribute towards mitigating the impact of development on the Epping Forest Special Area of Conservation (SAC) and the Lee Valley Special Protection Area (SPA).

8.46 At the time of the 2020 Viability Assessment, the Council was still deriving costs associated with Suitable Alternative Natural Greenspace (SANG) so sensitivity testing was carried out. In this CIL Viability Assessment, the costs are allowed for, as set out later in this chapter.

**Historic Environment**

8.47 These policies do not impact directly on the delivery of the development identified in the Plan.

[140] R Locke for Barwood Land with regard to South Epping EPP.R1

[141] Alex Cole of Savills for Indurent with regard to land at J7 M11

**Design**

*Policy DM 6 Designated and Undesignated Open Spaces*

8.48 This policy is non-specific saying that *'development proposals will be required to provide open space, or links to open space (with the exception of the Epping Forest SAC) in accordance with the guidance contained within the Infrastructure Delivery Plans Schedule and the Council's adopted Green and Blue Infrastructure Strategy. National space standards and quantity guidelines will be used as a starting point for provision'* rather than requiring a specific amount of space (for example $m^2$/dwelling or ha/1000 residents). It is assumed that these requirements were reflected in determining the capacity of sites.

*Policy DM 9 High Quality Design*

8.49 This is a policy that sets out general principles of design. It crosses over several other policy areas. On its own it does not add to the costs of development, over and above those covered in the BCIS costs or reflected elsewhere in this assessment.

8.50 In this context a site promoter[142] commented:

> *CEG and Hallam Land note the discussion in relation to Place Shaping and Design Quality (paras 8.4 and 8.37) and the indication that such design focussed policies "do not add to the costs of development, over and above those covered in the BICS costs or reflected elsewhere in this assessment". Equally CEG and Hallam are mindful of the broad range of requirements in SP2 to deliver high quality places including para (v) which expects high quality and imaginatively designed homes" but also the breadth of Harlow Garden Town Guidance in respect of design.*
>
> *For this reason, CEG and Hallam Land consider that it is prudent in the Viability Assessment to include an additional cost in relation to design (elevation treatments for instance) over and above basic BCIS costs as part of the likely abnormal costs of developing the garden communities (see comments above).*

8.51 As set out in Chapter 7 above, the BCIS median cost, rather than the BCIS lower quartile cost is now used across all sites.

*Policy DM 10 Housing Design and Quality*

8.52 For the purpose of this Assessment, the main requirement is that it requires the Nationally Described Space Standard (NDSS) technical requirements. The NDSS standards are assumed to apply. 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.*

[142] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

8.53 The following unit sizes are set out[143]:

**Table 8.4 National Space Standards. Minimum Gross Internal Floor Areas and Storage ($m^2$)**

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

Source: Table 1, Technical housing standards – Nationally Described Space Standard (March 2015)

8.54 All the units are assumed to be in line with the NDSS or larger.

8.55 A number of further national consultations have been carried out. These include proposed Changes to Approved Document B: Sprinklers in Care Homes.

8.56 There are few up-to-date published costs of such systems (beyond Wales where they are a requirement). The costs of installation depend very much on the level of local water pressure. Where there is adequate water pressure, the additional cost is estimated to be about £1,000 per unit (mainstream dwelling). Where there is inadequate local water pressure, it is necessary to incorporate water storage and pumping to ensure the sprinklers work effectively. This will vary depending on the size and design of the scheme, although £2,500/dwelling may be typical. A cost of £2,000/ unit is tested in this regard.

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

*Policy DM 11 Waste Recycling Facilities on New Development*

8.57 On its own this policy does not add to the costs of development, over than above those covered in the BCIS costs or reflected elsewhere in this assessment.

**Environmental policies**

8.58 This group of policies are general, and direct development rather than add to the costs of development over and above those covered in the BCIS costs, or reflected elsewhere in this assessment. There are, however, some factors that may be material.

8.59 Sustainable Urban Drainage Systems (SUDS) are a policy requirement as and when needed. SUDS limit the waste of water, reduce water pollution and flood risk relative to conventional drainage systems. It is anticipated that new major development (10 units or more) will be required to incorporate SUDS. SUDS can add to the costs of a scheme – although in larger projects these can be incorporated into open space and overlap with meeting the requirements for 10% BNG. It is assumed that the costs of SUDS are included within the additional costs on brownfield sites, however on the larger greenfield sites it is assumed that SUDS will be incorporated into the green spaces and be delivered through soft landscaping within the wider site costs.

8.60 The plan seeks sustainable water use, with development being expected to meet a water efficiency standard of 110l/day. It is assumed that measures to reduce the use of water, in line with the enhanced building regulations, will be introduced. The costs are modest, likely to be less than £5/dwelling[144]. This cost was based in 2014 so has been indexed to £8/dwelling.

8.61 *Policy DM 20 Low Carbon and Renewable Energy* seeks to encourage the incorporation of low carbon and renewable energy measures in new and existing development. The Local Plan does not require standards over and above those set out in Building Regulations. This is an area where national policies have moved on – and are continuing to develop.

8.62 The Department of Levelling up, Communities and Housing introduced revisions to Conservation of Fuel and Power, Approved Document L of the Building Regulations (often referred to as the 2021 Part L standard) as a 'stepping stone' towards Zero Carbon homes. These set the target of an interim 31% reduction in $CO_2$ emissions over the 2013 standards for dwellings that apply to new homes that submit plans after June 2022 or have not begun construction before June 2023.

8.63 The costs of meeting the current (i.e. 2021) Part L standard depends on the specific changes made and were considered in Chapter 3 of the 2019 Government Consultation[145]. This

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

[145] The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings (MHCLG, October 2019).

suggests that the costs, having been indexed, would add a little less than 3% to the base cost of construction. These requirements have been in place for a while, and whilst they are not fully reflected in the BCIS costs (the BCIS costs are based on past schemes) they are in part. It would now be appropriate to assume the additional costs of the standards set out in 2021 Part L add 2% to the current BCIS costs.

8.64 Within the 2020 Viability Assessment, the BCIS based construction costs were increased by 3% to reflect the cost of the then anticipated changes to Part L. This cost allowance is now reviewed.

5.35 The revisions to Part L of Building Regulations are a step towards the introduction of the Future Homes Standard in 2025. The Government published, in December 2023, a further consultation on the details of the implementation of the Future Homes Standard. At the same time, the then Housing Minister, made a Written Parliamentary Statement[146] that set out the Government's position in this regard as follows:

> *… Any planning policies that propose local energy efficiency standards for buildings that go beyond current or planned buildings regulation should be rejected at examination if they do not have a well-reasoned and robustly costed rationale that ensures:*
>
> - *That development remains viable, and the impact on housing supply and affordability is considered in accordance with the National Planning Policy Framework.*
> - *The additional requirement is expressed as a percentage uplift of a dwelling's Target Emissions Rate (TER) calculated using a specified version of the Standard Assessment Procedure (SAP).*
>
> *Where plan policies go beyond current or planned building regulations, those polices should be applied flexibly to decisions on planning applications and appeals where the applicant can demonstrate that meeting the higher standards is not technically feasible ….*

8.65 Whilst this direction does not preclude the introduction of policies that go beyond national standards, this does suggest that such policies will need to be well justified and subject to greater scrutiny. It also set out that where standards that are higher than national standards are introduced then they should be expressed as a percentage uplift of a dwelling's Target Emissions Rate (TER) calculated using a specified version of the Standard Assessment Procedure (SAP).

8.66 Paragraph 6.10 of The Future Homes Standard (FHS) 2023 consultation on the energy efficiency requirements of the *Building Regulations affecting new and existing dwellings. Consultation-Stage Impact Assessment* sets out the following costs:

> *6.6 A summary of the impacts considered under this Impact assessment (IA) is provided below in Table 3, relative to the counterfactual – the counterfactual is the 2021 notional building specification, which has a gas boiler, lower efficiency solar panels and wastewater heat recovery, or a heat pump (see Routes to Compliance (para 5.23 - 5.25) section). This is with the exception of mid-high rise, which is an ASHP and gas boiler hybrid communal heat network. Broadly, Option 1 is a home with a heat pump and more efficient solar panels. Option 2 meets our public commitments through the use of heat pumps only. All figures are Net Present Values*

[146] Written statements - Written questions, answers and statements - UK Parliament

*(NPV) over 10 years of policy and a subsequent 60-year life of the buildings. Negative NPVs are given in parenthesis and represent costs. The figures represent the aggregate impact across the building mix…*

*6.10. … In 2022 prices, on a per-home basis (3-bed semi-detached), Option 1 leads to a ~£6,200 (4%) increase in upfront capital costs, whereas Option 2 only leads to a ~£1,000 (1%) increase….*

*Additional Capital Costs*

*6.16. The increase in capital costs from the proposed 2025 standards, compared with the continuation of existing 2021 standards (gas boiler and solar pv home), are shown in Table 5. Further breakdown of the costs of the different elements is provided in Appendix C.*

*Table 5: Additional Capital Costs* relative to 2021 Gas Boiler and Solar PV Counterfactual (£)*

| | ***Option 1*** | ***Option 2*** |
|---|---|---|
| *Detached house* | *£6,390* | *£-200*** |
| *Semi-detached house* | *£6,170* | *£950* |
| *Mid-Terraced house* | *£5,960* | *£740* |
| *Low Rise Flats (<11m)* | *£4,460* | *£2,760* |
| *Mid Rise Flats (>11m) (same for both option)* | *£190* | *£190* |
| *Weighted Average (based on assumed build mix)* | *£4,360* | *£640* |
| **Gross Undiscounted Costs in 2022 prices, excluding gas asset value cost in counterfactual. If included this would lead to the costs presented in table 5 falling. ** a minus equals a cost saving.* | | |

*6.17. Over the longer-term, Currie & Brown estimate that the costs associated with both heat pumps and solar PV will fall, as supply chains mature and become more integrated, and learning rates take effect. By the end of the policy appraisal period (10 years), it is assumed that the cost of a heat pump will be around 70% of the initial cost, whilst for Solar PV they will be around 60% of the initial cost.*

8.67 Separately, the *Future Homes Hub, Ready for Zero, Evidence to inform the 2025 Future Homes Standard – Task Group Report* (February 2023) was published before the Government consultation, so is testing a wider sets of options than are being considered at a national level. The following costs were estimated.

**Table 8.5 Additional Costs for Options Towards Zero Carbon**

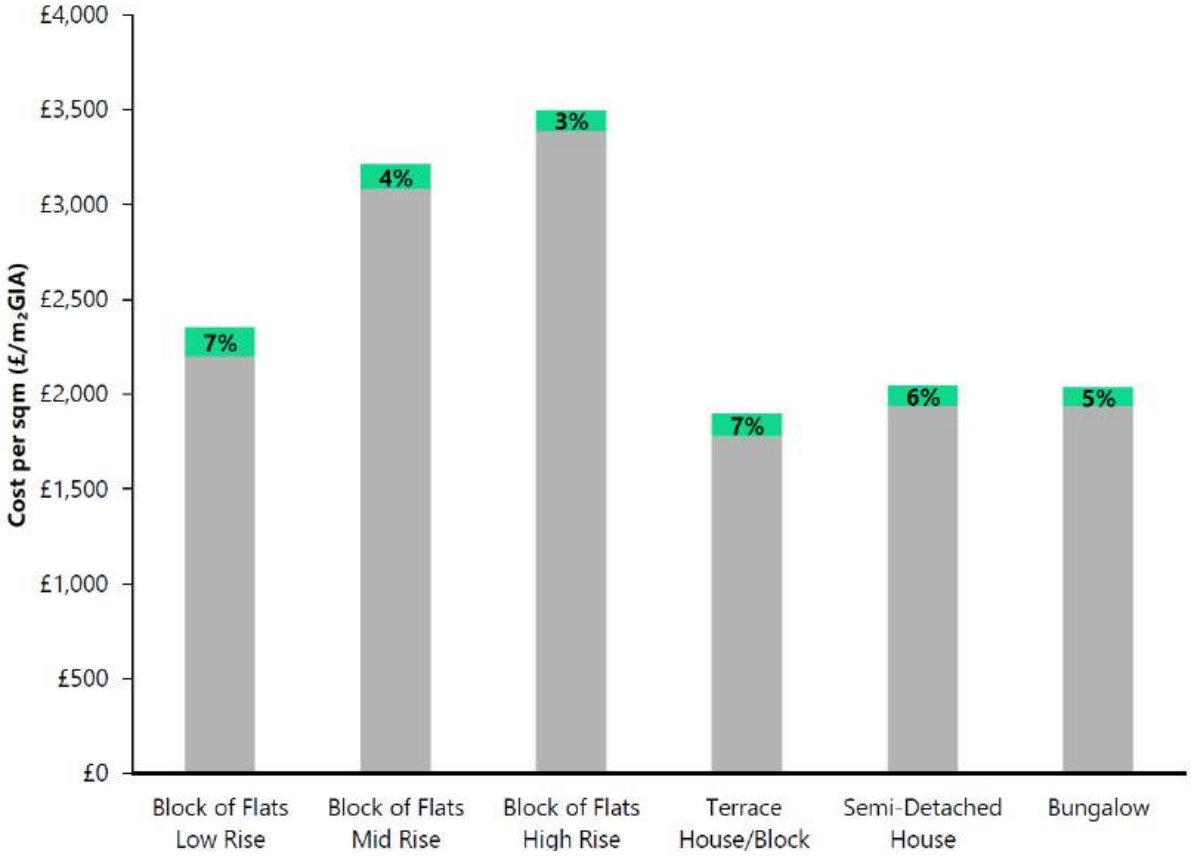
| | | Arcadis Cost uplift compared with Ref 2021 | Arcadis Cost uplift compared with Ref 2025 | Energy bills variance from Ref 2021 (£700/yr)* |
|---|---|---|---|---|
| **CS1** | to be consistent with the expectation that the Future Homes Standard home should reduce carbon emissions by a minimum of 75% from 2013 | 2% | -3% | Circa 190/yr more |
| **CS2** | to align closely with the current Part L 2021 but electrify the heating | 7% | 2% | Circa £260/yr less |
| **CS2a** | As for CS2a but with Batteries on PV and Infra-red heating | 10% | 5% | Circa £50/yr less (Significant under-estimate)** |
| **CS3** | to be mainstream recognised low energy techniques and technologies for a very low energy specification, whilst allowing design flexibility | 15% | 9% | Circa £360/yr less |
| **CS4** | to minimise space and water heating, drawing on UK and European low energy building best practice | 19% | 13% | Circa £450/yr less |
| **CS5** | to improve the fabric efficiency to the level that a comfortable temperature is maintained without a heating system | 17% | 11% | Circa £410/yr less |

Source: Future Homes Hub, Ready for Zero, Evidence to inform the 2025 Future Homes Standard – Task Group Report (February 2023)

8.68 These costs are somewhat greater than those in the more recent Government consultation, however they do predate the Government announcement and are not directly comparable.

8.69 In July 2023 Introba Consulting Ltd produced *Essex Net Zero Policy –Technical Evidence Base*, with Currie & Brown and Etude for Essex County Council. This includes a model Zero Carbon policy wordings. This further step would be beyond the requirements of the adopted Local Plan so is not strictly relevant when it comes to setting a CIL. The report also includes a section headed *Cost evidence base to inform viability testing*. This suggests the following additional costs:

**Figure 8.1 Cost Uplifts of Net Zero policy energy use intensity and space heating demand limits, the total capital cost uplift over Part L 2021 Building Regulations**




Graph 11.1: Domestic typologies capital cost per square meter and cost uplift % of Net Zero policy over Building Regulations Part l 2021 Notional Building.

8.70 It is important to note that the above costs are the costs over the 2021 Part L, and not the costs over the current BCIS Cost. As set out above, it would now be appropriate to assume the additional costs of the increase in standards set out in 2021 Part L add 2% to the current BCIS costs.

8.71 The costs of the changing policy situation are summarised as follows.

a. The 2021 changes to Part L of Building Regulations (31% $CO_2$ saving) to add 2% to the BCIS base costs.

b. The Future Home Standard Option 2 is expected to add 3% (i.e. 2%+1%) to the current BCIS base costs.

c. The Future Home Standard Option 1 is expected to add 6% (i.e. 2%+4%) to the current BCIS base costs.

d. The cost of Zero Carbon would add 8% to the costs of construction of houses and would add 6% to the costs of construction of flats.

8.72 The Government has not announced its intentions with regard to the Future Homes Standard, rather at this stage it has concentrated in reforms to the NPPF concerning the quantum of housing to be planned for. If the Government were to proceed with Option 1 the additional

cost over the current BCIS cost would be about 6%. In this assessment it is assumed that the Future Homes Standard Option 1 is mandated, and the cost of construction is increased by 6% to reflect this. This approach was supported by a site promoter[147] through the technical consultation.

8.73 Alternatively, a site promoter[148] noted that '*the meeting of FHS standards (a minimum of £8,000 per plot) should be added*'. No further information as to the derivation of this cost was given.

8.74 As noted in the 2020 Viability Assessment, building to higher standards that result in lower running costs results in higher values [149] [150] [151] [152], although no specific premium is allowed for as it is difficult to robustly quantify.

8.75 The policy also makes reference to, but does not require, District Heating. There are few published costs of District Heating schemes in modern estate housing. There are savings to be made from not installing gas and boilers in each unit, but these are more than offset by the costs of laying the heat pipes through the site, heat metering etc. Informal discussions with suppliers suggest that the additional costs may be in the range of £3,000 to £7,000 per unit, which is supported by the limited published data[153], depending on the size and shape of the project. This has not been modelled and is not included in the base appraisals.

8.76 The above relates to residential development. The performance of non-residential development has normally been assessed using the BREEAM system[154], however, in parallel to the consultation on the Future Homes Standard, a similar process is being undertaken in relation the Future Buildings Standard. Within the supporting documentation the following additional costs are set out.

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[147] R Locke for Barwood Land with regard to South Epping EPP.R1

[148] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

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

[150] A Green Premium: House buyers willing to pay almost 10 per cent more for energy efficient properties | Santander UK

[151] Legal & General research shows buyers will pay up to 20% premium for low carbon homes | Legal & General (legalandgeneral.com)

[152] Savills UK | The cost and premium for new eco-homes

[153] There are few published costs in this regard, *Assessment of the Costs, Performance, and Characteristics of UK Heat Networks* (DoE&CC, 2015) provides useful guidance for infrastructure to distribute heat, but not generation.

[154] Building Research Establishment Environmental Assessment Method (BREEAM) was first published by the Building Research Establishment (BRE) in 1990 as a method of assessing, rating, and certifying the sustainability of buildings.

**Table 8.6 Estimates of additional capital costs – Non-residential Development**

| | Increase in capital costs | | | |
|---|---|---|---|---|
| **Building type** | **Option 1** | | **Option 2** | |
| | (£/m² GIFA, 2022 prices) | | (£/m² GIFA, 2022 prices) | |
| Deep-plan, air-conditioned office | 74 | 2.1% | 67 | 1.9% |
| Shallow-plan, naturally ventilated office | 96 | 3.9% | 84 | 3.4% |
| Hospital | 63 | 1.4% | 58 | 1.3% |
| Hotel | 111 | 3.7% | 99 | 3.3% |
| Secondary school | 93 | 3.1% | 72 | 2.4% |
| Retail Warehouse | 113 | 6.3% | 53 | 3.0% |
| Distribution Warehouse | 109 | 6.0% | 49 | 2.7% |
| **Average (based on build mix)** | **99** | **4.1%** | **61** | **2.5%** |

Sources: Table 7, The Future Buildings Standard 2023 consultation on the energy efficiency requirements of the Building Regulations affecting New Non-Domestic Buildings. Consultation-Stage Impact Assessment Currie & Brown provided cost estimates; Adroit Economics provided new build estimates.

8.77 The additional cost of building to BREEAM Very Good standard is negligible as outlined in research[155] by BRE. The additional costs of BREEAM Excellent standard ranges from just under 1% to 5.5%, depending on the nature of the scheme, with offices being a little under 2%. It is assumed that new non-residential development will be to BREEAM Excellent, and this increases the construction costs by 2% or so.

8.78 The additional costs, over and above the current BCIS costs, are summarised as follows:

a. The Future Building Standard Option 2 is expected to add 3.5% to the cost of offices and 3% to the cost of industrial and distribution uses.

b. The Future Building Standard Option 1 is expected to add 4% to the cost of offices and 6% to the cost of industrial and distribution uses.

c. The cost of 'Zero Carbon' would add 6% to the cost of offices and 8% to the cost of industrial and distribution uses.

8.79 Shops are treated as for offices, and large format retail are treated as for the other large format uses. Future Building Standard Option 1 is assumed to apply and incorporated in the base costs.

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

**Places**

8.80 This chapter of the Plan sets out the allocations. The modelling of the typologies and the Strategic Sites reflects the distribution of development set out in this policy.

**Delivery of Infrastructure**

8.81 These policies require the timely provision of infrastructure (including transport). Currently, these are generally covered through the s106 / s278 regime. In the 2017 Viability Update, a £3,000/unit assumption was used in this respect and in the 2019 Garden Town Study, an estimate of the site-specific costs was used for the Harlow sites.

8.82 In the 2020 Viability Assessment, assumptions of £22,000/unit for site of 20 and larger and £10,000/unit for smaller sites were used. These figures were inclusive of payments in relation to the Air Pollution Mitigation Strategy, and payments in relation to the cost of Strategic Access Management Measures[156].

8.83 In this regard the County Council has published *The Essex County Council Developers' Guide to Infrastructure Contributions Revised 2023* document which sets out and updates the payments sought.

**Table 8.7 ECC Developer Contributions Reference Table**

| Service Area | Trigger for contribution[7] | Expected Contribution |
|---|---|---|
| 5.1 Early Years and Childcare | 20 dwellings + | Pupil product (0.045 per flat, 0.09 per house) x cost per pupil (new build - £23,192, extension - £19,425) Land for a new facility.<br>Index: PUBSEC |
| 5.2 Education - primary | 20 dwellings + | Pupil product (0.15 per flat, 0.3 per house) x cost per pupil (new build - £23,192, extension - £19,425). Land for a new school.<br>Index: PUBSEC |
| 5.2 Education – secondary | 20 dwellings + | Pupil product (0.1 per flat, 0.2 per house) x cost per pupil (new build - £28,096, extension - £26,717<br>Land for a new school. Index: PUBSEC |
| Education – special needs | 1000 dwellings + | Bespoke<br>Index: PUBSEC |
| Education – Post 16 | 20 dwellings + | Pupil product (0.01 per one bed flat, 0.02 per 2+ bed flat, 0.04 per house) x cost per pupil (new build - £28,096, extension - £26,717)<br>Land for a new school. Index: PUBSEC |
| 5.3 School Transport | 20 dwellings + | Primary - £19.88 x 190 days x 7 years = £26,440.40 per pupil. |

[156] In practice these only actually apply to allocations within 0-3km of the Epping Forest SAC. Broadly this covers development within Loughton, Buckhurst Hill, Theydon Bois, Epping, Waltham Abbey and parts of Chigwell.

| | | |
|---|---|---|
| | | Secondary - £6.26 x 190 days x 5 years = £5,947 per pupil.<br>Index: PUBSEC |
| 5.4 Employment and Skills | 50 dwellings | Employment and Skills Plan |
| 0 Highways and transportation | All development | Highway works via S278 notices, contributions and/or commuted sums for maintenance<br>Index: AFI (Civil Engineering) Series 2 (BIS |
| 5.6 Sustainable Travel Planning | All development | Travel packs in all cases, travel plans for 80 + dwellings. Work travel plans on employment sites where there will be 50+ employees.<br>Index: CPI |
| 5.7 Passenger Transport | All development | Bespoke contributions for small sites – funding towards bus infrastructure; medium sites – fund diversions to existing routes or make a contribution to a new route; large sites – provide a transport service. Commercial sites as required.<br>Index: AFI (Civil Engineering) Series 2 (BIS) |
| 5.8 Public Rights of Way | Any development where there is a PROW | Contribution to or appropriate works conducted and arranging temporary or permanent diversions. Cycle Track Conversion Orders to be provided as necessary. |
| 5.9 Waste Management | Garden communities | Bespoke on case-by-case basis. |
| Libraries | 20 dwellings + | Where required (per dwelling) £244.92 library extension, £77.80 to upgrade existing facilities.<br>Index: CPI |
| 5.11 Flood and water management | Major sites | Ensure provision of SuDS on major sites. Commuted sums for maintenance of SuDS as required, based on the development. |
| 5.12 Monitoring Costs | All S106 agreements | £700 per obligation. Bespoke payments on complex and/or major sites 1000+ dwellings |

Source: Table 2: Developer Contributions Reference Table for Section 5 of The Essex County Council Developers' Guide to Infrastructure Contributions Revised 2023. Costs referred to are as of April 2023, except Education which are as at Q1 2023 and may increase each year. ECC estimates that the child yield from qualifying houses is nine children per one hundred homes (0.09 per dwelling) with half this number expected from qualifying flats i.e., 0.045 per dwelling.

8.84 The education costs can be summarised as follows:

**Table 8.8 Summary of ECC Education Contributions.**

| | | Cost | Flat | | House | |
|---|---|---|---|---|---|---|
| | | | Multiplier | £ per | Multiplier | £ per |
| 5.1 Early Years and Childcare | Newbuild | £23,190 | 0.045 | £1,044 | 0.09 | £2,087 |
| | Extension | £19,425 | 0.045 | £874 | 0.045 | £874 |
| 5.2 Education - primary | Newbuild | £23,190 | 0.15 | £3,479 | 0.3 | £6,957 |
| | Extension | £19,425 | 0.15 | £2,914 | 0.3 | £5,828 |
| 5.2 Education – secondary | Newbuild | £28,096 | 0.1 | £2,810 | 0.2 | £5,619 |
| | Extension | £26,717 | 0.1 | £2,672 | 0.2 | £5,343 |
| Education – special needs | | | | | | |
| Education – Post 16 | Newbuild | £28,096 | 0.1 | £2,810 | 0.2 | £5,619 |
| | Extension | £26,717 | 0.1 | £2,672 | 0.2 | £5,343 |
| 5.3 School Transport | Primary | £26,440 | 0.045 | £1,190 | 0.09 | £2,380 |
| | Secondary | £5,947 | 0.045 | £268 | 0.09 | £535 |
| **TOTAL** | **Newbuild** | | | **£11,599** | | **£23,197** |
| | **Extension** | | | **£10,589** | | **£20,303** |

Source: Table 2: Developer Contributions Reference Table for Section 5 of The Essex County Council Developers' Guide to Infrastructure Contributions Revised 2023.

8.85 In this CIL Viability Assessment, the education costs are applied to the appraisal, assuming that the provision is generally though the extension of existing facilities[157]. A further £2,500 per unit allowance is made to cover travel packs, transport, libraries and the remaining ECC items.

8.86 Further payments in relation to the Air Pollution Mitigation Strategy (£215/dwelling), and payments in relation to the cost of Strategic Access Management Measures[158] (£600/dwelling) are added into the appraisals.

8.87 Through the technical consultation the Princess Alexandra Hospital NHS Trust[159] suggested some CIL should be used to deliver health facilities. Such a decision concerns the allocation of CIL so is for the Council and beyond the scope of this assessment.

[157] During the course of the preparation of this report, *The Essex County Council Developers' Guide to Infrastructure Contributions* (The Essex County Council's developers guide to infrastructure contributions) was updated increasing the amounts as follows:

- Flat Newbuild £11,812 Extension £10,776.
- House Newbuild £23,624 Extension £20,653.

[158] In practice these only actually apply to allocations within 0-3km of the Epping Forest SAC. Broadly this covers development within Loughton, Buckhurst Hill, Theydon Bois, Epping, Waltham Abbey and parts of Chigwell.

[159] A O'Leary of Lawson Planning Partnership Ltd for the Princess Alexandra Hospital NHS Trust.

8.88 It is important to note that the above s106 costs are the costs of provision and it is likely that these would be replaced, at least in part, by CIL. In this context a site promoter[160] noted that for the Strategic Sites it may be preferable '*Where provision is anticipated on site, in the landowners control, then direct provision rather than reliance on third party delivery and CIL contributions may well be the more effective option in securing the timely delivery of infrastructure*'. This is noted.

8.89 In this assessment it assumed that CIL would be in addition to the above costs. It is assumed that s106 payments are paid, proportionally, through the build out stages of each project.

8.90 The strategic infrastructure and mitigation costs for the Strategic Sites were estimated by Arup in 2020 as follows.

**Table 8.9 Strategic Infrastructure and Mitigation Costs (Less Open Space Costs Assumptions) - 2020**

| | Units | Site Area (ha) | Total | Cost/unit |
|---|---|---|---|---|
| East of Harlow (North) | 750 | 128.24 | £34,536,459 | £46,049 |
| Latton Priory | 1,050 | 102.37 | £48,191,121 | £45,896 |
| Water Lane Area (Sumners) | 807 | 36.04 | £38,247,063 | £47,394 |
| Water Lane Area (Katherines) | 1331 | 69.7 | £63,004,339 | £47,336 |
| South Epping MPA | 450 | 43.55 | £9,658,953 | £21,464 |
| North Weald Bassett MPA | 1,050 | 45.98 | £21,917,561 | £20,874 |
| Waltham Abbey North MPA | 740 | 32.28 | £14,263,896 | £19,276 |

Source: Table 7.2, 2020 Viability Assessment. Arup, (August 2020)

8.91 These have been indexed[161], and the indexed costs are used in this assessment.

[160] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

[161] BCIS August 2020 – 361.3, BCIS November 2024 465.6 = plus 28.9%

**Table 8.10 Strategic Infrastructure and Mitigation Costs (Less Open Space Costs Assumptions) - 2024**

| | Units | Site Area (ha) | Total | Cost/unit |
|---|---|---|---|---|
| East of Harlow (North) | 750 | 128.24 | £44,506,436 | £59,342 |
| Latton Priory | 1,050 | 102.37 | £62,102,923 | £59,146 |
| Water Lane Area (Sumners) | 807 | 36.04 | £49,288,216 | £61,076 |
| Water Lane Area (Katherines) | 1331 | 69.7 | £81,192,417 | £61,001 |
| South Epping MPA | 450 | 43.55 | £12,447,297 | £27,661 |
| North Weald Bassett MPA | 1,050 | 45.98 | £28,244,717 | £26,900 |
| Waltham Abbey North MPA | 740 | 32.28 | £18,381,594 | £24,840 |

Source: (November 2024)

8.92 In this regard, through the technical consultation, the HBF[162] commented:

> *This is especially important with regard to Epping Forest where the impact of infrastructure requirements on strategic sites is still to be properly costed. At present the costs of infrastructure on strategic sites is still based on figures prepared for the local plan examination from 2020 with these being indexed to the take account of inflation, as set out in table 8.10. However, HBF consider it necessary for the Council to properly cost the infrastructure requirements on allocated sites in order ensure an accurate assessment of viability.*
>
> *Before progressing with the charging schedule, the Council must establish a more up to date cost for site specific infrastructure on allocated sites as part of this study or at the very least undertake sensitivity testing of higher costs of delivering strategic infrastructure on allocated sites to understand the impact on the viability of development and whether there is sufficient premium in the land value to incentivise the sale of land for development.*

8.93 Similarly, a site promoter[163] noted, in relation to South Epping EPP.R1:

> *Barwood Land also raises significant concern with the approach taken to infrastructure/abnormal costs applied in the appraisals. A review of the FVA's of strategic sites within this Assessment shows an average cost per unit of £41,000 which ranges from £22,000 to £79,000. The cost per unit applied to the South Epping MPA is £28,476, significantly below the average, with no justification provided to corroborate this conclusion.*

8.94 A housebuilder[164] also commented that, in connection to West Katherines / Water Lane, Harlow, that at the Local Plan hearings there was *'Confusion as to which IDP was being applied – the Partial IDP Update of July 2021 was different to the IDP applied to the 2020 Viability Report*'. They also said:

[162] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[163] R Locke for Barwood Land with regard to South Epping EPP.R1

[164] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

> *Site specific infrastructure costs do not appear, therefore, in the viability assessment. This is considered to be a significant flaw in the assessment methodology, which understates cost and overstates viability.*

8.95 The relevant figures are included in the table above. They went on to say:

> *Chapter 8 applies a S106 cost of £82m to St. Katherines which is equivalent to £62k per dwelling. By any comparison, this is a significant burden on development. It is not clear how the £82m is derived, whether the costs are justified and whether the cost apportionment to West Katherines complies with CIL Regs. This presents a significant risk to the Viability Assessment.*

8.96 As set out in Chapter 7 above, a site promoter[165] noted the importance of timing of both the infrastructure payments and of CIL. This is agreed and tested. They went on to note that the IDP has some gaps – for example in relation to stewardship costs.

8.97 The above figures were those provided to HDH by the Council as being based on the most up to date available information. In this regard it is as the PPG says:

> *What infrastructure planning evidence is required at examination?*
>
> *At examination, the charging authority should set out the projects or types of infrastructure that are to be funded in whole or in part by the levy. From December 2020, this should be set out in an infrastructure funding statement. The list of projects or types of infrastructure may already have been examined through a plan examination, in which case the purpose of providing it for the Community Infrastructure Levy examination should be only to evidence the infrastructure funding gap, not to re-examine the list.*
>
> *Where infrastructure planning work which was undertaken specifically for the levy setting process has not been tested as part of another examination, it will need to be tested at the levy examination. The examiner will need to test that the evidence is sufficient to confirm the aggregate infrastructure funding gap and the total target amount that the charging authority proposes to raise through the levy.*
>
> *Further information about examinations is provided in the 'Draft Charging Schedule' section.*
>
> *PPG 25-018-20190901*

8.98 With regard to stewardship costs, the Council does not have specific guidance on this, rather it is expected to be determined through the development management process. The 8,500 unit, Gilston Villages 1 to 6 site, to the north of Harlow was subject to stewardship costs of about £3,850 per unit. The very large scale of this site, particularly the low net developable area, the level of 'nature provision' and quantum of on-site community development, suggests that this would be more than the cost on smaller sites. Having discussed this with the Council, an allowance for stewardship of £3,500 per unit is made on the Strategic Sites associated with Harlow Garden Town, and a figure of £2,000 per unit is allowed on the other Strategic Sites.

8.99 The approach taken aligns with this. The site promoters have not provided any alternative data, costings or information, so the approach taken is appropriate.

8.100 With regard to further 'gaps', further allowances, as advised by the Council, have been made:

[165] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

- Healthcare £550 per dwelling
- Ambulance Services £340 per dwelling, excluding those HGGT sites.
- Public Art £100 per dwelling, excluding those HGGT sites

8.101 The following costs are used in this iteration of this report, including allowances for stewardship and the above items:

**Table 8.11 Strategic Sites. Updated Strategic Infrastructure and Mitigation Costs (Less Open Space Costs Assumptions) – 2025. £ per dwelling**

| | Units | £ per unit |
|---|---|---|
| East of Harlow (North) | 750 | £61,342 |
| Latton Priory | 1,050 | £61,146 |
| Water Lane Area (Sumners) | 807 | £63,076 |
| Water Lane Area (Katherines) | 1331 | £63,001 |
| South Epping MPA | 450 | £30,651 |
| North Weald Bassett MPA | 1,050 | £29,890 |
| Waltham Abbey North MPA | 740 | £27,830 |

Source: (March 2025)

**Other Costs**

8.102 Through the technical consultation a site promoter[166] suggested that the Building Safety Levy should be factored into the development costs.

8.103 The Building Safety Levy was announced in February 2021 to ensure the taxpayer and leaseholders do not pay for the remediation of building safety defects as part of the response to the Grenfell Tower fire. In early 2024 a consultation was launched in the design and implementation of such a levy.

8.104 The result of the consultation has not been announced, although in March 2025 the Government announced that the Levy will be introduced in Autumn 2026. In EFDC the Levy, in introduced as per the consultation, would be £23.09 per sqm for brownfield land and £46.18 per sqm for greenfield land[167].

8.105 Due to the level on uncertainty, it is not appropriate to include the Levy in the base appraisals, however sensitivity testing has been carried out in this regard.

[166] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

[167] Building Safety Levy: Technical consultation response - GOV.UK

# 9. Modelling

9.1 In the previous chapters, the general assumptions to be inputted into the development appraisals are set out. In this chapter, the modelling is set out. It is stressed that this is a high-level assessment that is seeking to capture the generality rather than the specific.

9.2 The purpose of this report is to bring together and update the various documents that comprise the *'the viability assessment that informed the plan*'.

9.3 The approach is to model a set of development sites that are broadly representative of the unconsented development sites that are likely to come forward under submitted Local Plan.

9.4 Through the technical consultation the Princess Alexandra Hospital NHS Trust[168] made a number of comments, including as to whether a new hospital would be subject to CIL. This assessment is concerned with planned development so is only testing planned development.

**Residential Development**

9.5 This Assessment is based on modelling typologies. In addition, the following Strategic Sites are modelled separately:

**Table 9.1 Strategic Sites**

| | Units | Site Area (ha) |
|---|---|---|
| East of Harlow (North) | 750 | 128.24 |
| Latton Priory | 1,050 | 102.37 |
| Water Lane Area (Sumners) | 2,100 | 117.04 |
| Water Lane Area (Katherines) | | |
| South Epping MPA | 450 | 43.55 |
| North Weald Bassett MPA | 1,050 | 45.98 |
| Waltham Abbey North MPA | 740 | 32.28 |

Source: EFDC (November 2019)

9.6 The Water Lane site is made up of several parcels of land that have a total capacity of 2,100 units. In this assessment the two main elements are modelled as separate sites as they will be delivered by separate promoters and have different infrastructure requirements. The Water Lane (Sumners) site is modelled with 807 units and the Water Lane (Katherines) site is modelled with 1,331 units – so 2,138 in total.

[168] A O'Leary of Lawson Planning Partnership Ltd for the Princess Alexandra Hospital NHS Trust

9.7 To inform the modelling the allocations in the Local Plan were considered. These are at various stages of the planning process, including some that have been approved, they are however broadly representative of the types of sites likely to come forward.

9.8 The distribution and existing use of the sites is also considered.

**Table 9.2 Distribution of Allocations (excluding Strategic Sites)**

| | Count | | Capacity | | Total Area | | Average | |
|---|---|---|---|---|---|---|---|---|
| | Sites | | Units | | ha | | Units | Ha |
| Buckhurst Hill | 3 | 3.95% | 87 | 2.98% | 1.57 | 2.15% | 29.00 | 0.52 |
| Chigwell | 9 | 11.84% | 265 | 9.07% | 8.45 | 11.55% | 29.44 | 0.94 |
| Chigwell Row | 1 | 1.32% | 11 | 0.38% | 0.21 | 0.29% | 11.00 | 0.21 |
| Coopersale | 1 | 1.32% | 6 | 0.21% | 0.16 | 0.22% | 6.00 | 0.16 |
| Epping | 9 | 11.84% | 355 | 12.15% | 5.74 | 7.85% | 39.44 | 0.64 |
| Fyfield | 1 | 1.32% | 14 | 0.48% | 0.81 | 1.11% | 14.00 | 0.81 |
| Harlow | 1 | 1.32% | 11 | 0.38% | 0.38 | 0.52% | 11.00 | 0.38 |
| High Ongar | 2 | 2.63% | 40 | 1.37% | 2.27 | 3.10% | 20.00 | 1.14 |
| Loughton | 17 | 22.37% | 867 | 29.67% | 12.75 | 17.43% | 51.00 | 0.75 |
| Lower Nazeing | 4 | 5.26% | 122 | 4.18% | 4.14 | 5.66% | 30.50 | 1.04 |
| Lower Sheering | 1 | 1.32% | 14 | 0.48% | 0.63 | 0.86% | 14.00 | 0.63 |
| Ongar | 8 | 10.53% | 590 | 20.19% | 17.11 | 23.40% | 73.75 | 2.14 |
| Roydon | 4 | 5.26% | 62 | 2.12% | 3.29 | 4.50% | 15.50 | 0.82 |
| Sheering | 3 | 3.95% | 84 | 2.87% | 3.85 | 5.26% | 28.00 | 1.28 |
| Stapleford Abbotts | 3 | 3.95% | 47 | 1.61% | 2.68 | 3.66% | 15.67 | 0.89 |
| Theydon Bois | 3 | 3.95% | 57 | 1.95% | 1.39 | 1.90% | 19.00 | 0.46 |
| Thornwood | 2 | 2.63% | 172 | 5.89% | 5.70 | 7.79% | 86.00 | 2.85 |
| Waltham Abbey | 4 | 5.26% | 118 | 4.04% | 2.00 | 2.73% | 29.50 | 0.50 |
| **All** | **76** | **100.00%** | **2,922** | **100.00%** | **73.13** | **100.00%** | **38.45** | **0.96** |

Source: EFDC (November 2019)

9.9 It is acknowledged that modelling cannot be totally representative, however the aim of this work is to test the viability of sites likely to come forward over the plan-period. This will enable EFDC to assess the impact that CIL may have on development viability.

*Development assumptions*

9.10 The modelling is carried forward from the 2020 Viability Assessment. The typologies use as a base or benchmark a typical post-PPG3/PPS3 built form which would provide development at around 3,550 $m^2$/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be 30-55 dwellings per ha. This has become a common development format. It provides for a majority of houses but with perhaps 10% flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.

9.11 There will be some schemes of appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900 $m^2$/ha and dwelling densities of 100 units/ha upwards; and schemes of lower density, in the

rural edge situations. When the SHLAA[169] was prepared, a range of assumptions were made with regard to densities. These were as follows:

a. 30 dwellings per hectare on rural sites.

b. 30-50 dwellings per hectare on sites within the main settlements either in lower density areas or in more suburban locations.

c. 50 to 100 dwellings per hectare on built-up urban and town centre sites (e.g. where flatted developments may be suitable).

9.12 As the allocations were refined, the capacity of the sites was tailored to the specific sites. Some of the densities in the urban situation are somewhat more than those shown above.

9.13 Through the technical consultation concern was raised about the ability of sites to accommodate BNG on-site. The Council's expectation is that most sites (greenfield and brownfield) will be able to accommodate the 10% BNG on-site (as set out in Chater 8 above, the BNG baseline is generally low). In this iteration of this CIL Viability Assessment, the net : developable area assumptions have been reduced. All the greenfield typologies are modelled with at no more than 75% net developable area, and the brownfield typologies with no more than 80% net developable area.

9.14 A site promoter[170] commented:

> *We would suggest that 85% net to gross ratio is applied to the flats in all scenarios. For example, for the 40 flats scenario, if the net sales area is 2,637m2 as currently presented in the appendices to the viability assessment, then the gross internal area at 85% should be 3,102m2, not 3,033m2 as currently stated. We would suggest that the tables are amended accordingly.*

9.15 The general housing mix identified in the SHMA, as set out in Chapter 8 above, is followed. The main characteristics of the modelled sites are set out in the tables below. Allowance is made for circulation space within flatted schemes.

[169] Paragraph 5.3, *EFDC Strategic Land Availability Assessment* (Nathaniel Lichfield & Partners, July 2017)

[170] Chris Hemmings & Paul Belton of Carter Jonas LLP, for Pigeon Investment Management Ltd, with regard to Land East of Epping

**Table 9.3 Summary of Updated Typologies**

| | | | |
|---|---|---|---|
| Flats 100 High Density (HD) | Units | 100 | Higher density flatted scheme. Assumes 80% net developable (0.91ha) in sustainable location. Limited parking and open space. |
| | Gross | 1.136 | |
| | Net | 0.909 | |
| 1 | Density | 110.0 | |
| Flats 100 PRS HD | Units | 100 | Higher density flatted scheme as Build to Rent. Assumes 80% net developable (0.91ha) in sustainable location. Limited parking and open space. |
| | Gross | 1.136 | |
| | Net | 0.909 | |
| 2 | Density | 110.0 | |
| Flats 40 HD | Units | 40 | Higher density flatted scheme. Assumes 80% net developable (0.4ha) in sustainable location. Limited parking and open space. |
| | Gross | 0.500 | |
| | Net | 0.400 | |
| 3 | Density | 100.0 | |
| Flats 40 PRS HD | Units | 40 | Higher density flatted scheme as Build to Rent. Assumes 80% net developable (0.4ha) in sustainable location. Limited parking and open space. |
| | Gross | 0.500 | |
| | Net | 0.400 | |
| 4 | Density | 100.0 | |
| Urban 60 HD | Units | 60 | Mix of houses and flats. Assumes 80% net developable (1.1ha). |
| | Gross | 1.364 | |
| | Net | 1.091 | |
| 5 | Density | 55.0 | |
| Urban 60 | Units | 60 | Mainly houses. Assumes 75% net developable (1.71ha). |
| | Gross | 2.286 | |
| | Net | 1.714 | |
| 6 | Density | 35.0 | |
| Urban 30 HD | Units | 30 | Mix of houses and flats. Assumes 80% net developable (0.55ha). |
| | Gross | 0.682 | |
| | Net | 0.545 | |
| 7 | Density | 55.0 | |
| Urban 30 | Units | 30 | Mainly houses. Assumes 75% net developable (0.86ha). |
| | Gross | 1.143 | |
| | Net | 0.857 | |
| 8 | Density | 35.0 | |
| Urban 15 HD | Units | 15 | Mix of houses and flats. Assumes 80% net developable (0.25ha). |
| | Gross | 0.313 | |
| | Net | 0.250 | |
| 9 | Density | 60.0 | |

| | | | |
|---|---|---|---|
| Urban 15 | Units | 15 | Mainly houses. Assumes 80% net developable (0.43ha). |
| | Gross | 0.536 | |
| | Net | 0.429 | |
| 10 | Density | 35.0 | |
| Urban 9 HD | Units | 9 | Small flatted scheme, below affordable threshold. |
| | Gross | 0.225 | |
| | Net | 0.180 | |
| 11 | Density | 50.0 | |
| Urban 9 | Units | 9 | Small housing scheme, below affordable threshold. |
| | Gross | 0.321 | |
| | Net | 0.257 | |
| 12 | Density | 35.0 | |
| Large Greenfield 200 | Units | 200 | Greenfield housing site. Mostly housing, 70% net developable. |
| | Gross | 8.163 | |
| | Net | 5.714 | |
| 13 | Density | 35.0 | |
| Greenfield 100 HD | Units | 100 | Greenfield site. Mix of housing and flats, 75% net developable. |
| | Gross | 3.509 | |
| | Net | 2.632 | |
| 14 | Density | 38.0 | |
| Greenfield 100 | Units | 100 | Greenfield housing site. Mostly housing, 70% net developable. |
| | Gross | 4.082 | |
| | Net | 2.857 | |
| 15 | Density | 35.0 | |
| Greenfield 60 HD | Units | 60 | Greenfield site. Mix of housing and flats, 75% net developable. |
| | Gross | 2.105 | |
| | Net | 1.579 | |
| 16 | Density | 38.0 | |
| Greenfield 60 | Units | 60 | Greenfield housing site. Mostly housing, 70% net developable. |
| | Gross | 2.449 | |
| | Net | 1.714 | |
| 17 | Density | 35.0 | |
| Greenfield 60 LD | Units | 60 | Greenfield housing site. Mostly housing, 70% net developable. |
| | Gross | 2.857 | |
| | Net | 2.000 | |
| 18 | Density | 30.0 | |

| | | | |
|---|---|---|---|
| Greenfield 20 HD | Units | 20 | Greenfield site. Mix of housing and flats, 75% net developable. |
| | Gross | 0.702 | |
| | Net | 0.526 | |
| 19 | Density | 38.0 | |
| Greenfield 20 | Units | 20 | Greenfield housing site. Mostly housing, 70% net developable. |
| | Gross | 0.816 | |
| | Net | 0.571 | |
| 20 | Density | 35.0 | |
| Greenfield 20 LD | Units | 20 | Greenfield housing site. Mostly housing, 70% net developable. |
| | Gross | 0.952 | |
| | Net | 0.667 | |
| 21 | Density | 30.0 | |
| Greenfield 12 | Units | 12 | Greenfield housing site. 75% net developable. |
| | Gross | 0.533 | |
| | Net | 0.400 | |
| 22 | Density | 30.0 | |
| Greenfield 8 | Units | 8 | Small greenfield site, below affordable threshold. |
| | Gross | 0.356 | |
| | Net | 0.267 | |
| 23 | Density | 30.0 | |
| East of Harlow (North) | Units | 750 | Strategic Site modelled as per the HGGT Viability Assessment and the 2020 Viability Assessment. |
| | Gross | 35.714 | |
| | Net | 21.429 | |
| 24 | Density | 35.0 | |
| Latton Priory | Units | 1,340 | Strategic Site modelled as per updated information. |
| | Gross | 120.000 | |
| | Net | 32.683 | |
| 25 | Density | 41.0 | |
| Water Lane (Sumners) | Units | 807 | Strategic Site modelled as per the HGGT Viability Assessment and the 2020 Viability Assessment. |
| | Gross | 36.040 | |
| | Net | 23.057 | |
| 26 | Density | 35.0 | |
| Water Lane (Katherines) | Units | 1,331 | Strategic Site modelled as per the HGGT Viability Assessment and the 2020 Viability Assessment. |
| | Gross | 69.700 | |
| | Net | 38.029 | |
| 27 | Density | 35.0 | |

| | | | |
|---|---|---|---|
| South Epping MPA | Units | 450 | Strategic Site. Modelled at 35units/ha. 60% net developable (27ha). Total site area 43.55ha. |
| | Gross | 21.429 | |
| | Net | 12.857 | |
| 28 | Density | 35.0 | |
| North Weald Bassett MPA | Units | 1,050 | Strategic Site. Modelled at 35units/ha. 65% net developable (30ha). The area of this site is 53.06ha. The masterplan area contains some 'white land', so the residential allocation covers a gross area of 46ha, and the indicative development area is 43.27. |
| | Gross | 46.154 | |
| | Net | 30.000 | |
| 29 | Density | 35.0 | |
| Waltham Abbey North MPA | Units | 740 | Strategic Site. Modelled at 35units/ha. 65.5% net developable (21.14ha) |
| | Gross | 31.794 | |
| | Net | 21.143 | |
| 30 | Density | 35.0 | |

Source: HDH (March 2025)

9.16 It is important to note that some of the above typologies could have an element of existing floor space. This can have a significant impact the level of affordable housing (through Vacant Building Credit). The rules in this regard are complex and depend on the extent of the existing use of the building.

9.17 The modelling is further summarised below.

**Table 9.4 Summary of Typologies – Areas and Densities**

| | | | Current Use | Units | Area Ha | | | | Density Units/ha | | Density |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | Gross | Net | % | Gross | Net | m2/ha |
| 1 | Flats 100 HD | Brown | Industrial | 100 | 1.136 | 1.136 | 0.909 | 80.0% | 88.00 | 110.00 | 8,449 |
| 2 | Flats 100 PRS HD | Brown | Industrial | 100 | 1.136 | 1.136 | 0.909 | 80.0% | 88.00 | 110.00 | 8,435 |
| 3 | Flats 40 HD | Brown | Industrial | 40 | 0.500 | 0.500 | 0.400 | 80.0% | 80.00 | 100.00 | 7,713 |
| 4 | Flats 40 PRS HD | Brown | Industrial | 40 | 0.500 | 0.500 | 0.400 | 80.0% | 80.00 | 100.00 | 7,681 |
| 5 | Urban 60 HD | Brown | Industrial | 60 | 1.364 | 1.364 | 1.091 | 80.0% | 44.00 | 55.00 | 4,770 |
| 6 | Urban 60 | Brown | Industrial | 60 | 2.286 | 2.286 | 1.714 | 75.0% | 26.25 | 35.00 | 3,035 |
| 7 | Urban 30 HD | Brown | Industrial | 30 | 0.682 | 0.682 | 0.545 | 80.0% | 44.00 | 55.00 | 5,008 |
| 8 | Urban 30 | Brown | Industrial | 30 | 1.143 | 1.143 | 0.857 | 75.0% | 26.25 | 35.00 | 3,084 |
| 9 | Urban 15 HD | Brown | Industrial | 15 | 0.313 | 0.313 | 0.250 | 80.0% | 48.00 | 60.00 | 5,542 |
| 10 | Urban 15 | Brown | Industrial | 15 | 0.536 | 0.536 | 0.429 | 80.0% | 28.00 | 35.00 | 3,152 |
| 11 | Urban 9 HD | Brown | Industrial | 9 | 0.225 | 0.225 | 0.180 | 80.0% | 40.00 | 50.00 | 3,801 |
| 12 | Urban 9 | Brown | Industrial | 9 | 0.321 | 0.321 | 0.257 | 80.0% | 28.00 | 35.00 | 3,694 |
| 13 | Large Greenfield 200 | Green | Agricultural | 200 | 8.163 | 8.163 | 5.714 | 70.0% | 24.50 | 35.00 | 3,372 |
| 14 | Greenfield 100 HD | Green | Agricultural | 100 | 3.509 | 3.509 | 2.632 | 75.0% | 28.50 | 38.00 | 3,315 |
| 15 | Greenfield 100 | Green | Agricultural | 100 | 4.082 | 4.082 | 2.857 | 70.0% | 24.50 | 35.00 | 3,381 |
| 16 | Greenfield 60 HD | Green | Agricultural | 60 | 2.105 | 2.105 | 1.579 | 75.0% | 28.50 | 38.00 | 3,296 |
| 17 | Greenfield 60 | Green | Agricultural | 60 | 2.449 | 2.449 | 1.714 | 70.0% | 24.50 | 35.00 | 3,374 |
| 18 | Greenfield 60 LD | Green | Agricultural | 60 | 2.857 | 2.857 | 2.000 | 70.0% | 21.00 | 30.00 | 2,892 |
| 19 | Greenfield 20 HD | Green | Agricultural | 20 | 0.702 | 0.702 | 0.526 | 75.0% | 28.50 | 38.00 | 3,347 |
| 20 | Greenfield 20 | Green | Agricultural | 20 | 0.816 | 0.816 | 0.571 | 70.0% | 24.50 | 35.00 | 3,380 |
| 21 | Greenfield 20 LD | Green | Agricultural | 20 | 0.952 | 0.952 | 0.667 | 70.0% | 21.00 | 30.00 | 2,897 |
| 22 | Greenfield 12 | Green | Paddock | 12 | 0.533 | 0.533 | 0.400 | 75.0% | 22.50 | 30.00 | 2,938 |
| 23 | Greenfield 8 | Green | Paddock | 8 | 0.356 | 0.356 | 0.267 | 75.0% | 22.50 | 30.00 | 3,356 |
| 24 | East of Harlow (North) | Green | Agricultural | 750 | 35.714 | 35.714 | 21.429 | 60.0% | 21.00 | 35.00 | 3,371 |
| 25 | Latton Priory | Green | Agricultural | 1,340 | 120.000 | 120.000 | 32.683 | 27.2% | 11.17 | 41.00 | 3,950 |
| 26 | Water Lane (Sumners) | Green | Agricultural | 807 | 36.040 | 36.040 | 23.057 | 64.0% | 22.39 | 35.00 | 3,372 |
| 27 | Water Lane (Katherines) | Green | Ag / Glass | 1,331 | 69.700 | 69.700 | 38.029 | 54.6% | 19.10 | 35.00 | 3,373 |
| 28 | South Epping MPA | Green | Agricultural | 450 | 21.429 | 21.429 | 12.857 | 60.0% | 21.00 | 35.00 | 3,369 |
| 29 | North Weald Bassett MP | Green | Agricultural | 1,050 | 46.154 | 46.154 | 30.000 | 65.0% | 22.75 | 35.00 | 3,371 |
| 30 | Waltham Abbey North M | Green | Agricultural | 740 | 31.794 | 31.794 | 21.143 | 66.5% | 23.28 | 35.00 | 3,372 |

Source: HDH (March 2025)

9.18 The above density assumptions are consistent with Epping Forest District Council's wider evidence base assumptions.

9.19 Through the technical consultation[171], a site promoter noted that the '*approach taken to modelling the strategic sites falls short of expectations, namely a lack of engagement and oversimplification in approach. Further, detailed engagement is required across all strategic sites to ensure they are accurately modelled*'. No additional or alternative information was provided. The site is modelled as per the requirements of the adopted Local Plan.

9.20 The neighbouring developer[172] noted that the wider South Epping EPP.R1 would come forward under multiple planning applications from the various interested parties. It was also noted that as the wider allocation has been subject to master planning and as such the eastern portion is subject to a greater portion of the open space and other infrastructure, than the west portion. The net developable area may be as low as 27%. Whilst this is noted, it remains appropriate to model this (and the other Strategic Sites) based on overall allocation rather than subdividing the site.

9.21 A housebuilder[173] commented:

> *The gross:net assumed for Katherines is 55%. This is broadly in the range we are expecting although 50% would be more realistic given the assumption that the majority of BNG is delivered onsite and that only 7 off-site units are allowed for in the costs.*

9.22 Similarly, another site promoter[174] noted that the recent planning application for Latton Priory is for 1,340 dwelling rather than the amount for which it was allocated (1,050). They went on to say:

> *39 There appears to be a substantial discrepancy in the Viability Assessment in relation to the size of the Latton Priory site.*
>
> *40 In Table 9.1, the site area of the Latton Priory site is recorded as 102.37 hectares. In Table 9.5 and Tabe 9.8 the net and gross areas of the Latton Priory site are said to be 30 and 50 hectares respectively.*
>
> *41 The derivation of the land use assumptions is opaque, albeit the 2020 Consolidated Evidence base noted that "The modelling in this report is high level and based on some very simple assumptions. No plans have been reviewed and the analysis is based on average values" (para 10.12).*
>
> *42 In reality the application proposals submitted by CEG and Hallam Land include an application site of 120 hectares to total all of which, with the exception of a very small element of existing highway, will need to be acquired from the landowner.*
>
> *43 The application site exceeds the Local Plan allocation (of some 102 hectares) because of the need to make additional provision for SANG land (over and above that in the allocation) and because of the need to include a road corridor to London Road to the east, with landscaping and drainage, in accordance with expectations in the Local Plan.*

[171] R Locke for Barwood Land with regard to South Epping EPP.R1

[172] Molly Eyles of Savills for Bellway with regard to South Epping EPP.R1 (east portion)

[173] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

[174] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

> *44 Although the application increases the capacity of 1,050 dwellings in the allocation (to 1,340 in the application site) this has largely been achieved by increase the residential density from 35 assumed by the Council to some 41 dwellings per hectare. The net residential area therefore has not increased in proportion to the increase in dwellings. The increase in capacity has also had knock on effects in relation to SANGs and other open space requirements.*
>
> *45 The difference in land use assumptions in the viability assessment and that in the live planning application proposals is therefore very substantial. The viability assessment assumes a net to gross ratio of some 60% whereas the emerging application is below 30%.*
>
> *46 The viability assumptions take no account of some 50 hectares of allocated land at Latton Priory – land allocated to meet a range of necessary land uses. Alternatively the viability assessment allows only 20 hectares of land over and above the net residential land to accommodate:*
>
> - *the site specific policy requirements (see above) including for a primary and secondary school site, open space and pitches,*
> - *the adoption of garden town principles in design (e.g. 40% GI)*
> - *necessary SANGS provision (some 20 hectares for 1050 dwellings, nearer 30 hectares for 1500 dwellings)*
>
> *47 **CEG and Hallam Land consider that it is imperative to include the full (120 hectares) site area in the viability assessment.** The appraisal of the Latton Priory must, at the appropriate juncture, have regard to the gross site area required to deliver the infrastructure necessary to support the application proposals (including link road to London Road) and to satisfy the policy requirements of the garden community set out in Policy SP4.1 and in the Strategic Design Code including in particular in relation to the delivery of secondary school, green and blue infrastructure and SANGS. It is this gross site area that will need to be secured from the landowner to ensure that delivery takes place.*

9.23 As the full 120 ha is required to deliver a policy compliant scheme, the modelling has been updated in this regard. As this is more than the area of the allocation, the number of units has also been increased.

9.24 In the context of BLV, a developer[175] commented that the site area should be taken to be the whole area of the allocation, rather than the assumed site area (34.65ha rather than 18.59ha). The modelling is based on just over 40ha.

**Older People's Housing**

9.25 In the initial iteration of this report, a private Sheltered/retirement and an Extracare scheme were modelled, each on a 0.5ha site as follows.

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

b. An Extracare scheme of 36 x 1 bed units of 65m$^2$ and 24 x 2 bed units of 80m$^2$ to give a net saleable area (GIA) of 4,245m$^2$. A further 30% non-saleable service and common areas is assumed to give a scheme GIA of 5,519m$^2$.

[175] N Bignall of Turner Morum LLP, for Vistry Group / Countryside Properties (UK) Ltd, with regard to North Weald Bassett (NWB) – R3

9.26 This modelling was broadly based on *Briefing Note on Viability Prepared for Retirement Housing Group* (Three Dragons, May 2013, Updated February 2016)[176]. This suggests a typical site size of 0.5ha and typical schemes of Sheltered housing having between 50 to 60 units (100-120/ha) and typical schemes of Extracare housing having between 40 and 50 units (80-100/ha).

**Table 9.5 RHG Suggested Development Assumptions**

| | Sheltered | Extra Care | Net Saleable |
|---|---|---|---|
| 1 Bed | 50 | 65 | 20%-30% |
| 2 Bed | 75 | 80 | 35%-40% |

Source: Briefing Note on Viability Prepared for Retirement Housing Group (Three Dragons, May 2013, Updated February 2016)

9.27 In this regard, through the technical consultation, the HBF[177] commented that the '*average size of 1 bedroomed sheltered unit is too small at 50m$^2$. Suggest 55m$^2$ is more accurate. For 2 bedroomed 78m$^2$ more appropriate size*'. They also suggested '*that for sheltered housing and extra care housing non saleable floorspace is typically 25-30% in and 35% respectively*'. A developer[178] concurred with the HBF on this point.

**Employment Uses[179]**

9.28 As in the 2020 Viability Assessment several representative types of development have been assessed. The modelling is based on the following development types:

a. **Offices**. Generally, newbuild developments are more than 250 sqm, will be of steel frame construction, be over several floors and will be located on larger business parks.

   Typical larger units are likely to be around 2,000 sqm – this will be used as the basis of the modelling, assuming 25% coverage.

   A smaller format of 500 sqm (25% coverage) has been modelled in the business park situation.

b. An office typology is also modelled in a town centre situation, based on a higher (5 storey) format and 70% coverage, based on 2,000 sqm.

c. **Industrial**. There is little new space being constructed. Modern industrial units of over 500 sqm are typical.

[176] https://retirementhousinggroup.com/rhg-publications/

[177] Mark Behrendt of the HBF for several housebuilders (including Vistry, Taylor Wimpy, Hallam Land, CEG, Manor Oak Homes and Durkan Homes)

[178] William Main of Manor Oak Homes in relation to Water Lane Strategic Allocation – West Sumners and Waltham Abbey North – sites R1 & R3

[179] Through the technical consultation a non-residential developer (Alex Cole of Savills for Indurent with regard to land at J7 M11) suggested that the pre-consultation draft report did not include non-residential modelling. This section was included at that stage as well as in this iteration of the report.

A 4,000 sqm and a 400 sqm typology are modelled, each assuming 60% site coverage.

d. **Logistics and Distribution**. A 5,000 sqm typology is modelled, assuming 50% site coverage.

9.29 The plethora of other types of commercial and employment development beyond office and industrial/storage uses has not been investigated in this study, as they do not form part of the Council's planned development.

**Retail**

9.30 For this study the following types of space have been assessed. It is important to remember that this assessment is looking at the ability of new projects to bear an element of CIL – it is only therefore necessary to look at the main types of development likely to come forward in the future. The following distinct types of retail development have been modelled for the sake of completeness – although it should be noted that no such development is specifically planned for under the adopted Local Plan.

a. **Supermarkets**. A single storey retail unit development with a gross (i.e. GIA) area of 2,000 sqm. It is assumed to occupy a total site area of 0.6 ha. The building is taken to be of steel construction.

b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 sqm. It is assumed to occupy a total site area of 0.8 ha.

c. **Shop** is a brick built development, on two storeys, of 200 sqm. No car parking or loading space is allowed for, and the total site area is based on coverage of 80%.

9.31 In line with the CIL Regulations, only developments of over 100m$^2$ have been assessed. There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. These have not been included in this high-level study due to the great diversity of project that may arise.

9.32 In developing these typologies, assumptions have been made about the site coverage and density of development on the sites. Simple, single storey construction has been assumed and it has been assumed that there are no mezzanine floors.

# 10. Residential Appraisals

10.1 At the start of this chapter, it is important to stress that the purpose of this assessment is to update Epping Forest District Council's existing viability evidence to inform the setting of Community Infrastructure Levy. This report will also become the benchmark for further consideration of viability at the Development Management stage.

10.2 As set out in Chapter 3 above, the appraisals use the residual valuation approach – they assess the worth of a site after taking into account the costs of development, the likely income from sales and/or rents and the developers' return (or profit). The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the EUV by a satisfactory margin, being the Benchmark Land Value (BLV).

10.3 Sets of appraisals have been run based on the assumptions provided in the previous chapters of this report, including the affordable housing requirement and wider developer contributions. Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.

10.4 As set out above, for each development type the Residual Value is calculated. The results are set out and presented for each site and per gross hectare to allow comparison between sites. In the tables in this chapter, the results are colour coded using a traffic light system:

a. **Green** **Viable** – where the Residual Value per hectare exceeds the BLV per hectare (being the EUV plus the appropriate uplift to provide a landowners' premium).

b. **Amber** **Marginal** – where the Residual Value per hectare exceeds the EUV but not the BLV per hectare. These sites should not be considered as viable when measured against the test set out – however, depending on the nature of the site and the owner, they may come forward.

c. **Red** **Non-viable** – where the Residual Value does not exceed the EUV.

10.5 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this Assessment to what is actually happening on the ground in terms of development.

10.6 In this regard, through the technical consultation, a housebuilder[180] commented:

[180] K Wheeler of Savills for Bellway Homes (Thanes Gateway) with regard to land at Greensted Road, Chipping Onger ONG.15

*PPG states that in respect of setting CIL rates "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" (Paragraph 010).*

10.7 This is agreed, however is not a matter for this Viability Assessment and will be the covered by the Council when setting out the wider justification for CIL.

10.8 An early set of results were presented through the technical consultation, although they were caveated and they should be given little weight, as the purpose of the consultation was to ensure that the input into the analysis was well grounded and that the assumptions that fed into the analyses (costs, values etc) were in the expected range. Fresh appraisals have been run, based on the updated assumptions and modelling.

**Base Appraisals – full policy requirements**

10.9 These appraisals are based on the full 'policy-on' basis, including full compliance with the affordable housing policies and the full provision of the strategic infrastructure and mitigation costs (as identified through the IDP process) set out in Chapter 8 above. The base appraisals are based on the following policy requirements.

| | | |
|---|---|---|
| a. | Affordable Housing | 40% - as 30% Affordable Rent and 10% Affordable Home Ownership. |
| b. | Design | 10% Biodiversity Net Gain<br>110 LPPPD water standard<br>Future Homes Standard – Option 1<br>Accessibility – all M4(2)<br>Environmental mitigation Air pollution £215 per unit and SAMM £600 per unit. |
| c. | Developer Contributions | General typologies, Essex CC education plus £2,500 per unit.<br>Strategic Sites as estimated: |

| | Total | Cost/unit |
|---|---|---|
| East of Harlow (North) | £46,006,436 | £61,342 |
| Latton Priory | £64,202,923 | £61,146 |
| Water Lane Area (Sumners) | £50,902,216 | £63,076 |
| Water Lane Area (Katherines) | £83,854,417 | £63,001 |
| South Epping MPA | £13,792,797 | £30,651 |
| North Weald Bassett MPA | £31,384,217 | £29,890 |
| Waltham Abbey North MPA | £20,594,194 | £27,830 |

10.10 The full appraisals for the South West area and the Strategic Sites are included in **Appendix 12**. In the following tables the Residual Value is compared with the BLV. The Benchmark Land Value being an amount over and above the Existing Use Value that is sufficient to provide

the willing landowner with a premium and induce them to sell the land for development as set out in Chapter 6 above. The following tables are directly comparable with Tables 10.2a to c included in the 2020 Viability Assessment.

**Table 10.1a Residential Development – Residual Value v BLV. South West EFDC (£ per ha)**

| | | | EUV | BLV | Residual Value |
|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | South West EFDC | 2,000,000 | 2,400,000 | 1,568,969 |
| Site 2 | Flats 100 PRS HD | South West EFDC | 2,000,000 | 2,400,000 | -971,829 |
| Site 3 | Flats 40 HD | South West EFDC | 2,000,000 | 2,400,000 | 690,672 |
| Site 4 | Flats 40 PRS HD | South West EFDC | 2,000,000 | 2,400,000 | -1,687,181 |
| Site 5 | Urban 60 HD | South West EFDC | 2,000,000 | 2,400,000 | 3,934,977 |
| Site 6 | Urban 60 | South West EFDC | 2,000,000 | 2,400,000 | 2,347,571 |
| Site 7 | Urban 30 HD | South West EFDC | 2,000,000 | 2,400,000 | 3,960,706 |
| Site 8 | Urban 30 | South West EFDC | 2,000,000 | 2,400,000 | 2,460,857 |
| Site 9 | Urban 15 HD | South West EFDC | 2,000,000 | 2,400,000 | 4,288,399 |
| Site 10 | Urban 15 | South West EFDC | 2,000,000 | 2,400,000 | 2,740,028 |
| Site 11 | Urban 9 HD | South West EFDC | 2,000,000 | 2,400,000 | 1,224,989 |
| Site 12 | Urban 9 | South West EFDC | 2,000,000 | 2,400,000 | 3,023,568 |
| Site 13 | Large Greenfield 200 | South West EFDC | 25,000 | 325,000 | 2,432,909 |
| Site 14 | Greenfield 100 HD | South West EFDC | 25,000 | 325,000 | 2,647,017 |
| Site 15 | Greenfield 100 | South West EFDC | 25,000 | 325,000 | 2,544,578 |
| Site 16 | Greenfield 60 HD | South West EFDC | 25,000 | 325,000 | 2,643,138 |
| Site 17 | Greenfield 60 | South West EFDC | 25,000 | 325,000 | 2,565,096 |
| Site 18 | Greenfield 60 LD | South West EFDC | 25,000 | 325,000 | 2,198,653 |
| Site 19 | Greenfield 20 HD | South West EFDC | 25,000 | 325,000 | 2,950,007 |
| Site 20 | Greenfield 20 | South West EFDC | 25,000 | 325,000 | 2,789,209 |
| Site 21 | Greenfield 20 LD | South West EFDC | 25,000 | 325,000 | 2,390,750 |
| Site 22 | Greenfield 12 | South West EFDC | 50,000 | 350,000 | 2,716,504 |
| Site 23 | Greenfield 8 | South West EFDC | 50,000 | 350,000 | 2,690,549 |

Source: HDH (March 2025)

**Table 10.1b Residential Development – Residual Value v BLV. Epping / Waltham Abbey and Adjacent (£ per ha)**

| | | | EUV | BLV | Residual Value |
|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Epping / W Abbey | 2,000,000 | 2,400,000 | 1,568,969 |
| Site 2 | Flats 100 PRS HD | Epping / W Abbey | 2,000,000 | 2,400,000 | -971,829 |
| Site 3 | Flats 40 HD | Epping / W Abbey | 2,000,000 | 2,400,000 | 690,672 |
| Site 4 | Flats 40 PRS HD | Epping / W Abbey | 2,000,000 | 2,400,000 | -1,687,181 |
| Site 5 | Urban 60 HD | Epping / W Abbey | 2,000,000 | 2,400,000 | 3,934,977 |
| Site 6 | Urban 60 | Epping / W Abbey | 2,000,000 | 2,400,000 | 2,347,571 |
| Site 7 | Urban 30 HD | Epping / W Abbey | 2,000,000 | 2,400,000 | 3,960,706 |
| Site 8 | Urban 30 | Epping / W Abbey | 2,000,000 | 2,400,000 | 2,460,857 |
| Site 9 | Urban 15 HD | Epping / W Abbey | 2,000,000 | 2,400,000 | 4,288,399 |
| Site 10 | Urban 15 | Epping / W Abbey | 2,000,000 | 2,400,000 | 2,740,028 |
| Site 11 | Urban 9 HD | Epping / W Abbey | 2,000,000 | 2,400,000 | 1,224,989 |
| Site 12 | Urban 9 | Epping / W Abbey | 2,000,000 | 2,400,000 | 3,023,568 |
| Site 13 | Large Greenfield 200 | Epping / W Abbey | 25,000 | 325,000 | 2,253,591 |
| Site 14 | Greenfield 100 HD | Epping / W Abbey | 25,000 | 325,000 | 2,452,432 |
| Site 15 | Greenfield 100 | Epping / W Abbey | 25,000 | 325,000 | 2,354,822 |
| Site 16 | Greenfield 60 HD | Epping / W Abbey | 25,000 | 325,000 | 2,447,025 |
| Site 17 | Greenfield 60 | Epping / W Abbey | 25,000 | 325,000 | 2,372,907 |
| Site 18 | Greenfield 60 LD | Epping / W Abbey | 25,000 | 325,000 | 2,033,920 |
| Site 19 | Greenfield 20 HD | Epping / W Abbey | 25,000 | 325,000 | 2,748,007 |
| Site 20 | Greenfield 20 | Epping / W Abbey | 25,000 | 325,000 | 2,594,555 |
| Site 21 | Greenfield 20 LD | Epping / W Abbey | 25,000 | 325,000 | 2,223,904 |
| Site 22 | Greenfield 12 | Epping / W Abbey | 50,000 | 350,000 | 2,529,683 |
| Site 23 | Greenfield 8 | Epping / W Abbey | 50,000 | 350,000 | 2,490,330 |
| Site 28 | South Epping MPA | Epping | 25,000 | 325,000 | 1,616,150 |
| Site 30 | Waltham Abbey North MPA | Waltham Abbey | 25,000 | 325,000 | 1,705,258 |

Source: HDH (March 2025)

**Table 10.1c Residential Development – Residual Value v BLV. Harlow (£ per ha)**

| | | | EUV | BLV | Residual Value |
|---|---|---|---|---|---|
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | 25,000 | 325,000 | 741,344 |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | 25,000 | 325,000 | 811,438 |
| Site 15 | Greenfield 100 | Adjacent to Harlow | 25,000 | 325,000 | 754,552 |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | 25,000 | 325,000 | 793,136 |
| Site 17 | Greenfield 60 | Adjacent to Harlow | 25,000 | 325,000 | 752,116 |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | 25,000 | 325,000 | 644,671 |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | 25,000 | 325,000 | 1,044,475 |
| Site 20 | Greenfield 20 | Adjacent to Harlow | 25,000 | 325,000 | 952,977 |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | 25,000 | 325,000 | 816,837 |
| Site 22 | Greenfield 12 | Adjacent to Harlow | 50,000 | 350,000 | 954,161 |
| Site 23 | Greenfield 8 | Adjacent to Harlow | 50,000 | 350,000 | 801,813 |
| Site 24 | East of Harlow (North) | Harlow | 25,000 | 325,000 | -340,450 |
| Site 25 | Latton Priory | Harlow | 25,000 | 325,000 | -190,129 |
| Site 26 | Water Lane (Sumners) | Harlow | 25,000 | 325,000 | -402,782 |
| Site 27 | Water Lane (Katherines) | Harlow | 317,285 | 817,285 | -345,830 |

Source: HDH (March 2025)

**Table 10.1d Residential Development – Residual Value v BLV. Rural EFDC (£ per ha)**

| | | | EUV | BLV | Residual Value |
|---|---|---|---|---|---|
| Site 5 | Urban 60 HD | Rural EFDC | 2,000,000 | 2,400,000 | 2,758,941 |
| Site 6 | Urban 60 | Rural EFDC | 2,000,000 | 2,400,000 | 1,755,690 |
| Site 7 | Urban 30 HD | Rural EFDC | 2,000,000 | 2,400,000 | 2,628,344 |
| Site 8 | Urban 30 | Rural EFDC | 2,000,000 | 2,400,000 | 1,859,570 |
| Site 9 | Urban 15 HD | Rural EFDC | 2,000,000 | 2,400,000 | 2,784,295 |
| Site 10 | Urban 15 | Rural EFDC | 2,000,000 | 2,400,000 | 1,953,071 |
| Site 11 | Urban 9 HD | Rural EFDC | 2,000,000 | 2,400,000 | -24,090 |
| Site 12 | Urban 9 | Rural EFDC | 2,000,000 | 2,400,000 | 2,103,635 |
| Site 13 | Large Greenfield 200 | Rural EFDC | 25,000 | 325,000 | 2,194,742 |
| Site 14 | Greenfield 100 HD | Rural EFDC | 25,000 | 325,000 | 2,232,127 |
| Site 15 | Greenfield 100 | Rural EFDC | 25,000 | 325,000 | 2,279,715 |
| Site 16 | Greenfield 60 HD | Rural EFDC | 25,000 | 325,000 | 2,216,762 |
| Site 17 | Greenfield 60 | Rural EFDC | 25,000 | 325,000 | 2,291,646 |
| Site 18 | Greenfield 60 LD | Rural EFDC | 25,000 | 325,000 | 1,964,268 |
| Site 19 | Greenfield 20 HD | Rural EFDC | 25,000 | 325,000 | 2,586,677 |
| Site 20 | Greenfield 20 | Rural EFDC | 25,000 | 325,000 | 2,594,201 |
| Site 21 | Greenfield 20 LD | Rural EFDC | 25,000 | 325,000 | 2,223,601 |
| Site 22 | Greenfield 12 | Rural EFDC | 50,000 | 350,000 | 2,376,533 |
| Site 23 | Greenfield 8 | Rural EFDC | 50,000 | 350,000 | 2,252,603 |
| Site 29 | North Weald Bassett MPA | Rural EFDC | 25,000 | 325,000 | 1,385,997 |

Source: HDH (March 2025)

10.11 The Residual Value, on most typologies, is broadly similar to that as reported in the 2020 Viability Assessment. This is to be expected; whilst values have increased more than costs over the last few years, additional national policy requirements are now factored into the appraisals.

10.12 Through the technical consultation a housebuilder[181] correctly noted:

> *With respect to Water Lane specifically, the Inspector commented at para 70:- "the Garden Town Viability Assessment 2019 (EB1417) indicated that the Water Lane and East of Harlow allocations (sites SP5.2 and SP5.3 respectively) could face viability challenges. However, the 2019 assessment concluded that, in a worst-case scenario, their delivery could be secured by varying the package of s106 contributions, the timing of the payments, and/or the mix of affordable housing." This is reflected in Local Plan Policy H2.*

[181] John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow

10.13 This is noted.

**Residential Rates of CIL**

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

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

*Viability Evidence – Rates and Zones*

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

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

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

10.19 This study uses the Residual Value methodology as set out in the PPG and the Harman Guidance. This assesses the impact of introducing CIL in the context of meeting all the Council's other policy requirements. Using evidence of local house prices and non-residential values, local development costs and assumptions about the availability of development finance, developer's profits and the general characteristics of development in the Epping Forest District Council area, an assessment is made of the amount by which land values may be depressed by CIL and whether that is sufficient to deter landowners from making their land available for development.

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

*The Potential for CIL – Mainstream Housing*

10.21 In this section, appraisals have been run with a range of levels of CIL. It is important to note that in the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL were charged on all units (market and affordable). In the following analysis, the rates of CIL are only applied to the market housing and are calculated on a £ per sqm basis.

10.22 The principle of Additional Profit was set out in Chapter 3 above[182]. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required).

10.23 The following tables show the Additional Profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the adopted Plan.

[182] Through the technical consultation a housebuilder (John Kelly of Taylor Wimpey, for Taylor Wimpey, Persimmon Homes, Martin Grant Homes ("the West Katherines Consortium") with regard to West Katherines / Water Lane, Harlow) questioned how Additional Profit is calculated. This is set out at the end of Chapter 3 above. The appraisals set out in Appendix 12 include the relevant cashflows. It is important to note that the Residual Value calculation is separate to the Additional Profit calculation.

**Table 10.2a Residential Development – Additional Profit. South West EFDC (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | South West EFDC | Industrial | -1,059,467 | -225 |
| Site 2 | Flats 100 PRS HD | South West EFDC | Industrial | -4,228,494 | -674 |
| Site 3 | Flats 40 HD | South West EFDC | Industrial | -958,845 | -511 |
| Site 4 | Flats 40 PRS HD | South West EFDC | Industrial | -2,223,074 | -888 |
| Site 5 | Urban 60 HD | South West EFDC | Industrial | 2,368,667 | 693 |
| Site 6 | Urban 60 | South West EFDC | Industrial | -135,611 | -40 |
| Site 7 | Urban 30 HD | South West EFDC | Industrial | 1,193,830 | 642 |
| Site 8 | Urban 30 | South West EFDC | Industrial | 78,029 | 45 |
| Site 9 | Urban 15 HD | South West EFDC | Industrial | 662,059 | 679 |
| Site 10 | Urban 15 | South West EFDC | Industrial | 204,362 | 223 |
| Site 11 | Urban 9 HD | South West EFDC | Industrial | -296,604 | -722 |
| Site 12 | Urban 9 | South West EFDC | Industrial | 224,865 | 394 |
| Site 13 | Large Greenfield 200 | South West EFDC | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | South West EFDC | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | South West EFDC | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | South West EFDC | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | South West EFDC | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | South West EFDC | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | South West EFDC | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | South West EFDC | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | South West EFDC | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | South West EFDC | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | South West EFDC | Paddock | 929,131 | 1,730 |

Source: HDH (March 2025)

**Table 10.2b Residential Development – Additional Profit. Epping / Waltham Abbey and Adjacent (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Epping / W Abbey | Industrial | -1,059,467 | -225 |
| Site 2 | Flats 100 PRS HD | Epping / W Abbey | Industrial | -4,228,494 | -674 |
| Site 3 | Flats 40 HD | Epping / W Abbey | Industrial | -958,845 | -511 |
| Site 4 | Flats 40 PRS HD | Epping / W Abbey | Industrial | -2,223,074 | -888 |
| Site 5 | Urban 60 HD | Epping / W Abbey | Industrial | 2,368,667 | 693 |
| Site 6 | Urban 60 | Epping / W Abbey | Industrial | -135,611 | -40 |
| Site 7 | Urban 30 HD | Epping / W Abbey | Industrial | 1,193,830 | 642 |
| Site 8 | Urban 30 | Epping / W Abbey | Industrial | 78,029 | 45 |
| Site 9 | Urban 15 HD | Epping / W Abbey | Industrial | 662,059 | 679 |
| Site 10 | Urban 15 | Epping / W Abbey | Industrial | 204,362 | 223 |
| Site 11 | Urban 9 HD | Epping / W Abbey | Industrial | -296,604 | -722 |
| Site 12 | Urban 9 | Epping / W Abbey | Industrial | 224,865 | 394 |
| Site 13 | Large Greenfield 200 | Epping / W Abbey | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | Epping / W Abbey | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | Epping / W Abbey | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | Epping / W Abbey | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | Epping / W Abbey | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | Epping / W Abbey | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | Epping / W Abbey | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | Epping / W Abbey | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | Epping / W Abbey | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | Epping / W Abbey | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | Epping / W Abbey | Paddock | 929,131 | 1,730 |
| Site 28 | South Epping MPA | Epping / W Abbey | Agricultural | 34,768,964 | 1,167 |
| Site 30 | Waltham Abbey North MPA | Epping / W Abbey | Agricultural | 59,452,386 | 1,212 |

Source: HDH (March 2025)

**Table 10.2c Residential Development – Additional Profit. Harlow (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | Adjacent to Harlow | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | Adjacent to Harlow | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | Adjacent to Harlow | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | Adjacent to Harlow | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | Adjacent to Harlow | Paddock | 929,131 | 1,730 |
| Site 24 | East of Harlow (North) | Harlow | Agricultural | -30,280,372 | -609 |
| Site 25 | Latton Priory | Harlow | Agricultural | -84,861,100 | -955 |
| Site 26 | Water Lane (Sumners) | Harlow | Agricultural | -36,585,496 | -684 |
| Site 27 | Water Lane (Katherines) | Harlow | Ag / Glass | -99,514,251 | -1,128 |

Source: HDH (March 2025)

**Table 10.2d Residential Development – Additional Profit. Rural EFDC (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 5 | Urban 60 HD | Rural EFDC | Industrial | 2,368,667 | 693 |
| Site 6 | Urban 60 | Rural EFDC | Industrial | -135,611 | -40 |
| Site 7 | Urban 30 HD | Rural EFDC | Industrial | 1,193,830 | 642 |
| Site 8 | Urban 30 | Rural EFDC | Industrial | 78,029 | 45 |
| Site 9 | Urban 15 HD | Rural EFDC | Industrial | 662,059 | 679 |
| Site 10 | Urban 15 | Rural EFDC | Industrial | 204,362 | 223 |
| Site 11 | Urban 9 HD | Rural EFDC | Industrial | -296,604 | -722 |
| Site 12 | Urban 9 | Rural EFDC | Industrial | 224,865 | 394 |
| Site 13 | Large Greenfield 200 | Rural EFDC | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | Rural EFDC | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | Rural EFDC | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | Rural EFDC | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | Rural EFDC | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | Rural EFDC | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | Rural EFDC | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | Rural EFDC | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | Rural EFDC | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | Rural EFDC | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | Rural EFDC | Paddock | 929,131 | 1,730 |
| Site 29 | North Weald Bassett MPA | Rural EFDC | Agricultural | 37,681,494 | 542 |

Source: HDH (March 2025)

10.24 The Additional Profit varies considerably. When the Additional Profit is considered across the area, it can be seen that there is considerable capacity to bear CIL.

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

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

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

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

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

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

10.29 A site promoter[183] commented:

> *….. no specific treatment has been given to the use of viability cushions or buffers in relation to strategic sites in the Viability Assessment – a 30% buffer is applied regardless of whether a site is 10 or 1000 dwellings.*
>
> - *The costs and risk of development are significantly higher and subject to substantial change or variation;*
> - *Key elements of the costs of development and of infrastructure remain unknown;*
> - *The need – as in the public sector – to ensure sufficient provision for contingency.*

10.30 It is necessary to consider the buffer, with the assumptions for abnormal costs, and contingency, and developer's return, all of which have been increased in this iteration of this assessment.

[183] David Lock Associates Ltd for Commercial Estates Group (CEG) and Hallam Land (part of the Henry Boot Group) with regard to Latton Priory Garden Community SP4.1

## Table 10.3a Residual Value v BLV Plus 30%. South West EFDC (£ per ha)

| | | | EUV Plus 30% | BLV | Residual Value £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | South West EFDC | 2,000,000 | 3,120,000 | 1,568,969 | 1,484,938 | 1,400,907 | 1,316,876 | 1,232,845 | 1,148,814 | 1,064,783 | 980,752 | 896,721 | 812,691 | 728,660 | 644,629 | 560,598 | 476,567 | 392,536 | 308,505 |
| Site 2 | Flats 100 PRS HD | South West EFDC | 2,000,000 | 3,120,000 | -971,829 | -1,061,541 | -1,151,253 | -1,240,966 | -1,330,678 | -1,420,390 | -1,510,102 | -1,599,814 | -1,689,526 | -1,779,238 | -1,868,951 | -1,958,663 | -2,048,375 | -2,138,087 | -2,227,799 | -2,317,511 |
| Site 3 | Flats 40 HD | South West EFDC | 2,000,000 | 3,120,000 | 690,672 | 614,423 | 538,174 | 460,821 | 382,361 | 303,902 | 223,974 | 143,968 | 63,963 | -16,042 | -96,048 | -176,053 | -256,059 | -336,064 | -416,069 | -496,075 |
| Site 4 | Flats 40 PRS HD | South West EFDC | 2,000,000 | 3,120,000 | -1,687,181 | -1,768,585 | -1,849,990 | -1,931,394 | -2,012,798 | -2,094,203 | -2,175,607 | -2,257,011 | -2,338,416 | -2,419,820 | -2,501,224 | -2,582,629 | -2,664,033 | -2,745,437 | -2,826,842 | -2,908,246 |
| Site 5 | Urban 60 HD | South West EFDC | 2,000,000 | 3,120,000 | 3,934,977 | 3,884,066 | 3,833,155 | 3,782,245 | 3,731,334 | 3,680,423 | 3,629,513 | 3,578,602 | 3,527,691 | 3,476,781 | 3,425,870 | 3,374,960 | 3,324,049 | 3,273,138 | 3,222,228 | 3,171,317 |
| Site 6 | Urban 60 | South West EFDC | 2,000,000 | 3,120,000 | 2,347,571 | 2,317,198 | 2,286,826 | 2,256,453 | 2,226,080 | 2,195,707 | 2,165,334 | 2,134,962 | 2,104,589 | 2,074,216 | 2,043,843 | 2,013,470 | 1,983,097 | 1,952,725 | 1,922,352 | 1,891,979 |
| Site 7 | Urban 30 HD | South West EFDC | 2,000,000 | 3,120,000 | 3,960,706 | 3,905,321 | 3,849,937 | 3,794,552 | 3,739,167 | 3,683,783 | 3,628,398 | 3,573,014 | 3,517,629 | 3,462,244 | 3,406,860 | 3,351,475 | 3,296,091 | 3,240,706 | 3,185,321 | 3,129,937 |
| Site 8 | Urban 30 | South West EFDC | 2,000,000 | 3,120,000 | 2,460,857 | 2,429,863 | 2,398,868 | 2,367,873 | 2,336,879 | 2,305,884 | 2,274,890 | 2,243,895 | 2,212,901 | 2,181,906 | 2,150,911 | 2,119,917 | 2,088,922 | 2,057,928 | 2,026,933 | 1,995,938 |
| Site 9 | Urban 15 HD | South West EFDC | 2,000,000 | 3,120,000 | 4,288,399 | 4,225,056 | 4,161,712 | 4,098,369 | 4,035,026 | 3,971,683 | 3,908,340 | 3,844,997 | 3,781,654 | 3,718,311 | 3,654,968 | 3,591,625 | 3,528,282 | 3,464,939 | 3,401,595 | 3,338,252 |
| Site 10 | Urban 15 | South West EFDC | 2,000,000 | 3,120,000 | 2,740,028 | 2,705,352 | 2,670,675 | 2,635,999 | 2,601,323 | 2,566,647 | 2,531,970 | 2,497,294 | 2,462,618 | 2,427,942 | 2,393,265 | 2,358,589 | 2,323,913 | 2,289,236 | 2,254,560 | 2,219,884 |
| Site 11 | Urban 9 HD | South West EFDC | 2,000,000 | 3,120,000 | 1,224,989 | 1,163,247 | 1,101,228 | 1,037,697 | 974,165 | 910,634 | 847,103 | 783,572 | 720,041 | 656,310 | 591,527 | 526,744 | 461,961 | 397,178 | 332,395 | 267,613 |
| Site 12 | Urban 9 | South West EFDC | 2,000,000 | 3,120,000 | 3,023,568 | 2,963,563 | 2,903,559 | 2,843,554 | 2,783,550 | 2,723,545 | 2,663,541 | 2,603,536 | 2,543,532 | 2,483,527 | 2,423,523 | 2,363,519 | 2,303,514 | 2,243,510 | 2,183,505 | 2,123,501 |
| Site 13 | Large Greenfield 200 | South West EFDC | 25,000 | 422,500 | 2,432,909 | 2,400,530 | 2,368,152 | 2,335,774 | 2,303,396 | 2,271,017 | 2,238,639 | 2,206,261 | 2,173,882 | 2,141,504 | 2,109,126 | 2,076,747 | 2,044,369 | 2,011,991 | 1,979,612 | 1,947,234 |
| Site 14 | Greenfield 100 HD | South West EFDC | 25,000 | 422,500 | 2,647,017 | 2,614,682 | 2,582,348 | 2,550,013 | 2,517,679 | 2,485,345 | 2,453,010 | 2,420,676 | 2,388,341 | 2,356,007 | 2,323,672 | 2,291,338 | 2,259,004 | 2,226,669 | 2,194,335 | 2,162,000 |
| Site 15 | Greenfield 100 | South West EFDC | 25,000 | 422,500 | 2,544,578 | 2,512,199 | 2,479,821 | 2,447,443 | 2,415,064 | 2,382,686 | 2,350,308 | 2,317,930 | 2,285,551 | 2,253,173 | 2,220,795 | 2,188,416 | 2,156,038 | 2,123,660 | 2,091,281 | 2,058,903 |
| Site 16 | Greenfield 60 HD | South West EFDC | 25,000 | 422,500 | 2,643,138 | 2,610,762 | 2,578,385 | 2,546,008 | 2,513,632 | 2,481,255 | 2,448,879 | 2,416,502 | 2,384,126 | 2,351,749 | 2,319,372 | 2,286,996 | 2,254,619 | 2,222,243 | 2,189,866 | 2,157,490 |
| Site 17 | Greenfield 60 | South West EFDC | 25,000 | 422,500 | 2,565,096 | 2,532,538 | 2,499,981 | 2,467,424 | 2,434,866 | 2,402,309 | 2,369,751 | 2,337,194 | 2,304,637 | 2,272,079 | 2,239,522 | 2,206,965 | 2,174,407 | 2,141,850 | 2,109,292 | 2,076,735 |
| Site 18 | Greenfield 60 LD | South West EFDC | 25,000 | 422,500 | 2,198,653 | 2,170,747 | 2,142,841 | 2,114,934 | 2,087,028 | 2,059,122 | 2,031,215 | 2,003,309 | 1,975,403 | 1,947,497 | 1,919,590 | 1,891,684 | 1,863,778 | 1,835,871 | 1,807,965 | 1,780,059 |
| Site 19 | Greenfield 20 HD | South West EFDC | 25,000 | 422,500 | 2,950,007 | 2,917,491 | 2,884,975 | 2,852,459 | 2,819,942 | 2,787,426 | 2,754,910 | 2,722,394 | 2,689,878 | 2,657,361 | 2,624,845 | 2,592,329 | 2,559,813 | 2,527,296 | 2,494,780 | 2,462,264 |
| Site 20 | Greenfield 20 | South West EFDC | 25,000 | 422,500 | 2,789,209 | 2,757,099 | 2,724,989 | 2,692,879 | 2,660,770 | 2,628,660 | 2,596,550 | 2,564,441 | 2,532,331 | 2,500,221 | 2,468,111 | 2,436,002 | 2,403,892 | 2,371,782 | 2,339,673 | 2,307,563 |
| Site 21 | Greenfield 20 LD | South West EFDC | 25,000 | 422,500 | 2,390,750 | 2,363,228 | 2,335,705 | 2,308,182 | 2,280,660 | 2,253,137 | 2,225,615 | 2,198,092 | 2,170,569 | 2,143,047 | 2,115,524 | 2,088,001 | 2,060,479 | 2,032,956 | 2,005,434 | 1,977,911 |
| Site 22 | Greenfield 12 | South West EFDC | 50,000 | 455,000 | 2,716,504 | 2,685,670 | 2,654,836 | 2,624,002 | 2,593,168 | 2,562,334 | 2,531,500 | 2,500,666 | 2,469,832 | 2,438,998 | 2,408,164 | 2,377,330 | 2,346,496 | 2,315,662 | 2,284,828 | 2,253,994 |
| Site 23 | Greenfield 8 | South West EFDC | 50,000 | 455,000 | 2,690,549 | 2,640,374 | 2,590,198 | 2,540,023 | 2,489,848 | 2,439,672 | 2,389,497 | 2,339,322 | 2,289,146 | 2,238,971 | 2,188,796 | 2,138,620 | 2,088,445 | 2,038,270 | 1,988,094 | 1,937,919 |

| | | | EUV Plus 30% | BLV | Residual Value £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | South West EFDC | 2,000,000 | 3,120,000 | 224,474 | 138,137 | 50,088 | -38,083 | -126,253 | -214,424 | -302,594 | -390,764 | -478,935 | -567,105 | -655,275 | -743,446 | -831,616 | -919,787 | -1,007,957 |
| Site 2 | Flats 100 PRS HD | South West EFDC | 2,000,000 | 3,120,000 | -2,407,223 | -2,496,936 | -2,586,648 | -2,676,360 | -2,766,072 | -2,855,784 | -2,945,496 | -3,035,208 | -3,124,921 | -3,214,633 | -3,304,345 | -3,394,057 | -3,483,769 | -3,573,481 | -3,663,193 | |
| Site 3 | Flats 40 HD | South West EFDC | 2,000,000 | 3,120,000 | -576,080 | -656,085 | -736,091 | -816,096 | -896,101 | -976,107 | -1,057,280 | -1,138,620 | -1,219,961 | -1,301,302 | -1,382,642 | -1,463,983 | -1,545,324 | -1,626,664 | -1,708,005 | |
| Site 4 | Flats 40 PRS HD | South West EFDC | 2,000,000 | 3,120,000 | -2,989,650 | -3,071,055 | -3,152,459 | -3,233,863 | -3,315,268 | -3,396,672 | -3,478,076 | -3,559,481 | -3,640,885 | -3,722,289 | -3,803,694 | -3,885,098 | -3,966,503 | -4,047,907 | -4,129,311 | |
| Site 5 | Urban 60 HD | South West EFDC | 2,000,000 | 3,120,000 | 3,120,406 | 3,069,496 | 3,018,585 | 2,967,674 | 2,916,764 | 2,865,853 | 2,814,942 | 2,764,032 | 2,713,121 | 2,662,210 | 2,611,300 | 2,560,389 | 2,509,479 | 2,458,568 | 2,407,657 | |
| Site 6 | Urban 60 | South West EFDC | 2,000,000 | 3,120,000 | 1,861,606 | 1,831,233 | 1,800,860 | 1,770,488 | 1,740,115 | 1,709,742 | 1,679,369 | 1,648,996 | 1,618,623 | 1,588,251 | 1,557,878 | 1,527,505 | 1,497,132 | 1,466,759 | 1,436,386 | |
| Site 7 | Urban 30 HD | South West EFDC | 2,000,000 | 3,120,000 | 3,074,552 | 3,019,168 | 2,963,783 | 2,908,399 | 2,853,014 | 2,797,629 | 2,742,245 | 2,686,860 | 2,631,476 | 2,576,091 | 2,520,706 | 2,465,322 | 2,409,937 | 2,354,553 | 2,299,168 | |
| Site 8 | Urban 30 | South West EFDC | 2,000,000 | 3,120,000 | 1,964,944 | 1,933,949 | 1,902,955 | 1,871,960 | 1,840,965 | 1,809,971 | 1,778,976 | 1,747,982 | 1,716,987 | 1,685,993 | 1,654,998 | 1,624,003 | 1,593,009 | 1,562,014 | 1,531,020 | |
| Site 9 | Urban 15 HD | South West EFDC | 2,000,000 | 3,120,000 | 3,274,909 | 3,211,566 | 3,148,223 | 3,084,880 | 3,021,537 | 2,958,194 | 2,894,851 | 2,831,508 | 2,768,165 | 2,704,822 | 2,641,478 | 2,578,135 | 2,514,792 | 2,451,449 | 2,388,106 | |
| Site 10 | Urban 15 | South West EFDC | 2,000,000 | 3,120,000 | 2,185,208 | 2,150,531 | 2,115,855 | 2,081,179 | 2,046,503 | 2,011,826 | 1,977,150 | 1,942,474 | 1,907,797 | 1,873,121 | 1,838,445 | 1,803,769 | 1,769,092 | 1,734,416 | 1,699,740 | |
| Site 11 | Urban 9 HD | South West EFDC | 2,000,000 | 3,120,000 | 202,830 | 138,047 | 73,264 | 8,481 | -56,302 | -121,085 | -185,868 | -250,651 | -315,434 | -380,217 | -444,999 | -510,499 | -576,363 | -642,228 | -708,092 | |
| Site 12 | Urban 9 | South West EFDC | 2,000,000 | 3,120,000 | 2,063,496 | 2,003,492 | 1,943,487 | 1,883,483 | 1,823,478 | 1,763,474 | 1,703,469 | 1,643,465 | 1,583,460 | 1,523,456 | 1,463,451 | 1,403,447 | 1,343,442 | 1,283,438 | 1,223,433 | |
| Site 13 | Large Greenfield 200 | South West EFDC | 25,000 | 422,500 | 1,914,856 | 1,882,478 | 1,850,099 | 1,817,721 | 1,785,343 | 1,752,964 | 1,720,586 | 1,688,208 | 1,655,829 | 1,623,451 | 1,591,073 | 1,558,694 | 1,526,316 | 1,493,938 | 1,461,560 | |
| Site 14 | Greenfield 100 HD | South West EFDC | 25,000 | 422,500 | 2,129,666 | 2,097,331 | 2,064,997 | 2,032,663 | 2,000,328 | 1,967,994 | 1,935,659 | 1,903,325 | 1,870,990 | 1,838,656 | 1,806,322 | 1,773,987 | 1,741,653 | 1,709,318 | 1,676,984 | |
| Site 15 | Greenfield 100 | South West EFDC | 25,000 | 422,500 | 2,026,525 | 1,994,146 | 1,961,768 | 1,929,390 | 1,897,011 | 1,864,633 | 1,832,255 | 1,799,877 | 1,767,498 | 1,735,120 | 1,702,742 | 1,670,363 | 1,637,985 | 1,605,607 | 1,573,228 | |
| Site 16 | Greenfield 60 HD | South West EFDC | 25,000 | 422,500 | 2,125,113 | 2,092,736 | 2,060,360 | 2,027,983 | 1,995,607 | 1,963,230 | 1,930,854 | 1,898,477 | 1,866,100 | 1,833,724 | 1,801,347 | 1,768,971 | 1,736,594 | 1,704,218 | 1,671,841 | |
| Site 17 | Greenfield 60 | South West EFDC | 25,000 | 422,500 | 2,044,178 | 2,011,820 | 1,979,463 | 1,946,506 | 1,913,948 | 1,881,391 | 1,848,833 | 1,816,276 | 1,783,719 | 1,751,161 | 1,718,604 | 1,686,046 | 1,653,489 | 1,620,932 | 1,588,374 | |
| Site 18 | Greenfield 60 LD | South West EFDC | 25,000 | 422,500 | 1,752,152 | 1,724,246 | 1,696,340 | 1,668,433 | 1,640,527 | 1,612,621 | 1,584,714 | 1,556,808 | 1,528,902 | 1,500,995 | 1,473,089 | 1,445,183 | 1,417,276 | 1,389,370 | 1,361,464 | |
| Site 19 | Greenfield 20 HD | South West EFDC | 25,000 | 422,500 | 2,429,748 | 2,397,232 | 2,364,715 | 2,332,199 | 2,299,683 | 2,267,167 | 2,234,650 | 2,202,134 | 2,169,618 | 2,137,102 | 2,104,586 | 2,072,069 | 2,039,553 | 2,007,037 | 1,974,521 | |
| Site 20 | Greenfield 20 | South West EFDC | 25,000 | 422,500 | 2,276,453 | 2,243,343 | 2,211,234 | 2,179,124 | 2,147,014 | 2,114,905 | 2,082,795 | 2,050,685 | 2,018,575 | 1,986,466 | 1,954,356 | 1,922,246 | 1,890,137 | 1,858,027 | 1,825,917 | |
| Site 21 | Greenfield 20 LD | South West EFDC | 25,000 | 422,500 | 1,950,388 | 1,922,866 | 1,895,343 | 1,867,821 | 1,840,298 | 1,812,775 | 1,785,253 | 1,757,730 | 1,730,208 | 1,702,685 | 1,675,162 | 1,647,640 | 1,620,117 | 1,592,594 | 1,565,072 | |
| Site 22 | Greenfield 12 | South West EFDC | 50,000 | 455,000 | 2,223,160 | 2,192,326 | 2,161,492 | 2,130,658 | 2,099,824 | 2,068,990 | 2,038,156 | 2,007,322 | 1,976,488 | 1,945,654 | 1,914,820 | 1,883,986 | 1,853,152 | 1,822,318 | 1,791,484 | |
| Site 23 | Greenfield 8 | South West EFDC | 50,000 | 455,000 | 1,887,744 | 1,837,569 | 1,787,393 | 1,737,218 | 1,687,043 | 1,636,867 | 1,586,692 | 1,536,517 | 1,486,341 | 1,436,166 | 1,385,991 | 1,335,815 | 1,285,640 | 1,235,465 | 1,185,289 |

Source: HDH (March 2025)

## Table 10.3b Residual Value v BLV Plus 30%. Epping / Waltham Abbey and Adjacent (£ per ha)

| | | | EUV Plus 30% | BLV | Residual Value £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 1,568,969 | 1,484,938 | 1,400,907 | 1,316,876 | 1,232,845 | 1,148,814 | 1,064,783 | 980,752 | 896,721 | 812,691 | 728,660 | 644,629 | 560,598 | 476,567 | 392,536 | 308,505 |
| Site 2 | Flats 100 PRS HD | Epping / Waltham A | 2,000,000 | 3,120,000 | -971,829 | -1,061,541 | -1,151,253 | -1,240,966 | -1,330,678 | -1,420,390 | -1,510,102 | -1,599,814 | -1,689,526 | -1,779,238 | -1,868,951 | -1,958,663 | -2,048,375 | -2,138,087 | -2,227,799 | -2,317,511 |
| Site 3 | Flats 40 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 690,672 | 614,423 | 538,174 | 460,821 | 382,361 | 303,902 | 223,974 | 143,968 | 63,963 | -16,042 | -96,048 | -176,053 | -256,059 | -336,064 | -416,069 | -496,075 |
| Site 4 | Flats 40 PRS HD | Epping / Waltham A | 2,000,000 | 3,120,000 | -1,687,181 | -1,768,585 | -1,849,990 | -1,931,394 | -2,012,798 | -2,094,203 | -2,175,607 | -2,257,011 | -2,338,416 | -2,419,820 | -2,501,224 | -2,582,629 | -2,664,033 | -2,745,437 | -2,826,842 | -2,908,246 |
| Site 5 | Urban 60 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 3,934,977 | 3,884,066 | 3,833,155 | 3,782,245 | 3,731,334 | 3,680,423 | 3,629,513 | 3,578,602 | 3,527,691 | 3,476,781 | 3,425,870 | 3,374,960 | 3,324,049 | 3,273,138 | 3,222,228 | 3,171,317 |
| Site 6 | Urban 60 | Epping / Waltham A | 2,000,000 | 3,120,000 | 2,347,571 | 2,317,198 | 2,286,826 | 2,256,453 | 2,226,080 | 2,195,707 | 2,165,334 | 2,134,962 | 2,104,589 | 2,074,216 | 2,043,843 | 2,013,470 | 1,983,097 | 1,952,725 | 1,922,352 | 1,891,979 |
| Site 7 | Urban 30 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 3,960,706 | 3,905,321 | 3,849,937 | 3,794,552 | 3,739,167 | 3,683,783 | 3,628,398 | 3,573,014 | 3,517,629 | 3,462,244 | 3,406,860 | 3,351,475 | 3,296,091 | 3,240,706 | 3,185,321 | 3,129,937 |
| Site 8 | Urban 30 | Epping / Waltham A | 2,000,000 | 3,120,000 | 2,460,857 | 2,429,863 | 2,398,868 | 2,367,873 | 2,336,879 | 2,305,884 | 2,274,890 | 2,243,895 | 2,212,901 | 2,181,906 | 2,150,911 | 2,119,917 | 2,088,922 | 2,057,928 | 2,026,933 | 1,995,938 |
| Site 9 | Urban 15 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 4,288,399 | 4,225,056 | 4,161,712 | 4,098,369 | 4,035,026 | 3,971,683 | 3,908,340 | 3,844,997 | 3,781,654 | 3,718,311 | 3,654,968 | 3,591,625 | 3,528,282 | 3,464,939 | 3,401,595 | 3,338,252 |
| Site 10 | Urban 15 | Epping / Waltham A | 2,000,000 | 3,120,000 | 2,740,028 | 2,705,352 | 2,670,675 | 2,635,999 | 2,601,323 | 2,566,647 | 2,531,970 | 2,497,294 | 2,462,618 | 2,427,942 | 2,393,265 | 2,358,589 | 2,323,913 | 2,289,236 | 2,254,560 | 2,219,884 |
| Site 11 | Urban 9 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 1,224,989 | 1,163,247 | 1,101,228 | 1,037,697 | 974,165 | 910,634 | 847,103 | 783,572 | 720,041 | 656,310 | 591,527 | 526,744 | 461,961 | 397,178 | 332,395 | 267,613 |
| Site 12 | Urban 9 | Epping / Waltham A | 2,000,000 | 3,120,000 | 3,023,568 | 2,963,563 | 2,903,559 | 2,843,554 | 2,783,550 | 2,723,545 | 2,663,541 | 2,603,536 | 2,543,532 | 2,483,527 | 2,423,523 | 2,363,519 | 2,303,514 | 2,243,510 | 2,183,505 | 2,123,501 |
| Site 13 | Large Greenfield 200 | Epping / Waltham A | 25,000 | 422,500 | 2,253,591 | 2,221,213 | 2,188,834 | 2,156,456 | 2,124,078 | 2,091,699 | 2,059,321 | 2,026,943 | 1,994,564 | 1,962,186 | 1,929,808 | 1,897,430 | 1,865,051 | 1,832,673 | 1,800,295 | 1,767,916 |
| Site 14 | Greenfield 100 HD | Epping / Waltham A | 25,000 | 422,500 | 2,452,432 | 2,420,098 | 2,387,764 | 2,355,429 | 2,323,095 | 2,290,760 | 2,258,426 | 2,226,091 | 2,193,757 | 2,161,423 | 2,129,088 | 2,096,754 | 2,064,419 | 2,032,085 | 1,999,750 | 1,967,416 |
| Site 15 | Greenfield 100 | Epping / Waltham A | 25,000 | 422,500 | 2,354,822 | 2,322,444 | 2,290,066 | 2,257,687 | 2,225,309 | 2,192,931 | 2,160,552 | 2,128,174 | 2,095,796 | 2,063,418 | 2,031,039 | 1,998,661 | 1,966,283 | 1,933,904 | 1,901,526 | 1,869,148 |
| Site 16 | Greenfield 60 HD | Epping / Waltham A | 25,000 | 422,500 | 2,447,025 | 2,414,648 | 2,382,272 | 2,349,895 | 2,317,519 | 2,285,142 | 2,252,765 | 2,220,389 | 2,188,012 | 2,155,636 | 2,123,259 | 2,090,883 | 2,058,506 | 2,026,129 | 1,993,753 | 1,961,376 |
| Site 17 | Greenfield 60 | Epping / Waltham A | 25,000 | 422,500 | 2,372,907 | 2,340,350 | 2,307,792 | 2,275,235 | 2,242,678 | 2,210,120 | 2,177,563 | 2,145,005 | 2,112,448 | 2,079,891 | 2,047,333 | 2,014,776 | 1,982,219 | 1,949,661 | 1,917,104 | 1,884,546 |
| Site 18 | Greenfield 60 LD | Epping / Waltham A | 25,000 | 422,500 | 2,033,920 | 2,006,014 | 1,978,108 | 1,950,201 | 1,922,295 | 1,894,389 | 1,866,482 | 1,838,576 | 1,810,670 | 1,782,763 | 1,754,857 | 1,726,951 | 1,699,044 | 1,671,138 | 1,643,232 | 1,615,325 |
| Site 19 | Greenfield 20 HD | Epping / Waltham A | 25,000 | 422,500 | 2,748,007 | 2,715,491 | 2,682,975 | 2,650,459 | 2,617,943 | 2,585,426 | 2,552,910 | 2,520,394 | 2,487,878 | 2,455,361 | 2,422,845 | 2,390,329 | 2,357,813 | 2,325,297 | 2,292,780 | 2,260,264 |
| Site 20 | Greenfield 20 | Epping / Waltham A | 25,000 | 422,500 | 2,594,555 | 2,562,445 | 2,530,336 | 2,498,226 | 2,466,116 | 2,434,006 | 2,401,897 | 2,369,787 | 2,337,677 | 2,305,568 | 2,273,458 | 2,241,348 | 2,209,238 | 2,177,129 | 2,145,019 | 2,112,909 |
| Site 21 | Greenfield 20 LD | Epping / Waltham A | 25,000 | 422,500 | 2,223,904 | 2,196,382 | 2,168,859 | 2,141,336 | 2,113,814 | 2,086,291 | 2,058,769 | 2,031,246 | 2,003,723 | 1,976,201 | 1,948,678 | 1,921,156 | 1,893,633 | 1,866,110 | 1,838,588 | 1,811,065 |
| Site 22 | Greenfield 12 | Epping / Waltham A | 50,000 | 455,000 | 2,529,683 | 2,498,849 | 2,468,015 | 2,437,181 | 2,406,347 | 2,375,513 | 2,344,679 | 2,313,845 | 2,283,011 | 2,252,177 | 2,221,343 | 2,190,509 | 2,159,675 | 2,128,841 | 2,098,007 | 2,067,173 |
| Site 23 | Greenfield 8 | South Epping MPA | 50,000 | 455,000 | 2,490,330 | 2,440,154 | 2,389,979 | 2,339,804 | 2,289,628 | 2,239,453 | 2,189,278 | 2,139,102 | 2,088,927 | 2,038,752 | 1,988,576 | 1,938,401 | 1,888,226 | 1,838,050 | 1,787,875 | 1,737,700 |
| Site 28 | South Epping MPA | Epping | 25,000 | 422,500 | 1,616,150 | 1,589,136 | 1,562,121 | 1,535,107 | 1,508,093 | 1,481,078 | 1,454,064 | 1,427,050 | 1,400,035 | 1,373,021 | 1,346,007 | 1,318,992 | 1,291,978 | 1,264,964 | 1,237,949 | 1,210,935 |
| Site 30 | Waltham Abbey North | Waltham Abbey | 25,000 | 422,500 | 1,705,258 | 1,675,290 | 1,645,323 | 1,615,355 | 1,585,388 | 1,555,420 | 1,525,452 | 1,495,485 | 1,465,517 | 1,435,549 | 1,405,582 | 1,375,614 | 1,345,646 | 1,315,679 | 1,285,711 | 1,255,743 |

| | | | EUV Plus 30% | BLV | Residual Value £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 224,474 | 138,137 | 50,088 | -38,083 | -126,253 | -214,424 | -302,594 | -390,764 | -478,935 | -567,105 | -655,275 | -743,446 | -831,616 | -919,787 | -1,007,957 |
| Site 2 | Flats 100 PRS HD | Epping / Waltham A | 2,000,000 | 3,120,000 | -2,407,223 | -2,496,936 | -2,586,648 | -2,676,360 | -2,766,072 | -2,855,784 | -2,945,496 | -3,035,208 | -3,124,921 | -3,214,633 | -3,304,345 | -3,394,057 | -3,483,769 | -3,573,481 | -3,663,193 |
| Site 3 | Flats 40 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | -576,080 | -656,085 | -736,091 | -816,096 | -896,101 | -976,107 | -1,057,280 | -1,138,620 | -1,219,961 | -1,301,302 | -1,382,642 | -1,463,983 | -1,545,324 | -1,626,664 | -1,708,005 |
| Site 4 | Flats 40 PRS HD | Epping / Waltham A | 2,000,000 | 3,120,000 | -2,989,650 | -3,071,055 | -3,152,459 | -3,233,863 | -3,315,268 | -3,396,672 | -3,478,076 | -3,559,481 | -3,640,885 | -3,722,289 | -3,803,694 | -3,885,098 | -3,966,503 | -4,047,907 | -4,129,311 |
| Site 5 | Urban 60 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 3,120,406 | 3,069,496 | 3,018,585 | 2,967,674 | 2,916,764 | 2,865,853 | 2,814,942 | 2,764,032 | 2,713,121 | 2,662,210 | 2,611,300 | 2,560,389 | 2,509,479 | 2,458,568 | 2,407,657 |
| Site 6 | Urban 60 | Epping / Waltham A | 2,000,000 | 3,120,000 | 1,861,606 | 1,831,233 | 1,800,860 | 1,770,488 | 1,740,115 | 1,709,742 | 1,679,369 | 1,648,996 | 1,618,623 | 1,588,251 | 1,557,878 | 1,527,505 | 1,497,132 | 1,466,759 | 1,436,386 |
| Site 7 | Urban 30 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 3,074,552 | 3,019,168 | 2,963,783 | 2,908,399 | 2,853,014 | 2,797,629 | 2,742,245 | 2,686,860 | 2,631,476 | 2,576,091 | 2,520,706 | 2,465,322 | 2,409,937 | 2,354,553 | 2,299,168 |
| Site 8 | Urban 30 | Epping / Waltham A | 2,000,000 | 3,120,000 | 1,964,944 | 1,933,949 | 1,902,955 | 1,871,960 | 1,840,965 | 1,809,971 | 1,778,976 | 1,747,982 | 1,716,987 | 1,685,993 | 1,654,998 | 1,624,003 | 1,593,009 | 1,562,014 | 1,531,020 |
| Site 9 | Urban 15 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 3,274,909 | 3,211,566 | 3,148,223 | 3,084,880 | 3,021,537 | 2,958,194 | 2,894,851 | 2,831,508 | 2,768,165 | 2,704,822 | 2,641,478 | 2,578,135 | 2,514,792 | 2,451,449 | 2,388,106 |
| Site 10 | Urban 15 | Epping / Waltham A | 2,000,000 | 3,120,000 | 2,105,208 | 2,150,531 | 2,115,855 | 2,081,179 | 2,046,503 | 2,011,826 | 1,977,150 | 1,942,474 | 1,907,797 | 1,873,121 | 1,838,445 | 1,803,769 | 1,769,092 | 1,734,416 | 1,699,740 |
| Site 11 | Urban 9 HD | Epping / Waltham A | 2,000,000 | 3,120,000 | 202,830 | 138,047 | 73,264 | 8,481 | -56,302 | -121,085 | -185,868 | -250,651 | -315,434 | -380,217 | -444,999 | -510,499 | -576,363 | -642,228 | -708,092 |
| Site 12 | Urban 9 | Epping / Waltham A | 2,000,000 | 3,120,000 | 2,063,496 | 2,003,492 | 1,943,487 | 1,883,483 | 1,823,478 | 1,763,474 | 1,703,469 | 1,643,465 | 1,583,460 | 1,523,456 | 1,463,451 | 1,403,447 | 1,343,442 | 1,283,438 | 1,223,433 |
| Site 13 | Large Greenfield 200 | Epping / Waltham A | 25,000 | 422,500 | 1,735,538 | 1,703,160 | 1,670,781 | 1,638,403 | 1,606,025 | 1,573,646 | 1,541,268 | 1,508,890 | 1,476,512 | 1,444,133 | 1,411,755 | 1,379,377 | 1,346,998 | 1,314,620 | 1,282,242 |
| Site 14 | Greenfield 100 HD | Epping / Waltham A | 25,000 | 422,500 | 1,935,062 | 1,902,747 | 1,870,413 | 1,838,078 | 1,805,744 | 1,773,409 | 1,741,075 | 1,708,741 | 1,676,406 | 1,644,072 | 1,611,737 | 1,579,403 | 1,547,068 | 1,514,734 | 1,482,399 |
| Site 15 | Greenfield 100 | Epping / Waltham A | 25,000 | 422,500 | 1,836,769 | 1,804,391 | 1,772,013 | 1,739,634 | 1,707,256 | 1,674,878 | 1,642,499 | 1,610,121 | 1,577,743 | 1,545,365 | 1,512,986 | 1,480,608 | 1,448,230 | 1,415,851 | 1,383,473 |
| Site 16 | Greenfield 60 HD | Epping / Waltham A | 25,000 | 422,500 | 1,929,000 | 1,896,623 | 1,864,247 | 1,831,870 | 1,799,493 | 1,767,117 | 1,734,740 | 1,702,364 | 1,669,987 | 1,637,611 | 1,605,234 | 1,572,858 | 1,540,481 | 1,508,104 | 1,475,728 |
| Site 17 | Greenfield 60 | Epping / Waltham A | 25,000 | 422,500 | 1,851,989 | 1,819,432 | 1,786,874 | 1,754,317 | 1,721,760 | 1,689,202 | 1,656,645 | 1,624,087 | 1,591,530 | 1,558,973 | 1,526,415 | 1,493,858 | 1,461,301 | 1,428,743 | 1,396,186 |
| Site 18 | Greenfield 60 LD | Epping / Waltham A | 25,000 | 422,500 | 1,587,419 | 1,559,513 | 1,531,607 | 1,503,700 | 1,475,794 | 1,447,888 | 1,419,981 | 1,392,075 | 1,364,169 | 1,336,262 | 1,308,356 | 1,280,450 | 1,252,543 | 1,224,637 | 1,196,731 |
| Site 19 | Greenfield 20 HD | Epping / Waltham A | 25,000 | 422,500 | 2,227,748 | 2,195,232 | 2,162,715 | 2,130,199 | 2,097,683 | 2,065,167 | 2,032,651 | 2,000,134 | 1,967,618 | 1,935,102 | 1,902,586 | 1,870,069 | 1,837,553 | 1,805,037 | 1,772,521 |
| Site 20 | Greenfield 20 | Epping / Waltham A | 25,000 | 422,500 | 2,080,800 | 2,048,690 | 2,016,580 | 1,984,470 | 1,952,361 | 1,920,251 | 1,888,141 | 1,856,032 | 1,823,922 | 1,791,812 | 1,759,703 | 1,727,593 | 1,695,483 | 1,663,373 | 1,631,264 |
| Site 21 | Greenfield 20 LD | Epping / Waltham A | 25,000 | 422,500 | 1,783,543 | 1,756,020 | 1,728,497 | 1,700,975 | 1,673,452 | 1,645,929 | 1,618,407 | 1,590,884 | 1,563,362 | 1,535,839 | 1,508,316 | 1,480,794 | 1,453,271 | 1,425,749 | 1,398,226 |
| Site 22 | Greenfield 12 | Epping / Waltham A | 50,000 | 455,000 | 2,036,339 | 2,005,505 | 1,974,671 | 1,943,837 | 1,913,003 | 1,882,169 | 1,851,335 | 1,820,501 | 1,789,667 | 1,758,833 | 1,727,999 | 1,697,165 | 1,666,331 | 1,635,497 | 1,604,663 |
| Site 23 | Greenfield 8 | Epping / Waltham A | 50,000 | 455,000 | 1,687,524 | 1,637,349 | 1,587,174 | 1,536,998 | 1,486,823 | 1,436,648 | 1,386,473 | 1,336,297 | 1,286,122 | 1,235,947 | 1,185,771 | 1,135,596 | 1,085,421 | 1,035,245 | 985,070 |
| Site 28 | South Epping MPA | Epping | 25,000 | 422,500 | 1,183,921 | 1,156,906 | 1,129,892 | 1,102,878 | 1,075,863 | 1,048,849 | 1,021,835 | 994,820 | 967,806 | 940,792 | 913,777 | 886,763 | 859,749 | 832,734 | 805,720 |
| Site 30 | Waltham Abbey North | Waltham Abbey | 25,000 | 422,500 | 1,225,776 | 1,195,808 | 1,165,840 | 1,135,873 | 1,105,905 | 1,075,938 | 1,045,970 | 1,016,002 | 986,035 | 956,067 | 926,099 | 896,132 | 866,164 | 836,196 | 806,229 |

Source: HDH (March 2025)

## Table 10.3c Residual Value v BLV Plus 30%. Harlow (£ per ha)

| | | | EUV Plus 30% | BLV | Residual Value £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | 25,000 | 422,500 | 741,344 | 708,966 | 676,587 | 644,209 | 611,831 | 579,452 | 547,074 | 514,696 | 482,317 | 449,939 | 417,561 | 385,182 | 352,804 | 320,426 | 288,047 | 255,669 |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | 25,000 | 422,500 | 811,438 | 779,103 | 746,769 | 714,435 | 682,100 | 649,766 | 617,431 | 585,097 | 552,762 | 520,428 | 488,094 | 455,759 | 423,425 | 391,090 | 358,756 | 326,421 |
| Site 15 | Greenfield 100 | Adjacent to Harlow | 25,000 | 422,500 | 754,552 | 722,174 | 689,795 | 657,417 | 625,039 | 592,660 | 560,282 | 527,904 | 495,526 | 463,147 | 430,769 | 398,391 | 366,012 | 333,634 | 301,256 | 268,877 |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | 25,000 | 422,500 | 793,136 | 760,760 | 728,383 | 696,007 | 663,630 | 631,253 | 598,877 | 566,500 | 534,124 | 501,747 | 469,371 | 436,994 | 404,617 | 372,241 | 339,864 | 307,488 |
| Site 17 | Greenfield 60 | Adjacent to Harlow | 25,000 | 422,500 | 752,116 | 719,559 | 687,002 | 654,444 | 621,887 | 589,329 | 556,772 | 524,215 | 491,657 | 459,100 | 426,543 | 393,985 | 361,428 | 328,870 | 296,313 | 263,756 |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | 25,000 | 422,500 | 644,671 | 616,765 | 588,858 | 560,952 | 533,046 | 505,140 | 477,233 | 449,327 | 421,421 | 393,514 | 365,608 | 337,702 | 309,795 | 281,889 | 253,983 | 226,076 |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | 25,000 | 422,500 | 1,044,475 | 1,011,959 | 979,443 | 946,927 | 914,410 | 881,894 | 849,378 | 816,862 | 784,345 | 751,829 | 719,313 | 686,797 | 654,281 | 621,764 | 589,248 | 556,732 |
| Site 20 | Greenfield 20 | Adjacent to Harlow | 25,000 | 422,500 | 952,977 | 920,867 | 888,757 | 856,648 | 824,538 | 792,428 | 760,319 | 728,209 | 696,099 | 663,989 | 631,880 | 599,770 | 567,660 | 535,551 | 503,441 | 471,331 |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | 25,000 | 422,500 | 816,837 | 789,315 | 761,792 | 734,269 | 706,747 | 679,224 | 651,702 | 624,179 | 596,656 | 569,134 | 541,611 | 514,089 | 486,566 | 459,043 | 431,521 | 403,998 |
| Site 22 | Greenfield 12 | Adjacent to Harlow | 50,000 | 455,000 | 954,161 | 923,327 | 892,493 | 861,659 | 830,825 | 799,991 | 769,157 | 738,323 | 707,489 | 676,655 | 645,821 | 614,987 | 584,153 | 553,319 | 522,485 | 491,651 |
| Site 23 | Greenfield 8 | Adjacent to Harlow | 50,000 | 455,000 | 801,813 | 751,637 | 701,414 | 649,784 | 598,154 | 546,525 | 494,895 | 443,265 | 391,040 | 338,393 | 285,746 | 233,099 | 180,452 | 127,805 | 75,158 | 22,511 |
| Site 24 | East of Harlow (North) | Harlow | 25,000 | 422,500 | -340,450 | -368,811 | -397,171 | -425,531 | -453,892 | -482,252 | -510,612 | -538,973 | -567,333 | -595,840 | -625,994 | -656,148 | -686,301 | -716,455 | -746,609 | -776,762 |
| Site 25 | Latton Priory | Harlow | 25,000 | 422,500 | -190,129 | -205,218 | -220,307 | -235,396 | -250,485 | -265,574 | -280,663 | -295,752 | -310,841 | -326,661 | -342,704 | -358,747 | -374,790 | -390,833 | -406,876 | -422,919 |
| Site 26 | Water Lane (Sumners | Harlow | 25,000 | 422,500 | -402,782 | -433,021 | -463,261 | -493,500 | -523,739 | -553,979 | -584,218 | -614,457 | -645,439 | -677,590 | -709,742 | -741,893 | -774,045 | -806,196 | -838,347 | -870,499 |
| Site 27 | Water Lane (Katherine | Harlow | 317,285 | 1,062,470 | -345,830 | -371,654 | -397,478 | -423,303 | -449,127 | -474,952 | -500,776 | -526,601 | -553,216 | -580,674 | -608,131 | -635,589 | -663,046 | -690,504 | -717,961 | -745,418 |

| | | | EUV Plus 30% | BLV | Residual Value £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | 25,000 | 422,500 | 223,291 | 190,913 | 158,534 | 126,156 | 93,778 | 61,399 | 28,975 | -4,790 | -38,763 | -72,737 | -106,710 | -140,683 | -174,656 | -208,630 | -242,603 |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | 25,000 | 422,500 | 294,087 | 261,752 | 229,418 | 197,084 | 164,749 | 132,415 | 100,080 | 67,644 | 34,208 | 280 | -33,647 | -67,574 | -101,501 | -135,429 | -169,356 |
| Site 15 | Greenfield 100 | Adjacent to Harlow | 25,000 | 422,500 | 238,499 | 204,121 | 171,742 | 139,364 | 106,986 | 74,607 | 41,678 | 7,802 | -26,172 | -60,145 | -94,118 | -128,092 | -162,065 | -196,038 | -230,011 |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | 25,000 | 422,500 | 275,111 | 242,735 | 210,358 | 177,982 | 145,605 | 113,068 | 79,753 | 45,949 | 11,978 | -21,994 | -55,965 | -89,936 | -123,908 | -157,879 | -191,851 |
| Site 17 | Greenfield 60 | Adjacent to Harlow | 25,000 | 422,500 | 231,198 | 198,641 | 166,084 | 133,526 | 100,936 | 67,435 | 33,396 | -765 | -34,926 | -69,087 | -103,249 | -137,410 | -171,571 | -205,732 | -239,893 |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | 25,000 | 422,500 | 198,170 | 170,264 | 142,357 | 114,451 | 86,517 | 57,802 | 28,625 | -636 | -29,937 | -59,218 | -88,499 | -117,780 | -147,061 | -176,342 | -205,623 |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | 25,000 | 422,500 | 524,216 | 491,699 | 459,183 | 426,667 | 394,151 | 361,635 | 328,333 | 294,873 | 261,414 | 227,956 | 194,118 | 160,000 | 125,882 | 91,764 | 57,646 |
| Site 20 | Greenfield 20 | Adjacent to Harlow | 25,000 | 422,500 | 439,221 | 407,112 | 375,002 | 342,892 | 310,783 | 277,874 | 244,833 | 211,793 | 178,654 | 144,962 | 111,271 | 77,579 | 43,888 | 10,196 | -23,495 |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | 25,000 | 422,500 | 376,476 | 348,953 | 321,430 | 293,908 | 266,385 | 238,177 | 209,857 | 181,537 | 153,132 | 124,253 | 95,375 | 66,497 | 37,618 | 8,740 | -20,139 |
| Site 22 | Greenfield 12 | Adjacent to Harlow | 50,000 | 455,000 | 460,587 | 428,860 | 397,132 | 365,404 | 333,676 | 301,949 | 270,004 | 237,651 | 205,298 | 172,945 | 140,592 | 108,239 | 75,886 | 43,533 | 11,180 |
| Site 23 | Greenfield 8 | Adjacent to Harlow | 50,000 | 455,000 | -30,136 | -82,783 | -135,430 | -188,077 | -240,724 | -293,790 | -347,324 | -400,857 | -454,391 | -507,925 | -561,458 | -614,992 | -668,525 | -722,059 | -775,593 |
| Site 24 | East of Harlow (North) | Harlow | 25,000 | 422,500 | -806,916 | -837,070 | -867,223 | -897,377 | -927,531 | -957,684 | -987,838 | -1,017,992 | -1,048,145 | -1,078,299 | -1,108,453 | -1,138,606 | -1,168,760 | -1,198,914 | -1,229,067 |
| Site 25 | Latton Priory | Harlow | 25,000 | 422,500 | -438,962 | -455,005 | -471,048 | -487,091 | -503,134 | -519,177 | -535,220 | -551,263 | -567,307 | -583,350 | -599,393 | -615,436 | -631,479 | -647,522 | -663,565 |
| Site 26 | Water Lane (Sumners | Harlow | 25,000 | 422,500 | -902,650 | -934,802 | -966,953 | -999,105 | -1,031,256 | -1,063,408 | -1,095,559 | -1,127,711 | -1,159,862 | -1,192,014 | -1,224,165 | -1,256,317 | -1,288,468 | -1,320,619 | -1,352,771 |
| Site 27 | Water Lane (Katherine | Harlow | 317,285 | 1,062,470 | -772,876 | -800,333 | -827,791 | -855,248 | -882,706 | -910,163 | -937,620 | -965,078 | -992,535 | -1,019,993 | -1,047,450 | -1,074,908 | -1,102,365 | -1,129,823 | -1,157,280 |

Source: HDH (March 2025)

## Table 10.3d Residual Value v BLV Plus 30%. Rural EFDC (£ per ha)

| | | | EUV Plus 30% | BLV | Residual Value £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 5 | Urban 60 HD | Rural EFDC | 2,000,000 | 3,120,000 | 2,207,153 | 2,156,242 | 2,105,332 | 2,054,421 | 2,003,511 | 1,952,600 | 1,901,689 | 1,850,779 | 1,799,868 | 1,748,957 | 1,698,047 | 1,647,136 | 1,596,225 | 1,545,315 | 1,494,404 | 1,443,493 |
| Site 6 | Urban 60 | Rural EFDC | 2,000,000 | 3,120,000 | 1,316,767 | 1,286,395 | 1,256,022 | 1,225,649 | 1,195,276 | 1,164,903 | 1,134,531 | 1,104,158 | 1,073,785 | 1,043,412 | 1,013,039 | 982,666 | 952,294 | 921,921 | 891,548 | 861,175 |
| Site 7 | Urban 30 HD | Rural EFDC | 2,000,000 | 3,120,000 | 2,102,675 | 2,047,290 | 1,991,906 | 1,936,521 | 1,881,137 | 1,825,752 | 1,770,367 | 1,714,983 | 1,659,598 | 1,604,214 | 1,548,829 | 1,493,444 | 1,438,060 | 1,382,675 | 1,327,291 | 1,271,906 |
| Site 8 | Urban 30 | Rural EFDC | 2,000,000 | 3,120,000 | 1,394,678 | 1,363,683 | 1,332,689 | 1,301,694 | 1,270,699 | 1,239,705 | 1,208,710 | 1,177,716 | 1,146,721 | 1,115,727 | 1,084,732 | 1,053,737 | 1,022,743 | 991,748 | 960,754 | 929,759 |
| Site 9 | Urban 15 HD | Rural EFDC | 2,000,000 | 3,120,000 | 2,227,436 | 2,164,093 | 2,100,750 | 2,037,407 | 1,974,064 | 1,910,720 | 1,847,377 | 1,784,034 | 1,720,691 | 1,657,348 | 1,594,005 | 1,530,662 | 1,467,319 | 1,403,976 | 1,340,633 | 1,277,290 |
| Site 10 | Urban 15 | Rural EFDC | 2,000,000 | 3,120,000 | 1,562,456 | 1,527,780 | 1,493,104 | 1,458,428 | 1,423,751 | 1,389,075 | 1,354,399 | 1,319,722 | 1,285,046 | 1,250,370 | 1,215,694 | 1,181,017 | 1,146,341 | 1,111,665 | 1,076,989 | 1,042,312 |
| Site 11 | Urban 9 HD | Rural EFDC | 2,000,000 | 3,120,000 | -19,272 | -84,055 | -148,838 | -213,621 | -278,404 | -343,187 | -408,006 | -473,870 | -539,734 | -605,598 | -671,462 | -737,327 | -803,191 | -869,055 | -934,919 | -1,000,783 |
| Site 12 | Urban 9 | Rural EFDC | 2,000,000 | 3,120,000 | 1,682,908 | 1,622,904 | 1,562,899 | 1,502,895 | 1,442,890 | 1,382,886 | 1,322,881 | 1,262,877 | 1,202,872 | 1,142,868 | 1,082,863 | 1,022,859 | 962,854 | 902,850 | 842,845 | 782,841 |
| Site 13 | Large Greenfield 200 | Rural EFDC | 25,000 | 422,500 | 1,536,320 | 1,503,941 | 1,471,563 | 1,439,185 | 1,406,806 | 1,374,428 | 1,342,050 | 1,309,671 | 1,277,293 | 1,244,915 | 1,212,536 | 1,180,158 | 1,147,780 | 1,115,402 | 1,083,023 | 1,050,645 |
| Site 14 | Greenfield 100 HD | Rural EFDC | 25,000 | 422,500 | 1,674,095 | 1,641,761 | 1,609,426 | 1,577,092 | 1,544,757 | 1,512,423 | 1,480,088 | 1,447,754 | 1,415,420 | 1,383,085 | 1,350,751 | 1,318,416 | 1,286,082 | 1,253,747 | 1,221,413 | 1,189,079 |
| Site 15 | Greenfield 100 | Rural EFDC | 25,000 | 422,500 | 1,595,801 | 1,563,422 | 1,531,044 | 1,498,666 | 1,466,288 | 1,433,909 | 1,401,531 | 1,369,153 | 1,336,774 | 1,304,396 | 1,272,018 | 1,239,639 | 1,207,261 | 1,174,883 | 1,142,504 | 1,110,126 |
| Site 16 | Greenfield 60 HD | Rural EFDC | 25,000 | 422,500 | 1,662,572 | 1,630,195 | 1,597,819 | 1,565,442 | 1,533,065 | 1,500,689 | 1,468,312 | 1,435,936 | 1,403,559 | 1,371,183 | 1,338,806 | 1,306,430 | 1,274,053 | 1,241,676 | 1,209,300 | 1,176,923 |
| Site 17 | Greenfield 60 | Rural EFDC | 25,000 | 422,500 | 1,604,153 | 1,571,595 | 1,539,038 | 1,506,480 | 1,473,923 | 1,441,366 | 1,408,808 | 1,376,251 | 1,343,694 | 1,311,136 | 1,278,579 | 1,246,021 | 1,213,464 | 1,180,907 | 1,148,349 | 1,115,792 |
| Site 18 | Greenfield 60 LD | Rural EFDC | 25,000 | 422,500 | 1,374,988 | 1,347,082 | 1,319,175 | 1,291,269 | 1,263,363 | 1,235,456 | 1,207,550 | 1,179,644 | 1,151,737 | 1,123,831 | 1,095,925 | 1,068,018 | 1,040,112 | 1,012,206 | 984,299 | 956,393 |
| Site 19 | Greenfield 20 HD | Rural EFDC | 25,000 | 422,500 | 1,940,008 | 1,907,492 | 1,874,976 | 1,842,459 | 1,809,943 | 1,777,427 | 1,744,911 | 1,712,394 | 1,679,878 | 1,647,362 | 1,614,846 | 1,582,330 | 1,549,813 | 1,517,297 | 1,484,781 | 1,452,265 |
| Site 20 | Greenfield 20 | Rural EFDC | 25,000 | 422,500 | 1,815,941 | 1,783,831 | 1,751,721 | 1,719,612 | 1,687,502 | 1,655,392 | 1,623,283 | 1,591,173 | 1,559,063 | 1,526,953 | 1,494,844 | 1,462,734 | 1,430,624 | 1,398,515 | 1,366,405 | 1,334,295 |
| Site 21 | Greenfield 20 LD | Rural EFDC | 25,000 | 422,500 | 1,556,521 | 1,528,998 | 1,501,476 | 1,473,953 | 1,446,430 | 1,418,908 | 1,391,385 | 1,363,862 | 1,336,340 | 1,308,817 | 1,281,295 | 1,253,772 | 1,226,249 | 1,198,727 | 1,171,204 | 1,143,682 |
| Site 22 | Greenfield 12 | Rural EFDC | 50,000 | 455,000 | 1,782,400 | 1,751,566 | 1,720,732 | 1,689,898 | 1,659,064 | 1,628,230 | 1,597,396 | 1,566,562 | 1,535,728 | 1,504,894 | 1,474,060 | 1,443,226 | 1,412,392 | 1,381,558 | 1,350,724 | 1,319,890 |
| Site 23 | Greenfield 8 | Rural EFDC | 50,000 | 455,000 | 1,689,452 | 1,639,277 | 1,589,101 | 1,538,926 | 1,488,751 | 1,438,575 | 1,388,400 | 1,338,225 | 1,288,049 | 1,237,874 | 1,187,699 | 1,137,523 | 1,087,348 | 1,037,173 | 986,997 | 936,822 |
| Site 29 | North Weald Bassett | Rural EFDC | 25,000 | 422,500 | 900,898 | 871,610 | 842,322 | 813,034 | 783,746 | 754,458 | 725,170 | 695,882 | 666,594 | 637,306 | 608,018 | 578,730 | 549,442 | 520,154 | 490,866 | 461,578 |

| | | | EUV Plus 30% | BLV | Residual Value £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 5 | Urban 60 HD | Rural EFDC | 2,000,000 | 3,120,000 | 1,392,583 | 1,341,672 | 1,290,761 | 1,239,851 | 1,188,940 | 1,138,030 | 1,087,119 | 1,036,208 | 985,298 | 934,387 | 883,476 | 832,566 | 781,655 | 730,744 | 679,834 |
| Site 6 | Urban 60 | Rural EFDC | 2,000,000 | 3,120,000 | 830,802 | 800,429 | 770,057 | 739,684 | 709,311 | 678,938 | 648,565 | 618,192 | 587,820 | 557,447 | 527,074 | 496,701 | 466,328 | 435,955 | 405,583 |
| Site 7 | Urban 30 HD | Rural EFDC | 2,000,000 | 3,120,000 | 1,216,521 | 1,161,137 | 1,105,752 | 1,050,368 | 994,983 | 939,598 | 884,214 | 828,829 | 773,445 | 718,060 | 662,675 | 607,291 | 551,906 | 496,522 | 441,137 |
| Site 8 | Urban 30 | Rural EFDC | 2,000,000 | 3,120,000 | 898,764 | 867,770 | 836,775 | 805,781 | 774,786 | 743,791 | 712,797 | 681,802 | 650,808 | 619,813 | 588,819 | 557,824 | 526,829 | 495,835 | 464,840 |
| Site 9 | Urban 15 HD | Rural EFDC | 2,000,000 | 3,120,000 | 1,213,947 | 1,150,603 | 1,087,260 | 1,023,917 | 960,574 | 897,231 | 833,888 | 769,691 | 704,512 | 639,333 | 574,154 | 508,975 | 443,082 | 376,619 | 310,155 |
| Site 10 | Urban 15 | Rural EFDC | 2,000,000 | 3,120,000 | 1,007,636 | 972,960 | 938,283 | 903,607 | 868,931 | 834,255 | 799,578 | 764,902 | 730,226 | 695,550 | 660,873 | 626,197 | 591,521 | 556,844 | 522,168 |
| Site 11 | Urban 9 HD | Rural EFDC | 2,000,000 | 3,120,000 | -1,066,847 | -1,132,512 | -1,198,376 | -1,264,240 | -1,330,104 | -1,395,968 | -1,461,832 | -1,527,697 | -1,593,561 | -1,659,425 | -1,725,289 | -1,791,153 | -1,857,018 | -1,922,882 | -1,988,746 |
| Site 12 | Urban 9 | Rural EFDC | 2,000,000 | 3,120,000 | 721,244 | 659,500 | 597,756 | 536,013 | 474,269 | 411,458 | 348,498 | 285,538 | 222,577 | 159,617 | 96,656 | 33,696 | -29,264 | -92,225 | -155,185 |
| Site 13 | Large Greenfield 200 | Rural EFDC | 25,000 | 422,500 | 1,018,267 | 985,888 | 953,510 | 921,132 | 888,753 | 856,375 | 823,997 | 791,618 | 759,240 | 726,862 | 694,484 | 662,105 | 629,727 | 597,349 | 564,970 |
| Site 14 | Greenfield 100 HD | Rural EFDC | 25,000 | 422,500 | 1,156,744 | 1,124,410 | 1,092,075 | 1,059,741 | 1,027,406 | 995,072 | 962,738 | 930,403 | 898,069 | 865,734 | 833,400 | 801,065 | 768,731 | 736,397 | 704,062 |
| Site 15 | Greenfield 100 | Rural EFDC | 25,000 | 422,500 | 1,077,748 | 1,045,370 | 1,012,991 | 980,613 | 948,235 | 915,856 | 883,478 | 851,100 | 818,721 | 786,343 | 753,965 | 721,586 | 689,208 | 656,830 | 624,452 |
| Site 16 | Greenfield 60 HD | Rural EFDC | 25,000 | 422,500 | 1,144,547 | 1,112,170 | 1,079,794 | 1,047,417 | 1,015,040 | 982,664 | 950,287 | 917,911 | 885,534 | 853,158 | 820,781 | 788,404 | 756,028 | 723,651 | 691,275 |
| Site 17 | Greenfield 60 | Rural EFDC | 25,000 | 422,500 | 1,083,235 | 1,050,677 | 1,018,120 | 985,562 | 953,005 | 920,448 | 887,890 | 855,333 | 822,776 | 790,218 | 757,661 | 725,103 | 692,546 | 659,989 | 627,431 |
| Site 18 | Greenfield 60 LD | Rural EFDC | 25,000 | 422,500 | 928,487 | 900,580 | 872,674 | 844,768 | 816,861 | 788,955 | 761,049 | 733,142 | 705,236 | 677,330 | 649,424 | 621,517 | 593,611 | 565,705 | 537,798 |
| Site 19 | Greenfield 20 HD | Rural EFDC | 25,000 | 422,500 | 1,419,748 | 1,387,232 | 1,354,716 | 1,322,200 | 1,289,684 | 1,257,167 | 1,224,651 | 1,192,135 | 1,159,619 | 1,127,102 | 1,094,586 | 1,062,070 | 1,029,554 | 997,038 | 964,521 |
| Site 20 | Greenfield 20 | Rural EFDC | 25,000 | 422,500 | 1,302,185 | 1,270,076 | 1,237,966 | 1,205,856 | 1,173,747 | 1,141,637 | 1,109,527 | 1,077,418 | 1,045,308 | 1,013,198 | 981,088 | 948,979 | 916,869 | 884,759 | 852,650 |
| Site 21 | Greenfield 20 LD | Rural EFDC | 25,000 | 422,500 | 1,116,159 | 1,088,636 | 1,061,114 | 1,033,591 | 1,006,069 | 978,546 | 951,023 | 923,501 | 895,978 | 868,455 | 840,933 | 813,410 | 785,888 | 758,365 | 730,842 |
| Site 22 | Greenfield 12 | Rural EFDC | 50,000 | 455,000 | 1,289,056 | 1,258,222 | 1,227,388 | 1,196,554 | 1,165,720 | 1,134,886 | 1,104,052 | 1,073,218 | 1,042,384 | 1,011,550 | 980,716 | 949,882 | 919,048 | 888,214 | 857,380 |
| Site 23 | Greenfield 8 | Rural EFDC | 50,000 | 455,000 | 886,847 | 836,471 | 786,096 | 736,121 | 685,448 | 633,818 | 582,188 | 530,559 | 478,929 | 427,299 | 374,759 | 322,112 | 269,465 | 216,818 | 164,171 |
| Site 29 | North Weald Bassett | Rural EFDC | 25,000 | 422,500 | 432,290 | 403,002 | 373,714 | 344,426 | 315,138 | 285,850 | 256,562 | 227,274 | 197,986 | 168,698 | 139,410 | 110,122 | 80,834 | 51,546 | 22,258 |

Source: HDH (March 2025)

10.31 This analysis shows that, across all the typologies and Strategic Sites, the Residual Value exceeds BLV +30% for rates of CIL as follows:

**Table 10.4 Maximum Rates of CIL – based on Residual Value v Benchmark Land Value**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £600 | £600 | £180 | £600 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £600 | | |
| North Weald Bassett MPA | | | | £320 |
| Waltham Abbey North MPA | | £600 | | |

Source: HDH (March 2025)

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

10.32 To further inform the CIL rate setting process, CIL has been calculated as a proportion of the Residual Value and the Gross Development Value.

10.33 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out earlier in this report, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination[184]. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL saying:

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

[184] 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

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

## Table 10.5a CIL as a Proportion of Residual Value. South West EFDC

| | | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | South West EFDC | 0% | 6% | 12% | 19% | 27% | 36% | 47% | 59% | 74% | 92% | 114% | 141% | 177% | 226% | 295% | 402% |
| Site 2 | Flats 100 PRS HD | South West EFDC | 0% | -8% | -14% | -20% | -25% | -29% | -33% | -36% | -39% | -42% | -44% | -46% | -48% | -50% | -52% | -54% |
| Site 3 | Flats 40 HD | South West EFDC | 0% | 12% | 28% | 49% | 79% | 124% | 201% | 365% | 939% | -4214% | -782% | -469% | -352% | -291% | -253% | -227% |
| Site 4 | Flats 40 PRS HD | South West EFDC | 0% | -4% | -8% | -12% | -15% | -18% | -21% | -23% | -26% | -28% | -30% | -32% | -34% | -36% | -37% | -39% |
| Site 5 | Urban 60 HD | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 15% | 16% | 18% | 20% | 22% | 24% |
| Site 6 | Urban 60 | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 15% | 16% | 18% | 20% | 22% | 24% |
| Site 7 | Urban 30 HD | South West EFDC | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 11% | 12% | 14% | 16% | 18% | 20% | 22% | 24% | 26% |
| Site 8 | Urban 30 | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 14% | 16% | 18% | 19% | 21% | 23% |
| Site 9 | Urban 15 HD | South West EFDC | 0% | 1% | 3% | 5% | 6% | 8% | 10% | 11% | 13% | 15% | 17% | 19% | 21% | 23% | 26% | 28% |
| Site 10 | Urban 15 | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 14% | 16% | 18% | 19% | 21% | 23% |
| Site 11 | Urban 9 HD | South West EFDC | 0% | 5% | 11% | 18% | 25% | 33% | 43% | 54% | 68% | 83% | 103% | 127% | 158% | 199% | 256% | 341% |
| Site 12 | Urban 9 | South West EFDC | 0% | 2% | 4% | 6% | 8% | 11% | 13% | 16% | 19% | 21% | 24% | 28% | 31% | 34% | 38% | 42% |
| Site 13 | Large Greenfield 200 | South West EFDC | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 10% | 12% | 14% | 15% | 17% | 19% | 21% | 23% | 25% |
| Site 14 | Greenfield 100 HD | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 9% | 11% | 12% | 14% | 16% | 17% | 19% | 21% | 23% |
| Site 15 | Greenfield 100 | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 15% | 16% | 18% | 20% | 22% | 24% |
| Site 16 | Greenfield 60 HD | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 9% | 11% | 12% | 14% | 16% | 17% | 19% | 21% | 23% |
| Site 17 | Greenfield 60 | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 15% | 16% | 18% | 20% | 22% | 24% |
| Site 18 | Greenfield 60 LD | South West EFDC | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 15% | 16% | 18% | 20% | 22% | 24% |
| Site 19 | Greenfield 20 HD | South West EFDC | 0% | 1% | 2% | 3% | 5% | 6% | 7% | 8% | 10% | 11% | 12% | 14% | 15% | 17% | 18% | 20% |
| Site 20 | Greenfield 20 | South West EFDC | 0% | 1% | 2% | 4% | 5% | 6% | 7% | 9% | 10% | 12% | 13% | 15% | 16% | 18% | 19% | 21% |
| Site 21 | Greenfield 20 LD | South West EFDC | 0% | 1% | 2% | 4% | 5% | 6% | 7% | 9% | 10% | 11% | 13% | 15% | 16% | 18% | 19% | 21% |
| Site 22 | Greenfield 12 | South West EFDC | 0% | 1% | 2% | 4% | 5% | 6% | 7% | 9% | 10% | 11% | 13% | 14% | 16% | 17% | 19% | 21% |
| Site 23 | Greenfield 8 | South West EFDC | 0% | 2% | 4% | 6% | 8% | 10% | 13% | 15% | 18% | 20% | 23% | 26% | 29% | 32% | 35% | 39% |
| | | | | £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
| Site 1 | Flats 100 HD | South West EFDC | | 590% | 1019% | 2975% | -4130% | -1311% | -811% | -602% | -487% | -415% | -365% | -328% | -301% | -279% | -261% | -246% |
| Site 2 | Flats 100 PRS HD | South West EFDC | | -55% | -56% | -58% | -59% | -60% | -61% | -62% | -63% | -64% | -64% | -65% | -66% | -67% | -67% | -68% |
| Site 3 | Flats 40 HD | South West EFDC | | -209% | -195% | -184% | -175% | -168% | -162% | -156% | -152% | -148% | -144% | -141% | -139% | -136% | -134% | -132% |
| Site 4 | Flats 40 PRS HD | South West EFDC | | -40% | -42% | -43% | -44% | -45% | -46% | -48% | -49% | -50% | -50% | -51% | -52% | -53% | -54% | -55% |
| Site 5 | Urban 60 HD | South West EFDC | | 26% | 28% | 30% | 32% | 34% | 37% | 39% | 42% | 44% | 47% | 50% | 53% | 56% | 59% | 62% |
| Site 6 | Urban 60 | South West EFDC | | 26% | 28% | 30% | 32% | 34% | 37% | 39% | 42% | 44% | 47% | 50% | 53% | 56% | 59% | 62% |
| Site 7 | Urban 30 HD | South West EFDC | | 28% | 31% | 33% | 36% | 38% | 41% | 44% | 47% | 50% | 53% | 56% | 60% | 63% | 67% | 71% |
| Site 8 | Urban 30 | South West EFDC | | 25% | 27% | 29% | 31% | 33% | 35% | 38% | 40% | 43% | 45% | 48% | 51% | 54% | 57% | 60% |
| Site 9 | Urban 15 HD | South West EFDC | | 30% | 33% | 36% | 38% | 41% | 44% | 47% | 51% | 54% | 58% | 61% | 65% | 69% | 74% | 78% |
| Site 10 | Urban 15 | South West EFDC | | 25% | 27% | 29% | 31% | 33% | 36% | 38% | 40% | 43% | 46% | 48% | 51% | 54% | 57% | 60% |
| Site 11 | Urban 9 HD | South West EFDC | | 480% | 749% | 1494% | 13626% | -2161% | -1055% | -720% | -558% | -463% | -400% | -355% | -322% | -295% | -275% | -258% |
| Site 12 | Urban 9 | South West EFDC | | 46% | 50% | 55% | 60% | 65% | 70% | 76% | 83% | 90% | 97% | 105% | 114% | 123% | 134% | 145% |
| Site 13 | Large Greenfield 200 | South West EFDC | | 27% | 29% | 32% | 34% | 36% | 39% | 42% | 44% | 47% | 50% | 53% | 56% | 60% | 63% | 67% |
| Site 14 | Greenfield 100 HD | South West EFDC | | 24% | 26% | 28% | 30% | 32% | 35% | 37% | 39% | 42% | 44% | 47% | 49% | 52% | 55% | 58% |
| Site 15 | Greenfield 100 | South West EFDC | | 26% | 28% | 30% | 32% | 34% | 37% | 39% | 42% | 44% | 47% | 50% | 53% | 56% | 59% | 62% |
| Site 16 | Greenfield 60 HD | South West EFDC | | 24% | 26% | 28% | 30% | 33% | 35% | 37% | 39% | 42% | 44% | 47% | 50% | 52% | 55% | 58% |
| Site 17 | Greenfield 60 | South West EFDC | | 26% | 28% | 30% | 32% | 34% | 36% | 39% | 41% | 44% | 47% | 49% | 52% | 55% | 58% | 62% |
| Site 18 | Greenfield 60 LD | South West EFDC | | 26% | 28% | 30% | 32% | 34% | 36% | 39% | 41% | 44% | 47% | 49% | 52% | 55% | 58% | 62% |
| Site 19 | Greenfield 20 HD | South West EFDC | | 21% | 23% | 25% | 27% | 28% | 30% | 32% | 34% | 36% | 38% | 40% | 43% | 45% | 47% | 50% |
| Site 20 | Greenfield 20 | South West EFDC | | 23% | 24% | 26% | 28% | 30% | 32% | 34% | 36% | 38% | 41% | 43% | 45% | 48% | 50% | 53% |
| Site 21 | Greenfield 20 LD | South West EFDC | | 23% | 24% | 26% | 28% | 30% | 32% | 34% | 36% | 38% | 41% | 43% | 45% | 48% | 50% | 53% |
| Site 22 | Greenfield 12 | South West EFDC | | 22% | 24% | 26% | 28% | 29% | 31% | 33% | 35% | 38% | 40% | 42% | 44% | 47% | 49% | 52% |
| Site 23 | Greenfield 8 | South West EFDC | | 43% | 47% | 51% | 55% | 60% | 65% | 70% | 75% | 81% | 88% | 94% | 102% | 110% | 118% | 127% |

Source: HDH (March 2025)

## Table 10.5b CIL as a Proportion of Residual Value. Epping / Waltham Abbey and Adjacent

| | | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Epping / Waltham A | 0% | 6% | 12% | 19% | 27% | 36% | 47% | 59% | 74% | 92% | 114% | 141% | 177% | 226% | 295% | 402% |
| Site 2 | Flats 100 PRS HD | Epping / Waltham A | 0% | -8% | -14% | -20% | -25% | -29% | -33% | -36% | -39% | -42% | -44% | -46% | -48% | -50% | -52% | -54% |
| Site 3 | Flats 40 HD | Epping / Waltham A | 0% | 12% | 28% | 49% | 79% | 124% | 201% | 365% | 939% | -4214% | -782% | -469% | -352% | -291% | -253% | -227% |
| Site 4 | Flats 40 PRS HD | Epping / Waltham A | 0% | -4% | -8% | -12% | -15% | -18% | -21% | -23% | -26% | -28% | -30% | -32% | -34% | -36% | -37% | -39% |
| Site 5 | Urban 60 HD | Epping / Waltham A | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 15% | 16% | 18% | 20% | 22% | 24% |
| Site 6 | Urban 60 | Epping / Waltham A | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 15% | 16% | 18% | 20% | 22% | 24% |
| Site 7 | Urban 30 HD | Epping / Waltham A | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 11% | 12% | 14% | 16% | 18% | 20% | 22% | 24% | 26% |
| Site 8 | Urban 30 | Epping / Waltham A | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 14% | 16% | 18% | 19% | 21% | 23% |
| Site 9 | Urban 15 HD | Epping / Waltham A | 0% | 1% | 3% | 5% | 6% | 8% | 10% | 11% | 13% | 15% | 17% | 19% | 21% | 23% | 26% | 28% |
| Site 10 | Urban 15 | Epping / Waltham A | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 14% | 16% | 18% | 19% | 21% | 23% |
| Site 11 | Urban 9 HD | Epping / Waltham A | 0% | 5% | 11% | 18% | 25% | 33% | 43% | 54% | 68% | 83% | 103% | 127% | 158% | 199% | 256% | 341% |
| Site 12 | Urban 9 | Epping / Waltham A | 0% | 2% | 4% | 6% | 8% | 11% | 13% | 16% | 19% | 21% | 24% | 28% | 31% | 34% | 38% | 42% |
| Site 13 | Large Greenfield 200 | Epping / Waltham A | 0% | 1% | 3% | 5% | 6% | 8% | 9% | 11% | 13% | 15% | 17% | 19% | 21% | 23% | 25% | 28% |
| Site 14 | Greenfield 100 HD | Epping / Waltham A | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 10% | 12% | 14% | 15% | 17% | 19% | 21% | 23% | 25% |
| Site 15 | Greenfield 100 | Epping / Waltham A | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 11% | 12% | 14% | 16% | 18% | 20% | 22% | 24% | 26% |
| Site 16 | Greenfield 60 HD | Epping / Waltham A | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 10% | 12% | 14% | 15% | 17% | 19% | 21% | 23% | 25% |
| Site 17 | Greenfield 60 | Epping / Waltham A | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 11% | 12% | 14% | 16% | 18% | 20% | 22% | 24% | 26% |
| Site 18 | Greenfield 60 LD | Epping / Waltham A | 0% | 1% | 3% | 4% | 6% | 7% | 9% | 11% | 12% | 14% | 16% | 18% | 20% | 22% | 24% | 26% |
| Site 19 | Greenfield 20 HD | Epping / Waltham A | 0% | 1% | 2% | 4% | 5% | 6% | 8% | 9% | 10% | 12% | 13% | 15% | 17% | 18% | 20% | 22% |
| Site 20 | Greenfield 20 | Epping / Waltham A | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 14% | 16% | 17% | 19% | 21% | 23% |
| Site 21 | Greenfield 20 LD | Epping / Waltham A | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 10% | 11% | 13% | 14% | 16% | 17% | 19% | 21% | 23% |
| Site 22 | Greenfield 12 | Epping / Waltham A | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 9% | 11% | 12% | 14% | 16% | 17% | 19% | 21% | 22% |
| Site 23 | Greenfield 8 | Epping / Waltham A | 0% | 2% | 4% | 6% | 9% | 11% | 14% | 16% | 19% | 22% | 25% | 29% | 32% | 36% | 39% | 43% |
| Site 28 | South Epping MPA | Epping | 0% | 2% | 4% | 5% | 7% | 9% | 11% | 14% | 16% | 18% | 21% | 23% | 26% | 29% | 31% | 34% |
| Site 30 | Waltham Abbey North | Waltham Abbey | 0% | 2% | 4% | 6% | 8% | 10% | 12% | 14% | 17% | 19% | 22% | 25% | 28% | 30% | 34% | 37% |
| | | | | **£320** | **£340** | **£360** | **£380** | **£400** | **£420** | **£440** | **£460** | **£480** | **£500** | **£520** | **£540** | **£560** | **£580** | **£600** |
| Site 1 | Flats 100 HD | Epping / Waltham Abbey and Ad | | 590% | 1019% | 2975% | -4130% | -1311% | -811% | -602% | -487% | -415% | -365% | -328% | -301% | -279% | -261% | -246% |
| Site 2 | Flats 100 PRS HD | Epping / Waltham Abbey and Ad | | -55% | -56% | -58% | -59% | -60% | -61% | -62% | -63% | -64% | -64% | -65% | -66% | -67% | -67% | -68% |
| Site 3 | Flats 40 HD | Epping / Waltham Abbey and Ad | | -209% | -195% | -184% | -175% | -168% | -162% | -156% | -152% | -148% | -144% | -141% | -139% | -136% | -134% | -132% |
| Site 4 | Flats 40 PRS HD | Epping / Waltham Abbey and Ad | | -40% | -42% | -43% | -44% | -45% | -46% | -48% | -49% | -50% | -50% | -51% | -52% | -53% | -54% | -55% |
| Site 5 | Urban 60 HD | Epping / Waltham Abbey and Ad | | 26% | 28% | 30% | 32% | 34% | 37% | 39% | 42% | 44% | 47% | 50% | 53% | 56% | 59% | 62% |
| Site 6 | Urban 60 | Epping / Waltham Abbey and Ad | | 26% | 28% | 30% | 32% | 34% | 37% | 39% | 42% | 44% | 47% | 50% | 53% | 56% | 59% | 62% |
| Site 7 | Urban 30 HD | Epping / Waltham Abbey and Ad | | 28% | 31% | 33% | 36% | 38% | 41% | 44% | 47% | 50% | 53% | 56% | 60% | 63% | 67% | 71% |
| Site 8 | Urban 30 | Epping / Waltham Abbey and Ad | | 25% | 27% | 29% | 31% | 33% | 35% | 38% | 40% | 43% | 45% | 48% | 51% | 54% | 57% | 60% |
| Site 9 | Urban 15 HD | Epping / Waltham Abbey and Ad | | 30% | 33% | 36% | 38% | 41% | 44% | 47% | 51% | 54% | 58% | 61% | 65% | 69% | 74% | 78% |
| Site 10 | Urban 15 | Epping / Waltham Abbey and Ad | | 25% | 27% | 29% | 31% | 33% | 36% | 38% | 40% | 43% | 46% | 48% | 51% | 54% | 57% | 60% |
| Site 11 | Urban 9 HD | Epping / Waltham Abbey and Ad | | 480% | 749% | 1494% | 13626% | -2161% | -1055% | -720% | -558% | -463% | -400% | -355% | -322% | -295% | -275% | -258% |
| Site 12 | Urban 9 | Epping / Waltham Abbey and Ad | | 46% | 50% | 55% | 60% | 65% | 70% | 76% | 83% | 90% | 97% | 105% | 114% | 123% | 134% | 145% |
| Site 13 | Large Greenfield 200 | Epping / Waltham Abbey and Ad | | 30% | 32% | 35% | 38% | 40% | 43% | 46% | 50% | 53% | 56% | 60% | 64% | 68% | 72% | 76% |
| Site 14 | Greenfield 100 HD | Epping / Waltham Abbey and Ad | | 27% | 29% | 31% | 34% | 36% | 38% | 41% | 44% | 46% | 49% | 52% | 55% | 59% | 62% | 66% |
| Site 15 | Greenfield 100 | Epping / Waltham Abbey and Ad | | 28% | 31% | 33% | 35% | 38% | 41% | 44% | 46% | 49% | 53% | 56% | 59% | 63% | 67% | 70% |
| Site 16 | Greenfield 60 HD | Epping / Waltham Abbey and Ad | | 27% | 29% | 31% | 34% | 36% | 39% | 41% | 44% | 47% | 50% | 53% | 56% | 59% | 62% | 66% |
| Site 17 | Greenfield 60 | Epping / Waltham Abbey and Ad | | 28% | 31% | 33% | 35% | 38% | 41% | 43% | 46% | 49% | 52% | 56% | 59% | 63% | 66% | 70% |
| Site 18 | Greenfield 60 LD | Epping / Waltham Abbey and Ad | | 28% | 31% | 33% | 35% | 38% | 41% | 43% | 46% | 49% | 52% | 56% | 59% | 63% | 66% | 70% |
| Site 19 | Greenfield 20 HD | Epping / Waltham Abbey and Ad | | 23% | 25% | 27% | 29% | 31% | 33% | 35% | 38% | 40% | 42% | 45% | 47% | 50% | 52% | 55% |
| Site 20 | Greenfield 20 | Epping / Waltham Abbey and Ad | | 25% | 27% | 29% | 31% | 33% | 35% | 38% | 40% | 42% | 45% | 48% | 50% | 53% | 56% | 59% |
| Site 21 | Greenfield 20 LD | Epping / Waltham Abbey and Ad | | 25% | 27% | 29% | 31% | 33% | 35% | 38% | 40% | 42% | 45% | 48% | 50% | 53% | 56% | 59% |
| Site 22 | Greenfield 12 | Epping / Waltham Abbey and Ad | | 24% | 26% | 28% | 30% | 32% | 35% | 37% | 39% | 41% | 44% | 47% | 49% | 52% | 55% | 58% |
| Site 23 | Greenfield 8 | Epping / Waltham Abbey and Ad | | 48% | 52% | 57% | 62% | 68% | 74% | 80% | 87% | 94% | 102% | 110% | 120% | 130% | 141% | 153% |
| Site 28 | South Epping MPA | Epping | | 38% | 41% | 44% | 48% | 52% | 56% | 60% | 64% | 69% | 74% | 79% | 85% | 91% | 97% | 104% |
| Site 30 | Waltham Abbey North | Waltham Abbey | | 40% | 44% | 48% | 52% | 56% | 60% | 65% | 70% | 75% | 81% | 87% | 93% | 100% | 107% | 115% |

Source: HDH (March 2025)

## Table 10.5c CIL as a Proportion of Residual Value. Harlow

| | | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | 0% | 6% | 10% | 15% | 21% | 28% | 36% | 44% | 54% | 65% | 78% | 93% | 110% | 132% | 158% | 191% |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | 0% | 4% | 9% | 14% | 19% | 25% | 32% | 39% | 47% | 56% | 66% | 78% | 92% | 108% | 127% | 149% |
| Site 15 | Greenfield 100 | Adjacent to Harlow | 0% | 4% | 9% | 15% | 21% | 27% | 35% | 43% | 52% | 63% | 75% | 90% | 107% | 127% | 151% | 181% |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | 0% | 4% | 9% | 14% | 20% | 26% | 33% | 40% | 49% | 58% | 69% | 82% | 96% | 113% | 134% | 158% |
| Site 17 | Greenfield 60 | Adjacent to Harlow | 0% | 5% | 10% | 15% | 21% | 28% | 35% | 44% | 53% | 64% | 77% | 91% | 108% | 129% | 154% | 186% |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | 0% | 5% | 10% | 15% | 21% | 28% | 35% | 44% | 53% | 64% | 77% | 91% | 108% | 129% | 154% | 186% |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | 0% | 3% | 7% | 10% | 14% | 18% | 23% | 28% | 33% | 39% | 45% | 52% | 60% | 68% | 78% | 88% |
| Site 20 | Greenfield 20 | Adjacent to Harlow | 0% | 3% | 7% | 11% | 16% | 20% | 25% | 31% | 37% | 44% | 51% | 59% | 68% | 78% | 90% | 103% |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | 0% | 3% | 7% | 11% | 16% | 20% | 25% | 31% | 37% | 44% | 51% | 59% | 68% | 78% | 90% | 103% |
| Site 22 | Greenfield 12 | Adjacent to Harlow | 0% | 3% | 7% | 11% | 15% | 19% | 24% | 29% | 35% | 41% | 48% | 55% | 64% | 73% | 83% | 94% |
| Site 23 | Greenfield 8 | Adjacent to Harlow | 0% | 7% | 14% | 23% | 34% | 46% | 61% | 80% | 103% | 134% | 176% | 238% | 335% | 512% | 938% | 3355% |
| Site 24 | East of Harlow (North) | Harlow | 0% | -8% | -14% | -20% | -25% | -29% | -33% | -36% | -39% | -42% | -44% | -47% | -49% | -50% | -52% | -54% |
| Site 25 | Latton Priory | Harlow | 0% | -7% | -13% | -19% | -24% | -28% | -32% | -35% | -38% | -41% | -43% | -45% | -47% | -49% | -51% | -53% |
| Site 26 | Water Lane /Sumners | Harlow | 0% | -7% | -13% | -18% | -23% | -27% | -30% | -34% | -37% | -39% | -42% | -44% | -46% | -48% | -50% | -51% |
| Site 27 | Water Lane (Katherine | Harlow | 0% | -7% | -13% | -18% | -23% | -27% | -30% | -34% | -37% | -39% | -42% | -44% | -46% | -48% | -49% | -51% |
| | | | **£320** | **£340** | **£360** | **£380** | **£400** | **£420** | **£440** | **£460** | **£480** | **£500** | **£520** | **£540** | **£560** | **£580** | **£600** | |
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | 233% | 289% | 369% | 489% | 693% | 1111% | 2467% | -15599% | -2011% | -1117% | -792% | -623% | -521% | -452% | -402% | |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | 177% | 211% | 255% | 313% | 394% | 515% | 713% | 1103% | 2276% | 289325% | -2507% | -1296% | -895% | -695% | -575% | |
| Site 15 | Greenfield 100 | Adjacent to Harlow | 220% | 271% | 340% | 443% | 607% | 914% | 1715% | 9577% | -2979% | -1350% | -897% | -685% | -561% | -481% | -424% | |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | 189% | 228% | 278% | 347% | 446% | 603% | 896% | 1626% | 6509% | -3693% | -1509% | -975% | -734% | -597% | -508% | |
| Site 17 | Greenfield 60 | Adjacent to Harlow | 226% | 280% | 354% | 465% | 647% | 1017% | 2152% | -98204% | -2245% | -1182% | -823% | -642% | -533% | -460% | -409% | |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | 226% | 280% | 354% | 465% | 647% | 1017% | 2152% | -98204% | -2245% | -1182% | -823% | -642% | -533% | -460% | -409% | |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | 100% | 113% | 128% | 145% | 166% | 189% | 219% | 254% | 300% | 368% | 437% | 551% | 726% | 1031% | 1698% | |
| Site 20 | Greenfield 20 | Adjacent to Harlow | 117% | 135% | 155% | 179% | 207% | 243% | 289% | 350% | 433% | 556% | 753% | 1121% | 2055% | 9163% | -4114% | |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | 117% | 135% | 155% | 179% | 207% | 243% | 289% | 350% | 433% | 556% | 753% | 1121% | 2055% | 9163% | -4114% | |
| Site 22 | Greenfield 12 | Adjacent to Harlow | 107% | 123% | 140% | 161% | 185% | 215% | 252% | 299% | 362% | 447% | 572% | 772% | 1142% | 2061% | 8301% | |
| Site 23 | Greenfield 8 | Adjacent to Harlow | -267% | -1034% | -669% | -509% | -418% | -360% | -319% | -289% | -266% | -248% | -233% | -221% | -211% | -202% | -195% | |
| Site 24 | East of Harlow (North) | Harlow | -55% | -57% | -58% | -59% | -60% | -61% | -62% | -63% | -64% | -65% | -65% | -66% | -67% | -67% | -68% | |
| Site 25 | Latton Priory | Harlow | -54% | -55% | -57% | -58% | -59% | -60% | -61% | -62% | -63% | -63% | -64% | -65% | -66% | -66% | -67% | |
| Site 26 | Water Lane /Sumners | Harlow | -53% | -54% | -55% | -56% | -58% | -59% | -60% | -61% | -61% | -62% | -63% | -64% | -64% | -65% | -66% | |
| Site 27 | Water Lane (Katherine | Harlow | -52% | -54% | -55% | -56% | -57% | -58% | -59% | -60% | -61% | -62% | -63% | -64% | -64% | -65% | -66% | |

Source: HDH (March 2025)

## Table 10.5d CIL as a Proportion of Residual Value. Rural EFDC

| | | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Rural EFDC | 0% | 0% | -1% | -1% | -2% | -2% | -2% | -3% | -3% | -4% | -4% | -4% | -5% | -5% | -5% | -6% |
| Site 2 | Flats 100 PRS HD | Rural EFDC | 0% | 0% | -1% | -1% | -2% | -2% | -2% | -3% | -3% | -4% | -4% | -4% | -5% | -5% | -5% | -6% |
| Site 3 | Flats 40 HD | Rural EFDC | 0% | 0% | -1% | -1% | -2% | -2% | -2% | -3% | -3% | -3% | -4% | -4% | -4% | -5% | -5% | -6% |
| Site 4 | Flats 40 PRS HD | Rural EFDC | 0% | 0% | -1% | -1% | -2% | -2% | -2% | -3% | -3% | -3% | -4% | -4% | -4% | -5% | -5% | -5% |
| Site 5 | Urban 60 HD | Rural EFDC | 0% | 2% | 5% | 7% | 10% | 13% | 16% | 19% | 22% | 26% | 30% | 33% | 38% | 42% | 47% | 52% |
| Site 6 | Urban 60 | Rural EFDC | 0% | 2% | 5% | 7% | 10% | 13% | 16% | 19% | 22% | 26% | 30% | 33% | 38% | 42% | 47% | 52% |
| Site 7 | Urban 30 HD | Rural EFDC | 0% | 3% | 5% | 8% | 12% | 15% | 18% | 22% | 26% | 31% | 35% | 40% | 46% | 51% | 58% | 64% |
| Site 8 | Urban 30 | Rural EFDC | 0% | 2% | 5% | 7% | 10% | 12% | 15% | 18% | 21% | 25% | 28% | 32% | 36% | 40% | 44% | 49% |
| Site 9 | Urban 15 HD | Rural EFDC | 0% | 3% | 6% | 9% | 13% | 16% | 20% | 24% | 29% | 34% | 39% | 45% | 51% | 58% | 65% | 73% |
| Site 10 | Urban 15 | Rural EFDC | 0% | 2% | 5% | 7% | 10% | 12% | 15% | 18% | 21% | 25% | 28% | 32% | 36% | 40% | 44% | 49% |
| Site 11 | Urban 9 HD | Rural EFDC | 0% | -72% | -82% | -85% | -87% | -89% | -89% | -90% | -90% | -90% | -91% | -91% | -91% | -91% | -91% | -91% |
| Site 12 | Urban 9 | Rural EFDC | 0% | 4% | 8% | 12% | 16% | 21% | 27% | 33% | 39% | 47% | 55% | 64% | 74% | 85% | 98% | 113% |
| Site 13 | Large Greenfield 200 | Rural EFDC | 0% | 2% | 4% | 7% | 9% | 12% | 15% | 17% | 20% | 23% | 27% | 30% | 34% | 38% | 42% | 46% |
| Site 14 | Greenfield 100 HD | Rural EFDC | 0% | 2% | 4% | 6% | 8% | 11% | 13% | 16% | 18% | 21% | 24% | 27% | 30% | 34% | 37% | 41% |
| Site 15 | Greenfield 100 | Rural EFDC | 0% | 2% | 4% | 7% | 9% | 11% | 14% | 17% | 19% | 22% | 26% | 29% | 32% | 36% | 40% | 44% |
| Site 16 | Greenfield 60 HD | Rural EFDC | 0% | 2% | 4% | 6% | 8% | 11% | 13% | 16% | 19% | 21% | 24% | 27% | 31% | 34% | 38% | 41% |
| Site 17 | Greenfield 60 | Rural EFDC | 0% | 2% | 4% | 7% | 9% | 11% | 14% | 17% | 19% | 22% | 26% | 29% | 32% | 36% | 40% | 44% |
| Site 18 | Greenfield 60 LD | Rural EFDC | 0% | 2% | 4% | 7% | 9% | 11% | 14% | 17% | 19% | 22% | 26% | 29% | 32% | 36% | 40% | 44% |
| Site 19 | Greenfield 20 HD | Rural EFDC | 0% | 2% | 3% | 5% | 7% | 9% | 11% | 13% | 16% | 18% | 20% | 23% | 25% | 28% | 31% | 34% |
| Site 20 | Greenfield 20 | Rural EFDC | 0% | 2% | 4% | 6% | 8% | 10% | 12% | 14% | 17% | 19% | 22% | 24% | 27% | 30% | 33% | 36% |
| Site 21 | Greenfield 20 LD | Rural EFDC | 0% | 2% | 4% | 6% | 8% | 10% | 12% | 14% | 17% | 19% | 22% | 24% | 27% | 30% | 33% | 36% |
| Site 22 | Greenfield 12 | Rural EFDC | 0% | 2% | 4% | 5% | 7% | 10% | 12% | 14% | 16% | 19% | 21% | 24% | 26% | 29% | 32% | 35% |
| Site 23 | Greenfield 8 | Rural EFDC | 0% | 3% | 6% | 10% | 14% | 17% | 22% | 26% | 31% | 37% | 42% | 49% | 56% | 63% | 71% | 81% |
| Site 29 | North Weald Bassett | Rural EFDC | 0% | 3% | 7% | 11% | 15% | 20% | 25% | 30% | 36% | 43% | 50% | 57% | 66% | 75% | 86% | 98% |
| | | | | **£320** | **£340** | **£360** | **£380** | **£400** | **£420** | **£440** | **£460** | **£480** | **£500** | **£520** | **£540** | **£560** | **£580** | **£600** |
| Site 1 | Flats 100 HD | Rural EFDC | | -6% | -6% | -7% | -7% | -8% | -8% | -8% | -9% | -9% | -9% | -10% | -10% | -10% | -11% | -11% |
| Site 2 | Flats 100 PRS HD | Rural EFDC | | -6% | -6% | -7% | -7% | -7% | -8% | -8% | -9% | -9% | -9% | -10% | -10% | -10% | -10% | -11% |
| Site 3 | Flats 40 HD | Rural EFDC | | -6% | -6% | -7% | -7% | -7% | -8% | -8% | -8% | -9% | -9% | -9% | -9% | -10% | -10% | -10% |
| Site 4 | Flats 40 PRS HD | Rural EFDC | | -6% | -6% | -7% | -7% | -7% | -8% | -8% | -8% | -8% | -9% | -9% | -9% | -10% | -10% | -10% |
| Site 5 | Urban 60 HD | Rural EFDC | | 58% | 64% | 70% | 77% | 84% | 93% | 101% | 111% | 122% | 134% | 148% | 163% | 180% | 199% | 221% |
| Site 6 | Urban 60 | Rural EFDC | | 58% | 64% | 70% | 77% | 84% | 93% | 101% | 111% | 122% | 134% | 148% | 163% | 180% | 199% | 221% |
| Site 7 | Urban 30 HD | Rural EFDC | | 72% | 80% | 89% | 99% | 110% | 122% | 136% | 151% | 169% | 190% | 214% | 243% | 277% | 319% | 371% |
| Site 8 | Urban 30 | Rural EFDC | | 54% | 60% | 66% | 72% | 79% | 86% | 94% | 103% | 113% | 123% | 135% | 148% | 162% | 179% | 197% |
| Site 9 | Urban 15 HD | Rural EFDC | | 82% | 92% | 103% | 116% | 130% | 146% | 165% | 186% | 213% | 244% | 283% | 331% | 394% | 480% | 604% |
| Site 10 | Urban 15 | Rural EFDC | | 54% | 60% | 66% | 72% | 79% | 86% | 94% | 103% | 112% | 123% | 134% | 147% | 162% | 178% | 196% |
| Site 11 | Urban 9 HD | Rural EFDC | | -91% | -91% | -91% | -91% | -91% | -91% | -92% | -92% | -92% | -92% | -92% | -92% | -92% | -92% | -92% |
| Site 12 | Urban 9 | Rural EFDC | | 131% | 152% | 178% | 210% | 249% | 302% | 373% | 476% | 637% | 926% | 1590% | 4736% | -5656% | -1859% | -1143% |
| Site 13 | Large Greenfield 200 | Rural EFDC | | 51% | 56% | 61% | 67% | 73% | 80% | 87% | 94% | 103% | 112% | 122% | 132% | 144% | 158% | 173% |
| Site 14 | Greenfield 100 HD | Rural EFDC | | 45% | 49% | 53% | 58% | 63% | 68% | 74% | 80% | 87% | 94% | 101% | 109% | 118% | 128% | 138% |
| Site 15 | Greenfield 100 | Rural EFDC | | 48% | 53% | 58% | 63% | 69% | 74% | 81% | 88% | 95% | 103% | 112% | 122% | 132% | 143% | 156% |
| Site 16 | Greenfield 60 HD | Rural EFDC | | 45% | 50% | 54% | 59% | 64% | 69% | 75% | 81% | 88% | 95% | 103% | 111% | 120% | 130% | 141% |
| Site 17 | Greenfield 60 | Rural EFDC | | 48% | 53% | 58% | 63% | 69% | 75% | 81% | 88% | 95% | 103% | 112% | 122% | 132% | 144% | 156% |
| Site 18 | Greenfield 60 LD | Rural EFDC | | 48% | 53% | 58% | 63% | 69% | 75% | 81% | 88% | 95% | 103% | 112% | 122% | 132% | 144% | 156% |
| Site 19 | Greenfield 20 HD | Rural EFDC | | 37% | 40% | 43% | 47% | 51% | 54% | 59% | 63% | 68% | 72% | 77% | 83% | 89% | 95% | 101% |
| Site 20 | Greenfield 20 | Rural EFDC | | 40% | 43% | 47% | 51% | 55% | 59% | 64% | 69% | 74% | 79% | 85% | 92% | 98% | 106% | 113% |
| Site 21 | Greenfield 20 LD | Rural EFDC | | 40% | 43% | 47% | 51% | 55% | 59% | 64% | 69% | 74% | 79% | 85% | 92% | 98% | 106% | 113% |
| Site 22 | Greenfield 12 | Rural EFDC | | 38% | 42% | 45% | 49% | 53% | 57% | 62% | 66% | 71% | 76% | 82% | 88% | 94% | 101% | 108% |
| Site 23 | Greenfield 8 | Rural EFDC | | 91% | 102% | 115% | 130% | 147% | 167% | 190% | 218% | 252% | 295% | 349% | 422% | 523% | 673% | 920% |
| Site 29 | North Weald Bassett | Rural EFDC | | 112% | 127% | 145% | 166% | 191% | 221% | 259% | 305% | 365% | 447% | 562% | 739% | 1044% | 1696% | 4064% |

Source: HDH (March 2025)

10.35 This analysis shows that, across the typologies and Strategic Sites, rates of CIL above the following are likely to result in a fall in the Residual Value of more than 25%.

**Table 10.6 Maximum Rates of CIL – based on CIL being less than 25% of the Residual Value**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £300 | £280 | £280 | £180 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £220 | | |
| North Weald Bassett MPA | | | | £120 |
| Waltham Abbey North MPA | | £220 | | |

Source: HDH (March 2025)

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

## Table 10.7a CIL as a Proportion of Scheme Value (GDV). South West EFDC

| | | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | South West EFDC | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.89% | 2.16% | 2.44% | 2.71% | 2.98% | 3.25% | 3.52% | 3.79% | 4.06% |
| Site 2 | Flats 100 PRS HD | South West EFDC | 0.00% | 0.31% | 0.61% | 0.92% | 1.23% | 1.54% | 1.84% | 2.15% | 2.46% | 2.77% | 3.07% | 3.38% | 3.69% | 4.00% | 4.30% | 4.61% |
| Site 3 | Flats 40 HD | South West EFDC | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.89% | 2.15% | 2.42% | 2.69% | 2.96% | 3.23% | 3.50% | 3.77% | 4.04% |
| Site 4 | Flats 40 PRS HD | South West EFDC | 0.00% | 0.31% | 0.61% | 0.92% | 1.23% | 1.54% | 1.84% | 2.15% | 2.46% | 2.76% | 3.07% | 3.38% | 3.68% | 3.99% | 4.30% | 4.61% |
| Site 5 | Urban 60 HD | South West EFDC | 0.00% | 0.26% | 0.52% | 0.78% | 1.04% | 1.30% | 1.56% | 1.82% | 2.08% | 2.34% | 2.59% | 2.85% | 3.11% | 3.37% | 3.63% | 3.89% |
| Site 6 | Urban 60 | South West EFDC | 0.00% | 0.26% | 0.52% | 0.78% | 1.04% | 1.30% | 1.56% | 1.82% | 2.08% | 2.34% | 2.59% | 2.85% | 3.11% | 3.37% | 3.63% | 3.89% |
| Site 7 | Urban 30 HD | South West EFDC | 0.00% | 0.27% | 0.53% | 0.80% | 1.06% | 1.33% | 1.60% | 1.86% | 2.13% | 2.39% | 2.66% | 2.92% | 3.19% | 3.46% | 3.72% | 3.99% |
| Site 8 | Urban 30 | South West EFDC | 0.00% | 0.26% | 0.52% | 0.78% | 1.04% | 1.30% | 1.56% | 1.82% | 2.07% | 2.33% | 2.59% | 2.85% | 3.11% | 3.37% | 3.63% | 3.89% |
| Site 9 | Urban 15 HD | South West EFDC | 0.00% | 0.27% | 0.55% | 0.82% | 1.10% | 1.37% | 1.64% | 1.92% | 2.19% | 2.47% | 2.74% | 3.02% | 3.29% | 3.56% | 3.84% | 4.11% |
| Site 10 | Urban 15 | South West EFDC | 0.00% | 0.26% | 0.53% | 0.79% | 1.05% | 1.31% | 1.58% | 1.84% | 2.10% | 2.36% | 2.63% | 2.89% | 3.15% | 3.41% | 3.68% | 3.94% |
| Site 11 | Urban 9 HD | South West EFDC | 0.00% | 0.46% | 0.92% | 1.38% | 1.84% | 2.30% | 2.75% | 3.21% | 3.67% | 4.13% | 4.59% | 5.05% | 5.51% | 5.97% | 6.43% | 6.89% |
| Site 12 | Urban 9 | South West EFDC | 0.00% | 0.40% | 0.80% | 1.20% | 1.60% | 2.00% | 2.40% | 2.79% | 3.19% | 3.59% | 3.99% | 4.39% | 4.79% | 5.19% | 5.59% | 5.99% |
| Site 13 | Large Greenfield 200 | South West EFDC | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.89% | 2.16% | 2.43% | 2.70% | 2.97% | 3.24% | 3.51% | 3.78% | 4.05% |
| Site 14 | Greenfield 100 HD | South West EFDC | 0.00% | 0.26% | 0.52% | 0.79% | 1.05% | 1.31% | 1.57% | 1.83% | 2.10% | 2.36% | 2.62% | 2.88% | 3.14% | 3.41% | 3.67% | 3.93% |
| Site 15 | Greenfield 100 | South West EFDC | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.34% | 1.61% | 1.88% | 2.15% | 2.42% | 2.69% | 2.96% | 3.23% | 3.50% | 3.77% | 4.03% |
| Site 16 | Greenfield 60 HD | South West EFDC | 0.00% | 0.26% | 0.53% | 0.79% | 1.06% | 1.32% | 1.58% | 1.85% | 2.11% | 2.37% | 2.64% | 2.90% | 3.17% | 3.43% | 3.69% | 3.96% |
| Site 17 | Greenfield 60 | South West EFDC | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.90% | 2.17% | 2.44% | 2.71% | 2.98% | 3.25% | 3.52% | 3.79% | 4.06% |
| Site 18 | Greenfield 60 LD | South West EFDC | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.90% | 2.17% | 2.44% | 2.71% | 2.98% | 3.25% | 3.52% | 3.79% | 4.06% |
| Site 19 | Greenfield 20 HD | South West EFDC | 0.00% | 0.26% | 0.52% | 0.78% | 1.04% | 1.30% | 1.56% | 1.83% | 2.09% | 2.35% | 2.61% | 2.87% | 3.13% | 3.39% | 3.65% | 3.91% |
| Site 20 | Greenfield 20 | South West EFDC | 0.00% | 0.27% | 0.53% | 0.80% | 1.07% | 1.34% | 1.60% | 1.87% | 2.14% | 2.41% | 2.67% | 2.94% | 3.21% | 3.47% | 3.74% | 4.01% |
| Site 21 | Greenfield 20 LD | South West EFDC | 0.00% | 0.27% | 0.53% | 0.80% | 1.07% | 1.34% | 1.60% | 1.87% | 2.14% | 2.41% | 2.67% | 2.94% | 3.21% | 3.47% | 3.74% | 4.01% |
| Site 22 | Greenfield 12 | South West EFDC | 0.00% | 0.27% | 0.53% | 0.80% | 1.07% | 1.34% | 1.60% | 1.87% | 2.14% | 2.41% | 2.67% | 2.94% | 3.21% | 3.48% | 3.74% | 4.01% |
| Site 23 | Greenfield 8 | South West EFDC | 0.00% | 0.41% | 0.81% | 1.22% | 1.62% | 2.03% | 2.44% | 2.84% | 3.25% | 3.65% | 4.06% | 4.47% | 4.87% | 5.28% | 5.68% | 6.09% |
| | | | | £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
| Site 1 | Flats 100 HD | South West EFDC | | 4.33% | 4.60% | 4.87% | 5.14% | 5.41% | 5.68% | 5.95% | 6.22% | 6.49% | 6.77% | 7.04% | 7.31% | 7.58% | 7.85% | 8.12% |
| Site 2 | Flats 100 PRS HD | South West EFDC | | 4.92% | 5.23% | 5.53% | 5.84% | 6.15% | 6.46% | 6.76% | 7.07% | 7.38% | 7.69% | 7.99% | 8.30% | 8.61% | 8.92% | 9.22% |
| Site 3 | Flats 40 HD | South West EFDC | | 4.31% | 4.58% | 4.85% | 5.12% | 5.39% | 5.66% | 5.93% | 6.20% | 6.46% | 6.73% | 7.00% | 7.27% | 7.54% | 7.81% | 8.08% |
| Site 4 | Flats 40 PRS HD | South West EFDC | | 4.91% | 5.22% | 5.53% | 5.83% | 6.14% | 6.45% | 6.75% | 7.06% | 7.37% | 7.68% | 7.98% | 8.29% | 8.60% | 8.90% | 9.21% |
| Site 5 | Urban 60 HD | South West EFDC | | 4.15% | 4.41% | 4.67% | 4.93% | 5.19% | 5.45% | 5.71% | 5.97% | 6.23% | 6.49% | 6.75% | 7.01% | 7.26% | 7.52% | 7.78% |
| Site 6 | Urban 60 | South West EFDC | | 4.15% | 4.41% | 4.67% | 4.93% | 5.19% | 5.45% | 5.71% | 5.97% | 6.23% | 6.49% | 6.75% | 7.01% | 7.26% | 7.52% | 7.78% |
| Site 7 | Urban 30 HD | South West EFDC | | 4.25% | 4.52% | 4.79% | 5.05% | 5.32% | 5.58% | 5.85% | 6.11% | 6.38% | 6.65% | 6.91% | 7.18% | 7.44% | 7.71% | 7.98% |
| Site 8 | Urban 30 | South West EFDC | | 4.15% | 4.41% | 4.67% | 4.93% | 5.19% | 5.45% | 5.70% | 5.96% | 6.22% | 6.48% | 6.74% | 7.00% | 7.26% | 7.52% | 7.78% |
| Site 9 | Urban 15 HD | South West EFDC | | 4.39% | 4.66% | 4.93% | 5.21% | 5.48% | 5.76% | 6.03% | 6.30% | 6.58% | 6.85% | 7.13% | 7.40% | 7.68% | 7.95% | 8.22% |
| Site 10 | Urban 15 | South West EFDC | | 4.20% | 4.46% | 4.73% | 4.99% | 5.25% | 5.52% | 5.78% | 6.04% | 6.30% | 6.57% | 6.83% | 7.09% | 7.35% | 7.62% | 7.88% |
| Site 11 | Urban 9 HD | South West EFDC | | 7.35% | 7.80% | 8.26% | 8.72% | 9.18% | 9.64% | 10.10% | 10.56% | 11.02% | 11.48% | 11.94% | 12.40% | 12.85% | 13.31% | 13.77% |
| Site 12 | Urban 9 | South West EFDC | | 6.39% | 6.79% | 7.19% | 7.58% | 7.98% | 8.38% | 8.78% | 9.18% | 9.58% | 9.98% | 10.38% | 10.78% | 11.18% | 11.58% | 11.98% |
| Site 13 | Large Greenfield 200 | South West EFDC | | 4.32% | 4.59% | 4.86% | 5.13% | 5.40% | 5.67% | 5.94% | 6.21% | 6.48% | 6.75% | 7.02% | 7.29% | 7.56% | 7.82% | 8.09% |
| Site 14 | Greenfield 100 HD | South West EFDC | | 4.19% | 4.45% | 4.71% | 4.98% | 5.24% | 5.50% | 5.76% | 6.02% | 6.29% | 6.55% | 6.81% | 7.07% | 7.33% | 7.60% | 7.86% |
| Site 15 | Greenfield 100 | South West EFDC | | 4.30% | 4.57% | 4.84% | 5.11% | 5.38% | 5.65% | 5.92% | 6.19% | 6.45% | 6.72% | 6.99% | 7.26% | 7.53% | 7.80% | 8.07% |
| Site 16 | Greenfield 60 HD | South West EFDC | | 4.22% | 4.49% | 4.75% | 5.01% | 5.28% | 5.54% | 5.80% | 6.07% | 6.33% | 6.60% | 6.86% | 7.12% | 7.39% | 7.65% | 7.92% |
| Site 17 | Greenfield 60 | South West EFDC | | 4.33% | 4.60% | 4.87% | 5.14% | 5.41% | 5.69% | 5.96% | 6.23% | 6.50% | 6.77% | 7.04% | 7.31% | 7.58% | 7.85% | 8.12% |
| Site 18 | Greenfield 60 LD | South West EFDC | | 4.33% | 4.60% | 4.87% | 5.14% | 5.41% | 5.69% | 5.96% | 6.23% | 6.50% | 6.77% | 7.04% | 7.31% | 7.58% | 7.85% | 8.12% |
| Site 19 | Greenfield 20 HD | South West EFDC | | 4.17% | 4.43% | 4.69% | 4.95% | 5.22% | 5.48% | 5.74% | 6.00% | 6.26% | 6.52% | 6.78% | 7.04% | 7.30% | 7.56% | 7.82% |
| Site 20 | Greenfield 20 | South West EFDC | | 4.28% | 4.54% | 4.81% | 5.08% | 5.34% | 5.61% | 5.88% | 6.15% | 6.41% | 6.68% | 6.95% | 7.22% | 7.48% | 7.75% | 8.02% |
| Site 21 | Greenfield 20 LD | South West EFDC | | 4.28% | 4.54% | 4.81% | 5.08% | 5.34% | 5.61% | 5.88% | 6.15% | 6.41% | 6.68% | 6.95% | 7.22% | 7.48% | 7.75% | 8.02% |
| Site 22 | Greenfield 12 | South West EFDC | | 4.28% | 4.55% | 4.81% | 5.08% | 5.35% | 5.61% | 5.88% | 6.15% | 6.42% | 6.68% | 6.95% | 7.22% | 7.49% | 7.75% | 8.02% |
| Site 23 | Greenfield 8 | South West EFDC | | 6.50% | 6.90% | 7.31% | 7.71% | 8.12% | 8.53% | 8.93% | 9.34% | 9.74% | 10.15% | 10.56% | 10.96% | 11.37% | 11.77% | 12.18% |

Source: HDH (March 2025)

## Table 10.7b CIL as a Proportion of Scheme Value (GDV). Epping / Waltham Abbey and Adjacent

| | | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Epping / Waltham A | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.89% | 2.16% | 2.44% | 2.71% | 2.98% | 3.25% | 3.52% | 3.79% | 4.06% |
| Site 2 | Flats 100 PRS HD | Epping / Waltham A | 0.00% | 0.31% | 0.61% | 0.92% | 1.23% | 1.54% | 1.84% | 2.15% | 2.46% | 2.77% | 3.07% | 3.38% | 3.69% | 4.00% | 4.30% | 4.61% |
| Site 3 | Flats 40 HD | Epping / Waltham A | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.89% | 2.15% | 2.42% | 2.69% | 2.96% | 3.23% | 3.50% | 3.77% | 4.04% |
| Site 4 | Flats 40 PRS HD | Epping / Waltham A | 0.00% | 0.31% | 0.61% | 0.92% | 1.23% | 1.54% | 1.84% | 2.15% | 2.46% | 2.76% | 3.07% | 3.38% | 3.68% | 3.99% | 4.30% | 4.61% |
| Site 5 | Urban 60 HD | Epping / Waltham A | 0.00% | 0.26% | 0.52% | 0.78% | 1.04% | 1.30% | 1.56% | 1.82% | 2.08% | 2.34% | 2.59% | 2.85% | 3.11% | 3.37% | 3.63% | 3.89% |
| Site 6 | Urban 60 | Epping / Waltham A | 0.00% | 0.26% | 0.52% | 0.78% | 1.04% | 1.30% | 1.56% | 1.82% | 2.08% | 2.34% | 2.59% | 2.85% | 3.11% | 3.37% | 3.63% | 3.89% |
| Site 7 | Urban 30 HD | Epping / Waltham A | 0.00% | 0.27% | 0.53% | 0.80% | 1.06% | 1.33% | 1.60% | 1.86% | 2.13% | 2.39% | 2.66% | 2.92% | 3.19% | 3.46% | 3.72% | 3.99% |
| Site 8 | Urban 30 | Epping / Waltham A | 0.00% | 0.26% | 0.52% | 0.78% | 1.04% | 1.30% | 1.56% | 1.82% | 2.07% | 2.33% | 2.59% | 2.85% | 3.11% | 3.37% | 3.63% | 3.89% |
| Site 9 | Urban 15 HD | Epping / Waltham A | 0.00% | 0.27% | 0.55% | 0.82% | 1.10% | 1.37% | 1.64% | 1.92% | 2.19% | 2.47% | 2.74% | 3.02% | 3.29% | 3.56% | 3.84% | 4.11% |
| Site 10 | Urban 15 | Epping / Waltham A | 0.00% | 0.26% | 0.53% | 0.79% | 1.05% | 1.31% | 1.58% | 1.84% | 2.10% | 2.36% | 2.63% | 2.89% | 3.15% | 3.41% | 3.68% | 3.94% |
| Site 11 | Urban 9 HD | Epping / Waltham A | 0.00% | 0.46% | 0.92% | 1.38% | 1.84% | 2.30% | 2.75% | 3.21% | 3.67% | 4.13% | 4.59% | 5.05% | 5.51% | 5.97% | 6.43% | 6.89% |
| Site 12 | Urban 9 | Epping / Waltham A | 0.00% | 0.40% | 0.80% | 1.20% | 1.60% | 2.00% | 2.40% | 2.79% | 3.19% | 3.59% | 3.99% | 4.39% | 4.79% | 5.19% | 5.59% | 5.99% |
| Site 13 | Large Greenfield 200 | Epping / Waltham A | 0.00% | 0.28% | 0.55% | 0.83% | 1.11% | 1.38% | 1.66% | 1.94% | 2.21% | 2.49% | 2.77% | 3.05% | 3.32% | 3.60% | 3.88% | 4.15% |
| Site 14 | Greenfield 100 HD | Epping / Waltham A | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.34% | 1.61% | 1.88% | 2.15% | 2.42% | 2.69% | 2.96% | 3.23% | 3.49% | 3.76% | 4.03% |
| Site 15 | Greenfield 100 | Epping / Waltham A | 0.00% | 0.28% | 0.55% | 0.83% | 1.10% | 1.38% | 1.66% | 1.93% | 2.21% | 2.48% | 2.76% | 3.04% | 3.31% | 3.59% | 3.86% | 4.14% |
| Site 16 | Greenfield 60 HD | Epping / Waltham A | 0.00% | 0.27% | 0.54% | 0.81% | 1.08% | 1.35% | 1.62% | 1.90% | 2.17% | 2.44% | 2.71% | 2.98% | 3.25% | 3.52% | 3.79% | 4.06% |
| Site 17 | Greenfield 60 | Epping / Waltham A | 0.00% | 0.28% | 0.56% | 0.83% | 1.11% | 1.39% | 1.67% | 1.94% | 2.22% | 2.50% | 2.78% | 3.06% | 3.33% | 3.61% | 3.89% | 4.17% |
| Site 18 | Greenfield 60 LD | Epping / Waltham A | 0.00% | 0.28% | 0.56% | 0.83% | 1.11% | 1.39% | 1.67% | 1.94% | 2.22% | 2.50% | 2.78% | 3.06% | 3.33% | 3.61% | 3.89% | 4.17% |
| Site 19 | Greenfield 20 HD | Epping / Waltham A | 0.00% | 0.27% | 0.54% | 0.80% | 1.07% | 1.34% | 1.61% | 1.87% | 2.14% | 2.41% | 2.68% | 2.94% | 3.21% | 3.48% | 3.75% | 4.01% |
| Site 20 | Greenfield 20 | Epping / Waltham A | 0.00% | 0.27% | 0.55% | 0.82% | 1.10% | 1.37% | 1.65% | 1.92% | 2.19% | 2.47% | 2.74% | 3.02% | 3.29% | 3.56% | 3.84% | 4.11% |
| Site 21 | Greenfield 20 LD | Epping / Waltham A | 0.00% | 0.27% | 0.55% | 0.82% | 1.10% | 1.37% | 1.65% | 1.92% | 2.19% | 2.47% | 2.74% | 3.02% | 3.29% | 3.56% | 3.84% | 4.11% |
| Site 22 | Greenfield 12 | Epping / Waltham A | 0.00% | 0.27% | 0.55% | 0.82% | 1.10% | 1.37% | 1.65% | 1.92% | 2.19% | 2.47% | 2.74% | 3.02% | 3.29% | 3.57% | 3.84% | 4.12% |
| Site 23 | Greenfield 8 | Epping / Waltham A | 0.00% | 0.42% | 0.83% | 1.25% | 1.67% | 2.08% | 2.50% | 2.92% | 3.33% | 3.75% | 4.17% | 4.58% | 5.00% | 5.42% | 5.83% | 6.25% |
| Site 28 | South Epping MPA | Epping | 0.00% | 0.28% | 0.55% | 0.83% | 1.11% | 1.38% | 1.66% | 1.94% | 2.21% | 2.49% | 2.77% | 3.04% | 3.32% | 3.60% | 3.87% | 4.15% |
| Site 30 | Waltham Abbey North | Waltham Abbey | 0.00% | 0.28% | 0.55% | 0.83% | 1.11% | 1.38% | 1.66% | 1.94% | 2.21% | 2.49% | 2.77% | 3.04% | 3.32% | 3.60% | 3.87% | 4.15% |
| | | | | £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
| Site 1 | Flats 100 HD | Epping / Waltham Abbey and Ad | | 4.33% | 4.60% | 4.87% | 5.14% | 5.41% | 5.68% | 5.95% | 6.22% | 6.49% | 6.77% | 7.04% | 7.31% | 7.58% | 7.85% | 8.12% |
| Site 2 | Flats 100 PRS HD | Epping / Waltham Abbey and Ad | | 4.92% | 5.23% | 5.53% | 5.84% | 6.15% | 6.46% | 6.76% | 7.07% | 7.38% | 7.69% | 7.99% | 8.30% | 8.61% | 8.92% | 9.22% |
| Site 3 | Flats 40 HD | Epping / Waltham Abbey and Ad | | 4.31% | 4.58% | 4.85% | 5.12% | 5.39% | 5.66% | 5.93% | 6.20% | 6.46% | 6.73% | 7.00% | 7.27% | 7.54% | 7.81% | 8.08% |
| Site 4 | Flats 40 PRS HD | Epping / Waltham Abbey and Ad | | 4.91% | 5.22% | 5.53% | 5.83% | 6.14% | 6.45% | 6.75% | 7.06% | 7.37% | 7.68% | 7.98% | 8.29% | 8.60% | 8.90% | 9.21% |
| Site 5 | Urban 60 HD | Epping / Waltham Abbey and Ad | | 4.15% | 4.41% | 4.67% | 4.93% | 5.19% | 5.45% | 5.71% | 5.97% | 6.23% | 6.49% | 6.75% | 7.01% | 7.26% | 7.52% | 7.78% |
| Site 6 | Urban 60 | Epping / Waltham Abbey and Ad | | 4.15% | 4.41% | 4.67% | 4.93% | 5.19% | 5.45% | 5.71% | 5.97% | 6.23% | 6.49% | 6.75% | 7.01% | 7.26% | 7.52% | 7.78% |
| Site 7 | Urban 30 HD | Epping / Waltham Abbey and Ad | | 4.25% | 4.52% | 4.79% | 5.05% | 5.32% | 5.58% | 5.85% | 6.11% | 6.38% | 6.65% | 6.91% | 7.18% | 7.44% | 7.71% | 7.98% |
| Site 8 | Urban 30 | Epping / Waltham Abbey and Ad | | 4.15% | 4.41% | 4.67% | 4.93% | 5.19% | 5.45% | 5.70% | 5.96% | 6.22% | 6.48% | 6.74% | 7.00% | 7.26% | 7.52% | 7.78% |
| Site 9 | Urban 15 HD | Epping / Waltham Abbey and Ad | | 4.39% | 4.66% | 4.93% | 5.21% | 5.48% | 5.76% | 6.03% | 6.30% | 6.58% | 6.85% | 7.13% | 7.40% | 7.68% | 7.95% | 8.22% |
| Site 10 | Urban 15 | Epping / Waltham Abbey and Ad | | 4.20% | 4.46% | 4.73% | 4.99% | 5.25% | 5.52% | 5.78% | 6.04% | 6.30% | 6.57% | 6.83% | 7.09% | 7.35% | 7.62% | 7.88% |
| Site 11 | Urban 9 HD | Epping / Waltham Abbey and Ad | | 7.35% | 7.80% | 8.26% | 8.72% | 9.18% | 9.64% | 10.10% | 10.56% | 11.02% | 11.48% | 11.94% | 12.40% | 12.85% | 13.31% | 13.77% |
| Site 12 | Urban 9 | Epping / Waltham Abbey and Ad | | 6.39% | 6.79% | 7.19% | 7.58% | 7.98% | 8.38% | 8.78% | 9.18% | 9.58% | 9.98% | 10.38% | 10.78% | 11.18% | 11.58% | 11.98% |
| Site 13 | Large Greenfield 200 | Epping / Waltham Abbey and Ad | | 4.43% | 4.71% | 4.98% | 5.26% | 5.54% | 5.81% | 6.09% | 6.37% | 6.64% | 6.92% | 7.20% | 7.48% | 7.75% | 8.03% | 8.31% |
| Site 14 | Greenfield 100 HD | Epping / Waltham Abbey and Ad | | 4.30% | 4.57% | 4.84% | 5.11% | 5.38% | 5.64% | 5.91% | 6.18% | 6.45% | 6.72% | 6.99% | 7.26% | 7.53% | 7.79% | 8.06% |
| Site 15 | Greenfield 100 | Epping / Waltham Abbey and Ad | | 4.42% | 4.69% | 4.97% | 5.24% | 5.52% | 5.80% | 6.07% | 6.35% | 6.62% | 6.90% | 7.18% | 7.45% | 7.73% | 8.00% | 8.28% |
| Site 16 | Greenfield 60 HD | Epping / Waltham Abbey and Ad | | 4.33% | 4.60% | 4.87% | 5.14% | 5.41% | 5.69% | 5.96% | 6.23% | 6.50% | 6.77% | 7.04% | 7.31% | 7.58% | 7.85% | 8.12% |
| Site 17 | Greenfield 60 | Epping / Waltham Abbey and Ad | | 4.44% | 4.72% | 5.00% | 5.28% | 5.56% | 5.83% | 6.11% | 6.39% | 6.67% | 6.94% | 7.22% | 7.50% | 7.78% | 8.06% | 8.33% |
| Site 18 | Greenfield 60 LD | Epping / Waltham Abbey and Ad | | 4.44% | 4.72% | 5.00% | 5.28% | 5.56% | 5.83% | 6.11% | 6.39% | 6.67% | 6.94% | 7.22% | 7.50% | 7.78% | 8.06% | 8.33% |
| Site 19 | Greenfield 20 HD | Epping / Waltham Abbey and Ad | | 4.28% | 4.55% | 4.82% | 5.08% | 5.35% | 5.62% | 5.89% | 6.15% | 6.42% | 6.69% | 6.96% | 7.22% | 7.49% | 7.76% | 8.03% |
| Site 20 | Greenfield 20 | Epping / Waltham Abbey and Ad | | 4.39% | 4.66% | 4.94% | 5.21% | 5.48% | 5.76% | 6.03% | 6.31% | 6.58% | 6.85% | 7.13% | 7.40% | 7.68% | 7.95% | 8.23% |
| Site 21 | Greenfield 20 LD | Epping / Waltham Abbey and Ad | | 4.39% | 4.66% | 4.94% | 5.21% | 5.48% | 5.76% | 6.03% | 6.31% | 6.58% | 6.85% | 7.13% | 7.40% | 7.68% | 7.95% | 8.23% |
| Site 22 | Greenfield 12 | Epping / Waltham Abbey and Ad | | 4.39% | 4.66% | 4.94% | 5.21% | 5.49% | 5.76% | 6.04% | 6.31% | 6.58% | 6.86% | 7.13% | 7.41% | 7.68% | 7.96% | 8.23% |
| Site 23 | Greenfield 8 | Epping / Waltham Abbey and Ad | | 6.66% | 7.08% | 7.50% | 7.91% | 8.33% | 8.75% | 9.16% | 9.58% | 10.00% | 10.41% | 10.83% | 11.25% | 11.66% | 12.08% | 12.50% |
| Site 28 | South Epping MPA | Epping | | 4.43% | 4.70% | 4.98% | 5.26% | 5.54% | 5.81% | 6.09% | 6.37% | 6.64% | 6.92% | 7.20% | 7.47% | 7.75% | 8.03% | 8.30% |
| Site 30 | Waltham Abbey North | Waltham Abbey | | 4.43% | 4.71% | 4.98% | 5.26% | 5.54% | 5.81% | 6.09% | 6.37% | 6.64% | 6.92% | 7.20% | 7.47% | 7.75% | 8.03% | 8.30% |

Source: HDH (March 2025)

## Table 10.7c CIL as a Proportion of Scheme Value (GDV). Harlow

| | | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | 0.00% | 0.35% | 0.71% | 1.06% | 1.42% | 1.77% | 2.13% | 2.48% | 2.84% | 3.19% | 3.55% | 3.90% | 4.26% | 4.61% | 4.97% | 5.32% |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | 0.00% | 0.34% | 0.69% | 1.03% | 1.38% | 1.72% | 2.07% | 2.41% | 2.76% | 3.10% | 3.45% | 3.79% | 4.13% | 4.48% | 4.82% | 5.17% |
| Site 15 | Greenfield 100 | Adjacent to Harlow | 0.00% | 0.35% | 0.71% | 1.06% | 1.42% | 1.77% | 2.12% | 2.48% | 2.83% | 3.18% | 3.54% | 3.89% | 4.25% | 4.60% | 4.95% | 5.31% |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | 0.00% | 0.35% | 0.69% | 1.04% | 1.39% | 1.74% | 2.08% | 2.43% | 2.78% | 3.12% | 3.47% | 3.82% | 4.17% | 4.51% | 4.86% | 5.21% |
| Site 17 | Greenfield 60 | Adjacent to Harlow | 0.00% | 0.36% | 0.71% | 1.07% | 1.42% | 1.78% | 2.14% | 2.49% | 2.85% | 3.21% | 3.56% | 3.92% | 4.27% | 4.63% | 4.99% | 5.34% |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | 0.00% | 0.36% | 0.71% | 1.07% | 1.42% | 1.78% | 2.14% | 2.49% | 2.85% | 3.21% | 3.56% | 3.92% | 4.27% | 4.63% | 4.99% | 5.34% |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | 0.00% | 0.34% | 0.69% | 1.03% | 1.37% | 1.72% | 2.06% | 2.40% | 2.74% | 3.09% | 3.43% | 3.77% | 4.12% | 4.46% | 4.80% | 5.15% |
| Site 20 | Greenfield 20 | Adjacent to Harlow | 0.00% | 0.35% | 0.70% | 1.05% | 1.41% | 1.76% | 2.11% | 2.46% | 2.81% | 3.16% | 3.52% | 3.87% | 4.22% | 4.57% | 4.92% | 5.27% |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | 0.00% | 0.35% | 0.70% | 1.05% | 1.41% | 1.76% | 2.11% | 2.46% | 2.81% | 3.16% | 3.52% | 3.87% | 4.22% | 4.57% | 4.92% | 5.27% |
| Site 22 | Greenfield 12 | Adjacent to Harlow | 0.00% | 0.35% | 0.70% | 1.06% | 1.41% | 1.76% | 2.11% | 2.46% | 2.81% | 3.17% | 3.52% | 3.87% | 4.22% | 4.57% | 4.92% | 5.28% |
| Site 23 | Greenfield 8 | Adjacent to Harlow | 0.00% | 0.53% | 1.07% | 1.60% | 2.14% | 2.67% | 3.20% | 3.74% | 4.27% | 4.81% | 5.34% | 5.87% | 6.41% | 6.94% | 7.48% | 8.01% |
| Site 24 | East of Harlow (North) | Harlow | 0.00% | 0.35% | 0.71% | 1.06% | 1.42% | 1.77% | 2.13% | 2.48% | 2.84% | 3.19% | 3.55% | 3.90% | 4.26% | 4.61% | 4.97% | 5.32% |
| Site 25 | Latton Priory | Harlow | 0.00% | 0.35% | 0.71% | 1.06% | 1.42% | 1.77% | 2.13% | 2.48% | 2.84% | 3.19% | 3.55% | 3.90% | 4.26% | 4.61% | 4.97% | 5.32% |
| Site 26 | Water Lane /Sumners | Harlow | 0.00% | 0.35% | 0.71% | 1.06% | 1.42% | 1.77% | 2.13% | 2.48% | 2.84% | 3.19% | 3.55% | 3.90% | 4.26% | 4.61% | 4.97% | 5.32% |
| Site 27 | Water Lane (Katherine | Harlow | 0.00% | 0.36% | 0.71% | 1.07% | 1.42% | 1.78% | 2.13% | 2.49% | 2.84% | 3.20% | 3.55% | 3.91% | 4.26% | 4.62% | 4.97% | 5.33% |
| | | | | £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | | 5.68% | 6.03% | 6.39% | 6.74% | 7.10% | 7.45% | 7.81% | 8.16% | 8.52% | 8.87% | 9.23% | 9.58% | 9.94% | 10.29% | 10.65% |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | | 5.51% | 5.86% | 6.20% | 6.55% | 6.89% | 7.24% | 7.58% | 7.92% | 8.27% | 8.61% | 8.96% | 9.30% | 9.65% | 9.99% | 10.34% |
| Site 15 | Greenfield 100 | Adjacent to Harlow | | 5.66% | 6.01% | 6.37% | 6.72% | 7.08% | 7.43% | 7.78% | 8.14% | 8.49% | 8.85% | 9.20% | 9.55% | 9.91% | 10.26% | 10.61% |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | | 5.55% | 5.90% | 6.25% | 6.59% | 6.94% | 7.29% | 7.64% | 7.98% | 8.33% | 8.68% | 9.02% | 9.37% | 9.72% | 10.07% | 10.41% |
| Site 17 | Greenfield 60 | Adjacent to Harlow | | 5.70% | 6.05% | 6.41% | 6.77% | 7.12% | 7.48% | 7.84% | 8.19% | 8.55% | 8.90% | 9.26% | 9.62% | 9.97% | 10.33% | 10.68% |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | | 5.70% | 6.05% | 6.41% | 6.77% | 7.12% | 7.48% | 7.84% | 8.19% | 8.55% | 8.90% | 9.26% | 9.62% | 9.97% | 10.33% | 10.68% |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | | 5.49% | 5.83% | 6.17% | 6.52% | 6.86% | 7.20% | 7.55% | 7.89% | 8.23% | 8.58% | 8.92% | 9.26% | 9.61% | 9.95% | 10.29% |
| Site 20 | Greenfield 20 | Adjacent to Harlow | | 5.62% | 5.98% | 6.33% | 6.68% | 7.03% | 7.38% | 7.73% | 8.09% | 8.44% | 8.79% | 9.14% | 9.49% | 9.84% | 10.19% | 10.55% |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | | 5.62% | 5.98% | 6.33% | 6.68% | 7.03% | 7.38% | 7.73% | 8.09% | 8.44% | 8.79% | 9.14% | 9.49% | 9.84% | 10.19% | 10.55% |
| Site 22 | Greenfield 12 | Adjacent to Harlow | | 5.63% | 5.98% | 6.33% | 6.68% | 7.03% | 7.39% | 7.74% | 8.09% | 8.44% | 8.79% | 9.14% | 9.50% | 9.85% | 10.20% | 10.55% |
| Site 23 | Greenfield 8 | Adjacent to Harlow | | 8.54% | 9.08% | 9.61% | 10.15% | 10.68% | 11.22% | 11.75% | 12.28% | 12.82% | 13.35% | 13.89% | 14.42% | 14.95% | 15.49% | 16.02% |
| Site 24 | East of Harlow (North) | Harlow | | 5.68% | 6.03% | 6.39% | 6.74% | 7.10% | 7.45% | 7.81% | 8.16% | 8.52% | 8.87% | 9.23% | 9.58% | 9.93% | 10.29% | 10.64% |
| Site 25 | Latton Priory | Harlow | | 5.68% | 6.03% | 6.39% | 6.74% | 7.10% | 7.45% | 7.81% | 8.16% | 8.52% | 8.87% | 9.23% | 9.58% | 9.94% | 10.29% | 10.65% |
| Site 26 | Water Lane /Sumners | Harlow | | 5.67% | 6.03% | 6.38% | 6.74% | 7.09% | 7.45% | 7.80% | 8.16% | 8.51% | 8.87% | 9.22% | 9.58% | 9.93% | 10.29% | 10.64% |
| Site 27 | Water Lane (Katherine | Harlow | | 5.68% | 6.04% | 6.39% | 6.75% | 7.10% | 7.46% | 7.81% | 8.17% | 8.52% | 8.88% | 9.23% | 9.59% | 9.94% | 10.30% | 10.65% |

Source: HDH (March 2025)

## Table 10.7d CIL as a Proportion of Scheme Value (GDV). Rural EFDC

| | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 5 | Urban 60 HD | Rural EFDC | 0.00% | 0.30% | 0.60% | 0.91% | 1.21% | 1.51% | 1.81% | 2.12% | 2.42% | 2.72% | 3.02% | 3.32% | 3.63% | 3.93% | 4.23% | 4.53% |
| Site 6 | Urban 60 | Rural EFDC | 0.00% | 0.30% | 0.60% | 0.91% | 1.21% | 1.51% | 1.81% | 2.12% | 2.42% | 2.72% | 3.02% | 3.32% | 3.63% | 3.93% | 4.23% | 4.53% |
| Site 7 | Urban 30 HD | Rural EFDC | 0.00% | 0.31% | 0.62% | 0.93% | 1.24% | 1.55% | 1.86% | 2.17% | 2.48% | 2.79% | 3.10% | 3.41% | 3.72% | 4.03% | 4.34% | 4.65% |
| Site 8 | Urban 30 | Rural EFDC | 0.00% | 0.30% | 0.60% | 0.91% | 1.21% | 1.51% | 1.81% | 2.11% | 2.42% | 2.72% | 3.02% | 3.32% | 3.62% | 3.93% | 4.23% | 4.53% |
| Site 9 | Urban 15 HD | Rural EFDC | 0.00% | 0.32% | 0.64% | 0.96% | 1.28% | 1.60% | 1.92% | 2.24% | 2.55% | 2.87% | 3.19% | 3.51% | 3.83% | 4.15% | 4.47% | 4.79% |
| Site 10 | Urban 15 | Rural EFDC | 0.00% | 0.31% | 0.61% | 0.92% | 1.22% | 1.53% | 1.84% | 2.14% | 2.45% | 2.75% | 3.06% | 3.37% | 3.67% | 3.98% | 4.28% | 4.59% |
| Site 11 | Urban 9 HD | Rural EFDC | 0.00% | 0.53% | 1.07% | 1.60% | 2.14% | 2.67% | 3.21% | 3.74% | 4.28% | 4.81% | 5.35% | 5.88% | 6.42% | 6.95% | 7.49% | 8.02% |
| Site 12 | Urban 9 | Rural EFDC | 0.00% | 0.47% | 0.93% | 1.40% | 1.86% | 2.33% | 2.79% | 3.26% | 3.72% | 4.19% | 4.65% | 5.12% | 5.58% | 6.05% | 6.51% | 6.98% |
| Site 13 | Large Greenfield 200 | Rural EFDC | 0.00% | 0.31% | 0.62% | 0.93% | 1.24% | 1.55% | 1.85% | 2.16% | 2.47% | 2.78% | 3.09% | 3.40% | 3.71% | 4.02% | 4.33% | 4.64% |
| Site 14 | Greenfield 100 HD | Rural EFDC | 0.00% | 0.30% | 0.60% | 0.90% | 1.20% | 1.50% | 1.80% | 2.10% | 2.40% | 2.70% | 3.00% | 3.30% | 3.60% | 3.90% | 4.20% | 4.50% |
| Site 15 | Greenfield 100 | Rural EFDC | 0.00% | 0.31% | 0.62% | 0.92% | 1.23% | 1.54% | 1.85% | 2.16% | 2.46% | 2.77% | 3.08% | 3.39% | 3.70% | 4.01% | 4.31% | 4.62% |
| Site 16 | Greenfield 60 HD | Rural EFDC | 0.00% | 0.30% | 0.60% | 0.91% | 1.21% | 1.51% | 1.81% | 2.12% | 2.42% | 2.72% | 3.02% | 3.32% | 3.63% | 3.93% | 4.23% | 4.53% |
| Site 17 | Greenfield 60 | Rural EFDC | 0.00% | 0.31% | 0.62% | 0.93% | 1.24% | 1.55% | 1.86% | 2.17% | 2.48% | 2.79% | 3.10% | 3.41% | 3.72% | 4.03% | 4.34% | 4.65% |
| Site 18 | Greenfield 60 LD | Rural EFDC | 0.00% | 0.31% | 0.62% | 0.93% | 1.24% | 1.55% | 1.86% | 2.17% | 2.48% | 2.79% | 3.10% | 3.41% | 3.72% | 4.03% | 4.34% | 4.65% |
| Site 19 | Greenfield 20 HD | Rural EFDC | 0.00% | 0.30% | 0.60% | 0.90% | 1.19% | 1.49% | 1.79% | 2.09% | 2.39% | 2.69% | 2.99% | 3.29% | 3.58% | 3.88% | 4.18% | 4.48% |
| Site 20 | Greenfield 20 | Rural EFDC | 0.00% | 0.31% | 0.61% | 0.92% | 1.22% | 1.53% | 1.84% | 2.14% | 2.45% | 2.76% | 3.06% | 3.37% | 3.67% | 3.98% | 4.29% | 4.59% |
| Site 21 | Greenfield 20 LD | Rural EFDC | 0.00% | 0.31% | 0.61% | 0.92% | 1.22% | 1.53% | 1.84% | 2.14% | 2.45% | 2.76% | 3.06% | 3.37% | 3.67% | 3.98% | 4.29% | 4.59% |
| Site 22 | Greenfield 12 | Rural EFDC | 0.00% | 0.31% | 0.61% | 0.92% | 1.23% | 1.53% | 1.84% | 2.14% | 2.45% | 2.76% | 3.06% | 3.37% | 3.68% | 3.98% | 4.29% | 4.59% |
| Site 23 | Greenfield 8 | Rural EFDC | 0.00% | 0.47% | 0.93% | 1.40% | 1.86% | 2.33% | 2.79% | 3.26% | 3.72% | 4.19% | 4.65% | 5.12% | 5.58% | 6.05% | 6.51% | 6.98% |
| Site 29 | North Weald Bassett | Rural EFDC | 0.00% | 0.31% | 0.62% | 0.93% | 1.24% | 1.55% | 1.85% | 2.16% | 2.47% | 2.78% | 3.09% | 3.40% | 3.71% | 4.02% | 4.33% | 4.64% |
| | | | £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
| Site 5 | Urban 60 HD | Rural EFDC | 4.84% | 5.14% | 5.44% | 5.74% | 6.05% | 6.35% | 6.65% | 6.95% | 7.25% | 7.56% | 7.86% | 8.16% | 8.46% | 8.77% | 9.07% |
| Site 6 | Urban 60 | Rural EFDC | 4.84% | 5.14% | 5.44% | 5.74% | 6.05% | 6.35% | 6.65% | 6.95% | 7.25% | 7.56% | 7.86% | 8.16% | 8.46% | 8.77% | 9.07% |
| Site 7 | Urban 30 HD | Rural EFDC | 4.96% | 5.27% | 5.58% | 5.89% | 6.19% | 6.50% | 6.81% | 7.12% | 7.43% | 7.74% | 8.05% | 8.36% | 8.67% | 8.98% | 9.29% |
| Site 8 | Urban 30 | Rural EFDC | 4.83% | 5.14% | 5.44% | 5.74% | 6.04% | 6.34% | 6.65% | 6.95% | 7.25% | 7.55% | 7.85% | 8.16% | 8.46% | 8.76% | 9.06% |
| Site 9 | Urban 15 HD | Rural EFDC | 5.11% | 5.43% | 5.75% | 6.07% | 6.39% | 6.71% | 7.03% | 7.35% | 7.66% | 7.98% | 8.30% | 8.62% | 8.94% | 9.26% | 9.58% |
| Site 10 | Urban 15 | Rural EFDC | 4.90% | 5.20% | 5.51% | 5.81% | 6.12% | 6.43% | 6.73% | 7.04% | 7.34% | 7.65% | 7.96% | 8.26% | 8.57% | 8.87% | 9.18% |
| Site 11 | Urban 9 HD | Rural EFDC | 8.56% | 9.09% | 9.63% | 10.16% | 10.70% | 11.23% | 11.77% | 12.30% | 12.84% | 13.37% | 13.91% | 14.44% | 14.98% | 15.51% | 16.05% |
| Site 12 | Urban 9 | Rural EFDC | 7.44% | 7.91% | 8.37% | 8.84% | 9.30% | 9.77% | 10.23% | 10.70% | 11.16% | 11.63% | 12.09% | 12.56% | 13.02% | 13.49% | 13.95% |
| Site 13 | Large Greenfield 200 | Rural EFDC | 4.95% | 5.26% | 5.56% | 5.87% | 6.18% | 6.49% | 6.80% | 7.11% | 7.42% | 7.73% | 8.04% | 8.35% | 8.66% | 8.96% | 9.27% |
| Site 14 | Greenfield 100 HD | Rural EFDC | 4.80% | 5.10% | 5.40% | 5.70% | 6.00% | 6.30% | 6.60% | 6.90% | 7.20% | 7.50% | 7.80% | 8.10% | 8.40% | 8.70% | 9.00% |
| Site 15 | Greenfield 100 | Rural EFDC | 4.93% | 5.24% | 5.55% | 5.85% | 6.16% | 6.47% | 6.78% | 7.09% | 7.39% | 7.70% | 8.01% | 8.32% | 8.63% | 8.94% | 9.24% |
| Site 16 | Greenfield 60 HD | Rural EFDC | 4.84% | 5.14% | 5.44% | 5.74% | 6.05% | 6.35% | 6.65% | 6.95% | 7.25% | 7.56% | 7.86% | 8.16% | 8.46% | 8.77% | 9.07% |
| Site 17 | Greenfield 60 | Rural EFDC | 4.96% | 5.27% | 5.58% | 5.89% | 6.20% | 6.51% | 6.82% | 7.13% | 7.44% | 7.75% | 8.06% | 8.37% | 8.68% | 8.99% | 9.30% |
| Site 18 | Greenfield 60 LD | Rural EFDC | 4.96% | 5.27% | 5.58% | 5.89% | 6.20% | 6.51% | 6.82% | 7.13% | 7.44% | 7.75% | 8.06% | 8.37% | 8.68% | 8.99% | 9.30% |
| Site 19 | Greenfield 20 HD | Rural EFDC | 4.78% | 5.08% | 5.38% | 5.68% | 5.97% | 6.27% | 6.57% | 6.87% | 7.17% | 7.47% | 7.77% | 8.07% | 8.36% | 8.66% | 8.96% |
| Site 20 | Greenfield 20 | Rural EFDC | 4.90% | 5.20% | 5.51% | 5.82% | 6.12% | 6.43% | 6.74% | 7.04% | 7.35% | 7.65% | 7.96% | 8.27% | 8.57% | 8.88% | 9.18% |
| Site 21 | Greenfield 20 LD | Rural EFDC | 4.90% | 5.20% | 5.51% | 5.82% | 6.12% | 6.43% | 6.74% | 7.04% | 7.35% | 7.65% | 7.96% | 8.27% | 8.57% | 8.88% | 9.18% |
| Site 22 | Greenfield 12 | Rural EFDC | 4.90% | 5.21% | 5.51% | 5.82% | 6.13% | 6.43% | 6.74% | 7.05% | 7.35% | 7.66% | 7.96% | 8.27% | 8.58% | 8.88% | 9.19% |
| Site 23 | Greenfield 8 | Rural EFDC | 7.44% | 7.91% | 8.37% | 8.84% | 9.30% | 9.77% | 10.23% | 10.70% | 11.16% | 11.63% | 12.09% | 12.56% | 13.02% | 13.49% | 13.95% |
| Site 29 | North Weald Bassett | Rural EFDC | 4.95% | 5.25% | 5.56% | 5.87% | 6.18% | 6.49% | 6.80% | 7.11% | 7.42% | 7.73% | 8.04% | 8.34% | 8.65% | 8.96% | 9.27% |

Source: HDH (March 2025)

**Table 10.8 Maximum Rates of CIL – based on CIL being less than 5% of the Gross Development Value**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £360 | £360 | £180 | £320 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £360 | | |
| North Weald Bassett MPA | | | | £320 |
| Waltham Abbey North MPA | | £360 | | |

Source: HDH (March 2025)

*Recommended Rates of CIL for Residential Development*

10.37 The previous paragraphs and tables consider conventional viability testing using the EUV Plus method (with a 30% buffer), considering the amount that the value of land may fall as a consequence of introducing CIL and considering CIL as a proportion of the total value of the scheme. When brought together the following maximum rates of CIL are suggested:

**Table 10.9 Maximum Rates of CIL – Residential Development**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £360 | £360 | £180 | £180 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £360 | | |
| North Weald Bassett MPA | | | | £120 |
| Waltham Abbey North MPA | | £360 | | |

Source: HDH (March 2025)

10.38 These rates are subject to sensitivity testing later in this chapter.

**Specialist Housing Rates of CIL**

10.39 As with mainstream housing, specialist older people's housing has been tested.

10.40 In considering CIL for specialist housing, the assessment is based on the Council's planning policies as set out in the now adopted Local Plan. The policies have been updated in line with national requirements, and include 40% affordable housing. Allowance is made for the inclusion of sprinklers. The same s106 assumptions are applied as are used for mainstream housing, with the exception of education, which is omitted.

10.41 Sheltered and Extracare housing schemes have been modelled, and from this, the effect of CIL is inferred.

*The Potential for CIL – Specialist Housing*

10.42 Appraisals have been undertaken with a range of levels of CIL. It is important to note that in the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL, were charged on all units (market and affordable). In the following analysis, the rates of CIL are only applied to the market housing, and are calculated on a £ per sqm basis.

10.43 Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required). The following tables show the Additional Profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the adopted Plan.

**Table 10.10 Residential Development – Additional Profit. South West EFDC (£ per ha)**

| | | | | £ site | £ per sqm |
|---|---|---|---|---|---|
| Site 1 | Sheltered Flats | Green | Paddock | 5,419,763 | 2,007 |
| Site 2 | Sheltered Flats | Brown | PDL | 3,231,703 | 1,197 |
| Site 3 | Extracare Flats | Green | Paddock | 4,506,382 | 1,359 |
| Site 4 | Extracare Flats | Brown | PDL | 2,086,880 | 630 |

Source: HDH (November 2024)

10.44 The Additional Profit suggests that there is considerable capacity to bear CIL. As set out earlier, CIL Regulation 14 (as amended) sets out the core principle for setting CIL.

10.45 As with mainstream housing, the BLV has been lifted by 30%, being in line with the assumption used in many other situations.

## Table 10.11 Residual Value v BLV Plus 30%. South West EFDC (£ per ha)

| | | EUV Plus | BLV 30% | Residual Value £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Sheltered Flats | 50,000 | 455,000 | 8,080,837 | 7,994,726 | 7,908,615 | 7,822,504 | 7,736,393 | 7,650,282 | 7,564,171 | 7,478,060 | 7,391,949 | 7,305,838 | 7,219,728 | 7,133,617 | 7,047,506 | 6,961,395 | 6,875,284 | 6,789,173 |
| Site 2 | Sheltered Flats | 2,000,000 | 3,120,000 | 7,008,913 | 6,922,803 | 6,836,692 | 6,750,581 | 6,664,470 | 6,578,359 | 6,492,248 | 6,406,137 | 6,320,026 | 6,233,915 | 6,147,804 | 6,061,693 | 5,975,582 | 5,889,471 | 5,803,360 | 5,717,249 |
| Site 3 | Extracare Flats | 50,000 | 455,000 | 6,778,214 | 6,672,489 | 6,566,764 | 6,461,039 | 6,355,314 | 6,249,589 | 6,143,864 | 6,038,138 | 5,932,413 | 5,826,688 | 5,720,963 | 5,615,238 | 5,509,513 | 5,403,788 | 5,298,063 | 5,192,338 |
| Site 4 | Extracare Flats | 2,000,000 | 3,120,000 | 5,376,217 | 5,270,492 | 5,164,767 | 5,059,042 | 4,953,317 | 4,847,592 | 4,741,867 | 4,636,142 | 4,530,417 | 4,424,691 | 4,318,966 | 4,213,241 | 4,107,516 | 4,001,791 | 3,896,066 | 3,790,341 |

| | | EUV Plus | BLV 30% | Residual Value £320 | £340 | £360 | £380 | £400 | £420 | £440 | £460 | £480 | £500 | £520 | £540 | £560 | £580 | £600 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Sheltered Flats | 50,000 | 455,000 | 6,703,062 | 6,616,951 | 6,530,840 | 6,444,729 | 6,358,618 | 6,272,507 | 6,186,396 | 6,100,285 | 6,014,174 | 5,928,063 | 5,841,953 | 5,755,842 | 5,669,731 | 5,583,620 | 5,497,509 |
| Site 2 | Sheltered Flats | 2,000,000 | 3,120,000 | 5,631,138 | 5,545,028 | 5,458,917 | 5,372,806 | 5,286,695 | 5,200,584 | 5,114,473 | 5,028,362 | 4,942,251 | 4,856,140 | 4,770,029 | 4,683,918 | 4,597,807 | 4,511,696 | 4,425,585 |
| Site 3 | Extracare Flats | 50,000 | 455,000 | 5,086,613 | 4,980,888 | 4,875,162 | 4,769,437 | 4,663,712 | 4,557,987 | 4,452,262 | 4,346,537 | 4,240,812 | 4,135,087 | 4,029,362 | 3,923,637 | 3,817,911 | 3,712,186 | 3,606,461 |
| Site 4 | Extracare Flats | 2,000,000 | 3,120,000 | 3,684,616 | 3,578,891 | 3,473,166 | 3,367,441 | 3,261,715 | 3,155,990 | 3,050,265 | 2,944,540 | 2,838,815 | 2,733,090 | 2,627,365 | 2,521,640 | 2,415,915 | 2,310,190 | 2,204,464 |

Source: HDH (March 2025)

10.46 This analysis shows that, across all the typologies, the Residual Value exceeds BLV +30% for rates of CIL of up to £600 per sqm on the Sheltered housing, but less for Extracare housing, being up to £420 per sqm, indicating that development is likely to be viable with these levels of CIL.

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

10.47 To further inform the CIL rate setting process, CIL has been calculated as a proportion of the Residual Value and the Gross Development Value. It would be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so, and for CIL to be less than 5% or so of GDV.

## Table 10.12 CIL as a Proportion of Residual Value and GDV

**CIL at Percentage of Residual Value**

| | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Sheltered Flats | 0% | 1% | 2% | 3% | 4% | 6% | 7% | 8% | 9% | 11% | 12% | 13% | 15% | 16% | 18% | 19% |
| Site 2 | Sheltered Flats | 0% | 1% | 3% | 4% | 5% | 7% | 8% | 9% | 11% | 12% | 14% | 16% | 17% | 19% | 21% | 23% |
| Site 3 | Extracare Flats | 0% | 2% | 3% | 5% | 7% | 8% | 10% | 12% | 14% | 16% | 19% | 21% | 23% | 26% | 28% | 31% |
| Site 4 | Extracare Flats | 0% | 2% | 4% | 6% | 9% | 11% | 13% | 16% | 19% | 22% | 25% | 28% | 31% | 34% | 38% | 42% |
| | | | **£320** | **£340** | **£360** | **£380** | **£400** | **£420** | **£440** | **£460** | **£480** | **£500** | **£520** | **£540** | **£560** | **£580** | **£600** |
| Site 1 | Sheltered Flats | | 21% | 22% | 24% | 25% | 27% | 29% | 31% | 33% | 34% | 36% | 38% | 41% | 43% | 45% | 47% |
| Site 2 | Sheltered Flats | | 25% | 26% | 28% | 31% | 33% | 35% | 37% | 40% | 42% | 44% | 47% | 50% | 53% | 56% | 59% |
| Site 3 | Extracare Flats | | 33% | 36% | 39% | 42% | 45% | 49% | 52% | 56% | 60% | 64% | 68% | 73% | 78% | 83% | 88% |
| Site 4 | Extracare Flats | | 46% | 50% | 55% | 60% | 65% | 71% | 77% | 83% | 90% | 97% | 105% | 114% | 123% | 133% | 144% |

**CIL at Percentage of Gross Development Value**

| | | £0 | £20 | £40 | £60 | £80 | £100 | £120 | £140 | £160 | £180 | £200 | £220 | £240 | £260 | £280 | £300 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Site 1 | Sheltered Flats | 0.00% | 0.25% | 0.49% | 0.74% | 0.99% | 1.23% | 1.48% | 1.72% | 1.97% | 2.22% | 2.46% | 2.71% | 2.96% | 3.20% | 3.45% | 3.70% |
| Site 2 | Sheltered Flats | 0.00% | 0.25% | 0.49% | 0.74% | 0.99% | 1.23% | 1.48% | 1.72% | 1.97% | 2.22% | 2.46% | 2.71% | 2.96% | 3.20% | 3.45% | 3.70% |
| Site 3 | Extracare Flats | 0.00% | 0.27% | 0.53% | 0.80% | 1.07% | 1.34% | 1.60% | 1.87% | 2.14% | 2.40% | 2.67% | 2.94% | 3.21% | 3.47% | 3.74% | 4.01% |
| Site 4 | Extracare Flats | 0.00% | 0.27% | 0.53% | 0.80% | 1.07% | 1.34% | 1.60% | 1.87% | 2.14% | 2.40% | 2.67% | 2.94% | 3.21% | 3.47% | 3.74% | 4.01% |
| | | | **£320** | **£340** | **£360** | **£380** | **£400** | **£420** | **£440** | **£460** | **£480** | **£500** | **£520** | **£540** | **£560** | **£580** | **£600** |
| Site 1 | Sheltered Flats | | 3.94% | 4.19% | 4.43% | 4.68% | 4.93% | 5.17% | 5.42% | 5.67% | 5.91% | 6.16% | 6.41% | 6.65% | 6.90% | 7.14% | 7.39% |
| Site 2 | Sheltered Flats | | 3.94% | 4.19% | 4.43% | 4.68% | 4.93% | 5.17% | 5.42% | 5.67% | 5.91% | 6.16% | 6.41% | 6.65% | 6.90% | 7.14% | 7.39% |
| Site 3 | Extracare Flats | | 4.27% | 4.54% | 4.81% | 5.08% | 5.34% | 5.61% | 5.88% | 6.14% | 6.41% | 6.68% | 6.95% | 7.21% | 7.48% | 7.75% | 8.01% |
| Site 4 | Extracare Flats | | 4.27% | 4.54% | 4.81% | 5.08% | 5.34% | 5.61% | 5.88% | 6.14% | 6.41% | 6.68% | 6.95% | 7.21% | 7.48% | 7.75% | 8.01% |

Source: HDH (March 2025)

10.48 It was found that most sites were viable at rates of CIL of £600 per sqm for Sheltered housing and £420 per sqm on the Extracare housing sites. On the Sheltered housing sites, CIL at above £320 per sqm would however have a notable impact on land prices, with values potentially falling over 25%. Similarly, on Extracare housing sites, CIL at above £200 per sqm would have a notable impact on land prices, with values potentially falling over 25%. CIL at these rates would be less than 5% of the scheme's value.

**Table 10.13 Maximum Rates of CIL – Specialist Older People's Housing Development**

| | **£ per sqm** |
|---|---|
| Sheltered Housing | £320 per sqm |
| Extracare Housing | £200 per sqm |

Source: HDH (March 2025)

**Sensitivity Testing**

10.49 Whatever rates of CIL are adopted; development viability should not be unduly sensitive to future changes in prices and costs. Sensitivity testing has been carried out in two regards. Firstly, with regard to changes in values and costs, and secondly, with regard to the Building Safety Levy.

*Impact of Change in Values and Costs*

10.50 In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produces various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts (at April 2025) an increase in prices of 8.8% over the next 3 years[185].

10.51 As set out in Chapter 4, the property market and wider economy, is in a current period of uncertainty. It is not the purpose of this report to predict the future of the market. A further set of appraisals has been run for the residential development, that incorporate the suggested rates of CIL, for a range of cost and price change scenarios. In this analysis, it is assumed all the other matters in the base appraisals remain unchanged.

10.52 The appraisal results are set out in **Appendix 13** below.

10.53 The analysis demonstrates that most development is likely to be able to absorb increases in build costs of at least 10%. A modest fall in values (relative to costs) is unlikely to have a significant impact on viability.

185

| BCIS General Building Cost Index | | |
|---|---|---|
| April 2025 | 436.7 | Forecast |
| April-2028 | 517.6 | Forecast |
| Change | 41.9 | 8.8% |

*Building Safety Levy*

10.54 As set out at the end of Chapter 8 above, in March 2025 the Government announced that the Levy will be introduced in Autumn 2026. If introduced, the rates in EFDC would be £23.09 per sqm for brownfield land and £46.18 per sqm for greenfield land. There are a number of points which have not been clarified, for example whether the Levy will apply to all development, or just the larger schemes.

10.55 A further set of appraisals has been run where the Building Safety Levy is treated as a cost of development and incorporated into the appraisal. The results are set out in **Appendix 14** to this report.

10.56 This analysis suggests that the proposed rates of CIL would remain appropriate if the Building Safety Levy is set at £23.09 per sqm for brownfield land and £46.18 per sqm for greenfield land.

# 11. Non-Residential Appraisals

11.1 In the preceding chapters the assumptions are set out for the residential development appraisals. A set of appraisals has been run for the non-residential development types. The detailed appraisal results are set out in **Appendix 16** and summarised in the table below.

11.2 As with the residential appraisals, the Residual Valuation approach is used. The appraisals 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. 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, the same methodology with regard to the Benchmark Land Values (Existing / Alternative Land Use 'plus') as for residential development.

11.3 As for residential development, the Residual Value has been calculated with a range of levels of CIL. The appraisals assume the introduction of the Future Buildings Standard. No allowance is made for s106 contributions.

11.4 As with residential development, the Additional Profit has been calculated. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required).

### Employment Uses

**Table 11.1 Appraisal Results – Employment Uses**

| **GREENFIELD** | | | | | | | |
|---|---|---|---|---|---|---|---|
| | | **Offices - Central** | **Offices - Small** | **Offices - Park** | **Industrial** | **Industrial - Small** | **Distribution** |
| **CIL** | £/m2 | £0 | £0 | £0 | £0 | £0 | £0 |
| **RESIDUAL VALUE** | **Site** | **-3,533,688** | **-364,402** | **-1,783,565** | **2,781,805** | **14,546** | **6,298,610** |
| | | | | | | | |
| Existing Use Value | £/ha | 50,000 | 50,000 | 50,000 | 22,500 | 50,000 | 22,500 |
| Benchmark Land Value | £/ha | 350,000 | 350,000 | 350,000 | 322,500 | 350,000 | 322,500 |
| Residual Value | £/ha | -61,839,537 | -3,644,019 | -4,458,913 | 2,781,805 | 145,461 | 4,409,027 |
| | | | | | | | |
| Additional Profit | Site | -3,553,688 | -399,402 | -1,923,565 | 2,459,305 | -20,454 | 5,837,896 |
| | £/m2 | -1,777 | -799 | -962 | 615 | -51 | 1,168 |
| **BROWNFIELD** | | | | | | | |
| | | **Offices - Central** | **Offices - Small** | **Offices - Park** | **Industrial** | **Industrial - Small** | **Distribution** |
| **CIL** | £/m2 | £0 | £0 | £0 | £0 | £0 | £0 |
| **RESIDUAL VALUE** | **Site** | **-4,084,845** | **-484,836** | **-2,265,467** | **2,250,155** | **-57,428** | **5,758,906** |
| | | | | | | | |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Value | £/ha | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 |
| Residual Value | £/ha | -71,484,784 | -4,848,361 | -5,663,669 | 2,250,155 | -574,281 | 4,031,234 |
| | | | | | | | |
| Additional Profit | Site | -4,221,988 | -724,836 | -3,225,467 | -149,845 | -297,428 | 2,330,334 |
| | £/m2 | -2,111 | -1,450 | -1,613 | -37 | -744 | 466 |

Source: HDH (March 2025)

11.5 The results are consistent with those presented in 2020, except in relation to industrial uses which show a marked improvement in the Residual Value. In addition, logistics uses are shown as being viable and having capacity to bear CIL.

11.6 Through the technical consultation a commercial developer[186] suggested that greenfield sites for distribution and logistics uses should be exempt from CIL. No rationale was given behind this (no comments were made in relation to the assumptions used etc). It is important to note that rates of CIL may only be set with regard to viability, and to simply exempt a type of development would be contrary to the CIL Regulations.

**Retail**

**Table 11.2 Appraisal Results – Retail Uses**

| GREENFIELD | | | | | | |
|---|---|---|---|---|---|---|
| | | Prime Retail Central | Secondary Retail | Supermarket | Small Supermarket | Retail Warehouse |
| CIL | £/m2 | | £0 | £0 | £0 | £0 |
| RESIDUAL VALUE | Site | | 18,454 | 3,614,163 | 2,128,866 | 5,924,938 |
| | | | | | | |
| Existing Use Value | £/ha | | 50,000 | 22,500 | 50,000 | 22,500 |
| Benchmark Land Value | £/ha | | 350,000 | 322,500 | 350,000 | 322,500 |
| Residual Value | £/ha | | 738,168 | 6,023,003 | 7,096,219 | 7,406,173 |
| | | | | | | |
| Additional Profit | Site | | 9,704 | 3,420,644 | 2,023,866 | 5,666,938 |
| | £/m2 | | 49 | 1,710 | 1,687 | 1,417 |
| **BROWNFIELD** | | | | | | |
| | | Prime Retail Central | Secondary Retail | Supermarket | Small Supermarket | Retail Warehouse |
| CIL | £/m2 | £0 | £0 | £0 | £0 | £0 |
| RESIDUAL VALUE | Site | 358,147 | -16,251 | 3,174,002 | 1,875,214 | 5,395,062 |
| | | | | | | |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Value | £/ha | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 |
| Residual Value | £/ha | 14,325,860 | -650,039 | 5,289,474 | 6,250,712 | 6,743,828 |
| | | | | | | |
| Additional Profit | Site | 298,147 | -76,251 | 1,733,858 | 1,155,214 | 3,475,062 |
| | £/m2 | 1,491 | -381 | 867 | 963 | 869 |

Source: HDH (March 2025)

11.7 Retail development, with the exception of that in secondary locations, is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin (indicating the ability to make developer contributions).

**Potential for CIL**

11.8 The above analysis indicates the scope for CIL on industrial and logistics uses and for retail uses. Further appraisals have been run with varied levels of CIL and tested against a BLV plus 30%, as was done for residential development in Chapter 10 above.

11.9 It was concluded that the large scale industrial and distribution uses and the large scale retail uses have potential to bear CIL, but the other non-residential and employment uses did not.

[186] Alex Cole of Savills for Indurent with regard to land at J7 M11

Further appraisals have been run with a range of levels of CIL. The results are summarised in **Appendix 17** below.

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

**Table 11.3 Suggested Rates of CIL – Non-Residential Uses. £ per sqm**

| | Greenfield | Brownfield |
|---|---|---|
| Large Scale Industrial | £120 | £110 |
| Distribution | £150 | £150 |
| | | |
| Retail | | |
| Prime | | £260 |
| Supermarket | £260 | £260 |
| Retail Warehouse | £180 | £180 |

Source: HDH (April 2025)

# 12. Findings and Recommendations

12.1 This chapter brings together the findings of this CIL Viability Assessment and provides a non-technical summary of the overall assessment that can be read on a standalone basis. Having said this, a viability assessment of this type is a technical document that is prepared to address the specific requirements of the National Planning Policy Framework (NPPF), the Planning Practice Guidance (PPG) and the CIL Regulations, so it is recommended the report is read in full. As this is a summary chapter, much of the content of earlier chapters is repeated.

12.2 The *Epping Forest District Local Plan 2011 to 2033* (the Local Plan) was adopted in March 2023. The Council is now reconsidering CIL. HDH Planning & Development Ltd (HDH) prepared the *EFDC Consolidated and Updated Viability Evidence* (HDH, September 2020) (the 2020 Viability Assessment) and supported the Council through the plan-making and examination process. The *EFDC Consolidated and Updated Viability Evidence* (HDH, September 2020) was considered through the Local Plan Examination. The viability evidence, set out in the 2020 Viability Assessment, is the appropriate starting point for the consideration of CIL.

12.3 HDH has now been instructed to '*identify CIL rates which will maximise the potential for CIL revenue, while also ensuring that the imposition of a CIL in the District does not render any type of new development financial unviability*'.

12.4 This CIL Viability Assessment updates the 2020 Viability Assessment, taking into account the changes in costs and values and also picks up changes in national policy that have been made over the last few years. CIL is set having regard to a range of factors, one of which is viability. This report only considers viability. Outside this report, the Council will consider the need for infrastructure, other sources of funding (including the use of s106) and the track record of securing developer contributions (including affordable housing).

12.5 The 2020 Viability Assessment was informed by a consultation process, a workshop was held in November 2019. Representatives of the main developers, development site landowners, their agents and housing providers were invited. This CIL Viability Assessment was subject to further technical consultation in December 2024. Representatives of the main developers, development site landowners, their agents, planning agents and consultants working in the area and housing associations were invited to comment on an early draft of this CIL Viability Assessment.

12.6 The methodology used in this report is consistent with the December 2024 NPPF, the CIL Regulations (as amended) and the updated PPG.

**Compliance**

12.7 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). HDH confirms that the relevant RICS Guidance has been followed.

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

12.8 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the updated NPPF. The overall requirement is that *'policy requirements should be informed by evidence of infrastructure and Affordable Housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106.*'

12.9 This CIL Viability Assessment is based on typologies that are representative of the type of development expected to come forward under the new Local Plan. In addition, the Strategic Sites are tested individually.

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

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

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

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

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

12.13 Viability testing in the context of CIL is to assess the '*effects*' on development. Ultimately, the test that will be applied to CIL is as set out in the examination section of the PPG. This assessment has updated the existing evidence base.

12.14 CIL, once introduced, is mandatory on all developments within the categories and areas where the levy applies. This is unlike s106 agreements (including affordable housing) which can be negotiated on a site-by-site basis (subject to the restrictions in CIL Regulation 122 and within

paragraphs 10-007 and 10-008 of the PPG). This means that CIL must not prejudice the viability of most sites and thus threaten the delivery of the Local Plan.

*Viability Guidance*

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

**Gross Development Value**
(The combined value of the complete development)
LESS
**Cost of creating the asset, including a profit margin**
(Construction + fees + finance charges)
=
**RESIDUAL VALUE**

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

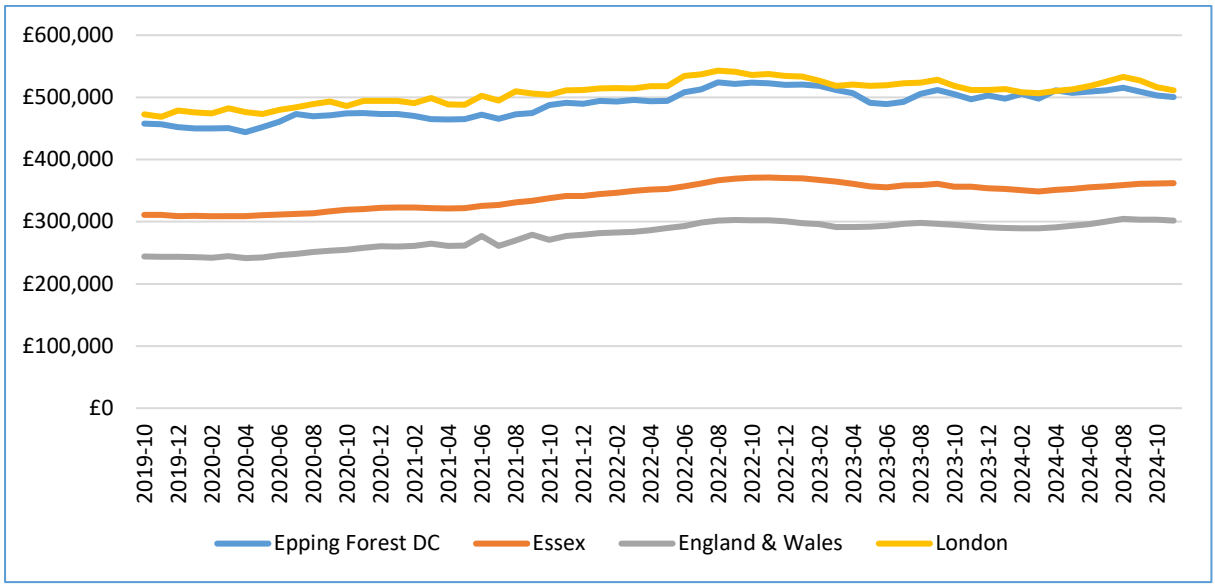
12.17 In line with the PPG, this study is based on the EUV Plus (EUV+) methodology, that is to compare the Residual Value, generated by financial development appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central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

**Residential Market**

12.18 An assessment of the housing market has been undertaken.

12.19 Average prices in Epping Forest have increased since the data was gathered in the 2020 Viability Assessment and are now about 9% above the October 2019 levels. This is less than the increase across England and Wales (24%) and more than the increase in London where prices have increased by 8%.

**Figure 12.1 Average House Prices (£)**




Source: Land Registry (February 2025). Contains public sector information licensed under the Open Government Licence v3.0.

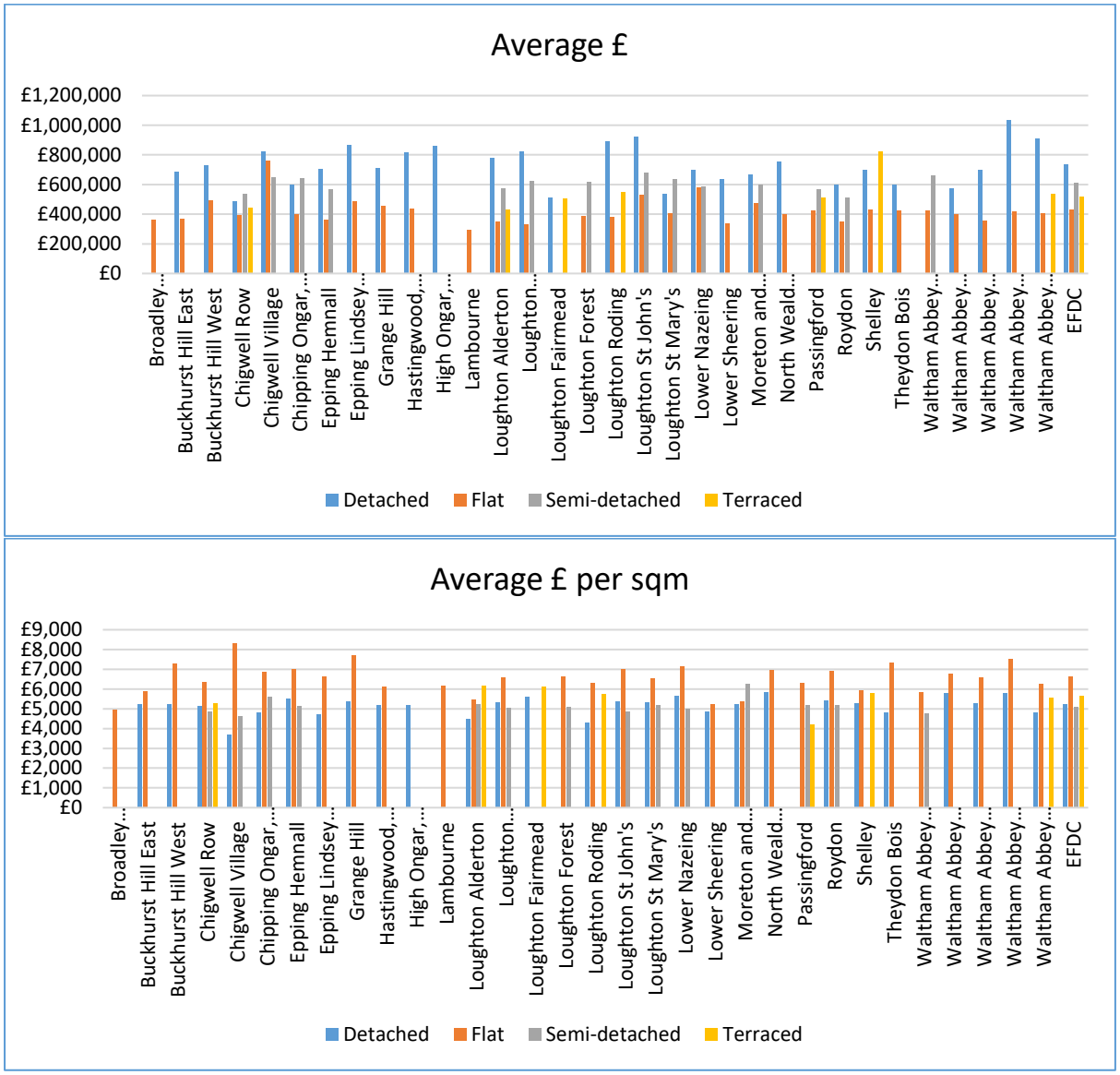
12.20 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price for EFDC is 30th (out of 331) at £618,259. To set this in context, the council at the middle of the rank (166th – West Suffolk), has an average price of £337,186. In EFDC, the median price is lower than the average, at £511,750.

12.21 This study concerns new homes. The figure above shows that average prices are broadly unchanged over the last year or so. Having said this, the Land Registry data shows that the average price paid for newbuild homes in EFDC is now about 28% greater than it was in 2019 (£713,136). Average newbuild prices (£713,136) are £209,830 (or 42%) more than the average price paid for existing homes (£503,306).

*The Local Market*

12.22 A survey of asking prices across the Council area was carried out, median asking prices were estimated. Data from Landmark was analysed. This data includes the records of 7,234 sales from the start of 2020. Of these, floor areas are available for 6,500 sales, and the number of bedrooms is available for 3,488 sales. There is a significant delay in the Land Registry updating the dataset, with only 36 newbuild sales recorded in 2023 and 2024.

**Figure 12.2 Residential Prices Paid – From January 2020 to November 2024. Newbuild**




Source: Landmark (November 2024)

12.23 In deriving the assumptions in this report, weight is put on the more recent data to ensure the more recent changes in values is reflected in the assumptions.

12.24 Based on prices paid, the asking prices from active developments, and informed by the general pattern of house prices across the study area, the following prices were derived, informed by the comments made through the technical consultation:

**Table 12.1 2025 Residential Price Assumptions (£ per sqm) - Typologies**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Adjacent to Harlow | Rural EFDC |
|---|---|---|---|---|
| Large Greenfield | £5,900 | £5,750 | £4,485 | £5,150 |
| Medium Greenfield | £5,900 | £5,750 | £4,485 | £5,150 |
| Brownfield | £6,000 | £6,000 | | £5,150 |
| Urban Flatted | £6,300 | £6,300 | | |

Source: HDH (February 2024)

**Table 12.2 2025 Residential Price Assumptions (£ per sqm) - Strategic Sites**

| | |
|---|---|
| East of Harlow (North) | £4,485 |
| Latton Priory | £4,485 |
| Water Lane Area (Sumners) | £4,485 |
| Water Lane Area (Katherines) | £4,485 |
| South Epping MPA | £5,750 |
| North Weald Bassett MPA | £5,150 |
| Waltham Abbey North MPA | £5,750 |

Source: HDH (February 2024)

12.25 There is uncertainty with regard to the housing market. Sensitivity testing has been carried out.

*Affordable Housing*

12.26 It is assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP), – with the exception of First Homes that are sold directly by the developer. The following values are used:

a. Affordable Rent 55% market value

b. Shared Ownership 70% market value

12.27 In addition, values are derived for Build to Rent housing and specialist older people's housing.

**Non-Residential Market**

12.28 The employment and retail sectors have been surveyed, and the following value assumptions have been derived:

**Table 12.3 Non-Residential Value Assumptions. £ per sqm**

| | Rent per sqm | Yield | Rent free period | Value | Assumption |
|---|---|---|---|---|---|
| Offices Park | £230 | 7.50% | 1.0 | £2,853 | £2,855 |
| Offices Central | £230 | 7.50% | 1.0 | £2,853 | £2,855 |
| Smaller Offices | £270 | 8.00% | 1.0 | £3,125 | £3,125 |
| Industrial | £180 | 7.00% | 0.0 | £2,571 | £2,570 |
| Smaller Industrial | £180 | 7.00% | 0.0 | £2,571 | £2,570 |
| Logistics | £160 | 5.00% | 0.0 | £3,200 | £3,200 |
| Retail (Prime) | £400 | 7.00% | 1.0 | £5,340 | £5,300 |
| Retail (Elsewhere) | £300 | 9.00% | 1.0 | £3,058 | £3,050 |
| Supermarket | £250 | 4.50% | 1.0 | £5,316 | £5,300 |
| Retail Warehouse | £200 | 5.00% | 2.0 | £3,628 | £3,625 |

Source: HDH (March 2025)

### Land Values

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

**Table 12.4 Existing Use Value Land Prices**

| | |
|---|---|
| **Brownfield Land** | £2,000,000 |
| **Greenfield Land** | |
| Agricultural<br>(Glasshouses) | £25,000<br>(£1,000,000) |
| Paddock | £50,000 |

Source: HDH (March 2025)

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

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

b. Greenfield Sites: EUV Plus £300,000 per ha.

### Development Costs

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

12.32 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Epping Forest. The median cost figure for 'Estate Housing – Generally' is £1,532 per sqm. This is an increase of 16% from £1,285 per sqm at the time of the 2020 Viability Assessment, and an increase of 2.7% (from £1,492 per sqm) since the pre-consultation iteration of this assessment. The use of the BCIS data is suggested in the PPG, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale.

12.33 In addition to the BCIS build cost, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping, and other external costs). A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for flatted schemes, to 15% for the larger greenfield schemes.

12.34 An additional allowance is made for abnormal costs of 5% of the BCIS costs on brownfield sites. Abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs.

*Fees*

12.35 For residential and non-residential development, a base professional fee cost of 8% of build costs is assumed. Separate allowances are made for planning fees, acquisition, sales and finance costs, and for meeting Epping Forest District Council's planning policy requirements. As in the 2020 Viability Assessment, a 10% assumption is used on the Strategic Sites and the brownfield sites.

*Contingencies*

12.36 In line with comments made through the technical consultation, a contingency of 5% has been allowed for across the brownfield typologies and on the Strategic Sites, and 2.5% across the greenfield typologies.

*Financial and Other Appraisal Assumptions*

12.37 The appraisals assume interest of 7% p.a. for total debit balances. No allowance is made for equity provided by the developer.

*Developers' return*

12.38 The updated PPG says '*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies'*. The purpose of including a developers' return figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land and then expending the costs of construction before selling the property. The use of developers' return in the context of area wide viability testing of the type required by the NPPF, is to reflect that level of risk.

12.39 An assumption of 20% is used in relation to market housing and in relation to affordable housing. 15% is assumed for other types of development.

**Local Plan Policy Requirements**

12.40 The 2020 Viability Assessment considered the Local Plan Submitted Version 2017 (LPSV / submitted Local Plan) which was submitted for Independent Examination in September 2018. The submitted Local Plan went on to be modified and then adopted in March 2023. The

purpose of this CIL Viability Assessment is to consider the impact of CIL on development, in the context of the adopted Local Plan and changes in national policy.

12.41 Many of the policies are either general enabling policies or policies that restrict development to particular areas or situations. These do not directly impact on viability. Those policies that add to the costs of development over and above the normal costs of development have been assessed and reflected in the development appraisals.

*Developer contributions*

12.42 Of particular note is the approach to developer contributions. This is carried forward from the 2020 Viability Assessment, but updated to align with Essex County Council's latest requirements and the latest information in relation to the Strategic Sites, which have been updated as follows:

**Table 12.5 Strategic Sites. Updated Strategic Infrastructure and Mitigation Costs (Less Open Space Costs Assumptions) – 2025. £ per dwelling**

| | Units | £ per unit |
|---|---|---|
| East of Harlow (North) | 750 | £61,342 |
| Latton Priory | 1,050 | £61,146 |
| Water Lane Area (Sumners) | 807 | £63,076 |
| Water Lane Area (Katherines) | 1331 | £63,001 |
| South Epping MPA | 450 | £30,651 |
| North Weald Bassett MPA | 1,050 | £29,890 |
| Waltham Abbey North MPA | 740 | £27,830 |

Source: (March 2025)

**Modelling**

12.43 The approach is to model a set of development sites that are broadly representative of the unconsented development sites that are likely to come forward under the adopted Local Plan. This includes the allocated Strategic Sites.

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

**Residential Appraisals**

12.45 The appraisals use the residual valuation approach, they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the Existing Use Value (EUV) by a satisfactory margin, being the Benchmark Land Value (BLV).

12.46 Sets of appraisals have been run at varied levels of CIL.

*Base Appraisals*

12.47 The initial appraisals are based on the full 'policy-on' scenario, including full compliance with the affordable housing policies and the full provision of the strategic infrastructure and mitigation costs (as identified through the IDP process). The base appraisals are based on the following policy requirements.

| | | |
|---|---|---|
| a. | Affordable Housing | 40% - as 30% Affordable Rent and 10% Affordable Home Ownership. |
| b. | Design | 10% Biodiversity Net Gain |
| | | 110 LPPPD water standard |
| | | Future Homes Standard – Option 1 |
| | | Accessibility – all M4(2) |
| | | Environmental mitigation Air pollution £215 per unit and SAMM £600 per unit. |
| c. | Developer Contributions | General typologies, Essex CC education plus £2,500 per unit. |
| | | Strategic Sites as estimated. |

12.48 The Residual Value, on most typologies, is broadly similar to that as reported in the 2020 Viability Assessment. This is to be expected, whilst values have increased more than costs over the last few years, additional national policy requirements are now factored into the appraisals.

*Residential Rates of CIL*

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

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

12.51 Appraisals have been run with a range of levels of CIL. It is important to note that, in the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL, were charged on all units (market and affordable). In the following analysis, the rates of CIL are only applied to the market housing and are calculated on a £ per sqm basis.

12.52 Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required).

12.53 The following tables show the Additional Profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the adopted Plan.

**Table 12.6a Residential Development – Additional Profit. South West EFDC (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | South West EFDC | Industrial | -1,059,467 | -225 |
| Site 2 | Flats 100 PRS HD | South West EFDC | Industrial | -4,228,494 | -674 |
| Site 3 | Flats 40 HD | South West EFDC | Industrial | -958,845 | -511 |
| Site 4 | Flats 40 PRS HD | South West EFDC | Industrial | -2,223,074 | -888 |
| Site 5 | Urban 60 HD | South West EFDC | Industrial | 2,368,667 | 693 |
| Site 6 | Urban 60 | South West EFDC | Industrial | -135,611 | -40 |
| Site 7 | Urban 30 HD | South West EFDC | Industrial | 1,193,830 | 642 |
| Site 8 | Urban 30 | South West EFDC | Industrial | 78,029 | 45 |
| Site 9 | Urban 15 HD | South West EFDC | Industrial | 662,059 | 679 |
| Site 10 | Urban 15 | South West EFDC | Industrial | 204,362 | 223 |
| Site 11 | Urban 9 HD | South West EFDC | Industrial | -296,604 | -722 |
| Site 12 | Urban 9 | South West EFDC | Industrial | 224,865 | 394 |
| Site 13 | Large Greenfield 200 | South West EFDC | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | South West EFDC | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | South West EFDC | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | South West EFDC | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | South West EFDC | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | South West EFDC | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | South West EFDC | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | South West EFDC | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | South West EFDC | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | South West EFDC | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | South West EFDC | Paddock | 929,131 | 1,730 |

Source: HDH (March 2025)

**Table 12.6b Residential Development – Additional Profit. Epping / Waltham Abbey and Adjacent (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 1 | Flats 100 HD | Epping / W Abbey | Industrial | -1,059,467 | -225 |
| Site 2 | Flats 100 PRS HD | Epping / W Abbey | Industrial | -4,228,494 | -674 |
| Site 3 | Flats 40 HD | Epping / W Abbey | Industrial | -958,845 | -511 |
| Site 4 | Flats 40 PRS HD | Epping / W Abbey | Industrial | -2,223,074 | -888 |
| Site 5 | Urban 60 HD | Epping / W Abbey | Industrial | 2,368,667 | 693 |
| Site 6 | Urban 60 | Epping / W Abbey | Industrial | -135,611 | -40 |
| Site 7 | Urban 30 HD | Epping / W Abbey | Industrial | 1,193,830 | 642 |
| Site 8 | Urban 30 | Epping / W Abbey | Industrial | 78,029 | 45 |
| Site 9 | Urban 15 HD | Epping / W Abbey | Industrial | 662,059 | 679 |
| Site 10 | Urban 15 | Epping / W Abbey | Industrial | 204,362 | 223 |
| Site 11 | Urban 9 HD | Epping / W Abbey | Industrial | -296,604 | -722 |
| Site 12 | Urban 9 | Epping / W Abbey | Industrial | 224,865 | 394 |
| Site 13 | Large Greenfield 200 | Epping / W Abbey | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | Epping / W Abbey | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | Epping / W Abbey | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | Epping / W Abbey | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | Epping / W Abbey | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | Epping / W Abbey | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | Epping / W Abbey | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | Epping / W Abbey | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | Epping / W Abbey | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | Epping / W Abbey | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | Epping / W Abbey | Paddock | 929,131 | 1,730 |
| Site 28 | South Epping MPA | Epping / W Abbey | Agricultural | 34,768,964 | 1,167 |
| Site 30 | Waltham Abbey North MPA | Epping / W Abbey | Agricultural | 59,452,386 | 1,212 |

Source: HDH (March 2025)

**Table 12.6c Residential Development – Additional Profit. Harlow (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 13 | Large Greenfield 200 | Adjacent to Harlow | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | Adjacent to Harlow | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | Adjacent to Harlow | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | Adjacent to Harlow | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | Adjacent to Harlow | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | Adjacent to Harlow | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | Adjacent to Harlow | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | Adjacent to Harlow | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | Adjacent to Harlow | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | Adjacent to Harlow | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | Adjacent to Harlow | Paddock | 929,131 | 1,730 |
| Site 24 | East of Harlow (North) | Harlow | Agricultural | -30,280,372 | -609 |
| Site 25 | Latton Priory | Harlow | Agricultural | -84,861,100 | -955 |
| Site 26 | Water Lane (Sumners) | Harlow | Agricultural | -36,585,496 | -684 |
| Site 27 | Water Lane (Katherines) | Harlow | Ag / Glass | -99,514,251 | -1,128 |

Source: HDH (March 2025)

**Table 12.6d Residential Development – Additional Profit. Rural EFDC (£ per ha)**

| | | | | £ site | £/m2 |
|---|---|---|---|---|---|
| Site 5 | Urban 60 HD | Rural EFDC | Industrial | 2,368,667 | 693 |
| Site 6 | Urban 60 | Rural EFDC | Industrial | -135,611 | -40 |
| Site 7 | Urban 30 HD | Rural EFDC | Industrial | 1,193,830 | 642 |
| Site 8 | Urban 30 | Rural EFDC | Industrial | 78,029 | 45 |
| Site 9 | Urban 15 HD | Rural EFDC | Industrial | 662,059 | 679 |
| Site 10 | Urban 15 | Rural EFDC | Industrial | 204,362 | 223 |
| Site 11 | Urban 9 HD | Rural EFDC | Industrial | -296,604 | -722 |
| Site 12 | Urban 9 | Rural EFDC | Industrial | 224,865 | 394 |
| Site 13 | Large Greenfield 200 | Rural EFDC | Agricultural | 21,377,677 | 1,612 |
| Site 14 | Greenfield 100 HD | Rural EFDC | Agricultural | 9,460,443 | 1,662 |
| Site 15 | Greenfield 100 | Rural EFDC | Agricultural | 10,519,504 | 1,587 |
| Site 16 | Greenfield 60 HD | Rural EFDC | Agricultural | 5,570,439 | 1,629 |
| Site 17 | Greenfield 60 | Rural EFDC | Agricultural | 6,261,746 | 1,565 |
| Site 18 | Greenfield 60 LD | Rural EFDC | Agricultural | 6,110,334 | 1,528 |
| Site 19 | Greenfield 20 HD | Rural EFDC | Agricultural | 2,065,965 | 1,805 |
| Site 20 | Greenfield 20 | Rural EFDC | Agricultural | 2,256,806 | 1,716 |
| Site 21 | Greenfield 20 LD | Rural EFDC | Agricultural | 2,207,198 | 1,678 |
| Site 22 | Greenfield 12 | Rural EFDC | Paddock | 1,413,984 | 1,666 |
| Site 23 | Greenfield 8 | Rural EFDC | Paddock | 929,131 | 1,730 |
| Site 29 | North Weald Bassett MPA | Rural EFDC | Agricultural | 37,681,494 | 542 |

Source: HDH (March 2025)

12.54 The Additional Profit varies considerably. When the Additional Profit is considered across the area, it can be seen that there is considerable capacity to bear CIL.

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

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

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

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

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

12.58 With this in mind, the BLV has been lifted by 30%. This analysis shows that, across all the typologies and Strategic Sites, the Residual Value exceeds BLV +30% for rates of CIL as follows:

**Table 12.7 Maximum Rates of CIL – based on Residual Value v Benchmark Land Value**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £600 | £600 | £180 | £600 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £600 | | |
| North Weald Bassett MPA | | | | £320 |
| Waltham Abbey North MPA | | £600 | | |

Source: HDH (March 2025)

12.59 To further inform the CIL rate setting process, CIL has been calculated as a proportion of the Residual Value and the Gross Development Value.

12.60 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out earlier in this report, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so.

12.61 This analysis shows that, across the typologies and Strategic Sites, rates of CIL above the following are likely to result in a fall in the Residual Value of more than 25%.

**Table 12.8 Maximum Rates of CIL – based on CIL being less than 25% of the Residual Value**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £300 | £280 | £280 | £180 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £220 | | |
| North Weald Bassett MPA | | | | £120 |
| Waltham Abbey North MPA | | £220 | | |

Source: HDH (March 2025)

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

**Table 12.9 Maximum Rates of CIL – based on CIL being less than 5% of the Gross Development Value**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £360 | £360 | £180 | £320 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £360 | | |
| North Weald Bassett MPA | | | | £320 |
| Waltham Abbey North MPA | | £360 | | |

Source: HDH (March 2025)

12.63 The previous paragraphs and tables consider conventional viability testing using the EUV Plus method (with a 30% buffer), considering the amount that the value of land may fall as a consequence of introducing CIL and considering CIL as a proportion of the total value of the scheme. When brought together the following maximum rates of CIL are suggested:

**Table 12.10 Maximum Rates of CIL – Residential Development**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| Flatted Development | £0 | £0 | | £0 |
| Previously Developed Land | £0 | £0 | | £0 |
| Greenfield Sites | £360 | £360 | £180 | £180 |
| | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £360 | | |
| North Weald Bassett MPA | | | | £120 |
| Waltham Abbey North MPA | | £360 | | |

Source: HDH (March 2025)

*Specialist Housing Rates of CIL*

12.64 As with mainstream housing, specialist older people's housing has been tested. Sheltered and Extracare housing schemes have been modelled, and from this, the effect of CIL is inferred.

12.65 Appraisals have been undertaken with a range of levels of CIL. It is important to note that in the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL, were charged on all units (market and affordable). In the following analysis, the rates of CIL are only applied to the market housing, and are calculated on a £ per sqm basis. As with mainstream housing, the BLV has been lifted by 30%, being in line with the assumption used in many other situations.

12.66 This analysis shows that, across all the typologies, the Residual Value exceeds BLV +30% for rates of CIL of up to £600 per sqm on the Sheltered housing, but less for Extracare housing, being up to £420 per sqm, indicating that development is likely to be viable with these levels of CIL.

12.67 To further inform the CIL rate setting process, CIL has been calculated as a proportion of the Residual Value and the Gross Development Value. It would be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so, and for CIL to be less than 5% or so of GDV.

12.68 On for Sheltered housing sites, CIL at above £320 per sqm would however have a notable impact on land prices with values potentially falling over 25%. Similarly, on Extracare housing sites, CIL at above £200 per sqm would have a notable impact on land prices with values potentially falling over 25%. CIL at these rates would be less than 5% of the scheme's value.

**Table 12.11 Maximum Rates of CIL – Specialist Older People's Housing Development**

| | **£ per sqm** |
|---|---|
| Sheltered Housing | £320 per sqm |
| Extracare Housing | £200 per sqm |

Source: HDH (March 2025)

*Sensitivity Testing*

12.69 Whatever rates of CIL are adopted, development viability should not be unduly sensitive to future changes in prices and costs. Sensitivity Testing has been carried out in two regards. Firstly, with regard to changes in values and costs, and secondly, with regard to the Building Safety Levy.

12.70 In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produces various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts (at April 2025) an increase in prices of 8.8% over the next 3 years.

12.71 The property market and wider economy is in a current period of uncertainty. It is not the purpose of this report to predict the future of the market. A further set of appraisals has been run for the residential development, that incorporate the suggested rates of CIL, for a range of cost and price change scenarios. In this analysis, it is assumed all the other matters in the base appraisals remain unchanged.

12.72 The analysis demonstrates that most development is likely to be able to absorb increases in build costs of at least 10%. A modest fall in values (relative to costs) is unlikely to have a significant impact on viability.

12.73 As set out at the end of Chapter 8 above, in March 2025 the Government announced that the Levy will be introduced in Autumn 2026. If introduced, the rates in EFDC would be £23.09 per sqm for brownfield land and £46.18 per sqm for greenfield land. There are a number of points which have not been clarified, for example whether the Levy will apply to all development, or just the larger schemes. A further set of appraisals has been run where the Building Safety Levy is treated as a cost of development and incorporated into the appraisal.

12.74 This analysis suggests that the proposed rates of CIL would remain appropriate if the Building Safety Levy is set at £23.09 per sqm for brownfield land and £46.18 per sqm for greenfield land.

**Non-Residential Appraisals**

12.75 As with the residential appraisals, the Residual Valuation approach is used to assess the impact of CIL. The appraisals 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. 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, the same methodology with regard to the Benchmark Land Values (Existing / Alternative Land Use 'plus') as for residential development.

12.76 The Residual Value has been calculated with a range of levels of CIL. The appraisals assume the introduction of the Future Buildings Standard. No allowance is made for s106 contributions.

12.77 The results are consistent with those presented in 2020, except in relation to industrial uses which show a marked improvement in the Residual Value. In addition, logistics uses are shown as being viable and having capacity to bear CIL.

12.78 Retail development, with the exception of that in secondary locations, is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin (indicating the ability to make developer contributions).

12.79 The above analysis indicates the scope for CIL on industrial and logistics uses and for retail uses. Further appraisals have been run with varied levels of CIL and tested against a BLV plus 30%, as was done for residential development.

12.80 It was concluded the large scale industrial and distribution uses and the large scale retail uses have potential to bear CIL, but the other non-residential and employment uses did not. Further appraisals have been run with a range of levels of CIL. This analysis suggests the following rates of CIL. In considering these rates it is assumed that shop-based retail is likely to be on brownfield sites and distribution and logistics uses are likely to be on greenfield sites.

**Table 12.12 Suggested Rates of CIL – Non-Residential Uses. £ per sqm**

| | Greenfield | Brownfield |
|---|---|---|
| Large Scale Industrial | £120 | £110 |
| Distribution | £150 | £150 |
| | | |
| Retail | | |
| Prime | | £260 |
| Supermarket | £260 | £260 |
| Retail Warehouse | £180 | £180 |

Source: HDH (April 2025)

**Conclusions and Recommendations**

12.81 The findings of this report do not determine the rates of CIL, but are one of a number of factors that the Council may consider when setting CIL. In setting CIL there are three main elements that need to be brought together:

a. Evidence of the infrastructure requirements

b. Viability evidence

c. The input of stakeholders.

12.82 Outside this report the Council has carried out a substantial amount of work looking at the infrastructure requirements of the area. In striking a balance between the different rates of CIL, the Council needs to consider a range of factors including those set out below.

12.83 There are a number of factors to be considered when setting CIL. Through the process of engagement with the Council and taking into account all the matters set out above, it was decided that:

a. CIL is required to fund infrastructure. Having taken into account the other sources of finance, there is a 'funding gap' and CIL could make a useful contribution to fund the infrastructure required to support the development most likely to come forward prior to the adoption of the new Local Plan.

b. Affordable Housing remains a Council priority, but the Council also puts weight on the delivery of infrastructure.

c. The Council and its partners have been successful in securing capital funding for infrastructure but there remains a significant 'funding gap'.

d. That it would be preferable, if supported by evidence, to 'keep things simple' and not have multiple rates of CIL – although it was recognised that it was appropriate to have differential rates. It was agreed that a fine-grained approach was not desirable.

e. CIL setting is a qualitative and a quantitative process. CIL is not calculated through a predetermined formula. The Council is required to '*strike' the balance between (a) the desirability of funding from CIL ... the … cost of infrastructure required to support the development of its area, … and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area'*.

12.84 Based on the above, the following rates of CIL are recommended:

**Table 12.13 Maximum Rates of CIL**

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Harlow and Adjacent | Rural EFDC |
|---|---|---|---|---|
| **Residential Development** | | | | |
| Flatted Development | £0 | | | |
| Previously Developed Land | £0 | | | |
| Allocated Greenfield Sites | £360 | £360 | £180 | £180 |
| Unallocated Greenfield Sites Subject to the Golden Rules (50% Affordable Housing) | £240 | £220 | £20 | £140 |
| **Residential development within Strategic Sites** | | | | |
| East of Harlow (North) | | | £0 | |
| Latton Priory | | | £0 | |
| Water Lane (Sumners) | | | £0 | |
| Water Lane (Katherines) | | | £0 | |
| South Epping MPA | | £360 | | |
| North Weald Bassett MPA | | | | £120 |
| Waltham Abbey North MPA | | £360 | | |
| **Specialist Housing** | | | | |
| Sheltered Housing | £320 | | | |
| Extracare Housing | £200 | | | |

| **Employment Uses** | **Greenfield** | **Brownfield** |
|---|---|---|
| Large Scale Industrial | £120 | £110 |
| Distribution | £150 | £150 |
| **Retail Uses** | | |
| Prime | | £260 |
| Supermarket | £260 | £260 |
| Retail Warehouse | £180 | £180 |
| All Other Development | £0 | |

Source: HDH (April 2025)

**Next Steps**

12.85 The recommendations in this study are a consultant's view and do not reflect the particular priorities and emphasis that Epping Forest District Council may put on different parts of its Development Plan. The above suggested rates are supported by the evidence – however there is considerable scope for the Council to strike a different balance.

12.86 This opportunity is taken to stress that the information in this report is an important element of the evidence for setting CIL but is only one part of the evidence; the wider context needs to be considered.

# Appendix 1 – Project Specification

Epping Forest District Council

Community Infrastructure Levy

Viability Assessment Project Brief

August 2024

## 1 Introduction

*Purpose*

1 Epping Forest District Council (EFDC) are investigating the potential to bring forward a Community Infrastructure Levy (CIL) in the area. To inform the production of the CIL Charging Schedule, and in accordance with the CIL Regulations[187] and the Planning Practice Guidance[188] (PPG), the Council requires consultancy support to produce a CIL Viability Assessment to recommend appropriate CIL rates for the District. The Assessment should identify CIL rates which will maximise the potential for CIL revenue, while also ensuring that the imposition of a CIL in the District does not render any type of new development financial unviability.

*Background*

2 The Council adopted the Epping Forest District Local Plan last year. The production of the Local Plan was supported by viability evidence produced by Dixon Searle Partnership (DSP) in 2015 and 2017, and further evidence produced by HDH Planning and Development in September 2020. In addition, the Council also commissioned the production of an Infrastructure Delivery Plan (IDP), which set out infrastructure projects required in the District and identified how developer contributions and other funding sources could be used to support the delivery of new infrastructure projects. The IDP highlights the need for additional sources of funding to support the delivery of new infrastructure in the area, and can be used to identify an infrastructure funding gap for the area.

3 Following the adoption of the Local Plan, the Council is now in a position to progress the production of a CIL Charging Schedule. Local Plan viability evidence from 2015 specifically investigated potential CIL rates for the area, however this information is now out of date.

4 EFDC is benefitting from support from Essex County Council (ECC) to consider bringing forward a CIL in the area, including advice and guidance from planning consultants DAC Planning. In addition to this support, the Council requires specialist support from a viability consultant to produce an up-to-date CIL Viability Assessment to provide recommendations on appropriate CIL rates for the area.

*Relevant background documents*

5 All of the following published relevant background documents are available on the Councils website.

Adopted Local Plan and relevant evidence base documents:

- Adopted Epping Forest District Local Plan (EFDC, March 2023)
- Stage 1 assessment of the viability of affordable housing, community infrastructure levy and Local Plan (DSP, 2015) and appendices
- Viability Study Stage 2 (DSP, 2017) and appendices
- Consolidated and Updated Viability Evidence (HDH Planning and Development, 2020)
- Infrastructure Delivery Plan (IDP) (Arup, 2016-2020), including:
    - Draft IDP (2016)

[187] https://www.legislation.gov.uk/uksi/2010/948/regulation/14

[188] Paragraph: 016 Reference ID: 25-016-20190901

- Part A Report (2017)
- Part B Report (2017)
- Part B Update (2020)

## 2 The project

6 The Council requires the completion of the following tasks:

a) The production of a CIL Viability Assessment.

b) Technical support to review draft CIL Charging Schedule consultation responses.

c) Supporting the Council on viability matters during the examination of the submitted CIL Charging Schedule.

*a) The production of a CIL viability assessment*

7 The purpose of the CIL Viability Assessment is to identify appropriate CIL rates for inclusion within a draft CIL Charging Schedule. In accordance with the recommendations of the PPG[189], the Council is seeking a CIL Viability Assessment which is proportionate, clear, and easy to understand for all stakeholders. The assessment should clearly show the potential effects of proposed levy rates on the viability of all types of development across the District. Where appropriate, the assessment should take into account and build upon previous viability assessments published by the Council as part of the Local Plan evidence base.

8 As a minimum, the CIL Viability Assessment will be expected to consider and identify:

i. Appropriate CIL rates for the District. This should include recommendations for CIL rates for all types of development, and where necessary the identification of variable rates to take account of the viability of different land uses.

ii. The need for an instalments policy. Where an instalments policy is required, recommendations should be provided as to how this should be set out in order to best support the viability of development in the area.

iii. How locally specific development costs could impact upon the extent of a levy which could be charged in the area. The consideration of locally specific development costs should include policy requirements within the Local Plan and infrastructure requirements set out within the IDP, and standard development costs for the area identified through research and consultation. The Assessment should be informed by appropriate and proportionate consultation and engagement with relevant organisations and the local development industry in accordance with national planning practice guidance and best practice.

iv. The extent of variations in local land values and housing sales across the District. This information should be used to support the consideration of creating charging zones and differential rates based on the viability of development.

v. The ability of strategic sites allocated in the Local Plan to remain financially viable with the imposition of a levy, in addition to locally specific development costs, policy requirements and infrastructure requirements within the Local Plan and IDP.

vi. How the proposed CIL rates can maximise the potential CIL revenue to be obtained within the District, while also ensuring that the viability of new development is maintained. This should include the consideration of:

- The proportionate use of viability buffers included within the proposed CIL rates.
- The use of multiple charging zones which relate to geographical variations in the viability of development.

[189] Paragraph: 019 Reference ID: 25-019-20190901

- The use of differential rates associated with development types and sizes.

9 While it is acknowledged that the rates proposed within a CIL charging schedule should not be so complicated that the understanding, implementation, administration and monitoring of the levy is burdensome for all users, the Council's main priority is seeking to maximise the potential for CIL revenue in the District. In order to achieve this, the Council would encourage the use of differential rates between types and sizes of development, and geographical variations in CIL rates.

10 The report should present the results of the assessments undertaken, using tables where possible to clearly demonstrate the viability of development types tested against varying CIL rates. The assessment should include commentary on the findings, explaining the impact of CIL rates on the viability of development, and explaining the variations in development viability throughout the District. The assessment should consider a range of approaches to charging the levy which will maximise the potential for CIL revenue to be obtained, presenting the potential advantages and disadvantages of all identified options in a clear and concise manner for the consideration of the Council.

11 Prior to the completion of the CIL Viability Assessment, the Council should be provided with a draft version of the report for review and comment.

*b) Review technical draft CIL Charging Schedule consultation responses*

12 Following the production of the CIL viability assessment, the Council will undertake a four-week consultation on the draft CIL Charging Schedule. The Council will review all consultation responses received, however there may be technical responses regarding the CIL viability assessment which may require expert viability related advice. The selected consultant will therefore be required to provide support to the Council to review specific consultation responses identified by the Council.

13 The extent of support required by the Council will be dependent on the scale and type of responses received. It is unclear at this stage exactly how much support is required from a viability consultant for the completion of this task. It is therefore recommended that a day rate is provided for undertaking this task.

*c) Examination support*

14 It is likely that the Council will require expert viability related advice during the examination of the CIL Charging Schedule. This may include the production of written representations to an inspector and/or attendance at examination hearings.

15 It is unclear at this stage exactly how much support is required from a viability consultant for the completion of this task. It is therefore recommended that a day rate is provided for undertaking this task.

# Appendix 2 – Consolidated Viability Assumptions

| Date | Mar-19 | May-18 | Jul-18 | Sep-18 | May-18 | Oct-18 | Dec-17 | Mar-18 | Mar-19 |
|---|---|---|---|---|---|---|---|---|---|
| **Scheme** | | | | | | | | | |
| Locality | Epping | Chigwell | Waltham Abbey | Chigwell | Waltham Abbey | Loughton | Loughton | Waltham Abbey | Fyfield |
| Ha | 0.21 | 2.34 | 1.5375 | 0.8 | 0.0789 | 1.9 | 0.16 | 0.41 | 0.809 |
| Units | 28 | 105 | 33 | 57 | 12 | 89 | 29 | 52 | 24 |
| Affordable | 11 | | 5 | | | | | | 0 |
| GIA (m2) | 2,164 | 12,875 | 3,351 | 6,311 | 833 | 14,933 | 2,467 | 4,570 | 2,930 |
| | | | | | | | | | |
| **Values** | | | | | | | | | |
| Residential | | | £4,819/m2 | £6,447/m2 | | | | | £4,024/m2 |
| Flats | £6,432.36 - £7,784.43/m2 | £5,640/m2 | | | £4,547/m2 | £6,437/m2 | £5,716/m2 | £5,227 - £4,888/m2 | |
| Affordable | | AR £1,722/m2, SO £1,230/m2, | AR £1,668/m2, SO £2,594 | | | | | | |
| Non Res | | | | | | | | | |
| Older People? | Yes | Yes | | | | Yes | Yes | Yes | |
| **Construction** | | | | | | | | | |
| BCIS | £1,526 | £1,647/m2 | £1,668/m2 | | £1,293/m2 | | | £1,613/m2 | |
| All in | | £2,705/m2 | £2,152/m2 | £2,406/m2 | | £2,702/m2 | £2,647/m2 | £1,961 | £2,625/m2 |
| Abnormals | £380,250 | | | | £130,000 | £270,000 | £0 | £426,719 | |
| Site | 10% | | | | | | | 10% | |
| s106 / unit | | £500/unit | £154,432 | £800,000 | £0 | £25,077 | £0 | £0 | £0 |
| | | | | | | | | | |
| **Fees** | | | | | | | | | |
| Acquisition | 1% +0.75% | | 1% + 0.8% | 1%+0.5% | | | | 1%+0.75% | |
| Professional | 10% | 10% | 8% | 10% | 10% | 12% | 12.00% | 10% | 7.0% |
| Sales | 6% | 3% | 1% +£50,000 | 1%+1% | 3% | 1.5 +1.5% or 1.5+1% | 3+1.75% | 4+2% | 2.75% |
| Legal | £600 per unit | £1,000 per unit | £1000 per unit | 0.50% | £1000 per unit | £1000 or £900 per unit | £1000 per unit | £600 per unit | £750 per unit |
| | | | | | | | | | |
| **Other** | | | | | | | | | |
| Contingency | 5% | 5% | | 5% | 5% | 5% | | 5% | 5% |
| Interest | 6.50% | 7.00% | 6.50% | 6% or 7% | 7% +2% | 7.00% | 7.00% | 7.00% | 6.50% |
| Dev Return | 20% | 20% | 20% | 20% on cost | 20% | 20% | 20% | 20% | 17.50% |
| Aff Return | | 6% | 6% | | | | | | |
| | | | | | | | | | |
| **Land** | | | | | | | | | |
| Price Paid | | | | £7,720,000 | £1,180,000 plus stamp duty | | | | |
| | | | | | | | | | |
| Price Paid/ha | | | | | | | | | |
| EUV | £3,050,000 | | £3,214,160 | | | | £526,000 | £1,300,000 | £3,000,000 |
| EUV/ha | £14,523,810 | | £2,090,511 | | | | £3,287,500 | £3,170,732 | £3,708,282 |
| BLV/ha | £17,428,571 | | £2,090,511 | | | | £3,125,000 | £3,804,878 | £3,461,063 |

# Appendix 3 – Consultees

**November 2024**

*Consultees*

| | | |
|---|---|---|
| George | Darlington | Hastingwood Developments |
| | | Simmons Building Services |
| Adam | | Miriad Properties |
| J | Padfield | H.Padfiels & Sons |
| David | Moseley | Persimmon Homes |
| Michael | | PHE Ward Master Builders |
| Steve | Allen | Stallan Developments |
| Ben | | GS8 London |
| Mark | Smith | London Square |
| Hannah | Pearce | Gillings Planning |
| Mark | Behrendt | Home Builders Federation |
| | | Tetlow King Planning |
| Jamie | Braha | Landvest |
| George | Morrison | GMS Estates |
| Christopher | Davy | WSP |
| Gaby | Medforth | David Lock Associates |
| Arwel | Owen | David Lock Associates |
| Paull | Kesslar-Lyne | David Lock Associates |
| Neil | Homer | Oneill Homer |
| Nick | Grant | Iceni Projects |
| Edmund | | Phillips Planning Services Ltd |
| Liam | Omalley | Mulalley |
| Stewart | Rowe | The Planning and Design Bureau Ltd |
| Liam | O'Malley | Sherrygreen Homes |
| Martin | Taylor | Sherrygreen Homes |
| Tony | Aspbury | Aspbury Planning |
| Duncan | Murdoch | Moult Walker |
| Vanessa | Rowell | Boyer Planning |
| Philip | Darker-Smith | Reflected Reality |
| Jamie | Sullivan | Iceni Projects |
| Daniel | Drayton | LPC Trull |
| Gareth | Roberts | Globalnet |
| Kevin | Coleman | Phase 2 Planning |
| | | Smart Planning |
| Clare | Hutchinson | Sworders |
| Jennifer | Thompson | Thompson Planning |
| Trevor | Dodkins | Phase 2 Planning |
| Ian | Coward | Collins & Coward |
| Matthew | Wood | Phase 2 Planning |
| Rachel | Bryan | Sworders |
| Steven | Butler | Bidwells |
| David | Churchill | Carter Jonas |
| Christopher | Cooper | Carter Jonas |
| Julian | Black | Kember Loudon Williams LLP |
| John | Collins | DHA Planning |
| Martin | Friend | Vincent Gorbing |
| Kevin | Ellerbeck | |
| Nigel | Bennett | Magenta Planning |
| Alan | Wipperman | Alan Wipperman |
| Julian | Williams | BB Partnership |
| Paul | Atton | JB Planning Associates |
| Gabrielle | Rowan | Pegasus Group |
| Catherine | Williams | Savills |
| Hayley | Morley | Strutt and Parker |
| Emma | Penson | DWD LLP |
| William | Lee | GreenHunt |
| Andy | Butcher | Strutt and Parker |

| | | |
|---|---|---|
| Hywel | Morse | Sworders |
| Michael | Calder | Phase 2 Planning |
| Mark | Owen | Barton Willmore |
| Chris | Loon | Springfields Planning and Development |
| Kevin | Goodwin | KG Creative Consultancy |
| David | Neame | Neame Sutton |
| Paul | Sutton | Strutt and Parker |
| Ed | Kemsley | Peacock and Smith |
| Richard | Clews | Strutt and Parker |
| Danny | Simmonds | RPS Group |
| Chris | Plenderleith | The Leith Planning Group |
| Chris | Pittock | Spenthorpe Development |
| | | Aspbury Planning |
| Donald | Messenger | DP9 |
| Jessica | McSweeney | Carter Jonas |
| Thomas | Higgins | Savills |
| Ben | Thomas | Savills |
| Isobel | McGreever | Iceni Projects |
| David | Fletcher | Strutt and Parker |
| Sue | Willcox | Quod |
| Chris | Wheaton | Quod |
| Rosie | Cotterill | Turley |
| Michael | Gallimore | Town Legal |
| Richard | Seamark | Carter Jonas |
| Sam | Metson | Bidwells |
| Stuart | Andrews | Eversheds Sutherland |
| Katie | Inglis | Iceni Projects |
| Olivier | Spencer | Andrew Martin Planning |
| Edward | Morgan | Lambert Smith Hampton |
| Louise | Morton | Quadrant Town Planning |
| Jonathan | Steele | Savills |
| Generic | | rg+p |
| Jenny | Moor | Boyer Planning |
| Kathryn | Griffiths | Nexus Planning |
| Graham | Fisher | GFPlanning Limited |
| Graham | Cox | Kind Build |
| Gillian | Davidson | Portland Planning |
| Trevor | Faulkner | Pigeon Investment Management |
| Sarah | Cornwell | Bellway Homes Limited |
| Phillip | McIntosh | Melville Dunbar Associates |
| Mark | McGovern | SSA Planning Ltd |
| Paul | Belton | Carter Jonas |
| Mark | Russell | Carter Jonas |
| Richard | Kelly | Croudace Homes Limited |
| Peter | Dines | Gerald Eve |
| Rebecca | Cox | Sworders |
| Vanessa | Rowell | Boyer Planning |
| Ellie | Zdyrko | Frampton Town Planning |
| Natalie | Dunkley | Frampton Town Planning |
| Peter | Frampton | Frampton Town Planning |
| Claire | Fallows | Anthony Jane Architecture & Interiors |
| Edwrard | Rout | Strutt and Parker |
| Sophie | Haywood Smith | Strutt and Parker |
| Angela | Reeve | Turley |
| | | Phillips Planning Services |
| Dilys | Pryor | Phillips Planning Services |
| Niamh | Burke | Carter Jonas |
| Elaine | Elstone | Tetlow King Planning |
| John | Tarvit | Wates Developments |
| Kay | Fahy | Baker Parry Town Planners |
| Raymond Stemp Associates | | Raymond Stemp Associates Ltd |
| Christina | Hardy | Gerald Eve |
| Dawn | Adams | Catesby Estates plc |
| Richard | Longstaff | Longstaff Design Associates |
| Rob | Snowling | Pigeon Investment Management |

| | | |
|---|---|---|
| Simon | Butler-Finbow | Pigeon Investment Management |
| Stuart | Inskip | Pigeon Investment Management |
| Julie | Morgan | Barwoodland |
| Tiahna | Joshi | ROK Planning |
| Howard | Dawson | Peer Group plc |
| Emma | Taylor | Landvest |
| Spencer | Fenton | Countrywide Property Developers |
| Eleanor | Kibblewhite | Bellway Homes Limited |
| Andrew | Barton | Axis |
| Matthew | Corcoran | CDS Planning |
| Hannah | Rennie | B3Living |
| Dean | O'Regan | B3Living |
| Helen | Shackleton | CHP |
| Matthew | Kelly | Habinteg |
| Jack | Crabtree | Moat Housing |
| Joseph | Hobbs | DWW Design |
| Paula | Bundy | PBA Planning Associates |
| Nigel | Goulding | Tooley Foster |
| Alison | Heine | Heine Planning |
| Oliver | Bell | Nexus Planning |
| Pavanjit | Nijjer | Freetown Homes |
| Ben | Pridgeon | Bidwells |
| Kirsten | Ward | DLP Planning Limited |
| Rory | O'Reilly | Cuvette Property Consulting Ltd |
| David | Hill | Dandara Ltd |
| Stuart | Willsher | Persimmon Homes |
| John | Lawson | Lawson Planning Partnership Ltd |
| Adam | Gostling | HGH Consulting |
| Louise | Steele | Frampton |
| Matthew | Blythin | DHA Planning |
| Tom | Cole | Montagu Evans LLP |
| Jeff | Field | Strutt & Parker |
| Robert | Harrison | Arrow Planning |
| Steve | Biart | The Fairfield Partnership |
| Taylar | Vernon | Savills |
| Vincent | Gabbe | Knight Frank |
| Robert | Miller | DWD |
| William | Varley | CT Planning |
| Will | Radbourne | Savills |
| John | Smith | Somerston Capital |
| | | Avison Young |
| Brian | Flynn | Carter Jonas |
| Christopher | Roberts | Boyer Planning |
| Colin | Campbell | Hill |
| James | Waterhouse | Iceni Projects |
| Katherine | Bramson | DP9 |
| Lois | Partridge | Sworders |
| Lynsey | Rigg | Armstrong Rigg Planning |
| Michelle | Harris | DLP Consultants |
| Mark | Shearman | Firstplan |
| Neil | Osborn | DLP Consultants |
| Nick | Ireland | Iceni Projects |
| Ray | Ricks | Ray Ricks Consultancy |
| Richard | Maloney | DAP Architecture |
| Roland | Bolton | DLP Consultants |
| Rosalind | Brace | Boyer Planning |
| R | Pestell | Peter Brett Associates |
| Steven | Kosky | Turley |
| Tim | Rainbird | Quod |
| Rachel Bryan | | Sworders |
| Craig Noel | | Strutt & Parker |
| Nick Henton | | CBRE |
| Hannah Young | | Iceni (land at the tip of East of Harlow) |
| Olivier Spencer | | Andrew Martin Planning |
| Colin Hart | | Rochester Properties Limited |
| Andrew Dutton | | Consilium Land |

| | | |
|---|---|---|
| Will Lusty | | Savils |
| Charlotte Robinson | | CEG |
| Ian MacSween | | Hallam |
| Claire | Britton | David Lock |
| Nick | Freer | David Lock |
| Jeff Nottage | | Turley |
| Aarti | O'Leary | LLP |
| John Lawson | | LPP |
| Michael Meredith | | PAH |
| Tim Spiller | | Dellars (SP5.2) |
| Tom | Doughty | Acre (Blakes Farm) |
| Genny Middlemast | | Persimmon Homes |
| Paige Milner Harris | | Persimmon Homes |
| Haydn Payne | | Martin Grant Homes |
| John | Kelly | Taylor Wimpey |
| Matt Clarke | | Boyer Planning |
| Geoff Armstrong | | Armstrong Rigg Planning |
| Lynsey Rigg | | Armstrong Rigg Planning |
| Matt Atton | | Persimmon Homes |
| Simon Vernon-Harcout | | City & Country |
| Harriet | Vincett-Wilson | City & Country |
| Lucy Manning | | The Land |
| John McLarty | | Ceres Property |
| Catherine Williams | | Bellway |
| Sam Dorrian | | Barwood Land Securities |
| Jamie | Braha | Landvest |
| Paul Warner | | Mount Street Developments |
| William | Wood | Vistry |
| Nick | Bignall | Vistry |
| William | House | Vistry |
| Lucy | Sinnott | Vistry |
| Harry | Palmer | Vistry |
| Georgina | Russell | Vistry |
| Rachel Bryan | | Sworders |
| Oscar Briggs | | Manor Oak Homes |
| Kevin Coleman | | Phase 2 Planning |
| Bassil Aslam | | Orchestra Land |
| Kevin Ellerbeck | | Boldshire Ltd |
| William Main | | Manor Oak Homes |
| Dean | O'Regan | B3Living |
| Isobel | Wright | Hastoe Housing Association |
| John | Baker | Legal & General Affordable Housing |
| Joelle | Valerio | Network Homes |
| Hannah | Rennie | B3Living |
| Dean | O'Regan | B3Living |
| Helen | Shackleton | CHP |
| Matthew | Kelly | Habinteg |
| Eddie | Bacon | Hastoe Housing Association |
| Michael | Cramp | Hastoe Housing Association |
| Nick | Sills | Moat Housing Society |
| Ruth | Scott | Moat Housing Society |
| Jack | Crabhill | Moat Housing Society |
| Marc-Anthony | Cox | Legal and General Affordable Housing |
| Alex | Stephens | Legal and General Affordable Housing |
| Tiffany | Smith | Sovereign Network Group |
| James | Boon | Sovereign Network Group |
| Ben | Johnson | Qualis |
| | | |
| Jill | Griffiths | Andrew Martin Planning |
| Lucinda | Hammond | DP9 |
| James | Waterhouse | Iceni |
| Liana | Psarros | Gerald Eve |
| Alison | Kirkness | Gerald Eve |
| Mark | Bedding | Persimmon Homes |
| Robbie | Locke | Barwood Land |

*Consultation Respondents:*

Nick Bignall, Turner Morum for Countryside Properties

Robert Locke, Barwood Land

Mark Behrendt, Home Builders Federation

Mrs Aarti O'Leary of LPP for Princess Alexandra Hospital NHS Trust

Chris Wheaton of Quod for Next Holdings Ltd (re WAL.E8 Land North of A121)

Henry Asson of Savills for Indurent

Kieren Wheeler of Savills for Bellway Homes Ltd (Thames Gateway)

Molly Eyles of Savills for Bellway Homes Ltd (Essex)

John Kelly MRICS for Taylor Wimpey Strategic Land

Oscar Briggs for Manor Oak Homes

Rachel Bryan of Sworders re various clients

Nick Freer of David Lock Associates re CEG and Hallam Land

Paul Belton of cater Jonas for Pigeon Investment Management Ltd

**November 2019**

*Consultees*

| Name | Representative Company Name |
|---|---|
| P Milazzo | UK Salads |
| Kevin Ellerbeck | ELA Design 07539 780500 |
| Rachel Bryan | Sworders |
| Clare Hutchinson | Sworders |
| Rachel Bryan | Sworders |
| Rebecca Cox | Sworders |
| Martin Eldred | Eldred Group |
| Camilla Smyllie | Sworders |
| Rachel Bryan | Sworders |
| Hywel Morse | Sworders |
| Rachel Bryan | Sworders |
| Angus Hudson | Sworders |
| Paul Sutton | Sworders |
| Kevin Coleman | JB Planning Associates |
| N D Chapman, Chris White | N D & E W Chapman |
| Sam Hollingworth | Stutt and Parker |
| Tim Waller | JB Planning Associates Ltd, Chells Manor, Chells Lane, Stevenage, Herts |
| Richard Winsborough | City and Country |
| Gabby Medforth | David Lock Associates C/O Fairfield Partnership |
| David Keene | David Lock Associates C/O Fairfield Partnership |
| Liam O'Malley | Sherrygreen Homes |
| Stewart Rowe | Planning Design Bureau.co.uk |
| Chris Pittock | Spentthorpe Ltd |
| Elaine & Steven Marsh | Landowner |
| Jane R Orsborn | Prospect Planning |
| William Wood | Countryside Properties |

| | |
|---|---|
| Andy Butcher | Strutt & Parker LLP 01245 254681 |
| Andrew Taylor | Countryside Properties |
| Stuart Anderson | |
| T M Nicholls | Leaside Leisure Ltd |
| Richard Kelly | Croudace Homes |
| Keith Harley | Keith Harley Associates |
| Stuart McAdam | Persimmon homes |
| David Moseley | Persimmon homes |
| Chris Williams | Savills 02033 208236 |
| A Hodgson | Savills 02033 208236 |
| TFL | |
| Paul Pledger | EFDC |
| Alan Hall | EFDC |
| Mr John FJ Wilkinson & Mrs Linda CV Wilkinson. | |
| Clare Hutchinson | Sworders |
| Karim Pabani | EFDC |
| Peter Heaney | |
| Sally Newton | |
| Richard Clews | Strutt & Parker LLP |
| | NLP on behalf of Higgins Homes Plc |
| Mr Reginald Mark Lemon | Epping Sanitary Steam Laundry Co. Ltd |
| Sir/Madam | |
| Mary Simons | Mary Simons, Simons & Sons Launderettes Limited |
| Rory Anderson & Tom Pike | Anderson Group |
| Nicholas North | |
| Ben Thomas | Savills |
| Catriona Fraser | GL Hearn |
| Adam Barnett | BB Partnership Ltd |
| Michael and Janice Annetts | Represented by Ryan Jones |
| John Padfield | Landowner |
| Adam Dias | Mirad Property |
| Thomas Price | Landowner |
| Jamie Sullivan | Iceni Projects |
| Kevin Milligan (EFDC Estates) | Epping Forest District Council |
| James Woods | Lamber Smith Hampton (on behalf of Essex County Council) |
| Stephen Hayhurst | Hayhurst Town Planning Services Limited |
| Harry Manley | DP9 Ltd |
| Carlton James | |
| Paul Atton | JB Planning Associates |
| J Padfield | |
| Mike McGarr | |
| Rose John & Tim Landsman | |
| Ashley Wynn | Greenhayes Planning |
| Sir/Madam | Dovetail Architects |
| Jamie Braha | Land Vest Ltd |
| Sanjeev Shah | |
| James Wood | Lambert Smith Hampton on behalf of Essex CC (property and facilities) |
| Gareth Fairweather | Transport for London |
| Roger Flowerday | Herts County Council |
| Louise Mansfield | Allies & Morrison |
| Mark Behrendt | Strategic Planner HBF |
| Louise Mansfield | Allies & Morrison |
| Richard Spearman | Tudor House/Happy Grow |
| Stewart Rowe | Planning Design Bureau.co.uk |
| Liam O'Malley | Sherrygreen Homes |
| William Wood | Countryside Properties |
| Stuart Clarke | Clarke Shooting School |
| Mike Newton | Boyer Planning |
| Olivier Spencer | Andrew Martin Planning |
| John Kelly | Taylor Wimpey |
| Gabrielle Rowan | Pegasus |

| | |
|---|---|
| | A1 Planning Portal |
| | A9 Architects |
| | AA Studio Architecture |
| | ABDE Services |
| Leanne Frost | Acorus Rural Property Services Ltd |
| Mike Allen | AK Design Partnership |
| | |
| Chima Holder | Archexel Ltd |
| | Archicraft |
| | Archiplan |
| | Architecture & Design Services |
| | Arch Planning & Licencing Company |
| | ATP |
| | Bahara Designs |
| Halil Yorel | BB Partnership Ltd |
| | Becker Tree Contracts Ltd |
| | Blue Line Architectural Consultants |
| | BRD Tech |
| | Bight Building Solutions |
| | Building Doctors |
| | Carter Jonas |
| | Clear Architects |
| | Client Design Services Ltd |
| | DAP Architecture |
| | Discount Plans Ltd |
| | DPA Architects |
| | Energy Conscious Design ECD Architects |
| | Front Architecture |
| | Frontier Architecture |
| | GF Planning |
| Nigel Tedder | GO Holdings Ltd |
| Michael Legon | Ground Control |
| Hilary Rippon | Hilary Rippon Design |
| | Harington's Architecture & Design |
| | Healy Cornelius |
| | Hertford Planning |
| | Heynes Planning |
| | Holmes Design |
| | Home Extension Designs |
| Marcel Hurst | Hurst Associates |
| | Hutton Enterprises |
| | Ian Abrams Architect Ltd |
| | JP Blanke & Co |
| | James Curry Arborist |
| | John Farquharson Partnership |
| | JOHNSTRUCT Ltd |
| | JSP Design |
| | Archer Street Care |
| | MP Architects LLP |
| | Melville Dunbar Associates |
| | Merritt Design |
| Colin Southgate | [Architectural Consultant] |
| | Sadler Design |
| | GW Design |
| | Dorringtons Design |
| | N Turner Designs Ltd |
| | NA Surveyors |
| | Nic Antony Architects |
| | Paul Saggers Associates |
| | Pellings |
| | People and Space |
| | Richard Bonshor Chartered Architect |
| | Richard Edwards Associates |

| | |
|---|---|
| | Robert A Webster [Agent] |
| | ROC Haus |
| | Shaw & Jagger Architects |
| Sheridon Shaw | SC Shaw Designs |
| | Signature Group TM Ltd |
| Steve Kuschel | SJK Planning Ltd |
| | Smart Planning |
| | SoleConcepts Ltd |
| Chris Loon | Springfields Planning and Development |
| | SSC Architecture |
| | Stace LLP |
| Nick Davet | The JTS Partnership LLP |
| Nigel Goulding | The Tooley Foster Partnership |
| | Thompson Planning |
| | Tim Loft Conversions |
| | WHS Associates |
| | Zaavia Design Ltd |
| Helen Pearson | Aldwyck Housing Group |
| Dean O'Regan | B3Living |
| Helen Shackleton | CHP |
| Matthew Kelly | Habinteg |
| Isobel Wright | Hastoe Housing Association |
| Natasga Luchmun- Heather | Moat Housing Society |

*Consultation Respondents:*

Geoff Armstrong, Armstrong Rigg Planning for Manor Oak Homes (Water Lane South)

Rachel Bryan, Sworders for Mr Eldred (NWB.R1 and NWB.T1)

Andy Butcher, Strutt and Parker for Countryside Properties (P6 North Weald Bassett and NWBR3)

Richard Clews, Strutt and Parker for Scott properties and Signature

Brian Flynn, Carter Jonas for Pigeon (East of Epping)

Gaby Medforth, David Lock Associates for Fairfield (for part of SEMPA)

Clifford Mitchell

Julie Morgan for Barwood Land

Mike Newton, Boyer Planning for CEG and Hallam Land (Latton Priory)

Lois Partridge, Sworders (ONG.R1 and ONG.R2)

John Phillips, PPS

Gabrielle Rowan, Pegasus for Martin Grant Homes, Persimmon Homes and Taylor Wimpey (West of Katherines)

Sanjeev Shah (Landowner)

Olivier Spencer, Andrew Martin Planning for Miller Homes.

Catherine Williams, Savills for Redrow

# Appendix 4 – 2024 Consultation Presentation

*The pages in this appendix are not numbered.*

Epping Forest District Council

# CIL Viability Assessment

## Consultation Event

4th December 2024

Please use the chat icon to ask questions or leave comments

Please raise a hand to ask a question or to make a comment

To avoid sound interference please mute your microphone

Planning & Development

1

1

## Agenda

Updated NPPF, PPG and Guidance
- July 2024 Draft NPPF
- Levelling Up Bill and Infrastructure Levy

Methodology

Harman Guidance / RICS Guidance / PPG

Main Assumptions
- Prices
- Costs

Modelling

The Viability Test

Moving Forward

2

## CIL Viability Assessment

- **Set in the context of the adopted Local Plan**
  - *Epping Forest District Local Plan 2011 to 2033*
- **Update of existing evidence**
  - *EFDC Consolidated and Updated Viability Evidence* (HDH, September 2020)
- **Test the 'effect' of CIL (CIL Reg 14)**
  - the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area
- **Reflect national changes since Local Plan was adopted**
  - Future Homes Standard / Future Building Standard
  - First Homes 25% of affordable, AHO 10% of all
  - % Biodiversity Net Gain, EV Charging,
  - Accessible and Adaptable (M4(2))

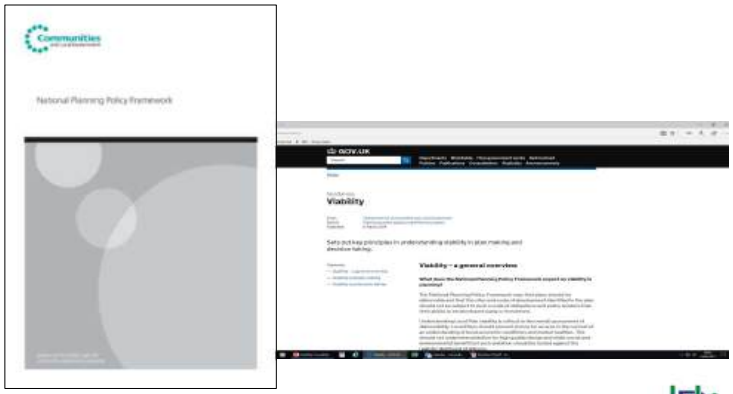
3

## Key issue

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

4

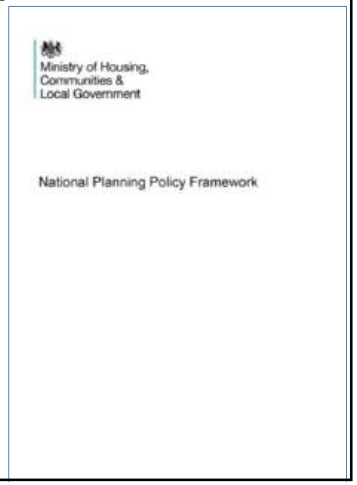
# The Old




5

# ... much updated

- March 2012
- December 2016
- December 2018
- February 2019
- July 2021
- September 2023
- December 2023 (x2)




6

# A new Government!

Angela Rayner Matthew Pennycook

7

# all change? – or not…

- July 2024 NPPF Consultation
- A consultation not final
  - Standard Method fundamentally changed
- Impacting viability
  - Emphasis of Social Rent
  - 10% Affordable Home Ownership cancelled
  - 25% of affordable as First Homes cancelled
  - Greenbelt reform – 50% affordable?
- Infrastructure Levy dropped

8

# The big change in 2018...

| 2012 NPPF | PPG 2018 / 2019 |
|---|---|
| 173<br>... 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. | 10-009-20190509<br>... ensure policy compliance and optimal public benefits through economic cycles... |
| 174<br>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 | 10-010-20180724<br>and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission. |

9

# PPG Viability in whole- plan testing

- 10-003 – based on 'Typologies'
- 10-004 – use average costs and values
- 10-005 – test strategic sites
- 10-006 – consultation

10

# PPG Standardised inputs

- 10-010
  - *viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*
- 10-011
  - *average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data*

11

# Standard Viability Test - Residual Value

**STEP 1**

**Gross Development Value**

(The combined value of the complete development)

LESS

**Cost of creating the asset, including PROFIT**

(Construction + fees + finance charges)

=

**RESIDUAL VALUE**

**STEP 2**

**Residual Value v Existing Use Value**

12

12

## PPG Land Value 10-013

Benchmark Land Value (BLV)

=

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

13

## PPG BLV – 10-014

- Based on EUV
- Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
  - *In plan making, the landowner premium should be tested and balanced against emerging policies.*

14

## PPG Landowners' Premium

10-016

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

15

## PPG Developers' Return

- 10-018
  - *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. … A lower figure may be more appropriate in consideration of delivery of affordable housing …*

16

## A Buffer!

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

- *PPG 25-021-20190901*

17

## Abnormal and IDP Costs

- Normal abnormals v abnormal abnormals
- Site Infrastructure Costs

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

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

18

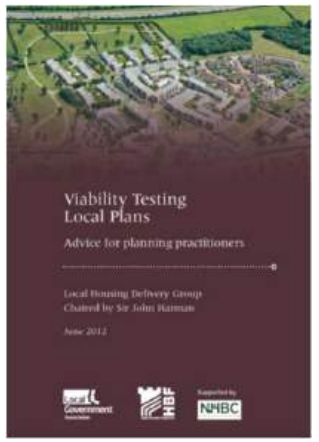
## Issues – for this project

- Cumulative impact of policy
- The effect of CIL

- Reduced scope for viability at application stage
- Greater transparency
- Strategic Sites?

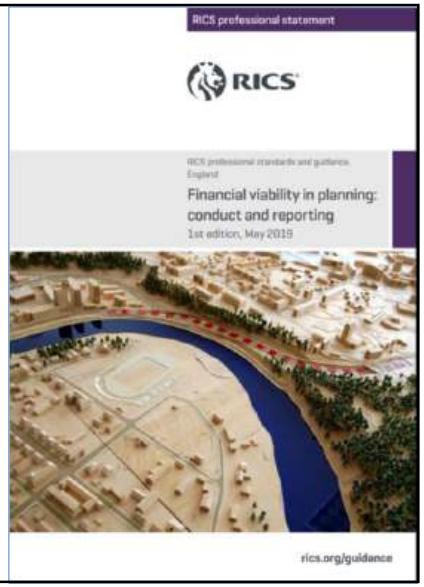
19

## Harman / RICS



20

# Mandatory RICS Guidance



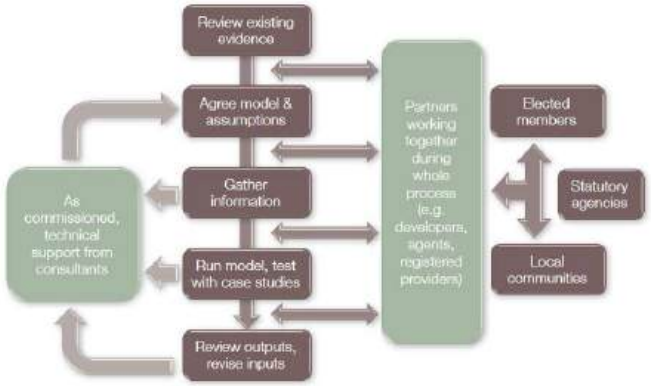

21

# RICS Guidance – so what?

- mandatory for Chartered Surveyors
- with objectivity, impartially and without interference and with reference to all appropriate available sources of information
- include instructions
- no performance-related or contingent fees
- presumption is that a viability assessment should be published in full
- a non-technical summary
- incudes appropriate sensitivity testing
- responsible for sub-contractors / specialists
- (value engineering)

22

# Engagement Phases




23

# Methodology

- Data Gathering
  - Values
  - Costs
  - Land
- Modelling
  - Typologies
  - Residential, employment, retail
- Appraisals
  - Residual Value v EUV Plus (with a buffer)

24

24

# Standard Viability Test - Residual Value

**STEP 1**

**Gross Development Value**

(The combined value of the complete development)

LESS

**Cost of creating the asset, including PROFIT**

(Construction + fees + finance charges)

=

**RESIDUAL VALUE**

**STEP 2**

**Residual Value v Existing Use Value**

25

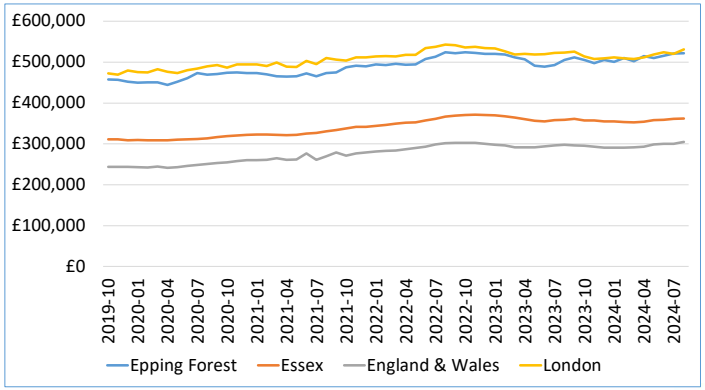
25

# Key Assumptions

26

26

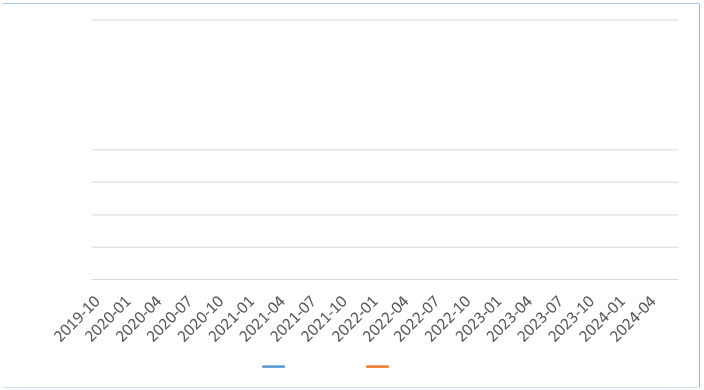
# Average House Prices




27

27

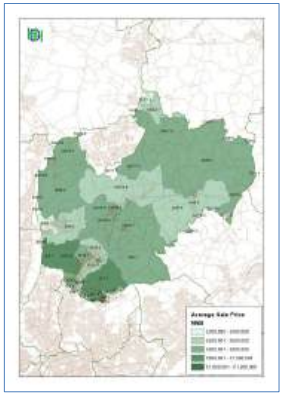
# Newbuild v Existing



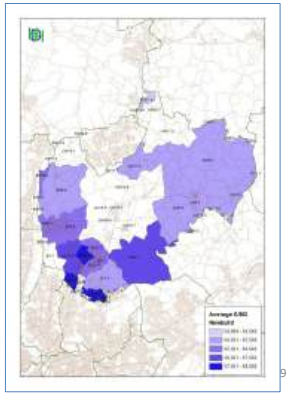

28

# Average House Prices

Non Newbuild £

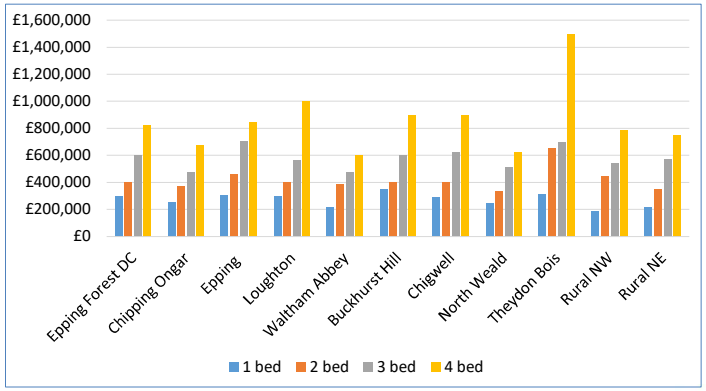


Newbuild £ per sqm



29

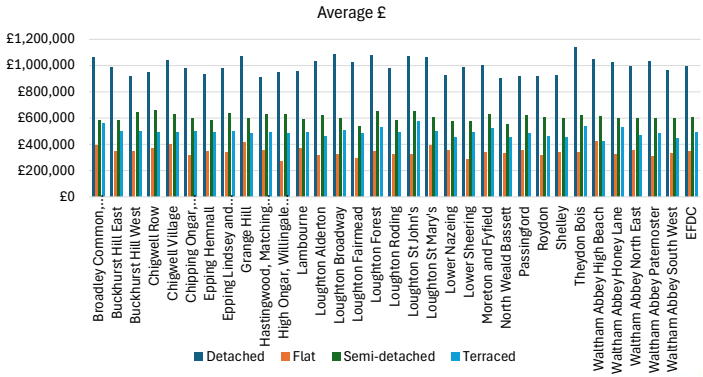
# Median Asking Prices




30

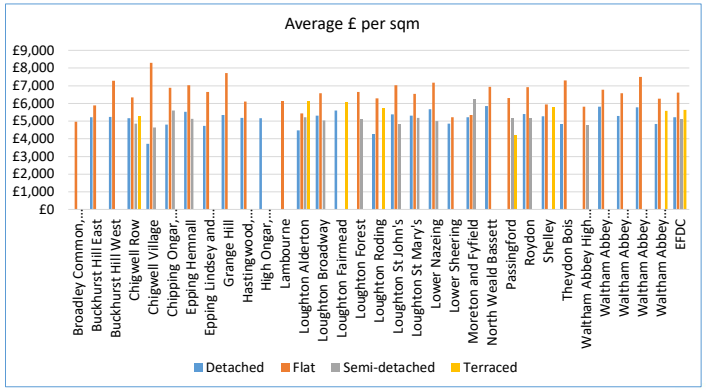
30

# Price Paid Data by Ward – £



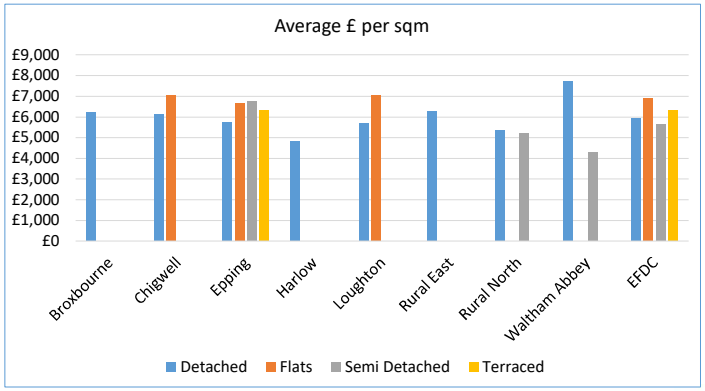

31

# Price Paid Data by Ward Newbuild £ per sqm




32

# Newbuild Asking Prices £/m²




33

# Price Assumptions (£ per sqm)

| | South West EFDC | Epping / Waltham Abbey and Adjacent | Adjacent to Harlow | Rural EFDC |
|---|---|---|---|---|
| Large Greenfield | £6,000 | £6,000 | £4,700 | £5,150 |
| Medium Greenfield | £6,000 | £6,000 | £4,700 | £5,150 |
| Large Brownfield | £6,150 | £6,100 | | £5,150 |
| Medium Brownfield | £6,000 | £6,100 | | £5,150 |
| Urban Flatted | £6,300 | £6,300 | | |

| | |
|---|---|
| East of Harlow (North) | £4,800 |
| Latton Priory | £4,800 |
| Water Lane Area (Sumners) | £4,800 |
| Water Lane Area (Katherine's) | £4,800 |
| South Epping MPA | £6,000 |
| North Weald Bassett MPA | £6,000 |
| Waltham Abbey North MPA | £5,900 |

34

# Build to Rent

| | **1 bed** | **2 bed** | **3 bed** | **4 bed** |
|---|---|---|---|---|
| Rent (£/month) | 1,100 | 1,488 | 1,900 | 2,600 |
| Rent (£/annum) | £13,200 | £17,856 | £22,800 | £31,200 |
| Net Rent | £10,560 | £14,285 | £18,240 | £24,960 |
| Value | £248,471 | £336,113 | £429,176 | £587,294 |
| sqm | 50 | 70 | 84 | 97 |
| **£ per sqm** | **£4,969** | **£4,802** | **£5,109** | **£6,055** |

35

# Affordable Housing

- Social Rent
  – £1,700/m²
- Affordable Rent
  – £3,300/m²
- Shared Ownership
  – 70% OMV, 50% Share; Rent 2.75%
- First Homes
  – 70% OMV / £250,000 cap

36

# Older Peoples Housing

| **Epping** | Area ($m^2$) | £ | £/$m^2$ |
|---|---|---|---|
| 3 bed semi-detached | | 600,000 | |
| 1 bed Sheltered | 50 | 450,000 | 9,000 |
| 2 bed Sheltered | 75 | 600,000 | 8,000 |
| 1 bed Extracare | 65 | 562,500 | 8,654 |
| 2 bed Extracare | 80 | 750,000 | 9,375 |
| **Harlow** | Area ($m^2$) | £ | £/m2 |
| 3 bed semi-detached | | 440,000 | |
| 1 bed Sheltered | 50 | 330,000 | 6,600 |
| 2 bed Sheltered | 75 | 440,000 | 5,867 |
| 1 bed Extracare | 65 | 412,500 | 6,346 |
| 2 bed Extracare | 80 | 550,000 | 6,875 |
| **Ongar** | Area ($m^2$) | £ | £/m2 |
| 3 bed semi-detached | | 490,000 | |
| 1 bed Sheltered | 50 | 367,500 | 7,350 |
| 2 bed Sheltered | 75 | 490,000 | 6,533 |
| 1 bed Extracare | 65 | 459,375 | 7,067 |
| 2 bed Extracare | 80 | 612,500 | 7,656 |
| **Waltham Abbey** | Area ($m^2$) | £ | £/m2 |
| 3 bed semi-detached | | 500,000 | |
| 1 bed Sheltered | 50 | 375,000 | 7,500 |
| 2 bed Sheltered | 75 | 500,000 | 6,6 |
| 1 bed Extracare | 65 | 468,750 | 7,2 |
| 2 bed Extracare | 80 | 625,000 | 7,8 |

37

# Non-Residential Values

| | Rent per sqm | Yield | Rent free period | Value | Assumption |
|---|---|---|---|---|---|
| Offices Park | £230 | 7.50% | 1.0 | £2,853 | £2,855 |
| Offices Central | £230 | 7.50% | 1.0 | £2,853 | £2,855 |
| Smaller offices | £270 | 8.00% | 1.0 | £3,125 | £3,125 |
| Industrial | £180 | 7.00% | 0.0 | £2,571 | £2,570 |
| Smaller Industrial | £180 | 7.00% | 0.0 | £2,571 | £2,570 |
| Logistics | £160 | 5.00% | 0.0 | £3,200 | £3,200 |
| Retail (Prime) | £400 | 7.00% | 1.0 | £5,340 | £5,300 |
| Retail (elsewhere) | £300 | 9.00% | 1.0 | £3,058 | £3,050 |
| Supermarket | £250 | 4.50% | 1.0 | £5,316 | £5,300 |
| Retail warehouse | £200 | 5.00% | 2.0 | £3,628 | £3,625 |

38

# Land Registry PPD

- Research ongoing

39

# Existing Use Value £/ha

| | |
|---|---|
| **Brownfield Land** | £2,000,000 |
| **Greenfield Land** | |
| Agricultural | £22,500 |
| (Glasshouses) | (£1,000,000) |
| Paddock | £50,000 |

40

40

# Development Costs 1

- Construction — BCIS
  - Generally Median
  - > 200 units Lower Q
- Site Costs — 5% to 15%
- Brownfield — +5%
- Fees — 8%
- Contingencies — 2.5% / 5%

41

41

# Development Costs 2

- Interest — 7%
- Developer's Return — 20% Market Housing; 6% Affordable
- Sales — 2.5% + 1%

42

# Full Policy-on

| | |
|---|---|
| Affordable Housing | 40% - as 30% Affordable rent and 10% Affordable Home Ownership. |
| Design | 10% Biodiversity Net Gain |
| | 110 LPPPD water standard |
| | Future Homes Standard – Option 1 |
| | Accessibility – all M4(2) |
| | Environmental mitigation Air pollution £215 per unit and SAMM £600 per unit. |
| Developer Contributions | General typologies, Essex CC education plus £2,500 per unit. |
| | Strategic Sites as estimated. |

43

# Strategic Sites – s106 costs (indexed 2020 to 2024)

| | Units | Site Area (ha) | Total | Cost/unit |
|---|---|---|---|---|
| East of Harlow (North) | 750 | 128.24 | £44,506,436 | £59,342 |
| Latton Priory | 1,050 | 102.37 | £62,102,923 | £59,146 |
| Water Lane Area (Sumners) | 807 | 36.04 | £49,288,216 | £61,076 |
| Water Lane Area (Katherine's) | 1331 | 69.7 | £81,192,417 | £61,001 |
| South Epping MPA | 450 | 43.55 | £12,447,297 | £27,661 |
| North Weald Bassett MPA | 1,050 | 45.98 | £28,244,717 | £26,900 |
| Waltham Abbey North MPA | 740 | 32.28 | £18,381,594 | £24,840 |

44

# ECC Education Costs

| | | Cost | Flat | | House | |
|---|---|---|---|---|---|---|
| | | | Multiplier | £ per | Multiplier | £ per |
| 5.1 Early Years and Childcare | Newbuild | £23,190 | 0.045 | £1,044 | 0.09 | £2,087 |
| | Extension | £19,425 | 0.045 | £874 | 0.045 | £874 |
| 5.2 Education - primary | Newbuild | £23,190 | 0.15 | £3,479 | 0.3 | £6,957 |
| | Extension | £19,425 | 0.15 | £2,914 | 0.3 | £5,828 |
| 5.2 Education – secondary | Newbuild | £28,096 | 0.1 | £2,810 | 0.2 | £5,619 |
| | Extension | £26,717 | 0.1 | £2,672 | 0.2 | £5,343 |
| Education – special needs | | | | | | |
| Education – Post 16 | Newbuild | £28,096 | 0.1 | £2,810 | 0.2 | £5,619 |
| | Extension | £26,717 | 0.1 | £2,672 | 0.2 | £5,343 |
| 5.3 School Transport | Primary | £26,440 | 0.045 | £1,190 | 0.09 | £2,380 |
| | Secondary | £5,947 | 0.045 | £268 | 0.09 | £535 |
| **TOTAL** | **Newbuild** | | | **£11,599** | | **£23,197** |
| | **Extension** | | | **£10,589** | | **£20,303** |

45

# Modelling – based on Allocations

| | | | Current Use | Units | Area Ha | | | | Density Units/ha | | Density |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | Gross | Net | % | Gross | Net | m2/ha |
| 1 | Flats 100 HD | Brown | Industrial | 100 | 1.136 | 1.136 | 0.909 | 80.0% | 88.00 | 110.00 | 8,305 |
| 2 | Flats 100 PRS HD | Brown | Industrial | 100 | 1.136 | 1.136 | 0.909 | 80.0% | 88.00 | 110.00 | 8,291 |
| 3 | Flats 40 HD | Brown | Industrial | 40 | 0.500 | 0.500 | 0.400 | 80.0% | 80.00 | 100.00 | 7,581 |
| 4 | Flats 40 PRS HD | Brown | Industrial | 40 | 0.500 | 0.500 | 0.400 | 80.0% | 80.00 | 100.00 | 7,550 |
| 5 | Urban 60 HD | Brown | Industrial | 60 | 1.364 | 1.364 | 1.091 | 80.0% | 44.00 | 55.00 | 4,739 |
| 6 | Urban 60 | Brown | Industrial | 60 | 2.286 | 2.286 | 1.714 | 75.0% | 26.25 | 35.00 | 3,016 |
| 7 | Urban 30 HD | Brown | Industrial | 30 | 0.682 | 0.682 | 0.545 | 80.0% | 44.00 | 55.00 | 4,966 |
| 8 | Urban 30 | Brown | Industrial | 30 | 1.143 | 1.143 | 0.857 | 75.0% | 26.25 | 35.00 | 3,067 |
| 9 | Urban 15 HD | Brown | Industrial | 15 | 0.313 | 0.313 | 0.250 | 80.0% | 48.00 | 60.00 | 5,471 |
| 10 | Urban 15 | Brown | Industrial | 15 | 0.536 | 0.536 | 0.429 | 80.0% | 28.00 | 35.00 | 3,139 |
| 11 | Urban 9 HD | Brown | Industrial | 9 | 0.180 | 0.180 | 0.180 | 100.0% | 50.00 | 50.00 | 3,636 |
| 12 | Urban 9 | Brown | Industrial | 9 | 0.257 | 0.257 | 0.257 | 100.0% | 35.00 | 35.00 | 3,694 |
| 13 | Large Greenfield 200 | Green | Agricultural | 200 | 7.619 | 7.619 | 5.714 | 75.0% | 26.25 | 35.00 | 3,359 |
| 14 | Greenfield 100 HD | Green | Agricultural | 100 | 3.289 | 3.289 | 2.632 | 80.0% | 30.40 | 38.00 | 3,296 |
| 15 | Greenfield 100 | Green | Agricultural | 100 | 3.571 | 3.571 | 2.857 | 80.0% | 28.00 | 35.00 | 3,370 |
| 16 | Greenfield 60 HD | Green | Agricultural | 60 | 1.858 | 1.858 | 1.579 | 85.0% | 32.30 | 38.00 | 3,275 |
| 17 | Greenfield 60 | Green | Agricultural | 60 | 2.143 | 2.143 | 1.714 | 80.0% | 28.00 | 35.00 | 3,361 |
| 18 | Greenfield 60 LD | Green | Agricultural | 60 | 2.667 | 2.667 | 2.000 | 75.0% | 22.50 | 30.00 | 2,881 |
| 19 | Greenfield 20 HD | Green | Agricultural | 20 | 0.619 | 0.619 | 0.526 | 85.0% | 32.30 | 38.00 | 3,330 |
| 20 | Greenfield 20 | Green | Agricultural | 20 | 0.714 | 0.714 | 0.571 | 80.0% | 28.00 | 35.00 | 3,371 |
| 21 | Greenfield 20 LD | Green | Agricultural | 20 | 0.889 | 0.889 | 0.667 | 75.0% | 22.50 | 30.00 | 2,889 |
| 22 | Greenfield 12 | Green | Paddock | 12 | 0.400 | 0.400 | 0.400 | 100.0% | 30.00 | 30.00 | 2,938 |
| 23 | Greenfield 8 | Green | Paddock | 8 | 0.267 | 0.267 | 0.267 | 100.0% | 30.00 | 30.00 | 3,356 |
| 24 | East of Harlow (North) | Green | Agricultural | 750 | 35.714 | 35.714 | 21.429 | 60.0% | 21.00 | 35.00 | 3,358 |
| 25 | Latton Priory | Green | Agricultural | 1,050 | 50.000 | 50.000 | 30.000 | 60.0% | 21.00 | 35.00 | 3,358 |
| 26 | Water Lane (Sumners) | Green | Agricultural | 807 | 36.040 | 36.040 | 23.057 | 64.0% | 22.39 | 35.00 | 3,359 |
| 27 | Water Lane (Katherines) | Green | Ag / Glass | 1,331 | 69.700 | 69.700 | 38.029 | 54.6% | 19.10 | 35.00 | 3,360 |
| 28 | South Epping MPA | Green | Agricultural | 450 | 21.429 | 21.429 | 12.857 | 60.0% | 21.00 | 35.00 | 3,359 |
| 29 | North Weald Bassett MPA | Green | Agricultural | 1,050 | 46.154 | 46.154 | 30.000 | 65.0% | 22.75 | 35.00 | 3,359 |
| 30 | Waltham Abbey North MPA | Green | Agricultural | 740 | 31.794 | 31.794 | 21.143 | 66.5% | 23.28 | 35.00 | 3,359 |

46

# A Pragmatic Viability Test

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

'***Existing use value*** **plus'**

**– reality checked against market value**

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

47

# Benchmark Land Value?

- **Brownfield Site**

  EUV + 20%

- **Greenfield Sites**

  Generally EUV + £300,000/ha

  Strategic Sites? EUV x10

**<u>Plus 30% Buffer</u>**

48

# Very Early Results

- Subject change to reflect the consultation
- For illustrative purposes only
- Based on 30% affordable

49

# 4 steps

- Additional Profit
- Residual Value v BLV
- CIL as proportion of Residual Value
  - How much would land prices fall – 25%
- CIL as a proportion of GDV
  - A small part of the total costs – 3% or 5%

50

# Results for Epping / Waltham Abbey and Adjacent

- Early draft
- Subject to change
- Take as being illustrative of process

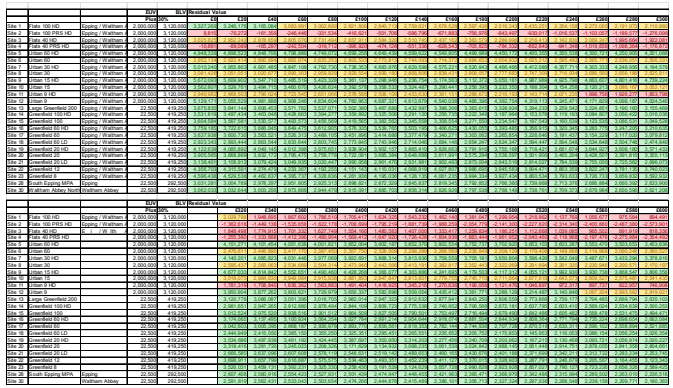
51

# Additional Profit

| | | | | Additional Profit | |
|---|---|---|---|---|---|
| | | | | £ site | £/m2 |
| Site 1 | Flats 100 HD | Brown | Industrial | 1,182,159 | 256 |
| Site 2 | Flats 100 PRS HD | Brown | Industrial | -3,037,946 | -657 |
| Site 3 | Flats 40 HD | Brown | Industrial | 351,056 | 190 |
| Site 4 | Flats 40 PRS HD | Brown | Industrial | -1,341,032 | -727 |
| Site 5 | Urban 60 HD | Brown | Industrial | 3,932,417 | 1,154 |
| Site 6 | Urban 60 | Brown | Industrial | 1,428,139 | 419 |
| Site 7 | Urban 30 HD | Brown | Industrial | 1,996,650 | 1,073 |
| Site 8 | Urban 30 | Brown | Industrial | 873,702 | 502 |
| Site 9 | Urban 15 HD | Brown | Industrial | 1,147,172 | 1,177 |
| Site 10 | Urban 15 | Brown | Industrial | 698,866 | 764 |
| Site 11 | Urban 9 HD | Brown | Industrial | 109,247 | 278 |
| Site 12 | Urban 9 | Brown | Industrial | 787,332 | 1,381 |
| Site 13 | Large Greenfield 200 | Green | Agricultural | 31,741,129 | 2,394 |
| Site 14 | Greenfield 100 HD | Green | Agricultural | 12,258,302 | 2,160 |
| Site 15 | Greenfield 100 | Green | Agricultural | 13,610,770 | 2,053 |
| Site 16 | Greenfield 60 HD | Green | Agricultural | 7,286,722 | 2,138 |
| Site 17 | Greenfield 60 | Green | Agricultural | 8,109,198 | 2,027 |
| Site 18 | Greenfield 60 LD | Green | Agricultural | 7,916,380 | 1,979 |
| Site 19 | Greenfield 20 HD | Green | Agricultural | 2,638,264 | 2,311 |
| Site 20 | Greenfield 20 | Green | Agricultural | 2,870,686 | 2,183 |
| Site 21 | Greenfield 20 LD | Green | Agricultural | 2,808,133 | 2,135 |
| Site 22 | Greenfield 12 | Green | Paddock | 1,806,117 | 2,128 |
| Site 23 | Greenfield 8 | Green | Paddock | 1,272,113 | 2,369 |
| Site 28 | South Epping MPA | Green | Agricultural | 76,491,153 | 2,567 |
| Site 30 | Waltham Abbey North MPA | Green | Agricultural | 119,045,060 | 2,428 |

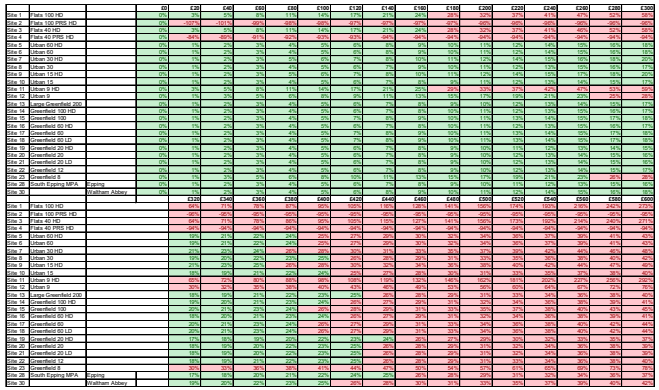
52

# Residual Value v BLV (plus 30%) – varied CIL



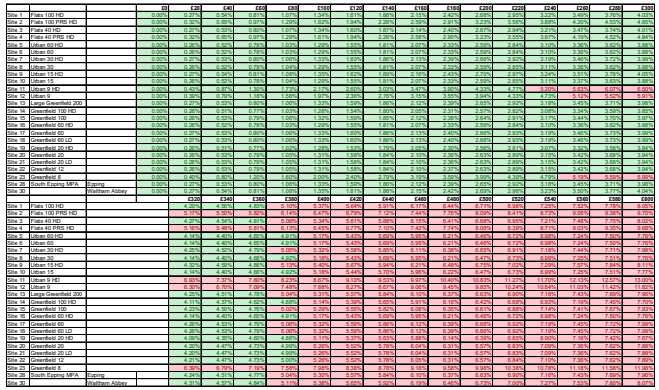
53

# CIL as % Residual Value



54

# CIL as % GDV



55

# Moving Forward

- Circulate presentation
- Circulate rough and ready first draft of report

- Comments by:

**Midday 6th January 2025**

**to**

tim@dacplanning.com

56

# Appendix 5 – Consultation Notes

## Developer Forum - held on: 26 November 2019 at 1p.m

**Developer Forum**
**held on: 26 November 2019 at 1p.m.**

**Location: Waltham Abbey Town Hall, Waltham Abbey**

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Introduction and housekeeping given by Lydia Grainger (LG)

Note taking Amanda Apcar, EFDC (AJA)

**Presentation given by Simon Drummond-Hay ( S D-H)**

Introduction and background

There have been huge changes in framework for setting the plan. Inputs, to take forward as there is a huge scope for viability testing for Local plan but we need to look at viability differently based on and viability Assessments to support the local plan.

The days of using fresh appraisals have now gone and the new guidance says we viability at the DM stage should be based on ad refer back to the plan-wide work.

Epping Forest DC has two viability assessments prepared to support the local Plan prepared by Dixon Searle - 2017 DS (version 1: 2015) and 2019 HGGT viability prepared with HDH. Therefore work is needed to update costs and value, methodology and approach already used to reflect future DM concerning how we do this - NPPF/PPG/RICS Guidance.

We have prepared a rough and ready report for consultation. If anyone disagrees with figures put forward then please take us to evidence to help us reach the correct assumption – comments that this or that are too low or high are not helpful without some supporting data.

**S D-H sought any questions or comment so far**? None received.

Changes have been unremarkable, there has been a general upward drift in prices but no strong movement in values.

HDH have drawn on all different sources of information, however none are perfect.

Based on Land Registry Price Paid Data – real transactions. Have also used asking prices (not prices achieved) to establish the tone of market and how value are in different areas.

Have looked at Zoopla which show 2019 values (end October ).

**S D-H ask for views on build to rent**?

Don't need to comment on everything. We want to move towards evidence and towards the correct assumptions & not analysis of NPPF/PPG - they are what they are.

RSLs do not appear to be seeking social rent, they want affordable rent up to 80% of market rent.

Assumptions used – no more than LHA - £2,352 $m^2$ – S D-H asking if this make sense? If wrong come back and point us to where you think it should be.

Shared ownership £80,000 London, £70,000 outside.

Older people housing - PPG updated with better understanding for need & delivery Institutional housing/extra care - when does this become a care home?.

New changes are being introduced and must also be included - Biodiversity net gain –.

S D-H pointed out that the Land Price Paid Appendix maybe incomplete as the Land Registry is not always complete. Invited comments and further detail to be submitted.

Some land is subject to an option agreement to purchase so don't know prices therefore have to use minimum prices.

How much is enough? Just enough. Where VAT payable shown as note in appendix.

Biodiversity – very new DEFRA calculator - £20,000 per hectare Government figures

**S D-H asked if there were any views?**

S106 - £31,000 per unit - Draft figure that includes all infrastructure required. Breakdown is not included in report as test range of impact in report. Original assessment £3,000 per unit.

Report will consider impact of these figures and the maximum likely Section 106 contributions ask. If introducing CIL. CIL contributions could be less or more dependent on type of CIL use. Not how paid, what total amount paid.

**S D-H ask that anyone could highlight if typology not in amongst those shown?**

Trying to test as per PPG compliance.

Noted that the Inspector had no technical concerns about viability.

**AJA dealing with technology issues but noted:**

S D-H spoke about small 'site' & DS work

Produce early results that will change. Gross area/net area for whole site EUV with BLV = Residential value

Brownfield/greenfield – higher

Private rent/build to rent - update build costs and show why changed?

**S D-H Suggested actions following this session**:

EFDC: Report to be circulated – no analysis of all circumstances. We need to get costs, values right, when feedback will do scenario testing.

S D-H: Please concentrate on bits that were of concern.

We must remember that at this stage it is a rough and ready draft and doesn't draw conclusions. We want to make sure numbers are applied properly.

*Decide - Comments by Friday 6th December* through Email can be bullet points – sale site etc.

**Comments from Boyer Planning** – No further hearings on this at examination so how will Council use this - PPG clear on requirements at development management stage.

Looked at viability Assessment at plan stage & the Insp report on paragraph 57, what is the purpose regardless of this.

**S D-H reply** - Process to consider viability at DM stage. Compare and contrast evidence informing the plan and bring 2 studies into one place so can be used. The plan has been examined independently and this work won't be part of Local Plan process. Consolidate IDP and Viability so people know where to go.

There are a number of changes that must be picked up - zero carbon and - bio diversity

**Further comments from Boyer Planning** – What further work precisely used for? Would be helpful to know to inform responses that will be made.

SDH Want assumptions to be right.

BP Surprised by work – what is it status? Weight? How is it to be used? How will the results be used?

**S D-H reply at this stage** – we need to get figures right!

Why: committed to do this as part of Local Plan examination (matter 14), so it's easy to use and transparent. It will be Consolidated and Updated Viability evidence.

How use: for DM purposes.

SPD: may want to use work for this purpose so need to consult to be a material planning consideration and give weight.

**EFDC** – explain purpose etc. and put on website with separate cover sheet – S D-H will review draft wording

***Agreed that close of consultation will now be 6th January 2020***

# Appendix 6 – Landmark Data Tables

### 2020 to 2024 – All

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Nazeing | 28 | 23 | 30 | 16 | 97 |
| Buckhurst Hill East | 49 | 47 | 85 | 73 | 254 |
| Buckhurst Hill West | 120 | 102 | 119 | 86 | 427 |
| Chigwell Row | 31 | 22 | 27 | 26 | 106 |
| Chigwell Village | 61 | 46 | 53 | 56 | 216 |
| Chipping Ongar, Greensted and Marden Ash | 63 | 63 | 77 | 52 | 255 |
| Epping Hemnall | 96 | 83 | 119 | 90 | 388 |
| Epping Lindsey and Thornwood Common | 94 | 105 | 122 | 97 | 418 |
| Grange Hill | 52 | 61 | 73 | 52 | 238 |
| Hastingwood, Matching and Sheering Village | 45 | 26 | 28 | 33 | 132 |
| High Ongar, Willingale and The Rodings | 18 | 14 | 35 | 19 | 86 |
| Lambourne | 24 | 26 | 34 | 28 | 112 |
| Loughton Alderton | 32 | 41 | 54 | 61 | 188 |
| Loughton Broadway | 40 | 35 | 55 | 30 | 160 |
| Loughton Fairmead | 43 | 39 | 58 | 53 | 193 |
| Loughton Forest | 62 | 51 | 82 | 70 | 265 |
| Loughton Roding | 60 | 62 | 91 | 51 | 264 |
| Loughton St John's | 55 | 60 | 74 | 54 | 243 |
| Loughton St Mary's | 61 | 103 | 81 | 65 | 310 |
| Lower Nazeing | 69 | 46 | 64 | 45 | 224 |
| Lower Sheering | 47 | 45 | 46 | 47 | 185 |
| Moreton and Fyfield | 26 | 16 | 25 | 17 | 84 |
| North Weald Bassett | 53 | 48 | 86 | 53 | 240 |
| Passingford | 31 | 19 | 27 | 25 | 102 |
| Roydon | 28 | 24 | 30 | 26 | 108 |
| Shelley | 42 | 30 | 34 | 29 | 135 |
| Theydon Bois | 56 | 45 | 78 | 43 | 222 |
| Waltham Abbey High Beach | 21 | 16 | 44 | 29 | 110 |
| Waltham Abbey Honey Lane | 52 | 77 | 97 | 77 | 303 |
| Waltham Abbey North East | 38 | 41 | 44 | 40 | 163 |
| Waltham Abbey Paternoster | 32 | 31 | 46 | 40 | 149 |
| Waltham Abbey South West | 54 | 57 | 66 | 66 | 243 |
| **Grand Total** | **1,583** | **1,504** | **1,984** | **1,549** | **6,620** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Nazeing | £1,061,838 | £392,935 | £579,800 | £561,406 | £671,603 |
| Buckhurst Hill East | £991,442 | £349,766 | £586,382 | £501,701 | £596,403 |
| Buckhurst Hill West | £917,058 | £350,370 | £647,405 | £501,645 | £622,874 |
| Chigwell Row | £951,639 | £369,068 | £659,517 | £490,716 | £643,263 |
| Chigwell Village | £1,039,345 | £397,816 | £628,441 | £490,421 | £659,586 |
| Chipping Ongar, Greensted and Marden Ash | £979,701 | £320,356 | £596,756 | £497,470 | £602,833 |
| Epping Hemnall | £936,600 | £348,969 | £585,302 | £495,651 | £600,870 |
| Epping Lindsey and Thornwood Common | £982,235 | £340,912 | £638,075 | £497,923 | £608,300 |
| Grange Hill | £1,070,602 | £416,147 | £601,557 | £483,889 | £630,808 |
| Hastingwood, Matching and Sheering Village | £911,199 | £355,776 | £627,268 | £487,388 | £635,617 |
| High Ongar, Willingale and The Rodings | £946,128 | £272,143 | £630,454 | £484,447 | £605,938 |
| Lambourne | £957,979 | £368,056 | £591,801 | £488,116 | £592,406 |
| Loughton Alderton | £1,029,586 | £315,634 | £620,889 | £463,622 | £572,855 |
| Loughton Broadway | £1,084,125 | £325,715 | £596,873 | £507,700 | £642,650 |
| Loughton Fairmead | £1,022,401 | £293,372 | £537,988 | £484,358 | £581,757 |
| Loughton Forest | £1,074,484 | £344,293 | £651,864 | £526,121 | £658,333 |
| Loughton Roding | £982,325 | £325,468 | £580,930 | £487,706 | £594,152 |
| Loughton St John's | £1,070,844 | £322,752 | £653,956 | £572,381 | £648,407 |
| Loughton St Mary's | £1,061,771 | £394,566 | £605,448 | £499,572 | £602,974 |
| Lower Nazeing | £930,547 | £357,438 | £572,562 | £456,477 | £615,336 |
| Lower Sheering | £987,909 | £289,240 | £575,673 | £491,989 | £589,470 |
| Moreton and Fyfield | £1,003,942 | £338,719 | £626,520 | £521,118 | £667,190 |
| North Weald Bassett | £902,270 | £335,479 | £551,630 | £457,802 | £565,112 |
| Passingford | £919,798 | £354,211 | £625,456 | £485,180 | £630,005 |
| Roydon | £914,571 | £320,500 | £608,485 | £458,730 | £587,792 |
| Shelley | £926,016 | £340,070 | £598,760 | £452,034 | £611,568 |
| Theydon Bois | £1,140,813 | £338,911 | £621,749 | £534,360 | £678,426 |
| Waltham Abbey High Beach | £1,052,405 | £420,653 | £615,112 | £420,414 | £618,981 |
| Waltham Abbey Honey Lane | £1,026,418 | £323,565 | £596,769 | £527,234 | £583,405 |
| Waltham Abbey North East | £995,250 | £354,303 | £594,824 | £472,399 | £597,633 |
| Waltham Abbey Paternoster | £1,028,359 | £308,781 | £595,946 | £483,175 | £598,793 |
| Waltham Abbey South West | £964,519 | £331,672 | £601,091 | £448,259 | £577,146 |
| **Grand Total** | **£992,525** | **£345,493** | **£605,971** | **£493,000** | **£612,793** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Nazeing | £5,372 | £5,436 | £5,395 | £5,909 | £5,480 |
| Buckhurst Hill East | £6,219 | £5,164 | £5,349 | £5,502 | £5,529 |
| Buckhurst Hill West | £5,781 | £5,386 | £5,612 | £5,216 | £5,530 |
| Chigwell Row | £5,885 | £5,195 | £5,401 | £4,902 | £5,378 |
| Chigwell Village | £5,907 | £5,836 | £5,702 | £5,490 | £5,732 |
| Chipping Ongar, Greensted and Marden Ash | £5,619 | £5,374 | £5,596 | £5,355 | £5,498 |
| Epping Hemnall | £5,805 | £5,527 | £5,622 | £5,274 | £5,566 |
| Epping Lindsey and Thornwood Common | £5,680 | £5,260 | £5,735 | £5,497 | £5,549 |
| Grange Hill | £5,808 | £5,500 | £5,497 | £5,292 | £5,522 |
| Hastingwood, Matching and Sheering Village | £5,437 | £5,225 | £5,762 | £5,329 | £5,437 |
| High Ongar, Willingale and The Rodings | £5,679 | £5,173 | £5,347 | £5,484 | £5,418 |
| Lambourne | £5,565 | £5,391 | £5,380 | £5,561 | £5,472 |
| Loughton Alderton | £5,920 | £5,071 | £5,462 | £5,229 | £5,382 |
| Loughton Broadway | £5,918 | £5,367 | £5,437 | £5,408 | £5,547 |
| Loughton Fairmead | £5,846 | £4,971 | £5,273 | £5,279 | £5,345 |
| Loughton Forest | £6,433 | £5,215 | £5,858 | £5,584 | £5,795 |
| Loughton Roding | £5,647 | £5,370 | £5,481 | £5,305 | £5,461 |
| Loughton St John's | £5,773 | £5,535 | £5,583 | £5,162 | £5,520 |
| Loughton St Mary's | £5,943 | £5,840 | £5,651 | £5,542 | £5,747 |
| Lower Nazeing | £5,877 | £5,586 | £5,404 | £5,015 | £5,525 |
| Lower Sheering | £5,576 | £4,942 | £5,513 | £5,057 | £5,285 |
| Moreton and Fyfield | £5,728 | £5,256 | £5,522 | £5,007 | £5,423 |
| North Weald Bassett | £5,815 | £5,656 | £5,490 | £5,092 | £5,516 |
| Passingford | £5,744 | £5,431 | £5,464 | £5,645 | £5,586 |
| Roydon | £5,599 | £5,201 | £5,190 | £5,576 | £5,388 |
| Shelley | £5,559 | £5,230 | £5,351 | £5,477 | £5,420 |
| Theydon Bois | £6,044 | £5,717 | £5,819 | £5,313 | £5,759 |
| Waltham Abbey High Beach | £5,786 | £6,233 | £5,351 | £5,149 | £5,492 |
| Waltham Abbey Honey Lane | £5,614 | £5,389 | £5,770 | £5,377 | £5,548 |
| Waltham Abbey North East | £5,829 | £5,574 | £5,300 | £5,109 | £5,439 |
| Waltham Abbey Paternoster | £5,855 | £5,793 | £5,447 | £5,307 | £5,564 |
| Waltham Abbey South West | £5,721 | £5,313 | £5,652 | £5,240 | £5,479 |
| **Grand Total** | **£5,799** | **£5,424** | **£5,553** | **£5,332** | **£5,533** |

## 2020 to 2024 – Newbuild

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Nazeing | | 2 | | | 2 |
| Buckhurst Hill East | 3 | 4 | | | 7 |
| Buckhurst Hill West | 8 | 8 | | | 16 |
| Chigwell Row | 1 | 2 | 1 | 2 | 6 |
| Chigwell Village | 1 | 6 | 2 | | 9 |
| Chipping Ongar, Greensted and Marden Ash | 3 | 6 | 2 | | 11 |
| Epping Hemnall | 3 | 5 | 2 | | 10 |
| Epping Lindsey and Thornwood Common | 2 | 6 | | | 8 |
| Grange Hill | 3 | 2 | | | 5 |
| Hastingwood, Matching and Sheering Village | 5 | 2 | | | 7 |
| High Ongar, Willingale and The Rodings | 3 | | | | 3 |
| Lambourne | | 1 | | | 1 |
| Loughton Alderton | 2 | 3 | 1 | 2 | 8 |
| Loughton Broadway | 2 | 1 | 2 | | 5 |
| Loughton Fairmead | 1 | | | 2 | 3 |
| Loughton Forest | | 3 | 2 | | 5 |
| Loughton Roding | 1 | 6 | | 1 | 8 |
| Loughton St John's | 3 | 3 | 1 | | 7 |
| Loughton St Mary's | 3 | 40 | 2 | | 45 |
| Lower Nazeing | 7 | 7 | 4 | | 18 |
| Lower Sheering | 5 | 5 | | | 10 |
| Moreton and Fyfield | 2 | 1 | 1 | | 4 |
| North Weald Bassett | 2 | 5 | | | 7 |
| Passingford | | 2 | 1 | 1 | 4 |
| Roydon | 1 | 1 | 1 | | 3 |
| Shelley | 7 | 5 | | 1 | 13 |
| Theydon Bois | 1 | 4 | | | 5 |
| Waltham Abbey High Beach | | 3 | 2 | | 5 |
| Waltham Abbey Honey Lane | 1 | 4 | | | 5 |
| Waltham Abbey North East | 3 | 5 | | | 8 |
| Waltham Abbey Paternoster | 2 | 2 | | | 4 |
| Waltham Abbey South West | 3 | 6 | | 1 | 10 |
| **Grand Total** | **78** | **150** | **24** | **10** | **262** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Nazeing | | £360,000 | | | £360,000 |
| Buckhurst Hill East | £685,830 | £365,875 | | | £502,999 |
| Buckhurst Hill West | £730,374 | £493,313 | | | £611,843 |
| Chigwell Row | £485,000 | £393,500 | £535,000 | £441,500 | £448,333 |
| Chigwell Village | £825,000 | £763,333 | £650,000 | | £745,000 |
| Chipping Ongar, Greensted and Marden Ash | £602,500 | £399,750 | £641,000 | | £498,909 |
| Epping Hemnall | £706,250 | £365,000 | £565,000 | | £507,375 |
| Epping Lindsey and Thornwood Common | £865,000 | £485,500 | | | £580,375 |
| Grange Hill | £711,665 | £457,500 | | | £609,999 |
| Hastingwood, Matching and Sheering Village | £814,000 | £436,500 | | | £706,143 |
| High Ongar, Willingale and The Rodings | £861,333 | | | | £861,333 |
| Lambourne | | £295,000 | | | £295,000 |
| Loughton Alderton | £780,000 | £351,667 | £575,000 | £432,500 | £506,875 |
| Loughton Broadway | £820,000 | £335,000 | £625,750 | | £645,300 |
| Loughton Fairmead | £510,000 | | | £505,000 | £506,667 |
| Loughton Forest | | £390,000 | £620,000 | | £482,000 |
| Loughton Roding | £895,000 | £383,500 | | £550,000 | £468,250 |
| Loughton St John's | £921,998 | £528,333 | £677,500 | | £718,356 |
| Loughton St Mary's | £540,667 | £406,708 | £640,000 | | £426,007 |
| Lower Nazeing | £698,571 | £581,736 | £590,125 | | £629,036 |
| Lower Sheering | £633,999 | £337,700 | | | £485,850 |
| Moreton and Fyfield | £670,000 | £476,000 | £600,000 | | £604,000 |
| North Weald Bassett | £755,000 | £399,399 | | | £500,999 |
| Passingford | | £422,500 | £570,000 | £515,000 | £482,500 |
| Roydon | £599,995 | £353,000 | £515,000 | | £489,332 |
| Shelley | £699,855 | £431,800 | | £825,000 | £606,383 |
| Theydon Bois | £600,000 | £425,500 | | | £460,400 |
| Waltham Abbey High Beach | | £426,000 | £663,000 | | £520,800 |
| Waltham Abbey Honey Lane | £575,000 | £400,500 | | | £435,400 |
| Waltham Abbey North East | £701,667 | £354,200 | | | £484,500 |
| Waltham Abbey Paternoster | £1,034,998 | £421,250 | | | £728,124 |
| Waltham Abbey South West | £911,667 | £406,833 | | £535,000 | £571,100 |
| **Grand Total** | **£732,599** | **£431,053** | **£610,104** | **£518,300** | **£540,558** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Nazeing | | £4,958 | | | £4,958 |
| Buckhurst Hill East | £5,223 | £5,895 | | | £5,607 |
| Buckhurst Hill West | £5,233 | £7,277 | | | £6,255 |
| Chigwell Row | £5,160 | £6,345 | £4,864 | £5,289 | £5,548 |
| Chigwell Village | £3,716 | £8,301 | £4,643 | | £6,978 |
| Chipping Ongar, Greensted and Marden Ash | £4,806 | £6,886 | £5,605 | | £6,086 |
| Epping Hemnall | £5,531 | £7,029 | £5,136 | | £6,201 |
| Epping Lindsey and Thornwood Common | £4,734 | £6,641 | | | £6,165 |
| Grange Hill | £5,351 | £7,707 | | | £6,293 |
| Hastingwood, Matching and Sheering Village | £5,179 | £6,105 | | | £5,443 |
| High Ongar, Willingale and The Rodings | £5,168 | | | | £5,168 |
| Lambourne | | £6,146 | | | £6,146 |
| Loughton Alderton | £4,470 | £5,443 | £5,227 | £6,160 | £5,352 |
| Loughton Broadway | £5,318 | £6,569 | £5,031 | | £5,453 |
| Loughton Fairmead | £5,604 | | | £6,111 | £5,942 |
| Loughton Forest | | £6,643 | £5,086 | | £6,020 |
| Loughton Roding | £4,282 | £6,294 | | £5,729 | £5,972 |
| Loughton St John's | £5,376 | £7,025 | £4,839 | | £6,006 |
| Loughton St Mary's | £5,316 | £6,546 | £5,191 | | £6,403 |
| Lower Nazeing | £5,671 | £7,168 | £4,998 | | £6,103 |
| Lower Sheering | £4,860 | £5,220 | | | £5,040 |
| Moreton and Fyfield | £5,221 | £5,348 | £6,250 | | £5,510 |
| North Weald Bassett | £5,844 | £6,935 | | | £6,623 |
| Passingford | | £6,312 | £5,182 | £4,187 | £5,498 |
| Roydon | £5,405 | £6,922 | £5,202 | | £5,843 |
| Shelley | £5,268 | £5,936 | | £5,810 | £5,567 |
| Theydon Bois | £4,839 | £7,306 | | | £6,812 |
| Waltham Abbey High Beach | | £5,820 | £4,769 | | £5,399 |
| Waltham Abbey Honey Lane | £5,808 | £6,767 | | | £6,576 |
| Waltham Abbey North East | £5,300 | £6,584 | | | £6,102 |
| Waltham Abbey Paternoster | £5,775 | £7,499 | | | £6,637 |
| Waltham Abbey South West | £4,835 | £6,276 | | £5,573 | £5,773 |
| **Grand Total** | **£5,216** | **£6,617** | **£5,103** | **£5,642** | **£6,024** |

## 2020 – All

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | 7 | 6 | 3 | 5 | 21 |
| Buckhurst Hill East | 11 | 10 | 13 | 10 | 44 |
| Buckhurst Hill West | 22 | 24 | 25 | 18 | 89 |
| Chigwell Row | 8 | 4 | 5 | 7 | 24 |
| Chigwell Village | 14 | 10 | 13 | 13 | 50 |
| Chipping Ongar, Greensted a | 16 | 12 | 24 | 13 | 65 |
| Epping Hemnall | 23 | 14 | 31 | 18 | 86 |
| Epping Lindsey and Thornwc | 18 | 14 | 20 | 12 | 64 |
| Grange Hill | 14 | 14 | 14 | 11 | 53 |
| Hastingwood, Matching and | 10 | 5 | 8 | 7 | 30 |
| High Ongar, Willingale and T | 6 | 5 | 9 | 9 | 29 |
| Lambourne | 5 | 4 | 9 | 3 | 21 |
| Loughton Alderton | 8 | 10 | 10 | 19 | 47 |
| Loughton Broadway | 9 | 7 | 13 | 6 | 35 |
| Loughton Fairmead | 11 | 6 | 13 | 14 | 44 |
| Loughton Forest | 14 | 8 | 15 | 19 | 56 |
| Loughton Roding | 11 | 13 | 24 | 10 | 58 |
| Loughton St John's | 14 | 11 | 10 | 10 | 45 |
| Loughton St Mary's | 11 | 14 | 12 | 13 | 50 |
| Lower Nazeing | 15 | 7 | 12 | 9 | 43 |
| Lower Sheering | 14 | 5 | 15 | 8 | 42 |
| Moreton and Fyfield | 6 | 3 | 5 | | 14 |
| North Weald Bassett | 8 | 5 | 21 | 9 | 43 |
| Passingford | 7 | 6 | 6 | 2 | 21 |
| Roydon | 6 | 2 | 8 | 8 | 24 |
| Shelley | 17 | 8 | 8 | 9 | 42 |
| Theydon Bois | 12 | 9 | 21 | 7 | 49 |
| Waltham Abbey High Beach | 9 | 4 | 14 | 8 | 35 |
| Waltham Abbey Honey Lane | 15 | 18 | 17 | 12 | 62 |
| Waltham Abbey North East | 13 | 13 | 5 | 9 | 40 |
| Waltham Abbey Paternoster | 14 | 5 | 12 | 4 | 35 |
| Waltham Abbey South West | 10 | 11 | 19 | 17 | 57 |
| **Grand Total** | **378** | **287** | **434** | **319** | **1,418** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £908,564 | £341,917 | £578,000 | £610,400 | £628,450 |
| Buckhurst Hill East | £831,590 | £379,200 | £604,308 | £443,795 | £573,487 |
| Buckhurst Hill West | £812,769 | £341,313 | £598,440 | £472,264 | £556,564 |
| Chigwell Row | £973,125 | £328,125 | £681,990 | £434,143 | £647,769 |
| Chigwell Village | £845,125 | £372,805 | £594,277 | £472,692 | £588,608 |
| Chipping Ongar, Greensted a | £902,031 | £306,750 | £605,562 | £468,769 | £596,015 |
| Epping Hemnall | £796,228 | £321,107 | £531,694 | £477,200 | £556,754 |
| Epping Lindsey and Thornwc | £755,000 | £346,500 | £559,450 | £473,333 | £551,719 |
| Grange Hill | £1,075,571 | £369,107 | £556,607 | £431,227 | £618,141 |
| Hastingwood, Matching and | £922,060 | £405,000 | £677,188 | £419,857 | £653,403 |
| High Ongar, Willingale and T | £755,000 | £251,000 | £691,653 | £439,444 | £550,513 |
| Lambourne | £735,800 | £280,988 | £516,583 | £455,000 | £515,105 |
| Loughton Alderton | £1,028,750 | £253,000 | £626,600 | £427,892 | £535,233 |
| Loughton Broadway | £1,157,778 | £313,429 | £529,346 | £506,083 | £643,771 |
| Loughton Fairmead | £792,409 | £288,333 | £503,538 | £375,786 | £505,761 |
| Loughton Forest | £1,156,357 | £405,313 | £571,467 | £475,184 | £661,286 |
| Loughton Roding | £738,091 | £346,385 | £579,629 | £440,775 | £533,463 |
| Loughton St John's | £944,174 | £320,273 | £474,900 | £544,050 | £598,465 |
| Loughton St Mary's | £1,320,182 | £345,286 | £649,167 | £389,442 | £644,175 |
| Lower Nazeing | £726,166 | £358,143 | £556,917 | £442,162 | £559,580 |
| Lower Sheering | £820,018 | £240,100 | £513,333 | £547,563 | £589,553 |
| Moreton and Fyfield | £806,667 | £401,667 | £597,600 | | £645,214 |
| North Weald Bassett | £722,125 | £374,999 | £560,893 | £381,500 | £531,727 |
| Passingford | £975,000 | £287,583 | £622,167 | £527,500 | £635,167 |
| Roydon | £915,000 | £291,000 | £559,600 | £402,434 | £573,678 |
| Shelley | £850,481 | £389,688 | £538,144 | £453,889 | £618,234 |
| Theydon Bois | £1,147,542 | £267,444 | £589,452 | £426,500 | £643,704 |
| Waltham Abbey High Beach | £887,556 | £439,988 | £580,389 | £389,000 | £599,583 |
| Waltham Abbey Honey Lane | £1,064,233 | £314,417 | £508,029 | £498,625 | £584,565 |
| Waltham Abbey North East | £1,040,500 | £357,538 | £514,950 | £454,383 | £620,967 |
| Waltham Abbey Paternoster | £889,821 | £332,500 | £586,042 | £515,000 | £663,214 |
| Waltham Abbey South West | £796,300 | £325,091 | £594,711 | £433,771 | £530,046 |
| **Grand Total** | **£906,548** | **£335,040** | **£572,358** | **£453,496** | **£586,671** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £4,809 | £5,257 | £5,458 | £4,848 | £5,073 |
| Buckhurst Hill East | £6,210 | £5,140 | £5,394 | £4,647 | £5,374 |
| Buckhurst Hill West | £4,962 | £5,599 | £5,402 | £4,936 | £5,251 |
| Chigwell Row | £4,957 | £4,687 | £5,295 | £4,588 | £4,856 |
| Chigwell Village | £5,281 | £5,974 | £5,694 | £5,228 | £5,512 |
| Chipping Ongar, Greensted a | £4,861 | £5,577 | £5,818 | £4,857 | £5,339 |
| Epping Hemnall | £4,921 | £5,674 | £5,333 | £4,722 | £5,169 |
| Epping Lindsey and Thornwc | £4,963 | £4,495 | £5,665 | £5,476 | £5,126 |
| Grange Hill | £5,398 | £5,218 | £5,396 | £4,461 | £5,179 |
| Hastingwood, Matching and | £5,620 | £5,286 | £4,559 | £4,810 | £5,142 |
| High Ongar, Willingale and T | £4,766 | £4,861 | £5,024 | £4,648 | £4,826 |
| Lambourne | £4,644 | £4,742 | £5,239 | £5,300 | £5,008 |
| Loughton Alderton | £5,119 | £5,200 | £4,966 | £5,001 | £5,053 |
| Loughton Broadway | £5,220 | £5,529 | £5,445 | £5,079 | £5,331 |
| Loughton Fairmead | £5,069 | £4,626 | £4,924 | £4,622 | £4,844 |
| Loughton Forest | £5,678 | £5,460 | £5,472 | £4,994 | £5,350 |
| Loughton Roding | £4,452 | £5,602 | £5,022 | £5,003 | £5,043 |
| Loughton St John's | £5,060 | £5,402 | £4,678 | £4,821 | £4,998 |
| Loughton St Mary's | £5,905 | £5,601 | £6,096 | £4,238 | £5,421 |
| Lower Nazeing | £4,898 | £6,285 | £5,225 | £4,298 | £5,166 |
| Lower Sheering | £5,015 | £5,034 | £5,175 | £4,948 | £5,063 |
| Moreton and Fyfield | £5,003 | £5,566 | £4,787 | | £5,067 |
| North Weald Bassett | £5,251 | £6,216 | £4,954 | £4,306 | £4,998 |
| Passingford | £4,919 | £4,937 | £5,640 | £4,821 | £5,124 |
| Roydon | £5,500 | £4,688 | £4,889 | £5,441 | £5,173 |
| Shelley | £5,349 | £5,278 | £5,302 | £5,385 | £5,334 |
| Theydon Bois | £5,640 | £4,762 | £5,127 | £5,250 | £5,216 |
| Waltham Abbey High Beach | £6,048 | £6,348 | £5,588 | £4,726 | £5,600 |
| Waltham Abbey Honey Lane | £5,542 | £5,660 | £5,274 | £4,975 | £5,389 |
| Waltham Abbey North East | £5,712 | £5,363 | £4,812 | £4,590 | £5,192 |
| Waltham Abbey Paternoster | £5,310 | £7,050 | £4,876 | £6,794 | £5,523 |
| Waltham Abbey South West | £5,323 | £5,087 | £5,151 | £5,452 | £5,247 |
| **Grand Total** | **£5,225** | **£5,384** | **£5,277** | **£4,902** | **£5,204** |

## 2020 – Newbuild

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Naz | | 1 | | | 1 |
| Buckhurst Hill East | 2 | | | | 2 |
| Buckhurst Hill West | 3 | 3 | | | 6 |
| Chigwell Row | | | | 1 | 1 |
| Chigwell Village | 1 | 1 | | | 2 |
| Chipping Ongar, Greensted a | 1 | 1 | | | 2 |
| Epping Hemnall | 1 | 3 | | | 4 |
| Epping Lindsey and Thornwood Common | | 1 | | | 1 |
| Grange Hill | 1 | 1 | | | 2 |
| Hastingwood, Matching and | 1 | | | | 1 |
| High Ongar, Willingale and T | 2 | | | | 2 |
| Loughton Alderton | 1 | | | 1 | 2 |
| Loughton Fairmead | 1 | | | 1 | 2 |
| Loughton Forest | | 2 | 1 | | 3 |
| Loughton Roding | 1 | 1 | | 1 | 3 |
| Loughton St John's | 3 | | | | 3 |
| Loughton St Mary's | 3 | 2 | | | 5 |
| Lower Nazeing | 3 | 2 | | | 5 |
| Lower Sheering | 3 | | | | 3 |
| North Weald Bassett | | 1 | | | 1 |
| Passingford | | | | 1 | 1 |
| Shelley | 7 | 3 | | 1 | 11 |
| Theydon Bois | 1 | 1 | | | 2 |
| Waltham Abbey Paternoster | 2 | 1 | | | 3 |
| **Grand Total** | **37** | **24** | **1** | **6** | **68** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Naz | | £300,000 | | | £300,000 |
| Buckhurst Hill East | £633,746 | | | | £633,746 |
| Buckhurst Hill West | £668,333 | £547,500 | | | £607,917 |
| Chigwell Row | | | | £510,000 | £510,000 |
| Chigwell Village | £825,000 | £565,000 | | | £695,000 |
| Chipping Ongar, Greensted a | £775,000 | £487,500 | | | £631,250 |
| Epping Hemnall | £453,750 | £366,667 | | | £388,438 |
| Epping Lindsey and Thornwood Common | | £600,000 | | | £600,000 |
| Grange Hill | £839,995 | £410,000 | | | £624,998 |
| Hastingwood, Matching and | £825,000 | | | | £825,000 |
| High Ongar, Willingale and T | £1,022,500 | | | | £1,022,500 |
| Loughton Alderton | £785,000 | | | £490,000 | £637,500 |
| Loughton Fairmead | £510,000 | | | £490,000 | £500,000 |
| Loughton Forest | | £380,000 | £665,000 | | £475,000 |
| Loughton Roding | £895,000 | £565,000 | | £550,000 | £670,000 |
| Loughton St John's | £921,998 | | | | £921,998 |
| Loughton St Mary's | £540,667 | £505,000 | | | £526,400 |
| Lower Nazeing | £651,665 | £487,500 | | | £585,999 |
| Lower Sheering | £629,998 | | | | £629,998 |
| North Weald Bassett | | £499,995 | | | £499,995 |
| Passingford | | | | £515,000 | £515,000 |
| Shelley | £699,855 | £448,333 | | £825,000 | £642,635 |
| Theydon Bois | £600,000 | £390,000 | | | £495,000 |
| Waltham Abbey Paternoster | £1,034,998 | £397,500 | | | £822,498 |
| **Grand Total** | **£730,492** | **£460,312** | **£665,000** | **£563,333** | **£619,422** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping Upland and Naz | | £4,000 | | | £4,000 |
| Buckhurst Hill East | £5,111 | | | | £5,111 |
| Buckhurst Hill West | £5,194 | £7,308 | | | £6,251 |
| Chigwell Row | | | | £4,146 | £4,146 |
| Chigwell Village | £3,716 | £8,071 | | | £5,894 |
| Chipping Ongar, Greensted a | £4,697 | £8,864 | | | £6,780 |
| Epping Hemnall | £4,986 | £7,619 | | | £6,961 |
| Epping Lindsey and Thornwood Common | | £8,219 | | | £8,219 |
| Grange Hill | £3,784 | £8,200 | | | £5,992 |
| Hastingwood, Matching and | £5,093 | | | | £5,093 |
| High Ongar, Willingale and T | £4,791 | | | | £4,791 |
| Loughton Alderton | £4,243 | | | £6,806 | £5,524 |
| Loughton Fairmead | £5,604 | | | £6,806 | £6,205 |
| Loughton Forest | | £5,864 | £5,038 | | £5,589 |
| Loughton Roding | £4,282 | £7,338 | | £5,729 | £5,783 |
| Loughton St John's | £5,376 | | | | £5,376 |
| Loughton St Mary's | £5,316 | £7,667 | | | £6,256 |
| Lower Nazeing | £5,077 | £7,934 | | | £6,220 |
| Lower Sheering | £5,222 | | | | £5,222 |
| North Weald Bassett | | £9,434 | | | £9,434 |
| Passingford | | | | £4,187 | £4,187 |
| Shelley | £5,268 | £5,934 | | £5,810 | £5,499 |
| Theydon Bois | £4,839 | £7,358 | | | £6,099 |
| Waltham Abbey Paternoster | £5,775 | £8,641 | | | £6,730 |
| **Grand Total** | **£5,082** | **£7,318** | **£5,038** | **£5,581** | **£5,915** |

## 2021 – All

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | 13 | 7 | 11 | 6 | 37 |
| Buckhurst Hill East | 17 | 19 | 30 | 23 | 89 |
| Buckhurst Hill West | 41 | 30 | 41 | 29 | 141 |
| Chigwell Row | 7 | 10 | 9 | 7 | 33 |
| Chigwell Village | 18 | 20 | 20 | 21 | 79 |
| Chipping Ongar, Greensted a | 20 | 14 | 14 | 16 | 64 |
| Epping Hemnall | 24 | 20 | 44 | 32 | 120 |
| Epping Lindsey and Thornwc | 32 | 31 | 40 | 32 | 135 |
| Grange Hill | 15 | 22 | 23 | 22 | 82 |
| Hastingwood, Matching and | 22 | 5 | 9 | 11 | 47 |
| High Ongar, Willingale and T | 8 | 3 | 11 | 3 | 25 |
| Lambourne | 10 | 9 | 8 | 11 | 38 |
| Loughton Alderton | 10 | 10 | 15 | 15 | 50 |
| Loughton Broadway | 15 | 5 | 20 | 8 | 48 |
| Loughton Fairmead | 17 | 15 | 12 | 19 | 63 |
| Loughton Forest | 20 | 19 | 23 | 17 | 79 |
| Loughton Roding | 29 | 17 | 28 | 19 | 93 |
| Loughton St John's | 16 | 18 | 32 | 21 | 87 |
| Loughton St Mary's | 18 | 21 | 23 | 16 | 78 |
| Lower Nazeing | 26 | 16 | 21 | 18 | 81 |
| Lower Sheering | 12 | 13 | 16 | 22 | 63 |
| Moreton and Fyfield | 7 | 9 | 9 | 10 | 35 |
| North Weald Bassett | 19 | 17 | 31 | 21 | 88 |
| Passingford | 14 | 2 | 9 | 8 | 33 |
| Roydon | 6 | 7 | 11 | 7 | 31 |
| Shelley | 12 | 7 | 10 | 11 | 40 |
| Theydon Bois | 21 | 12 | 22 | 16 | 71 |
| Waltham Abbey High Beach | 6 | 4 | 12 | 13 | 35 |
| Waltham Abbey Honey Lane | 19 | 12 | 32 | 28 | 91 |
| Waltham Abbey North East | 17 | 8 | 19 | 11 | 55 |
| Waltham Abbey Paternoster | 4 | 11 | 13 | 15 | 43 |
| Waltham Abbey South West | 24 | 19 | 14 | 15 | 72 |
| **Grand Total** | **539** | **432** | **632** | **523** | **2,126** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £1,124,346 | £319,000 | £529,727 | £631,000 | £715,203 |
| Buckhurst Hill East | £1,174,891 | £303,921 | £592,417 | £450,880 | £605,510 |
| Buckhurst Hill West | £876,624 | £335,867 | £570,927 | £455,414 | £586,047 |
| Chigwell Row | £926,429 | £346,400 | £593,333 | £467,429 | £562,455 |
| Chigwell Village | £902,128 | £460,625 | £655,890 | £494,812 | £619,742 |
| Chipping Ongar, Greensted a | £992,375 | £332,892 | £577,286 | £519,559 | £639,108 |
| Epping Hemnall | £980,121 | £346,523 | £577,454 | £486,199 | £595,164 |
| Epping Lindsey and Thornwc | £1,009,031 | £349,040 | £607,503 | £488,438 | £615,106 |
| Grange Hill | £799,400 | £407,159 | £568,402 | £457,250 | £537,576 |
| Hastingwood, Matching and | £845,795 | £294,700 | £660,167 | £510,727 | £673,202 |
| High Ongar, Willingale and T | £1,095,163 | £275,000 | £538,273 | £478,332 | £677,692 |
| Lambourne | £803,800 | £390,778 | £630,938 | £496,386 | £580,599 |
| Loughton Alderton | £1,335,625 | £318,950 | £614,467 | £446,200 | £649,115 |
| Loughton Broadway | £912,000 | £304,000 | £541,625 | £533,063 | £631,188 |
| Loughton Fairmead | £1,082,985 | £290,933 | £535,000 | £470,421 | £605,282 |
| Loughton Forest | £816,700 | £319,549 | £614,565 | £544,882 | £579,790 |
| Loughton Roding | £1,037,845 | £288,059 | £605,556 | £443,539 | £649,218 |
| Loughton St John's | £1,090,250 | £320,889 | £649,224 | £497,024 | £625,663 |
| Loughton St Mary's | £1,063,956 | £409,429 | £567,065 | £513,313 | £628,265 |
| Lower Nazeing | £885,356 | £395,969 | £617,140 | £424,583 | £616,755 |
| Lower Sheering | £1,145,000 | £302,573 | £621,438 | £471,477 | £602,999 |
| Moreton and Fyfield | £998,571 | £327,056 | £700,333 | £482,500 | £601,757 |
| North Weald Bassett | £1,018,332 | £302,118 | £520,127 | £434,476 | £565,139 |
| Passingford | £962,409 | £423,750 | £668,478 | £454,375 | £726,440 |
| Roydon | £789,666 | £333,429 | £600,068 | £467,500 | £546,621 |
| Shelley | £1,053,333 | £305,014 | £681,820 | £477,409 | £671,120 |
| Theydon Bois | £1,276,000 | £320,500 | £626,932 | £607,719 | £762,789 |
| Waltham Abbey High Beach | £1,202,750 | £489,375 | £551,042 | £419,731 | £606,943 |
| Waltham Abbey Honey Lane | £1,101,000 | £342,167 | £623,332 | £574,696 | £671,023 |
| Waltham Abbey North East | £1,015,324 | £280,975 | £553,474 | £462,227 | £638,342 |
| Waltham Abbey Paternoster | £766,250 | £289,682 | £602,269 | £479,533 | £494,744 |
| Waltham Abbey South West | £1,025,833 | £313,226 | £590,929 | £441,000 | £631,379 |
| **Grand Total** | **£999,280** | **£341,019** | **£595,493** | **£484,940** | **£618,959** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £5,095 | £4,845 | £5,294 | £7,119 | £5,550 |
| Buckhurst Hill East | £5,563 | £4,797 | £5,210 | £5,168 | £5,183 |
| Buckhurst Hill West | £5,643 | £5,268 | £5,418 | £4,822 | £5,328 |
| Chigwell Row | £5,780 | £5,097 | £5,180 | £4,819 | £5,191 |
| Chigwell Village | £5,765 | £6,179 | £5,757 | £5,822 | £5,887 |
| Chipping Ongar, Greensted a | £5,747 | £5,296 | £4,950 | £5,293 | £5,375 |
| Epping Hemnall | £6,054 | £5,171 | £5,388 | £5,233 | £5,443 |
| Epping Lindsey and Thornwc | £5,624 | £5,190 | £5,496 | £5,353 | £5,423 |
| Grange Hill | £5,721 | £5,325 | £5,433 | £5,174 | £5,388 |
| Hastingwood, Matching and | £5,543 | £4,174 | £6,286 | £5,717 | £5,590 |
| High Ongar, Willingale and T | £6,379 | £4,859 | £5,365 | £6,167 | £5,769 |
| Lambourne | £5,451 | £5,379 | £4,525 | £5,585 | £5,298 |
| Loughton Alderton | £6,139 | £4,924 | £5,109 | £5,049 | £5,249 |
| Loughton Broadway | £5,798 | £4,980 | £4,967 | £5,222 | £5,284 |
| Loughton Fairmead | £5,382 | £4,861 | £5,026 | £5,154 | £5,126 |
| Loughton Forest | £6,054 | £5,014 | £5,434 | £5,589 | £5,521 |
| Loughton Roding | £5,675 | £5,171 | £5,380 | £5,101 | £5,379 |
| Loughton St John's | £5,550 | £5,183 | £5,630 | £5,170 | £5,422 |
| Loughton St Mary's | £5,611 | £5,352 | £5,330 | £5,802 | £5,507 |
| Lower Nazeing | £5,798 | £5,595 | £5,121 | £4,818 | £5,370 |
| Lower Sheering | £5,210 | £4,670 | £5,392 | £4,953 | £5,065 |
| Moreton and Fyfield | £5,157 | £5,038 | £5,777 | £4,744 | £5,172 |
| North Weald Bassett | £5,678 | £5,416 | £5,732 | £4,858 | £5,439 |
| Passingford | £5,068 | £5,172 | £5,456 | £5,004 | £5,168 |
| Roydon | £5,115 | £4,688 | £5,359 | £5,222 | £5,133 |
| Shelley | £5,742 | £4,960 | £5,083 | £5,423 | £5,345 |
| Theydon Bois | £5,876 | £5,993 | £6,249 | £5,229 | £5,860 |
| Waltham Abbey High Beach | £5,917 | £5,574 | £4,692 | £5,352 | £5,230 |
| Waltham Abbey Honey Lane | £5,585 | £5,291 | £5,974 | £5,212 | £5,583 |
| Waltham Abbey North East | £5,598 | £5,393 | £5,118 | £4,793 | £5,223 |
| Waltham Abbey Paternoster | £6,056 | £5,807 | £6,003 | £4,999 | £5,563 |
| Waltham Abbey South West | £5,608 | £4,799 | £5,654 | £4,913 | £5,276 |
| **Grand Total** | **£5,662** | **£5,232** | **£5,440** | **£5,220** | **£5,402** |

## 2021 – Newbuild

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Buckhurst Hill East | | 1 | | | 1 |
| Buckhurst Hill West | 5 | 2 | | | 7 |
| Chigwell Row | 1 | 1 | | 1 | 3 |
| Chigwell Village | | 3 | 2 | | 5 |
| Chipping Ongar, Greensted a | 1 | 2 | | | 3 |
| Epping Hemnall | 1 | | | | 1 |
| Epping Lindsey and Thornwc | 2 | 2 | | | 4 |
| Grange Hill | 1 | 1 | | | 2 |
| Hastingwood, Matching and | 3 | | | | 3 |
| High Ongar, Willingale and T | 1 | | | | 1 |
| Lambourne | | 1 | | | 1 |
| Loughton Alderton | 1 | 2 | | 1 | 4 |
| Loughton Broadway | | | 1 | | 1 |
| Loughton Fairmead | | | | 1 | 1 |
| Loughton Forest | | 1 | | | 1 |
| Loughton St John's | | 1 | 1 | | 2 |
| Lower Nazeing | 4 | 3 | 1 | | 8 |
| Lower Sheering | 1 | | | | 1 |
| Moreton and Fyfield | 1 | | 1 | | 2 |
| Roydon | 1 | | 1 | | 2 |
| Theydon Bois | | 1 | | | 1 |
| Waltham Abbey High Beach | | | 1 | | 1 |
| Waltham Abbey Honey Lane | 1 | | | | 1 |
| Waltham Abbey North East | 2 | 1 | | | 3 |
| Waltham Abbey South West | 2 | 3 | | 1 | 6 |
| **Grand Total** | **28** | **25** | **8** | **4** | **65** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Buckhurst Hill East | | £280,000 | | | £280,000 |
| Buckhurst Hill West | £767,599 | £430,500 | | | £671,285 |
| Chigwell Row | £485,000 | £345,000 | | £373,000 | £401,000 |
| Chigwell Village | | £910,000 | £650,000 | | £806,000 |
| Chipping Ongar, Greensted a | £467,500 | £402,500 | | | £424,167 |
| Epping Hemnall | £1,180,000 | | | | £1,180,000 |
| Epping Lindsey and Thornwc | £865,000 | £525,000 | | | £695,000 |
| Grange Hill | £570,000 | £505,000 | | | £537,500 |
| Hastingwood, Matching and | £911,667 | | | | £911,667 |
| High Ongar, Willingale and T | £539,000 | | | | £539,000 |
| Lambourne | | £295,000 | | | £295,000 |
| Loughton Alderton | £775,000 | £295,000 | | £375,000 | £435,000 |
| Loughton Broadway | | | £620,000 | | £620,000 |
| Loughton Fairmead | | | | £520,000 | £520,000 |
| Loughton Forest | | £410,000 | | | £410,000 |
| Loughton St John's | | £725,000 | £677,500 | | £701,250 |
| Lower Nazeing | £733,750 | £751,667 | £600,000 | | £723,750 |
| Lower Sheering | £450,000 | | | | £450,000 |
| Moreton and Fyfield | £500,000 | | £600,000 | | £550,000 |
| Roydon | £599,995 | | £515,000 | | £557,498 |
| Theydon Bois | | £490,000 | | | £490,000 |
| Waltham Abbey High Beach | | | £676,000 | | £676,000 |
| Waltham Abbey Honey Lane | £575,000 | | | | £575,000 |
| Waltham Abbey North East | £797,500 | £295,000 | | | £630,000 |
| Waltham Abbey South West | £920,000 | £450,000 | | £535,000 | £620,833 |
| **Grand Total** | **£743,375** | **£519,440** | **£623,563** | **£450,750** | **£624,492** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Buckhurst Hill East | | £5,490 | | | £5,490 |
| Buckhurst Hill West | £5,256 | £7,497 | | | £5,897 |
| Chigwell Row | £5,160 | £6,635 | | £6,431 | £6,075 |
| Chigwell Village | | £8,583 | £4,643 | | £7,007 |
| Chipping Ongar, Greensted a | £3,710 | £6,456 | | | £5,541 |
| Epping Hemnall | £6,448 | | | | £6,448 |
| Epping Lindsey and Thornwc | £4,734 | £7,153 | | | £5,944 |
| Grange Hill | £8,028 | £7,214 | | | £7,621 |
| Hastingwood, Matching and | £5,125 | | | | £5,125 |
| High Ongar, Willingale and T | £5,923 | | | | £5,923 |
| Lambourne | | £6,146 | | | £6,146 |
| Loughton Alderton | £4,697 | £5,522 | | £5,515 | £5,314 |
| Loughton Broadway | | | £5,487 | | £5,487 |
| Loughton Fairmead | | | | £5,417 | £5,417 |
| Loughton Forest | | £8,200 | | | £8,200 |
| Loughton St John's | | £7,250 | £4,839 | | £6,045 |
| Lower Nazeing | £6,116 | £7,175 | £6,250 | | £6,530 |
| Lower Sheering | £3,571 | | | | £3,571 |
| Moreton and Fyfield | £5,319 | | £6,250 | | £5,785 |
| Roydon | £5,405 | | £5,202 | | £5,304 |
| Theydon Bois | | £7,000 | | | £7,000 |
| Waltham Abbey High Beach | | | £4,829 | | £4,829 |
| Waltham Abbey Honey Lane | £5,808 | | | | £5,808 |
| Waltham Abbey North East | £5,237 | £6,146 | | | £5,540 |
| Waltham Abbey South West | £5,111 | £6,009 | | £5,573 | £5,637 |
| **Grand Total** | **£5,370** | **£6,905** | **£5,268** | **£5,734** | **£5,970** |

## 2022 – All

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | 4 | 5 | 9 | 1 | 19 |
| Buckhurst Hill East | 8 | 8 | 24 | 12 | 52 |
| Buckhurst Hill West | 32 | 23 | 22 | 21 | 98 |
| Chigwell Row | 8 | 4 | 7 | 7 | 26 |
| Chigwell Village | 17 | 9 | 10 | 8 | 44 |
| Chipping Ongar, Greensted a | 13 | 16 | 21 | 12 | 62 |
| Epping Hemnall | 33 | 24 | 18 | 20 | 95 |
| Epping Lindsey and Thornwc | 25 | 34 | 31 | 24 | 114 |
| Grange Hill | 11 | 8 | 14 | 6 | 39 |
| Hastingwood, Matching and | 3 | 6 | 4 | 9 | 22 |
| High Ongar, Willingale and T | 2 | 2 | 8 | 4 | 16 |
| Lambourne | 4 | 7 | 7 | 6 | 24 |
| Loughton Alderton | 4 | 6 | 12 | 16 | 38 |
| Loughton Broadway | 7 | 10 | 12 | 5 | 34 |
| Loughton Fairmead | 8 | 10 | 12 | 8 | 38 |
| Loughton Forest | 15 | 11 | 23 | 18 | 67 |
| Loughton Roding | 11 | 13 | 15 | 11 | 50 |
| Loughton St John's | 8 | 19 | 16 | 10 | 53 |
| Loughton St Mary's | 9 | 23 | 16 | 9 | 57 |
| Lower Nazeing | 9 | 9 | 11 | 10 | 39 |
| Lower Sheering | 11 | 9 | 9 | 6 | 35 |
| Moreton and Fyfield | 6 | 3 | 9 | 3 | 21 |
| North Weald Bassett | 16 | 12 | 12 | 9 | 49 |
| Passingford | 5 | 8 | 7 | 11 | 31 |
| Roydon | 7 | 7 | 6 | 6 | 26 |
| Shelley | 6 | 6 | 8 | 3 | 23 |
| Theydon Bois | 12 | 12 | 13 | 13 | 50 |
| Waltham Abbey High Beach | 4 | 3 | 10 | 4 | 21 |
| Waltham Abbey Honey Lane | 13 | 25 | 25 | 12 | 75 |
| Waltham Abbey North East | 4 | 11 | 8 | 13 | 36 |
| Waltham Abbey Paternoster | 10 | 7 | 14 | 8 | 39 |
| Waltham Abbey South West | 13 | 15 | 17 | 14 | 59 |
| **Grand Total** | **338** | **365** | **430** | **319** | **1,452** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £1,312,500 | £674,800 | £610,889 | £384,500 | £763,500 |
| Buckhurst Hill East | £1,095,938 | £386,438 | £556,125 | £544,958 | £610,490 |
| Buckhurst Hill West | £968,463 | £326,413 | £674,849 | £545,357 | £661,199 |
| Chigwell Row | £815,088 | £334,000 | £764,571 | £486,515 | £639,012 |
| Chigwell Village | £1,298,412 | £344,833 | £593,849 | £488,819 | £796,035 |
| Chipping Ongar, Greensted a | £885,096 | £304,844 | £623,190 | £506,208 | £573,310 |
| Epping Hemnall | £1,052,894 | £347,813 | £651,139 | £484,175 | £678,916 |
| Epping Lindsey and Thornwc | £1,147,011 | £319,338 | £690,500 | £499,916 | £639,792 |
| Grange Hill | £1,272,938 | £705,250 | £632,782 | £536,747 | £813,430 |
| Hastingwood, Matching and | £751,450 | £360,833 | £545,000 | £502,111 | £505,380 |
| High Ongar, Willingale and T | £1,260,000 | £257,000 | £615,250 | £484,375 | £618,344 |
| Lambourne | £968,750 | £287,643 | £668,214 | £481,083 | £560,521 |
| Loughton Alderton | £1,043,250 | £384,500 | £680,208 | £507,406 | £598,974 |
| Loughton Broadway | £1,099,286 | £356,200 | £768,000 | £479,000 | £672,588 |
| Loughton Fairmead | £1,322,125 | £316,750 | £607,958 | £642,813 | £689,013 |
| Loughton Forest | £1,273,117 | £331,727 | £702,130 | £508,759 | £717,200 |
| Loughton Roding | £1,164,591 | £356,462 | £607,933 | £540,909 | £650,270 |
| Loughton St John's | £1,201,750 | £320,691 | £719,785 | £871,700 | £678,126 |
| Loughton St Mary's | £921,206 | £370,341 | £631,781 | £492,611 | £550,012 |
| Lower Nazeing | £1,286,222 | £326,000 | £573,727 | £539,200 | £672,128 |
| Lower Sheering | £1,076,227 | £301,111 | £557,161 | £615,000 | £664,370 |
| Moreton and Fyfield | £775,417 | £265,000 | £588,000 | £679,667 | £608,500 |
| North Weald Bassett | £850,813 | £372,500 | £512,292 | £455,222 | £578,112 |
| Passingford | £880,000 | £333,063 | £619,714 | £511,409 | £549,290 |
| Roydon | £937,857 | £339,286 | £780,667 | £469,167 | £632,269 |
| Shelley | £1,175,000 | £393,750 | £513,188 | £388,333 | £638,391 |
| Theydon Bois | £1,036,246 | £365,250 | £559,769 | £543,038 | £623,089 |
| Waltham Abbey High Beach | £1,097,750 | £336,667 | £586,850 | £483,750 | £628,786 |
| Waltham Abbey Honey Lane | £952,307 | £310,400 | £603,520 | £492,125 | £548,447 |
| Waltham Abbey North East | £847,500 | £424,000 | £554,000 | £482,538 | £521,083 |
| Waltham Abbey Paternoster | £1,330,500 | £312,143 | £580,071 | £487,938 | £705,500 |
| Waltham Abbey South West | £833,346 | £375,833 | £602,000 | £494,286 | £569,915 |
| **Grand Total** | **£1,064,696** | **£352,631** | **£628,636** | **£522,716** | **£637,491** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £5,784 | £6,309 | £5,572 | £6,103 | £5,853 |
| Buckhurst Hill East | £7,537 | £5,714 | £5,585 | £6,316 | £6,084 |
| Buckhurst Hill West | £6,330 | £5,165 | £5,871 | £5,578 | £5,812 |
| Chigwell Row | £6,083 | £5,039 | £5,478 | £4,974 | £5,481 |
| Chigwell Village | £6,280 | £5,794 | £5,805 | £5,044 | £5,805 |
| Chipping Ongar, Greensted a | £6,143 | £5,331 | £5,700 | £5,665 | £5,696 |
| Epping Hemnall | £6,161 | £5,518 | £6,320 | £5,531 | £5,898 |
| Epping Lindsey and Thornwc | £5,856 | £5,337 | £6,202 | £5,621 | £5,740 |
| Grange Hill | £6,315 | £5,762 | £6,088 | £5,948 | £6,072 |
| Hastingwood, Matching and | £5,082 | £5,505 | £6,089 | £5,914 | £5,690 |
| High Ongar, Willingale and T | £5,306 | £4,970 | £5,742 | £6,755 | £5,784 |
| Lambourne | £5,815 | £5,755 | £5,698 | £5,449 | £5,665 |
| Loughton Alderton | £6,181 | £4,859 | £5,922 | £5,470 | £5,615 |
| Loughton Broadway | £6,144 | £5,151 | £5,780 | £6,086 | £5,749 |
| Loughton Fairmead | £6,456 | £5,180 | £5,606 | £6,182 | £5,777 |
| Loughton Forest | £7,494 | £5,244 | £6,132 | £5,624 | £6,165 |
| Loughton Roding | £7,037 | £5,288 | £6,156 | £5,529 | £6,048 |
| Loughton St John's | £6,783 | £5,943 | £6,104 | £5,024 | £5,944 |
| Loughton St Mary's | £5,983 | £6,082 | £6,039 | £6,150 | £6,064 |
| Lower Nazeing | £6,135 | £5,007 | £6,066 | £5,694 | £5,776 |
| Lower Sheering | £6,420 | £4,797 | £6,206 | £5,923 | £5,927 |
| Moreton and Fyfield | £7,066 | £5,496 | £5,634 | £5,821 | £6,019 |
| North Weald Bassett | £6,221 | £6,104 | £4,996 | £5,410 | £5,782 |
| Passingford | £7,732 | £5,566 | £5,177 | £5,973 | £5,913 |
| Roydon | £6,133 | £5,499 | £5,395 | £5,547 | £5,668 |
| Shelley | £5,901 | £5,619 | £5,422 | £5,813 | £5,654 |
| Theydon Bois | £6,769 | £6,027 | £5,628 | £5,961 | £6,086 |
| Waltham Abbey High Beach | £5,204 | £6,767 | £5,274 | £4,990 | £5,420 |
| Waltham Abbey Honey Lane | £5,812 | £4,897 | £5,543 | £5,555 | £5,381 |
| Waltham Abbey North East | £5,919 | £6,005 | £6,179 | £5,476 | £5,863 |
| Waltham Abbey Paternoster | £5,782 | £5,926 | £5,833 | £4,812 | £5,629 |
| Waltham Abbey South West | £5,579 | £5,731 | £5,774 | £5,643 | £5,686 |
| **Grand Total** | **£6,277** | **£5,530** | **£5,823** | **£5,638** | **£5,821** |

### 2022 – Newbuild

*Count*

| Row Labels | Detached | Flat | Semi-detached | Grand Total |
|---|---|---|---|---|
| Buckhurst Hill West | | 1 | | 1 |
| Chigwell Village | | 1 | | 1 |
| Chipping Ongar, Greensted a | 1 | 1 | 2 | 4 |
| Epping Hemnall | 1 | | | 1 |
| Epping Lindsey and Thornwood Common | | 1 | | 1 |
| Grange Hill | 1 | | | 1 |
| Hastingwood, Matching and | 1 | | | 1 |
| Loughton Broadway | 2 | | | 2 |
| Loughton Roding | | 1 | | 1 |
| Loughton St John's | | 2 | | 2 |
| Loughton St Mary's | | 7 | | 7 |
| Lower Sheering | 1 | | | 1 |
| Moreton and Fyfield | 1 | | | 1 |
| North Weald Bassett | 1 | 1 | | 2 |
| Passingford | | 2 | | 2 |
| Theydon Bois | | 1 | | 1 |
| Waltham Abbey Honey Lane | | 1 | | 1 |
| Waltham Abbey North East | 1 | 3 | | 4 |
| Waltham Abbey South West | 1 | 2 | | 3 |
| **Grand Total** | **11** | **24** | **2** | **37** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Grand Total |
|---|---|---|---|---|
| Buckhurst Hill West | | £545,000 | | £545,000 |
| Chigwell Village | | £850,000 | | £850,000 |
| Chipping Ongar, Greensted a | £565,000 | £444,000 | £641,000 | £572,750 |
| Epping Hemnall | £485,000 | | | £485,000 |
| Epping Lindsey and Thornwood Common | | £291,000 | | £291,000 |
| Grange Hill | £725,000 | | | £725,000 |
| Hastingwood, Matching and | £510,000 | | | £510,000 |
| Loughton Broadway | £820,000 | | | £820,000 |
| Loughton Roding | | £365,000 | | £365,000 |
| Loughton St John's | | £430,000 | | £430,000 |
| Loughton St Mary's | | £451,114 | | £451,114 |
| Lower Sheering | £830,000 | | | £830,000 |
| Moreton and Fyfield | £840,000 | | | £840,000 |
| North Weald Bassett | £485,000 | £285,000 | | £385,000 |
| Passingford | | £422,500 | | £422,500 |
| Theydon Bois | | £415,000 | | £415,000 |
| Waltham Abbey Honey Lane | | £465,000 | | £465,000 |
| Waltham Abbey North East | £510,000 | £348,000 | | £388,500 |
| Waltham Abbey South West | £895,000 | £321,500 | | £512,667 |
| **Grand Total** | **£680,455** | **£425,408** | **£641,000** | **£512,886** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Grand Total |
|---|---|---|---|---|
| Buckhurst Hill West | | £8,651 | | £8,651 |
| Chigwell Village | | £9,770 | | £9,770 |
| Chipping Ongar, Greensted a | £6,011 | £6,435 | £5,605 | £5,914 |
| Epping Hemnall | £5,160 | | | £5,160 |
| Epping Lindsey and Thornwood Common | | £6,467 | | £6,467 |
| Grange Hill | £4,240 | | | £4,240 |
| Hastingwood, Matching and | £5,426 | | | £5,426 |
| Loughton Broadway | £5,318 | | | £5,318 |
| Loughton Roding | | £6,887 | | £6,887 |
| Loughton St John's | | £6,913 | | £6,913 |
| Loughton St Mary's | | £7,392 | | £7,392 |
| Lower Sheering | £5,061 | | | £5,061 |
| Moreton and Fyfield | £5,122 | | | £5,122 |
| North Weald Bassett | £5,160 | £6,333 | | £5,746 |
| Passingford | | £6,312 | | £6,312 |
| Theydon Bois | | £8,300 | | £8,300 |
| Waltham Abbey Honey Lane | | £8,304 | | £8,304 |
| Waltham Abbey North East | £5,426 | £6,952 | | £6,570 |
| Waltham Abbey South West | £4,282 | £6,615 | | £5,837 |
| **Grand Total** | **£5,138** | **£7,226** | **£5,605** | **£6,518** |

## 2023 – All

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | 2 | 5 | 4 | 3 | 14 |
| Buckhurst Hill East | 10 | 8 | 11 | 18 | 47 |
| Buckhurst Hill West | 16 | 11 | 20 | 9 | 56 |
| Chigwell Row | 7 | 3 | 4 | 2 | 16 |
| Chigwell Village | 8 | 5 | 4 | 10 | 27 |
| Chipping Ongar, Greensted a | 11 | 19 | 13 | 9 | 52 |
| Epping Hemnall | 10 | 17 | 15 | 11 | 53 |
| Epping Lindsey and Thornwc | 9 | 20 | 16 | 23 | 68 |
| Grange Hill | 9 | 12 | 10 | 8 | 39 |
| Hastingwood, Matching and | 4 | 10 | 7 | 2 | 23 |
| High Ongar, Willingale and T | 2 | 2 | 5 | 2 | 11 |
| Lambourne | 2 | 3 | 7 | 7 | 19 |
| Loughton Alderton | 7 | 12 | 13 | 6 | 38 |
| Loughton Broadway | 5 | 6 | 8 | 4 | 23 |
| Loughton Fairmead | 7 | 5 | 12 | 6 | 30 |
| Loughton Forest | 6 | 9 | 13 | 7 | 35 |
| Loughton Roding | 7 | 10 | 13 | 9 | 39 |
| Loughton St John's | 9 | 3 | 9 | 8 | 29 |
| Loughton St Mary's | 19 | 42 | 23 | 19 | 103 |
| Lower Nazeing | 11 | 12 | 12 | 7 | 42 |
| Lower Sheering | 8 | 16 | 3 | 8 | 35 |
| Moreton and Fyfield | 6 | 1 | 1 | 3 | 11 |
| North Weald Bassett | 5 | 10 | 16 | 11 | 42 |
| Passingford | 3 | 1 | 4 | 2 | 10 |
| Roydon | 3 | 6 | 3 | 3 | 15 |
| Shelley | 3 | 7 | 4 | 4 | 18 |
| Theydon Bois | 8 | 11 | 15 | 4 | 38 |
| Waltham Abbey High Beach | 2 | 4 | 5 | 4 | 15 |
| Waltham Abbey Honey Lane | 2 | 18 | 15 | 14 | 49 |
| Waltham Abbey North East | 1 | 7 | 8 | 7 | 23 |
| Waltham Abbey Paternoster | 2 | 7 | 5 | 7 | 21 |
| Waltham Abbey South West | 3 | 8 | 12 | 11 | 34 |
| **Grand Total** | **207** | **310** | **310** | **248** | **1,075** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £857,500 | £275,800 | £651,250 | £428,333 | £498,857 |
| Buckhurst Hill East | £801,000 | £357,625 | £584,091 | £503,139 | £560,691 |
| Buckhurst Hill West | £1,005,541 | £355,114 | £744,875 | £522,667 | £707,079 |
| Chigwell Row | £1,174,285 | £460,667 | £643,750 | £495,000 | £822,937 |
| Chigwell Village | £947,750 | £306,100 | £524,250 | £505,500 | £602,389 |
| Chipping Ongar, Greensted a | £1,181,364 | £330,445 | £554,404 | £495,222 | £594,956 |
| Epping Hemnall | £763,450 | £378,441 | £634,667 | £570,136 | £563,387 |
| Epping Lindsey and Thornwc | £1,063,973 | £350,250 | £696,156 | £509,696 | £580,033 |
| Grange Hill | £1,097,222 | £302,583 | £668,850 | £490,469 | £618,417 |
| Hastingwood, Matching and | £1,160,625 | £358,667 | £574,929 | £531,900 | £579,020 |
| High Ongar, Willingale and T | £609,500 | £316,500 | £687,600 | £726,000 | £612,909 |
| Lambourne | £1,412,250 | £211,667 | £537,714 | £493,643 | £562,053 |
| Loughton Alderton | £719,286 | £345,583 | £544,423 | £542,833 | £513,592 |
| Loughton Broadway | £1,300,000 | £321,003 | £601,625 | £593,750 | £678,870 |
| Loughton Fairmead | £894,143 | £260,000 | £515,958 | £629,083 | £584,167 |
| Loughton Forest | £1,062,583 | £344,222 | £679,103 | £624,329 | £647,775 |
| Loughton Roding | £678,929 | £295,900 | £520,962 | £535,889 | £495,051 |
| Loughton St John's | £1,208,333 | £270,000 | £634,111 | £455,006 | £725,243 |
| Loughton St Mary's | £884,421 | £420,429 | £578,688 | £533,312 | £562,182 |
| Lower Nazeing | £1,037,727 | £338,388 | £524,875 | £441,786 | £592,063 |
| Lower Sheering | £960,375 | £292,147 | £596,167 | £425,750 | £501,481 |
| Moreton and Fyfield | £1,348,333 | £476,000 | £665,000 | £506,667 | £977,364 |
| North Weald Bassett | £1,096,400 | £346,200 | £603,750 | £559,091 | £589,381 |
| Passingford | £651,667 | £700,000 | £541,250 | £421,500 | £566,300 |
| Roydon | £748,333 | £279,333 | £539,333 | £586,667 | £486,600 |
| Shelley | £726,500 | £296,714 | £696,625 | £438,125 | £488,639 |
| Theydon Bois | £1,069,000 | £400,636 | £682,562 | £535,500 | £666,827 |
| Waltham Abbey High Beach | £1,252,500 | £413,250 | £788,600 | £422,125 | £652,633 |
| Waltham Abbey Honey Lane | £880,625 | £351,278 | £657,267 | £482,107 | £503,934 |
| Waltham Abbey North East | £795,000 | £352,374 | £763,063 | £492,714 | £557,179 |
| Waltham Abbey Paternoster | £1,200,000 | £318,314 | £642,500 | £466,714 | £528,938 |
| Waltham Abbey South West | £1,330,833 | £333,688 | £584,958 | £437,500 | £543,941 |
| **Grand Total** | **£995,353** | **£348,493** | **£620,769** | **£509,848** | **£588,792** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £7,858 | £5,014 | £5,320 | £4,694 | £5,439 |
| Buckhurst Hill East | £6,143 | £5,511 | £5,080 | £5,375 | £5,480 |
| Buckhurst Hill West | £5,654 | £5,672 | £5,799 | £5,785 | £5,732 |
| Chigwell Row | £6,819 | £6,002 | £5,550 | £5,151 | £6,179 |
| Chigwell Village | £6,617 | £4,753 | £5,212 | £5,193 | £5,536 |
| Chipping Ongar, Greensted a | £6,073 | £5,302 | £5,679 | £5,716 | £5,629 |
| Epping Hemnall | £6,195 | £5,547 | £5,750 | £5,326 | £5,660 |
| Epping Lindsey and Thornwc | £5,995 | £5,526 | £5,438 | £5,743 | £5,634 |
| Grange Hill | £5,726 | £5,565 | £5,141 | £5,671 | £5,514 |
| Hastingwood, Matching and | £6,053 | £5,502 | £6,048 | £4,506 | £5,657 |
| High Ongar, Willingale and T | £6,343 | £6,850 | £5,354 | £6,316 | £5,981 |
| Lambourne | £7,372 | £4,222 | £5,936 | £5,838 | £5,775 |
| Loughton Alderton | £6,900 | £5,507 | £5,438 | £5,434 | £5,714 |
| Loughton Broadway | £7,403 | £5,229 | £6,037 | £5,725 | £6,085 |
| Loughton Fairmead | £7,585 | £5,439 | £5,495 | £5,536 | £5,982 |
| Loughton Forest | £7,196 | £5,265 | £6,613 | £7,461 | £6,488 |
| Loughton Roding | £5,093 | £5,513 | £5,469 | £5,545 | £5,426 |
| Loughton St John's | £6,611 | £4,985 | £5,545 | £5,581 | £5,770 |
| Loughton St Mary's | £5,955 | £6,003 | £5,322 | £5,769 | £5,803 |
| Lower Nazeing | £6,663 | £5,484 | £5,405 | £5,356 | £5,754 |
| Lower Sheering | £6,131 | £5,195 | £4,786 | £5,089 | £5,346 |
| Moreton and Fyfield | £5,633 | £5,348 | £5,542 | £5,286 | £5,504 |
| North Weald Bassett | £6,423 | £5,665 | £6,340 | £5,815 | £6,026 |
| Passingford | £7,263 | £4,965 | £5,787 | £8,784 | £6,520 |
| Roydon | £4,514 | £5,140 | £5,520 | £6,253 | £5,314 |
| Shelley | £5,066 | £5,459 | £5,879 | £5,400 | £5,500 |
| Theydon Bois | £6,000 | £6,068 | £5,983 | £4,596 | £5,854 |
| Waltham Abbey High Beach | £5,381 | £5,685 | £5,481 | £5,442 | £5,514 |
| Waltham Abbey Honey Lane | £6,101 | £5,781 | £6,186 | £5,688 | £5,899 |
| Waltham Abbey North East | £7,571 | £5,444 | £5,535 | £5,675 | £5,643 |
| Waltham Abbey Paternoster | £6,120 | £5,079 | £4,297 | £5,832 | £5,243 |
| Waltham Abbey South West | £7,675 | £6,110 | £6,016 | £5,222 | £5,891 |
| **Grand Total** | **£6,256** | **£5,558** | **£5,658** | **£5,603** | **£5,729** |

### 2023 – Newbuild

*Count*

| Row Labels | Detached | Flat | Semi-detached | Grand Total |
|---|---|---|---|---|
| Broadley Common, Epping Upland and Naz | | 1 | | 1 |
| Buckhurst Hill East | 1 | 3 | | 4 |
| Buckhurst Hill West | | 2 | | 2 |
| Chigwell Row | | 1 | 1 | 2 |
| Chigwell Village | | 1 | | 1 |
| Chipping Ongar, Greensted and Marden As | | 2 | | 2 |
| Epping Hemnall | | 2 | 2 | 4 |
| Epping Lindsey and Thornwood Common | | 2 | | 2 |
| Hastingwood, Matching and Sheering Villa | | 2 | | 2 |
| Loughton Alderton | | 1 | 1 | 2 |
| Loughton Broadway | | 1 | 1 | 2 |
| Loughton Forest | | | 1 | 1 |
| Loughton Roding | | 4 | | 4 |
| Loughton St Mary's | | 31 | 2 | 33 |
| Lower Nazeing | | 2 | 2 | 4 |
| Lower Sheering | | 5 | | 5 |
| Moreton and Fyfield | | 1 | | 1 |
| North Weald Bassett | 1 | 3 | | 4 |
| Passingford | | | 1 | 1 |
| Roydon | | 1 | | 1 |
| Shelley | | 2 | | 2 |
| Theydon Bois | | 1 | | 1 |
| Waltham Abbey High Beach | | 3 | 1 | 4 |
| Waltham Abbey Honey Lane | | 3 | | 3 |
| Waltham Abbey North East | | 1 | | 1 |
| Waltham Abbey Paternoster | | 1 | | 1 |
| Waltham Abbey South West | | 1 | | 1 |
| **Grand Total** | **2** | **77** | **12** | **91** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Grand Total |
|---|---|---|---|---|
| Broadley Common, Epping Upland and Naz | | £420,000 | | £420,000 |
| Buckhurst Hill East | £790,000 | £394,500 | | £493,375 |
| Buckhurst Hill West | | £449,000 | | £449,000 |
| Chigwell Row | | £442,000 | £535,000 | £488,500 |
| Chigwell Village | | £435,000 | | £435,000 |
| Chipping Ongar, Greensted and Marden As | | £331,000 | | £331,000 |
| Epping Hemnall | | £362,500 | £565,000 | £463,750 |
| Epping Lindsey and Thornwood Common | | £486,000 | | £486,000 |
| Hastingwood, Matching and Sheering Villa | | £436,500 | | £436,500 |
| Loughton Alderton | | £465,000 | £575,000 | £520,000 |
| Loughton Broadway | | £335,000 | £631,500 | £483,250 |
| Loughton Forest | | | £575,000 | £575,000 |
| Loughton Roding | | £342,750 | | £342,750 |
| Loughton St Mary's | | £390,339 | £640,000 | £405,470 |
| Lower Nazeing | | £421,075 | £579,000 | £500,038 |
| Lower Sheering | | £337,700 | | £337,700 |
| Moreton and Fyfield | | £476,000 | | £476,000 |
| North Weald Bassett | £1,025,000 | £404,000 | | £559,250 |
| Passingford | | | £570,000 | £570,000 |
| Roydon | | £353,000 | | £353,000 |
| Shelley | | £407,000 | | £407,000 |
| Theydon Bois | | £407,000 | | £407,000 |
| Waltham Abbey High Beach | | £426,000 | £650,000 | £482,000 |
| Waltham Abbey Honey Lane | | £379,000 | | £379,000 |
| Waltham Abbey North East | | £432,000 | | £432,000 |
| Waltham Abbey Paternoster | | £445,000 | | £445,000 |
| Waltham Abbey South West | | £448,000 | | £448,000 |
| **Grand Total** | **£907,500** | **£394,995** | **£592,042** | **£432,243** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Grand Total |
|---|---|---|---|---|
| Broadley Common, Epping Upland and Naz | | £5,915 | | £5,915 |
| Buckhurst Hill East | £5,448 | £6,030 | | £5,884 |
| Buckhurst Hill West | | £6,324 | | £6,324 |
| Chigwell Row | | £6,055 | £4,864 | £5,459 |
| Chigwell Village | | £6,214 | | £6,214 |
| Chipping Ongar, Greensted and Marden As | | £6,553 | | £6,553 |
| Epping Hemnall | | £6,143 | £5,136 | £5,639 |
| Epping Lindsey and Thornwood Common | | £5,428 | | £5,428 |
| Hastingwood, Matching and Sheering Villa | | £6,105 | | £6,105 |
| Loughton Alderton | | £5,284 | £5,227 | £5,256 |
| Loughton Broadway | | £6,569 | £4,576 | £5,572 |
| Loughton Forest | | | £5,134 | £5,134 |
| Loughton Roding | | £5,885 | | £5,885 |
| Loughton St Mary's | | £6,282 | £5,191 | £6,216 |
| Lower Nazeing | | £6,391 | £4,687 | £5,539 |
| Lower Sheering | | £5,220 | | £5,220 |
| Moreton and Fyfield | | £5,348 | | £5,348 |
| North Weald Bassett | £6,529 | £6,302 | | £6,359 |
| Passingford | | | £5,182 | £5,182 |
| Roydon | | £6,922 | | £6,922 |
| Shelley | | £5,940 | | £5,940 |
| Theydon Bois | | £6,565 | | £6,565 |
| Waltham Abbey High Beach | | £5,820 | £4,710 | £5,542 |
| Waltham Abbey Honey Lane | | £6,255 | | £6,255 |
| Waltham Abbey North East | | £5,918 | | £5,918 |
| Waltham Abbey Paternoster | | £6,357 | | £6,357 |
| Waltham Abbey South West | | £6,400 | | £6,400 |
| **Grand Total** | **£5,988** | **£6,116** | **£4,977** | **£5,963** |

## 2024 – All

*Count*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | 2 | | 3 | 1 | 6 |
| Buckhurst Hill East | 3 | 2 | 7 | 10 | 22 |
| Buckhurst Hill West | 9 | 14 | 11 | 9 | 43 |
| Chigwell Row | 1 | 1 | 2 | 3 | 7 |
| Chigwell Village | 4 | 2 | 6 | 4 | 16 |
| Chipping Ongar, Greensted a | 3 | 2 | 5 | 2 | 12 |
| Epping Hemnall | 6 | 8 | 11 | 9 | 34 |
| Epping Lindsey and Thornwc | 10 | 6 | 15 | 6 | 37 |
| Grange Hill | 3 | 5 | 12 | 5 | 25 |
| Hastingwood, Matching and | 6 | | | 4 | 10 |
| High Ongar, Willingale and The Rodings | | 2 | 2 | 1 | 5 |
| Lambourne | 3 | 3 | 3 | 1 | 10 |
| Loughton Alderton | 3 | 3 | 4 | 5 | 15 |
| Loughton Broadway | 4 | 7 | 2 | 7 | 20 |
| Loughton Fairmead | | 3 | 9 | 6 | 18 |
| Loughton Forest | 7 | 4 | 8 | 9 | 28 |
| Loughton Roding | 2 | 9 | 11 | 2 | 24 |
| Loughton St John's | 8 | 9 | 7 | 5 | 29 |
| Loughton St Mary's | 4 | 3 | 7 | 8 | 22 |
| Lower Nazeing | 8 | 2 | 8 | 1 | 19 |
| Lower Sheering | 2 | 2 | 3 | 3 | 10 |
| Moreton and Fyfield | 1 | | 1 | 1 | 3 |
| North Weald Bassett | 5 | 4 | 6 | 3 | 18 |
| Passingford | 2 | 2 | 1 | 2 | 7 |
| Roydon | 6 | 2 | 2 | 2 | 12 |
| Shelley | 4 | 2 | 4 | 2 | 12 |
| Theydon Bois | 3 | 1 | 7 | 3 | 14 |
| Waltham Abbey High Beach | | 1 | 3 | | 4 |
| Waltham Abbey Honey Lane | 3 | 4 | 8 | 11 | 26 |
| Waltham Abbey North East | 3 | 2 | 4 | | 9 |
| Waltham Abbey Paternoster | 2 | 1 | 2 | 6 | 11 |
| Waltham Abbey South West | 4 | 4 | 4 | 9 | 21 |
| **Grand Total** | **121** | **110** | **178** | **140** | **549** |

*Average Price Paid £*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £895,000 | | £576,667 | £475,000 | £665,833 |
| Buckhurst Hill East | £894,167 | £460,000 | £634,571 | £622,000 | £648,386 |
| Buckhurst Hill West | £1,016,111 | £432,607 | £811,636 | £586,359 | £683,878 |
| Chigwell Row | £490,105 | £625,000 | £565,000 | £684,000 | £613,872 |
| Chigwell Village | £1,418,750 | £362,500 | £738,083 | £490,500 | £799,406 |
| Chipping Ongar, Greensted a | £979,968 | £342,500 | £608,100 | £465,000 | £632,950 |
| Epping Hemnall | £949,583 | £344,688 | £592,727 | £500,622 | £572,959 |
| Epping Lindsey and Thornwc | £820,000 | £377,000 | £654,133 | £544,583 | £636,257 |
| Grange Hill | £1,581,667 | £397,400 | £625,042 | £643,000 | £697,900 |
| Hastingwood, Matching and | £1,046,500 | | | £486,000 | £822,300 |
| High Ongar, Willingale and The Rodings | | £291,500 | £780,000 | £425,000 | £513,600 |
| Lambourne | £1,525,000 | £760,000 | £661,000 | £500,000 | £933,800 |
| Loughton Alderton | £717,500 | £255,833 | £701,249 | £416,500 | £520,500 |
| Loughton Broadway | £1,267,500 | £314,000 | £542,500 | £451,429 | £575,650 |
| Loughton Fairmead | | £293,333 | £527,811 | £425,833 | £454,739 |
| Loughton Forest | £1,231,825 | £374,500 | £721,063 | £556,556 | £746,367 |
| Loughton Roding | £1,580,000 | £354,000 | £555,136 | £632,500 | £571,563 |
| Loughton St John's | £968,125 | £351,444 | £806,429 | £534,710 | £662,984 |
| Loughton St Mary's | £1,500,000 | £344,167 | £684,357 | £578,750 | £747,864 |
| Lower Nazeing | £913,125 | £302,500 | £548,938 | £435,000 | £670,342 |
| Lower Sheering | £845,000 | £248,750 | £678,333 | £424,833 | £549,700 |
| Moreton and Fyfield | £1,530,000 | | £415,000 | £475,000 | £806,667 |
| North Weald Bassett | £720,000 | £290,000 | £621,667 | £486,333 | £552,722 |
| Passingford | £930,000 | £396,250 | £635,000 | £485,500 | £608,357 |
| Roydon | £1,095,000 | £362,500 | £437,500 | £430,000 | £752,500 |
| Shelley | £641,250 | £255,000 | £585,625 | £427,500 | £522,708 |
| Theydon Bois | £777,367 | £208,000 | £687,143 | £355,667 | £601,221 |
| Waltham Abbey High Beach | | £350,000 | £838,493 | | £716,370 |
| Waltham Abbey Honey Lane | £783,333 | £266,500 | £544,563 | £533,364 | £524,596 |
| Waltham Abbey North East | £949,167 | £250,000 | £636,250 | | £654,722 |
| Waltham Abbey Paternoster | £840,000 | £310,000 | £609,000 | £483,917 | £555,591 |
| Waltham Abbey South West | £1,168,750 | £267,750 | £711,500 | £429,278 | £593,119 |
| **Grand Total** | **£1,024,578** | **£358,191** | **£644,608** | **£515,563** | **£638,058** |

*Average Price Paid £ per sqm*

| Row Labels | Detached | Flat | Semi-detached | Terraced | Grand Total |
|---|---|---|---|---|---|
| Broadley Common, Epping U | £5,414 | | £5,297 | £5,278 | £5,333 |
| Buckhurst Hill East | £6,458 | £4,970 | £5,525 | £6,379 | £5,971 |
| Buckhurst Hill West | £6,936 | £5,332 | £6,040 | £5,552 | £5,909 |
| Chigwell Row | £5,835 | £6,313 | £5,936 | £5,519 | £5,797 |
| Chigwell Village | £5,787 | £4,763 | £5,746 | £6,183 | £5,743 |
| Chipping Ongar, Greensted a | £5,039 | £5,565 | £5,524 | £5,323 | £5,376 |
| Epping Hemnall | £5,671 | £6,025 | £5,984 | £5,660 | £5,853 |
| Epping Lindsey and Thornwc | £6,318 | £6,178 | £5,939 | £4,953 | £5,920 |
| Grange Hill | £6,095 | £6,657 | £5,305 | £5,697 | £5,728 |
| Hastingwood, Matching and | £4,614 | | | £4,765 | £4,674 |
| High Ongar, Willingale and The Rodings | | £4,790 | £5,118 | | £4,954 |
| Lambourne | £6,240 | £6,126 | £5,834 | £5,102 | £5,970 |
| Loughton Alderton | £4,896 | £4,073 | £6,546 | £5,621 | £5,413 |
| Loughton Broadway | £5,684 | £5,891 | £5,335 | £5,206 | £5,573 |
| Loughton Fairmead | | £4,575 | £5,338 | £5,421 | £5,216 |
| Loughton Forest | £6,087 | £5,508 | £5,770 | £5,435 | £5,704 |
| Loughton Roding | £6,268 | £5,272 | £5,664 | £6,440 | £5,632 |
| Loughton St John's | £5,667 | £5,543 | £5,596 | £5,186 | £5,536 |
| Loughton St Mary's | £7,667 | £5,520 | £6,294 | £6,025 | £6,276 |
| Lower Nazeing | £6,337 | £5,428 | £5,605 | £5,800 | £5,905 |
| Lower Sheering | £4,286 | £4,687 | £6,462 | £5,114 | £5,267 |
| Moreton and Fyfield | £7,391 | | £5,253 | £4,358 | £5,667 |
| North Weald Bassett | £5,335 | £4,717 | £5,424 | £5,368 | £5,227 |
| Passingford | £6,358 | £6,371 | £5,381 | £5,659 | £6,022 |
| Roydon | £6,083 | £6,545 | £4,435 | £6,094 | £5,887 |
| Shelley | £5,672 | £4,629 | £5,366 | £5,811 | £5,383 |
| Theydon Bois | £6,053 | £4,333 | £6,471 | £4,024 | £5,704 |
| Waltham Abbey High Beach | | £7,143 | £6,821 | | £6,901 |
| Waltham Abbey Honey Lane | £4,985 | £5,531 | £5,898 | £5,608 | £5,602 |
| Waltham Abbey North East | £6,477 | £5,773 | £4,555 | | £5,466 |
| Waltham Abbey Paternoster | £8,884 | £6,200 | £5,688 | £5,245 | £6,074 |
| Waltham Abbey South West | £6,420 | £4,717 | £6,563 | £4,846 | £5,448 |
| **Grand Total** | **£6,007** | **£5,498** | **£5,747** | **£5,483** | **£5,689** |

**2024 – Newbuild**

*Count*

| Row Labels | Semi-detached | Grand Total |
|---|---|---|
| Lower Nazeing | 1 | 1 |
| **Grand Total** | **1** | **1** |

*Average Price Paid £*

| Row Labels | Semi-detached | Grand Total |
|---|---|---|
| Lower Nazeing | £602,500 | £602,500 |
| **Grand Total** | **£602,500** | **£602,500** |

*Average Price Paid £ per sqm*

| Row Labels | Semi-detached | Grand Total |
|---|---|---|
| Lower Nazeing | £4,366 | £4,366 |
| **Grand Total** | **£4,366** | **£4,366** |

# Appendix 7 – Residential Newbuild Asking Prices (November 2024)

| Developer or Agent | Development | Address | Name | No Beds | Type | m2 | £ | £ per sqm |
|---|---|---|---|---|---|---|---|---|
| Fairview | The Green at Epping Gate | Loughton | Angelica | 1 | F | 39 | £290,000 | £7,436 |
| Fairview | The Green at Epping Gate | Loughton | Daisy | 1 | F | 51 | £320,000 | £6,275 |
| Fairview | The Green at Epping Gate | Loughton | Barley | 1 | F | 50 | £350,000 | £7,000 |
| Fairview | The Green at Epping Gate | Loughton | Daffodil | 1 | F | 53 | £385,000 | £7,264 |
| Fairview | The Green at Epping Gate | Loughton | Elderberry | 1 | F | 51 | £377,000 | £7,392 |
| Fairview | The Green at Epping Gate | Loughton | Lilac | 2 | F | 62 | £390,000 | £6,290 |
| Fairview | The Green at Epping Gate | Loughton | Iris | 2 | F | 70 | £441,000 | £6,300 |
| Fairview | The Green at Epping Gate | Loughton | Sage | 2 | F | 44 | £450,000 | £10,227 |
| Fairview | The Green at Epping Gate | Loughton | Lily | 2 | F | 70 | £451,000 | £6,443 |
| Fairview | The Green at Epping Gate | Loughton | Marjoram | 2 | F | 70 | £461,000 | £6,586 |
| Fairview | The Green at Epping Gate | Loughton | Sage | 2 | F | 71 | £462,000 | £6,507 |
| Butler & Stag | Crossways | Chigwell | | 1 | F | 46 | £325,000 | £7,065 |
| Butler & Stag | Crossways | Chigwell | | 1 | F | | £375,000 | |
| Qualis Homes | Springwood Grove | Epping | Willow | 3 | T | 105 | £710,000 | £6,762 |
| Qualis Homes | Springwood Grove | Epping | Ash Court | 3 | F | 88 | £550,000 | £6,250 |
| Qualis Homes | Springwood Grove | Epping | Ash Court | 2 | F | 72 | £462,000 | £6,417 |
| Qualis Homes | Springwood Grove | Epping | Willow | 3 | T | 105 | £700,000 | £6,667 |
| Qualis Homes | Springwood Grove | Epping | Willow | 3 | T | 105 | £709,000 | £6,752 |
| Qualis Homes | Springwood Grove | Epping | Birch Court | 2 | F | 71 | £490,000 | £6,901 |
| Qualis Homes | Springwood Grove | Epping | Birch Court | 1 | F | 51 | £339,000 | £6,647 |
| Qualis Homes | Springwood Grove | Epping | Birch Court | 2 | F | 74 | £470,000 | £6,351 |
| Qualis Homes | Springwood Grove | Epping | Birch Court | 1 | F | 53 | £345,000 | £6,509 |
| Qualis Homes | Springwood Grove | Epping | Cedar Court | 1 | F | 50 | £385,000 | £7,700 |
| Qualis Homes | Springwood Grove | Epping | Cedar Court | 1 | F | 50 | £360,000 | £7,200 |
| Qualis Homes | Springwood Grove | Epping | Cedar Court | 2 | F | 74 | £470,000 | £6,351 |
| Qualis Homes | Springwood Grove | Epping | Ash Court | 2 | F | 72 | £466,000 | £6,472 |
| Qualis Homes | Springwood Grove | Epping | Ash Court | 2 | F | 71 | £473,000 | £6,662 |
| Troy Homes | Meadow View | Waltham Abbey | Cornflower | 4 | S | 137 | £585,000 | £4,270 |
| John D Wood | Oak Hill Road | Rural East | | 3 | D | 91 | £600,000 | £6,593 |
| John D Wood | Oak Hill Road | Rural East | | 3 | D | 89 | £600,000 | £6,742 |
| Butler & Stag | Shire Mews | Epping | | 2 | T | 128 | £600,000 | £4,688 |
| Weston Homes | Thornwood Park | Epping | Hazel | 3 | D | 99 | £682,500 | £6,894 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Weston Homes | Thornwood Park | Epping | Maple | 4 | D | 122 | £787,500 | £6,455 |
| Weston Homes | Thornwood Park | Epping | Maple | 4 | D | 122 | £787,500 | £6,455 |
| Weston Homes | Thornwood Park | Epping | Beech | 4 | D | 138 | £798,000 | £5,783 |
| Weston Homes | Thornwood Park | Epping | Beech | 4 | D | 138 | £808,500 | £5,859 |
| Weston Homes | Thornwood Park | Epping | Hawthorn | 5 | D | 230 | £1,018,500 | £4,428 |
| Weston Homes | Thornwood Park | Epping | Hawthorn | 5 | D | 230 | £1,018,500 | £4,428 |
| Douglas Allen | Woodlands | Waltham Abbey | | 3 | S | | £675,000 | |
| KW | Claverhambury Road | Waltham Abbey | Leyland | 3 | D | 88 | £680,000 | £7,727 |
| KW | Claverhambury Road | Waltham Abbey | Primrose | 3 | D | 88 | £680,000 | £7,727 |
| Assure Move | Bramlings | Epping | | 3 | S | 107 | £725,000 | £6,776 |
| Assure Move | Bramlings | Epping | | 3 | S | 107 | £725,000 | £6,776 |
| Assure Move | Bramlings | Epping | | 3 | T | 107 | £700,000 | £6,542 |
| Assure Move | Bramlings | Epping | | 3 | T | 107 | £700,000 | £6,542 |
| Assure Move | Bramlings | Epping | | 3 | T | 107 | £700,000 | £6,542 |
| Hammond & Smith | The Mews | Epping | | 4 | T | 119 | £725,000 | £6,092 |
| Lanes | The Chimes | Broxbourne | Mallard | 4 | D | 128 | £750,000 | £5,859 |
| Lanes | The Chimes | Broxbourne | Mallard | 4 | D | 128 | £825,000 | £6,445 |
| Lanes | The Chimes | Broxbourne | Kingfisher | 4 | D | 125 | £825,000 | £6,600 |
| Lanes | The Chimes | Broxbourne | Heron | 5 | D | 161 | £975,000 | £6,056 |
| Lanes | Woodside View | Rural East | House 2 | 4 | D | 136 | £799,950 | £5,882 |
| Lanes | Woodside View | Rural East | House 6 | 4 | D | 143 | £849,950 | £5,944 |
| Lanes | Woodside View | Rural East | House 8 | 4 | D | 166 | £974,950 | £5,873 |
| Oakheart | Field View | Rural North | | 4 | S | 149 | £775,000 | £5,201 |
| Oakheart | Field View | Rural North | | 4 | S | 149 | £775,000 | £5,201 |
| Reynolds Salter | Walnut Tree Close | Harlow | | 5 | D | 190 | £895,000 | £4,711 |
| Reynolds Salter | Walnut Tree Close | Harlow | | 5 | D | 190 | £895,000 | £4,711 |
| Reynolds Salter | Walnut Tree Close | Harlow | | 5 | D | 190 | £895,000 | £4,711 |
| Reynolds Salter | Walnut Tree Close | Harlow | | 5 | D | 190 | £895,000 | £4,711 |
| Reynolds Salter | Walnut Tree Close | Harlow | | 5 | D | 190 | £895,000 | £4,711 |
| Reynolds Salter | Walnut Tree Close | Harlow | | 5 | D | 190 | £995,000 | £5,237 |
| Balgores | Woodland Grove | Rural East | | 4 | D | 160 | £900,000 | £5,625 |
| John Thoma | Grove Lane | Chigwell | Willow | 5 | D | 204 | £1,250,000 | £6,127 |
| Savills | London Road | Rural East | White Bear Barn | 5 | D | 204 | £1,250,000 | £6,127 |
| Fine & Country | Bumbles Green | Harlow | | 5 | D | | £1,250,000 | |
| Millers | Meadow Views | Rural East | Plot 1 | 3 | D | 172 | £1,275,000 | £7,413 |
| Millers | Meadow Views | Rural East | | 4 | D | 195 | £1,450,000 | £7,436 |
| Millers | Meadow Views | Rural East | | 4 | D | 258 | £1,850,000 | £7,171 |
| Millers | Meadow Views | Rural East | | 4 | D | 282 | £1,975,000 | £7,004 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Walkers | Birds Green | Rural East | 5 | D | 400 | £1,500,000 | £3,750 |
| Ambassador Property | | Waltham Abbey | 5 | D | | £1,595,000 | |
| Butler & Stag | Broadbanks | Epping | 6 | D | 297 | £1,600,000 | £5,387 |
| Savills | Chapel Court | Rural North | 6 | D | 303 | £1,625,000 | £5,363 |
| Roffeys | Mount End | Rural East | 4 | D | 263 | £1,650,000 | £6,274 |
| Roffeys | Mount End | Rural East | 4 | D | 263 | £1,650,000 | £6,274 |
| Daniel Frank | Stanmore Way | Loughton | 6 | D | 405 | £2,300,000 | £5,679 |

# Appendix 8 - CoStar Non-Residential Data

*The pages in this appendix are not numbered.*

# Lease Comps Summary

Lease Comps Report

| Deals | Asking Rent Per Sq ft | Achieved Rent Per Sq ft | Avg. Months On Market |
|---|---|---|---|
| 54 | £18.76 | £18.55 | 11 |

**TOP 50 LEASE COMPARABLES**

**SUMMARY STATISTICS**

| Rent | Deals | Low | Average | Median | High |
|---|---|---|---|---|---|
| Asking Rent Per Sq ft | 43 | £4.84 | £18.76 | £21.50 | £52.80 |
| Achieved Rent Per Sq ft | 11 | £9.48 | £18.55 | £18.21 | £34.58 |
| Effective Rent Per Sq ft | 2 | £13.95 | £14.31 | £14.69 | £15.42 |
| Asking Rent Discount | 8 | -13.3% | 9.3% | 2.0% | 15.3% |
| TI Allowance | - | - | - | - | - |
| Rent Free Months | 2 | 4 | 16 | 16 | 29 |

| Lease Attributes | Deals | Low | Average | Median | High |
|---|---|---|---|---|---|
| Months on Market | 46 | 1 | 11 | 9 | 55 |
| Deal Size | 54 | 125 | 1,557 | 1,032 | 9,510 |
| Deal in Months | 23 | 12.0 | 49.0 | 36.0 | 123.0 |
| Floor Number | 54 | GRND | RDJ | 1 | 4 |

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# Lease Comps Summary

Lease Comps Report

| | Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|---|
| | | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 1 | **Carlton House**<br>Hemnall St | ★★★☆☆ | 993 | 2nd | 30/08/2024 | New Lease | £17.62/fri | Asking |
| 2 | **Prestige House**<br>84-84A Queens Rd | ★★★☆☆ | 338 | 1st | 01/04/2024 | New Lease | £25.15/fri | Achieved |
| 3 | **284 High Rd** | ★★☆☆☆ | 158 | GRND | 04/03/2024 | New Lease | £12.91 | Achieved |
| 4 | **Choles Yard**<br>High Rd | ★★☆☆☆ | 215 | GRND | 27/02/2024 | New Lease | £9.48 | Achieved |
| 4 | **Choles Yard**<br>High Rd | ★★☆☆☆ | 662 | GRND | 04/01/2024 | New Lease | £12.24/fri | Asking |
| 5 | **160-162 High Rd** | ★★☆☆☆ | 347 | 1st | 01/01/2024 | New Lease | £34.58 | Achieved |
| 6 | **1 Langston Rd** | ★★★☆☆ | 2,238 | 4th | 01/01/2024 | New Lease | £25.00 | Asking |
| 7 | **102-104 Queens Rd** | ★★★☆☆ | 1,591 | 2nd | 22/12/2023 | New Lease | £23.88 | Asking |
| 8 | **Premier House**<br>141 High St | ★★☆☆☆ | 703 | GRND | 05/12/2023 | New Lease | £15.51/fri | Asking |
| 9 | **Fyfield Rd** | ★★☆☆☆ | 642 | GRND | 06/11/2023 | New Lease | £26.13 | Asking |
| 10 | **188 High Rd** | ★★★☆☆ | 754 | 1st | 11/10/2023 | New Lease | £16.58 | Asking |
| 11 | **Langston Rd** | ★★★☆☆ | 1,837 | GRND | 12/09/2023 | New Lease | £28.17 | Asking |
| 12 | **261 High St** | ★★☆☆☆ | 1,122 | 1st | 01/08/2023 | New Lease | - | - |
| 13 | **28 Queens Rd** | ★★★☆☆ | 2,000 | GRND,1-3 | 01/08/2023 | New Lease | £21.25/fri | Achieved |
| 14 | **Langston Rd** | ★★★☆☆ | 2,178 | 1st | 04/07/2023 | New Lease | £25.00 | Asking |
| 14 | **Langston Rd** | ★★★☆☆ | 1,783 | GRND | 28/02/2023 | New Lease | £25.23 | Asking |
| 15 | **141 High St** | ★★☆☆☆ | 703 | GRND | 16/02/2023 | New Lease | £15.50/fri | Asking |
| 16 | **258 High Rd** | ★★★☆☆ | 2,382 | 1st | 10/02/2023 | New Lease | £20.00 | Asking |
| 17 | **Civic Centre**<br>323 High St | ★★★☆☆ | 1,000 | 1st | 16/01/2023 | New Lease | - | - |
| 18 | **Chantal House**<br>13-17 High Beech Rd | ★★☆☆☆ | 395 | 2nd | 19/12/2022 | New Lease | - | - |
| 19 | **38 Chigwell Ln** | ★★☆☆☆ | 4,743 | GRND,1-2 | 06/10/2022 | New Lease | £17.86 | Asking |

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# Lease Comps Summary

Lease Comps Report

| | Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|---|
| | | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 13 | **28 Queens Rd** | ★★★☆☆ | 1,064 | GRND,1-2 | 20/09/2022 | New Lease | £57.50 | Asking |
| 8 | **Premier House**<br>141 High St | ★★☆☆☆ | 2,214 | 1st | 08/09/2022 | New Lease | £14.45/iri | Asking |
| 20 | **Crown House**<br>151-159 High Rd | ★★★☆☆ | 1,331 | GRND,1 | 19/08/2022 | New Lease | - | - |
| 10 | **188-194 High Rd** | ★★★☆☆ | 339 | 2nd | 19/08/2022 | New Lease | £22.71 | Asking |
| 18 | **Chantal House**<br>13-17 High Beech Rd | ★★☆☆☆ | 395 | 2nd | 19/08/2022 | New Lease | £21.25 | Achieved |
| 14 | **Langston Rd** | ★★★☆☆ | 1,220 | 1st | 19/08/2022 | New Lease | £28.69 | Asking |
| 21 | **The Fyfield Business Ce...**<br>Fyfield Rd | ★★☆☆☆ | 742 | GRND | 05/05/2022 | New Lease | £30.00 | Asking |
| 21 | **The Fyfield Business Ce...**<br>Fyfield Rd | ★★☆☆☆ | 355 | GRND | 05/05/2022 | New Lease | £26.02 | Asking |
| 21 | **The Fyfield Business Ce...**<br>Fyfield Rd | ★★☆☆☆ | 1,534 | GRND | 17/01/2022 | New Lease | £13.04 | Asking |
| 20 | **Crown House**<br>151-159 High Rd | ★★★☆☆ | 835 | 1st | 05/01/2022 | New Lease | £16.00/fri | Achieved |
| 1 | **Carlton House**<br>Hemnall St | ★★★☆☆ | 993 | 2nd | 17/12/2021 | New Lease | - | - |
| 22 | **196A High St** | ★★☆☆☆ | 1,431 | 1st | 14/12/2021 | New Lease | £16.77/fri | Asking |
| 20 | **Crown House**<br>151-159 High Rd | ★★★☆☆ | 1,230 | 3rd | 08/12/2021 | New Lease | £17.50 | Achieved |
| 17 | **Civic Centre**<br>323 High St | ★★★☆☆ | 9,510 | 2nd | 03/12/2021 | New Lease | £13.95/fri | Effective |
| 23 | **168-171 Brooker Rd** | ★★☆☆☆ | 5,076 | GRND | 22/11/2021 | New Lease | £10.00/fri | Asking |
| 24 | **Allen House Business C...**<br>The Maltings | ★★☆☆☆ | 181 | 1st | 29/10/2021 | New Lease | £26.52 | Asking |
| 25 | **30 Bower Hl** | ★★☆☆☆ | 6,931 | GRND,1 | 30/09/2021 | New Lease | £4.84 | Asking |
| 26 | **1-3 Rectory Ln** | ★★★☆☆ | 975 | 1st | 01/09/2021 | New Lease | £20.51 | Asking |
| 21 | **The Fyfield Business Ce...**<br>Fyfield Rd | ★★☆☆☆ | 284 | GRND | 30/06/2021 | New Lease | £29.91 | Asking |
| 27 | **Enterprise House**<br>10 Church Hl | ★★★☆☆ | 1,581 | 1st | 10/06/2021 | New Lease | £7.74 | Asking |
| 28 | **273-275 High St** | ★★★☆☆ | 2,456 | GRND,1 | 10/06/2021 | New Lease | - | - |

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# Lease Comps Summary

Lease Comps Report

| | Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|---|
| | | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 29 | **York House**<br>Langston Rd | ★★★☆☆ | 1,713 | GRND | 10/06/2021 | New Lease | £16.00 | Asking |
| 21 | **The Fyfield Business Ce...**<br>Fyfield Rd | ★★☆☆☆ | 140 | GRND | 01/06/2021 | New Lease | - | - |
| 21 | **The Fyfield Business Ce...**<br>Fyfield Rd | ★★☆☆☆ | 450 | GRND | 20/05/2021 | New Lease | £29.00 | Asking |
| 21 | **The Fyfield Business Ce...**<br>Fyfield Rd | ★★☆☆☆ | 1,500 | GRND | 12/05/2021 | New Lease | £33.30/fri | Asking |
| 30 | **240 High St** | ★★☆☆☆ | 993 | 2nd | 15/04/2021 | New Lease | £19.13/fri | Asking |
| 31 | **116 High St** | ★★☆☆☆ | 3,093 | GRND,1-2 | 08/04/2021 | New Lease | £15.42/fri | Effective |
| 32 | **14a York Hl** | ★★☆☆☆ | 724 | GRND | 02/03/2021 | New Lease | £27.62 | Asking |
| 33 | **169 High Rd** | ★★☆☆☆ | 354 | 1-2 | 25/02/2021 | New Lease | £26.84 | Asking |

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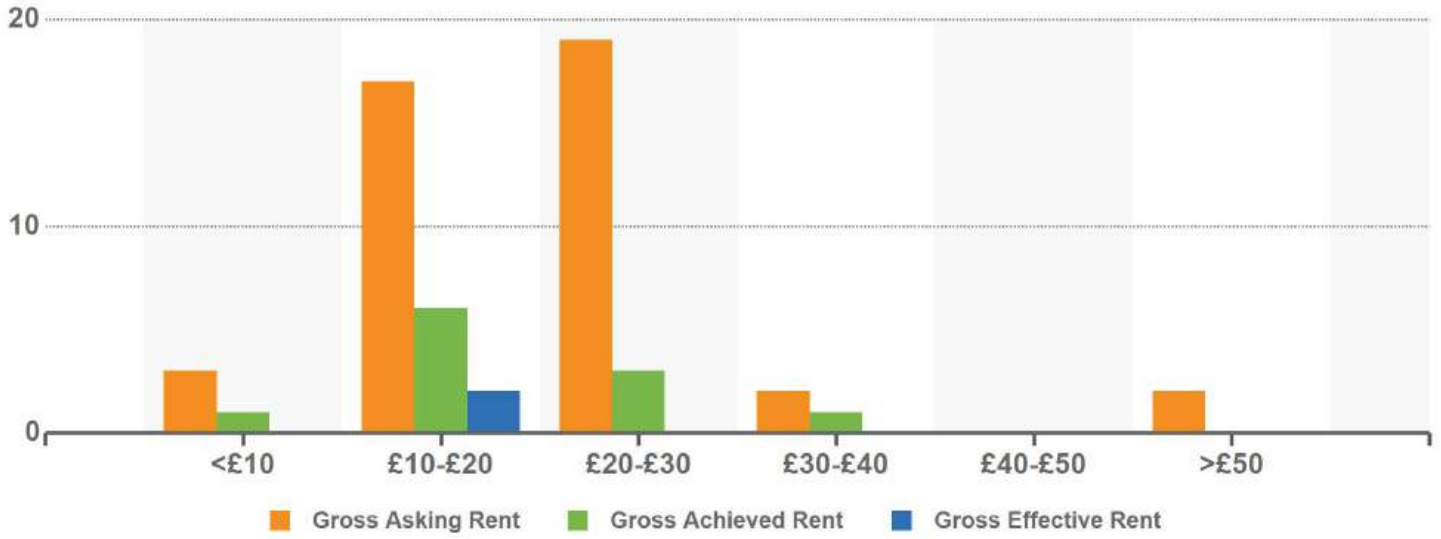
# Rents

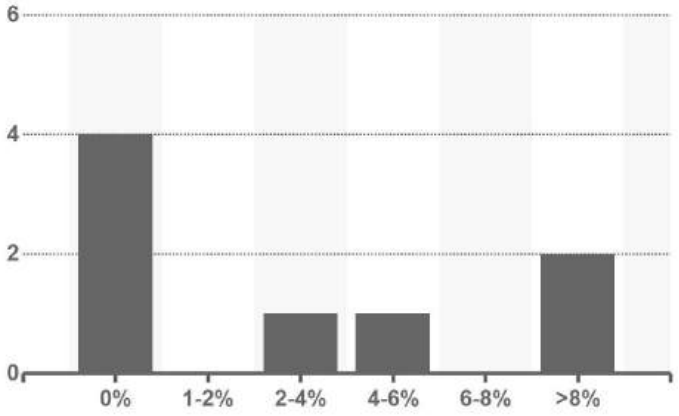
Lease Comps Report

| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|---|---|---|---|
| £18.76 | £18.55 | £14.31 | 16.5 |

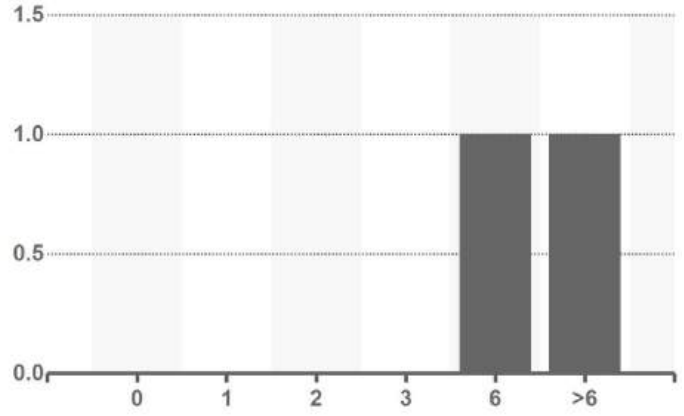
## DEALS BY GROSS ASKING, GROSS ACHIEVED, AND GROSS EFFECTIVE RENT




## DEALS BY ASKING RENT DISCOUNT




## DEALS BY MONTHS FREE RENT

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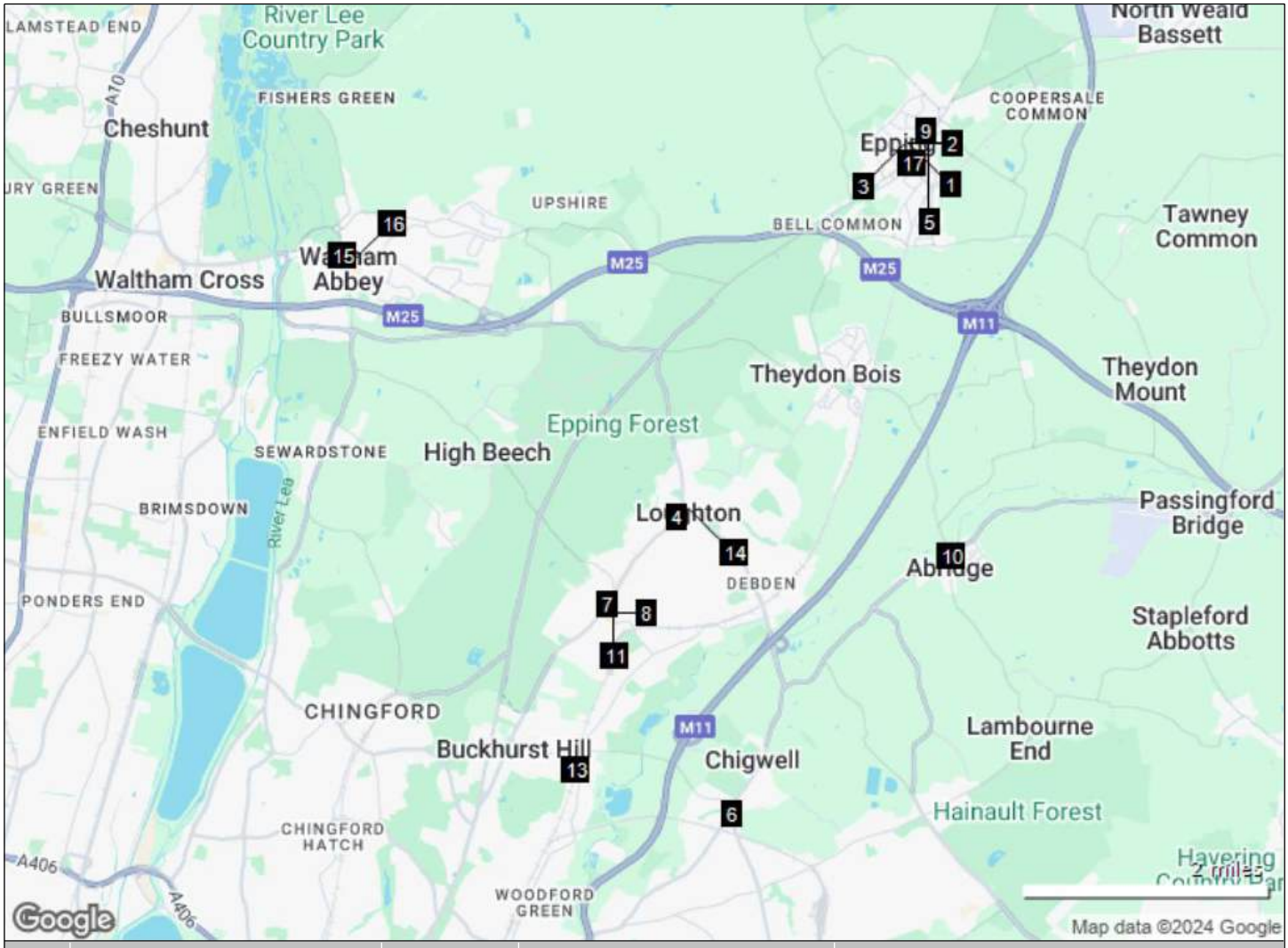


| | Address | City | Property Info | Sale Info |
|---|---|---|---|---|
| 1 | Kestrel House, Bakers Ln (Part of Multi-Property Sale) | Epping | 13,305 SF Office | Sold: £3,252,711 (£244.47/SF) |
| 2 | Merlin House, Bakers Ln (Part of Multi-Property Sale) | Epping | 11,541 SF Office | Sold: £2,846,351 (£246.63/SF) |
| 3 | Peregrine House, Bakers Ln (Part of Multi-Property Sale) | Epping | 7,933 SF Office | Sold: £1,725,938 (£217.56/SF) |
| 4 | 134 Church Hl | Loughton | 3,600 SF Office | Sold: £1,100,000 (£305.56/SF) |
| 5 | 4 Grove Ln (Part of Portfolio) | Epping | 30,000 SF Office | Sold: £1,928,290 (£64.28/SF) |
| 6 | 102 High Rd | Chigwell | 785 SF Office | Sold: - |
| 7 | Connaught House, 112-120 High Rd | Loughton | 12,145 SF Office | Sold: £4,000,000 (£329.35/SF) |
| 8 | 127 High Rd | Loughton | 2,783 SF Office | Sold: - |
| 9 | District Council Offices, 323 High St | Epping | 21,554 SF Office | Sold: £2,050,000 (£95.11/SF) |
| 10 | Auction House, Market Pl | Romford | 2,380 SF Office | Sold: £710,000 (£298.32/SF) |
| 11 | Office building at, Old Station Rd | Loughton | 5,357 SF Office | Sold: £2,100,000 (£392.01/SF) |
| 12 | Imperial House, 8 Queens Rd | Buckhurst Hill | 821 SF Office | Pending: w/Asking Price of £275,000 (£334.96/SF) |
| 13 | Imperial House, 8 Queens Rd | Buckhurst Hill | 515 SF Office | Sold: £235,000 (£456.31/SF) |
| 14 | 1-3 Rectory Ln | Loughton | 1,785 SF Office | Sold: £595,000 (£333.33/SF) |

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16/11/2024

# Lease Comps Summary

Lease Comps Report

| Deals | Asking Rent Per Sq ft | Achieved Rent Per Sq ft | Avg. Months On Market |
|---|---|---|---|
| 27 | £8.01 | £8.21 | 17 |

LEASE COMPARABLES

SUMMARY STATISTICS

| Rent | Deals | Low | Average | Median | High |
|---|---|---|---|---|---|
| Asking Rent Per Sq ft | 19 | £3.27 | £8.01 | £9.32 | £22.64 |
| Achieved Rent Per Sq ft | 14 | £5.96 | £8.21 | £10.74 | £22.14 |
| Effective Rent Per Sq ft | 9 | £6.50 | £7.68 | £9.89 | £16.07 |
| Asking Rent Discount | 8 | -48.6% | 1.3% | 2.1% | 10.6% |
| TI Allowance | - | - | - | - | - |
| Rent Free Months | 8 | 0 | 1 | 0 | 3 |

| Lease Attributes | Deals | Low | Average | Median | High |
|---|---|---|---|---|---|
| Months on Market | 23 | 2 | 17 | 8 | 115 |
| Deal Size | 27 | 1,242 | 7,883 | 3,442 | 51,000 |
| Deal in Months | 18 | 12.0 | 86.0 | 60.0 | 300.0 |
| Floor Number | 27 | GRND | GRND | GRND | MEZZ |

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# Lease Comps Summary

Lease Comps Report

| | Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|---|
| | | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 1 | Matching Hall Farm | ★★☆☆☆ | 6,942 | GRND | 01/09/2024 | New Lease | £6.93 | Asking |
| 2 | 10 Rectory Ln | ★★★☆☆ | 2,370 | GRND,1 | 02/01/2024 | New Lease | £16.07/fri | Effective |
| 3 | Bower Hi | ★★☆☆☆ | 1,984 | GRND,... | 06/11/2023 | New Lease | £11.02/fri | Effective |
| 3 | Bower Hl | ★★☆☆☆ | 1,600 | GRND | 21/08/2023 | New Lease | £13.71/fri | Effective |
| 4 | Brooker Rd | ★★★☆☆ | 5,870 | GRND | 30/03/2023 | Renewal | £9.89/fri | Effective |
| 1 | Matching Hall Farm | ★★☆☆☆ | 6,710 | GRND | 01/03/2023 | New Lease | £5.96/fri | Achieved |
| 5 | Brooker Rd | ★★★☆☆ | 4,117 | GRND,1 | 03/01/2023 | Renewal | £9.23/fri | Effective |
| 6 | Knight House<br>Lenthall Rd | ★★☆☆☆ | 2,248 | GRND,... | 28/11/2022 | New Lease | £11.57 | Asking |
| 7 | Nazeing Rd | ★★★☆☆ | 1,487 | GRND | 23/10/2022 | Renewal | £12.78/fri | Effective |
| 8 | Choles Yard<br>High Rd | ★★☆☆☆ | 1,448 | GRND | 01/09/2022 | New Lease | £7.73/fri | Asking |
| 9 | Epping Rd | ★★★☆☆ | 51,000 | GRND | 19/07/2022 | New Lease | £6.50 | Effective |
| 5 | Brooker Rd | ★★★☆☆ | 5,178 | GRND,1 | 04/05/2022 | New Lease | £14.00/fri | Achieved |
| 10 | Oakwood Hl | ★★★☆☆ | 1,242 | GRND | 02/05/2022 | New Lease | £22.14/fri | Achieved |
| 11 | Forest Oaks<br>Aimes Green | ★★★☆☆ | 3,918 | GRND | 22/11/2021 | New Lease | £6.38/fri | Asking |
| 12 | 181 Brooker Rd | ★★☆☆☆ | 5,611 | GRND,1 | 22/11/2021 | New Lease | £11.40/fri | Asking |
| 13 | Hoe Ln | ★★★☆☆ | 3,442 | GRND | 08/10/2021 | New Lease | £8.71/fri | Achieved |
| 14 | 45 Cedar Ct | ★★☆☆☆ | 1,284 | GRND | 07/10/2021 | New Lease | £3.27/fri | Asking |
| 15 | Bower Hl | ★★☆☆☆ | 10,797 | GRND,... | 02/09/2021 | New Lease | £8.80/fri | Asking |
| 16 | 109 Smarts Ln | ★★☆☆☆ | 1,325 | GRND | 18/08/2021 | New Lease | £21.13/fri | Achieved |
| 17 | North Weald Airfield<br>Hurricane Way | ★★★☆☆ | 34,747 | GRND | 16/08/2021 | New Lease | £4.60 | Asking |
| 18 | Nazeing Rd | ★★★☆☆ | 12,454 | GRND,1 | 27/07/2021 | New Lease | £7.50/fri | Asking |

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# Lease Comps Summary

Lease Comps Report

| Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|
| | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 19 Cartersfield Rd | ★★★☆☆ | 1,930 | GRND | 26/07/2021 | New Lease | £13.47 | Asking |
| 7 Nazeing Rd | ★★★☆☆ | 2,906 | GRND | 23/07/2021 | Renewal | £6.88/fri | Effective |
| 20 73-75 Lindsey St | ★★★☆☆ | 6,934 | GRND | 13/07/2021 | New Lease | - | - |
| 7 Nazeing Rd | ★★★☆☆ | 3,218 | GRND,... | 29/06/2021 | New Lease | £9.32/fri | Asking |
| 21 Merlin Way | ★★★★☆ | 30,000 | GRND | 18/02/2021 | Renewal | £7.66 | Effective |
| 20 73-75 Lindsey St | ★★★☆☆ | 2,095 | GRND | 12/02/2021 | New Lease | - | - |

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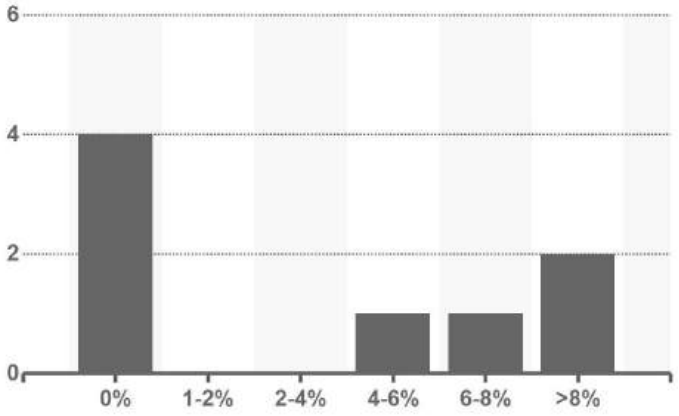
# Rents

Lease Comps Report

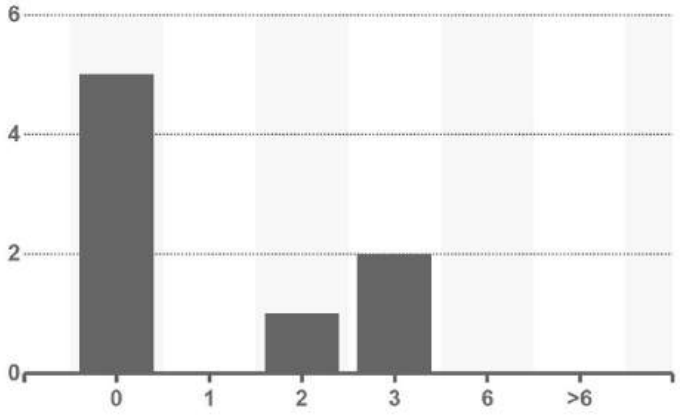
| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|---|---|---|---|
| £8.01 | £8.21 | £7.68 | 1.0 |

DEALS BY ASKING, ACHIEVED AND EFFECTIVE RENT

DEALS BY ASKING RENT DISCOUNT




DEALS BY MONTHS FREE RENT

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| | | | | |
|---|---|---|---|---|
| 15 | Sewardstone Rd | Waltham Abbey | 5,677 SF Office | Sold: £1,600,000 (£281.84/SF) |
| | | | | |
| 17 | Purlieu House, 11 Station Rd | Epping | 3,981 SF Office | Sold: £1,425,000 (£357.95/SF) |

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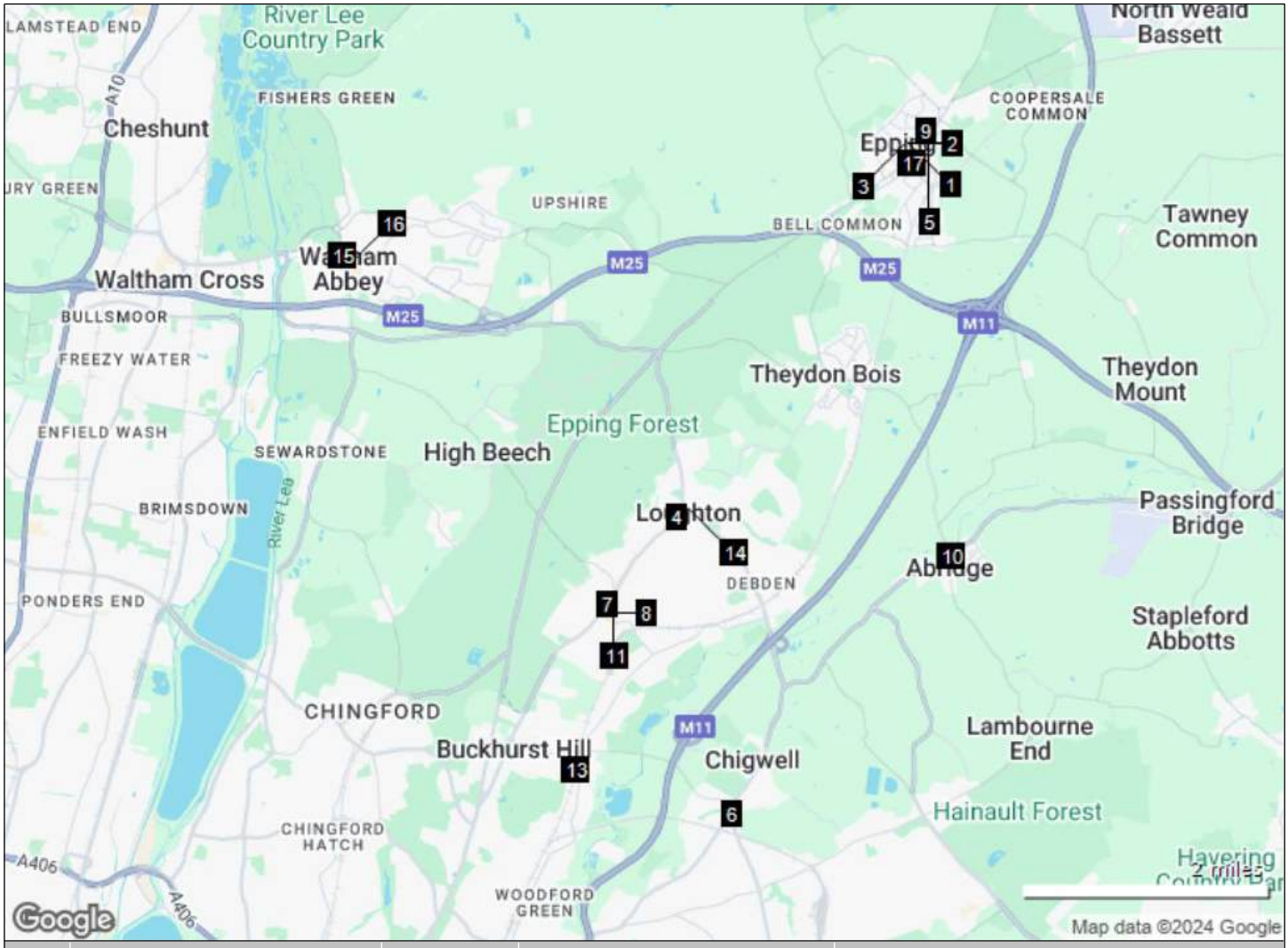


| | Address | City | Property Info | Sale Info |
|---|---|---|---|---|
| 1 | Kestrel House, Bakers Ln (Part of Multi-Property Sale) | Epping | 13,305 SF Office | Sold: £3,252,711 (£244.47/SF) |
| 2 | Merlin House, Bakers Ln (Part of Multi-Property Sale) | Epping | 11,541 SF Office | Sold: £2,846,351 (£246.63/SF) |
| 3 | Peregrine House, Bakers Ln (Part of Multi-Property Sale) | Epping | 7,933 SF Office | Sold: £1,725,938 (£217.56/SF) |
| 4 | 134 Church Hl | Loughton | 3,600 SF Office | Sold: £1,100,000 (£305.56/SF) |
| 5 | 4 Grove Ln (Part of Portfolio) | Epping | 30,000 SF Office | Sold: £1,928,290 (£64.28/SF) |
| 6 | 102 High Rd | Chigwell | 785 SF Office | Sold: - |
| 7 | Connaught House, 112-120 High Rd | Loughton | 12,145 SF Office | Sold: £4,000,000 (£329.35/SF) |
| 8 | 127 High Rd | Loughton | 2,783 SF Office | Sold: - |
| 9 | District Council Offices, 323 High St | Epping | 21,554 SF Office | Sold: £2,050,000 (£95.11/SF) |
| 10 | Auction House, Market Pl | Romford | 2,380 SF Office | Sold: £710,000 (£298.32/SF) |
| 11 | Office building at, Old Station Rd | Loughton | 5,357 SF Office | Sold: £2,100,000 (£392.01/SF) |
| 12 | Imperial House, 8 Queens Rd | Buckhurst Hill | 821 SF Office | Pending: w/Asking Price of £275,000 (£334.96/SF) |
| 13 | Imperial House, 8 Queens Rd | Buckhurst Hill | 515 SF Office | Sold: £235,000 (£456.31/SF) |
| 14 | 1-3 Rectory Ln | Loughton | 1,785 SF Office | Sold: £595,000 (£333.33/SF) |

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16/11/2024

| | | | | |
|---|---|---|---|---|
| 15 | Sewardstone Rd | Waltham Abbey | 5,677 SF Office | Sold: £1,600,000 (£281.84/SF) |
| | | | | |
| 17 | Purlieu House, 11 Station Rd | Epping | 3,981 SF Office | Sold: £1,425,000 (£357.95/SF) |

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# Lease Comps Summary

Lease Comps Report

| Deals | Asking Rent Per Sq ft | Achieved Rent Per Sq ft | Avg. Months On Market |
|---|---|---|---|
| 95 | £24.08 | £19.59 | 11 |

TOP 50 LEASE COMPARABLES

SUMMARY STATISTICS

| Rent | Deals | Low | Average | Median | High |
|---|---|---|---|---|---|
| Asking Rent Per Sq ft | 72 | £6.53 | £24.08 | £27.88 | £72.20 |
| Achieved Rent Per Sq ft | 37 | £0.02 | £19.59 | £28.89 | £72.21 |
| Effective Rent Per Sq ft | 22 | £10.34 | £19.43 | £31.33 | £68.65 |
| Asking Rent Discount | 21 | 0.0% | 9.7% | 7.1% | 99.9% |
| TI Allowance | - | - | - | - | - |
| Rent Free Months | 28 | 0 | 4 | 2 | 18 |

| Lease Attributes | Deals | Low | Average | Median | High |
|---|---|---|---|---|---|
| Months on Market | 80 | 1 | 11 | 6 | 171 |
| Deal Size | 95 | 268 | 1,223 | 798 | 11,946 |
| Deal in Months | 55 | 26.0 | 112.0 | 120.0 | 300.0 |
| Floor Number | 94 | BSMT | GRND | GRND | MEZZ |

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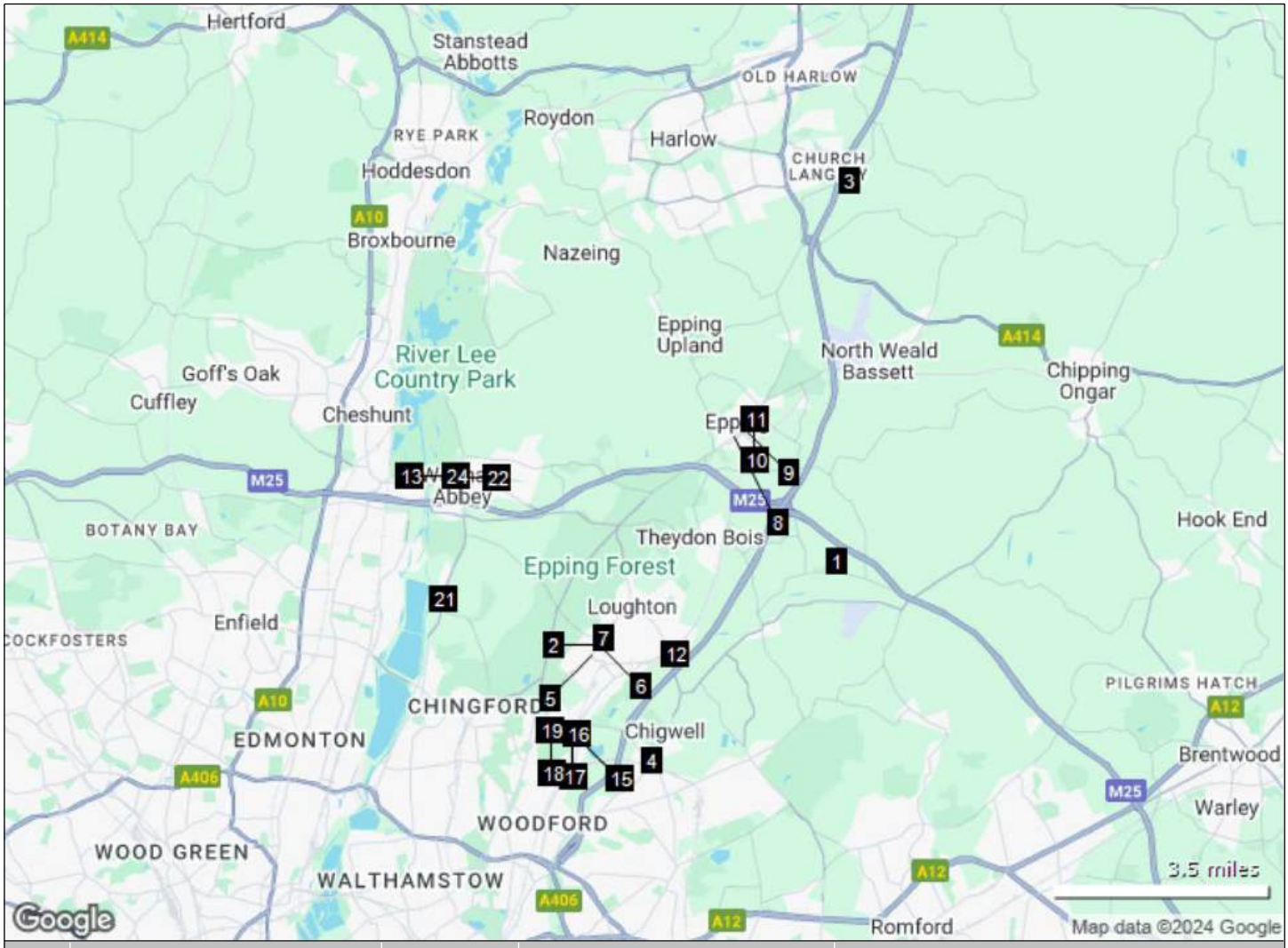


| | Address | City | Property Info | Sale Info |
|---|---|---|---|---|
| 1 | Abridge Golf Club, Epping Ln | Romford | 10,800 SF General Retail/Restaurant | Pending: w/Asking Price of £2,250,000 (£208.33/SF) |
| 2 | 20-22 Forest Rd | Loughton | 1,567 SF General Retail/Storefront | Sold: £815,000 (£520.10/SF) |
| 3 | 5 Hastingwood Park | Harlow | 145,926 SF General Retail/Restaurant | Sold: £575,000 (£3.94/SF) |
| 4 | Brooke Parade, 1-1A High Rd | Chigwell | 1,633 SF General Retail | Sold: £700,000 (£428.66/SF) |
| 5 | 139 High Rd | Loughton | 485 SF General Retail/Storefront Retail/Residential | Sold: £150,000 (£309.28/SF) |
| 6 | 184-186 High Rd | Loughton | 8,979 SF General Retail/Storefront Retail/Residential | Sold: £3,865,000 (£430.45/SF) |
| 7 | 253 High Rd | Loughton | 1,787 SF General Retail | Sold: £958,000 (£536.09/SF) |
| 8 | 57 High St | Chelmsford | 839 SF General Retail/Storefront Retail/Residential | Sold: - |
| 9 | 140 High St | Epping | 5,487 SF General Retail | Sold: £2,160,000 (£393.66/SF) |
| 10 | 256 High St (Part of Portfolio) | Epping | 1,640 SF Retail/Storefront Retail/Residential | Sold: £219,343 (£133.75/SF) |
| 11 | 258 High St (Part of Portfolio) | Chelmsford | 756 SF Retail/Storefront Retail/Residential | Sold: £77,368 (£102.34/SF) |
| 12 | Langston Rd (Part of Portfolio) | Loughton | 23,862 SF Retail/Auto Dealership | Sold: £9,000,000 (£377.17/SF) |
| 13 | 4-6 Market Sq | Waltham Abbey | 3,002 SF General Retail/Storefront | Sold: £430,000 (£143.24/SF) |

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16/11/2024

| | | | | |
|---|---|---|---|---|
| 14 | Imperial House, 8 Queens Rd | Buckhurst Hill | 821 SF Office | Pending: w/Asking Price of £275,000 (£334.96/SF) |
| 15 | Imperial House, 8 Queens Rd | Buckhurst Hill | 515 SF Office | Sold: £235,000 (£456.31/SF) |
| 16 | 15 Queens Rd | Buckhurst Hill | 547 SF General Retail/Storefront Retail/Residential | Sold: - |
| 17 | 49 Queens Rd | Buckhurst Hill | 888 SF General Retail/Storefront Retail/Residential | Sold: £533,800 (£601.13/SF) |
| 18 | 184 Queens Rd (Part of Multi-Property Sale) | Buckhurst Hill | 370 SF Retail/Storefront | Sold: - |
| 19 | 186 Queens Rd (Part of Multi-Property Sale) | Buckhurst Hill | 1,000 SF Retail/Storefront | Sold: - |
| 20 | Sewardstone Rd (Part of Multi-Property Sale) | London | 6,948 SF Retail/Auto Repair | Sold: - |
| 21 | Marshfield Service Station, Sewardstone Rd (Part of Multi-Property Sale) | London | 1,782 SF Retail/Service Station | Sold: - |
| 22 | 15 Sun St | Enfield | 4,524 SF General Retail/Storefront | Sold: £327,500 (£72.39/SF) |
| 23 | 30 Sun St | Waltham Abbey | 700 SF General Retail/Storefront Retail/Residential | Sold: £275,000 (£392.86/SF) |
| 24 | 30 Sun St | Waltham Abbey | 700 SF General Retail/Storefront Retail/Residential | Sold: £25,000 (£35.71/SF) |

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# Lease Comps Summary

Lease Comps Report

| | Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|---|
| | | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 1 | 269 High St | ★★★☆☆ | 2,378 | GRND | 23/10/2024 | New Lease | £21.03/fri | Achieved |
| 2 | 2-4 Highbridge St | ★★★☆☆ | 988 | GRND | 04/10/2024 | New Lease | £20.24 | Achieved |
| 3 | 94-98 High Rd | ★★★☆☆ | 491 | GRND | 02/09/2024 | New Lease | £38.91/fri | Effective |
| 4 | 63 The Broadway | ★★☆☆☆ | 1,222 | GRND | 02/09/2024 | New Lease | £16.37/fri | Effective |
| 5 | 152 High Rd | ★★★☆☆ | 877 | GRND | 01/07/2024 | New Lease | £31.23/fri | Effective |
| 6 | 230 High Rd | ★★☆☆☆ | 644 | GRND | 01/05/2024 | New Lease | £68.65/fri | Effective |
| 7 | 239 High Rd | ★★★☆☆ | 798 | GRND | 01/05/2024 | New Lease | £39.39/fri | Effective |
| 8 | 171 Manor Rd | ★★★☆☆ | 450 | GRND | 04/04/2024 | New Lease | £28.89 | Achieved |
| 9 | 77-77A Queens Rd | ★★☆☆☆ | 307 | GRND | 01/03/2024 | New Lease | £54.46/fri | Effective |
| 10 | 138 High St | ★★★☆☆ | 581 | GRND | 01/02/2024 | New Lease | £19.79/fri | Asking |
| 11 | 206 High Rd | ★★★☆☆ | 1,351 | GRND | 02/01/2024 | New Lease | £25.96/fri | Effective |
| 12 | The Broadway | ★★☆☆☆ | 860 | GRND | 14/12/2023 | New Lease | £29.07 | Asking |
| 13 | 195 High St | ★★★☆☆ | 350 | GRND | 04/12/2023 | New Lease | £32.86/iri | Asking |
| 14 | 191 High St | ★★★☆☆ | 782 | GRND | 23/11/2023 | New Lease | £39.64/fri | Asking |
| 15 | 20 Sun St | ★★☆☆☆ | 2,092 | GRND | 06/11/2023 | New Lease | £14.34 | Asking |
| 16 | 191 High St | ★★★☆☆ | 568 | GRND | 23/10/2023 | New Lease | £30.81/iri | Asking |
| 17 | 17 Market Sq | ★★★☆☆ | 620 | GRND | 08/09/2023 | New Lease | £25.00 | Asking |
| 18 | 160 High St | ★★☆☆☆ | 365 | GRND | 05/09/2023 | New Lease | £49.32/fri | Asking |
| 19 | 246-250 High Rd | ★★★☆☆ | 649 | GRND | 04/09/2023 | New Lease | £31.89/fri | Effective |
| 19 | 246-250 High Rd | ★★★☆☆ | 1,076 | GRND | 31/08/2023 | New Lease | £16.73/fri | Effective |
| 20 | 203 High St | ★★★☆☆ | 686 | GRND | 17/08/2023 | New Lease | £22.96/fri | Asking |

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# Lease Comps Summary

Lease Comps Report

| | Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|---|
| | | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 21 | 26 Lindsey St | ★★☆☆☆ | 800 | GRND | 17/08/2023 | New Lease | £18.75/iri | Asking |
| 22 | Tesco<br>Sewardstone Rd | ★★☆☆☆ | 346 | GRND | 06/07/2023 | New Lease | £34.68 | Asking |
| 23 | 199-201 High St | ★★☆☆☆ | 447 | GRND | 29/06/2023 | New Lease | £32.44/iri | Asking |
| 24 | 197 High St | ★★☆☆☆ | 2,344 | GRND | 31/05/2023 | New Lease | £15.36/fri | Asking |
| 25 | 34-52 Pyrles Ln | ★★★☆☆ | 471 | GRND | 31/05/2023 | New Lease | £28.13 | Asking |
| 26 | 70 The Broadway | ★★☆☆☆ | 889 | GRND | 31/05/2023 | New Lease | £21.37 | Asking |
| 27 | Highbridge Retail Park<br>Highbridge St | ★★★☆☆ | 9,202 | GRND,... | 22/05/2023 | Renewal | £14.87/fri | Effective |
| 28 | 183-187 High Rd | ★★★☆☆ | 1,030 | 1st | 01/05/2023 | New Lease | £19.17 | Asking |
| 29 | 126 High St | ★★☆☆☆ | 399 | GRND | 18/04/2023 | New Lease | £38.22 | Asking |
| 30 | 14-20 Queens Rd | ★★★☆☆ | 533 | GRND | 28/03/2023 | Renewal | £35.65/fri | Effective |
| 31 | Market Sq | ★★☆☆☆ | 620 | GRND | 31/01/2023 | New Lease | £23.39 | Achieved |
| 32 | 140 High | ★★☆☆☆ | 5,487 | GRND | 27/01/2023 | New Lease | £8.75/fri | Achieved |
| 33 | 44 Forest Rd | ★★☆☆☆ | 1,238 | GRND | 21/01/2023 | New Lease | - | - |
| 34 | 41 Highbridge St | ★★★☆☆ | 900 | GRND | 14/01/2023 | New Lease | £16.67/fri | Achieved |
| 35 | Rooms @ Forest Lodge...<br>High Rd | ★★★☆☆ | 766 | Unkwn | 01/01/2023 | - | - | - |
| 36 | 225 High St | ★★★☆☆ | 2,757 | GRND | 19/12/2022 | New Lease | £6.53/fri | Asking |
| 37 | 154 High St | ★★★☆☆ | 1,445 | GRND | 07/12/2022 | New Lease | £14.82/fri | Effective |
| 38 | 12 Church Hl | ★★★☆☆ | 268 | GRND | 25/11/2022 | New Lease | £44.78 | Asking |
| 39 | 170 High St | ★★☆☆☆ | 271 | GRND | 21/10/2022 | New Lease | £50.74/fri | Asking |
| 24 | 197 High St | ★★☆☆☆ | 2,344 | GRND | 14/10/2022 | New Lease | £15.36/fri | Asking |
| 40 | 285 High Rd | ★★★☆☆ | 1,080 | GRND | 07/09/2022 | New Lease | £27.78/fri | Achieved |

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# Lease Comps Summary

Lease Comps Report

| | Property Name - Address | Rating | Lease | | | | Rents | |
|---|---|---|---|---|---|---|---|---|
| | | | Sq ft Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 41 | 258 High Rd | ★★★☆☆ | 1,904 | GRND,1 | 19/08/2022 | New Lease | - | - |
| 42 | 230 High St | ★★★☆☆ | 1,650 | GRND | 09/08/2022 | New Lease | £45.45 | Asking |
| 43 | 191 High Rd | ★★★☆☆ | 2,255 | GRND | 20/07/2022 | New Lease | £24.39 | Achieved |
| 44 | 132 High St | ★★★☆☆ | 388 | GRND | 13/07/2022 | New Lease | £36.08/fri | Asking |
| 45 | Station Way | ★★★☆☆ | 1,573 | GRND | 06/07/2022 | New Lease | £19.07/fri | Asking |
| 46 | Central House<br>High St | ★★☆☆☆ | 468 | GRND | 01/07/2022 | New Lease | £28.85 | Asking |
| 45 | Station Way | ★★★☆☆ | 1,389 | GRND | 07/06/2022 | New Lease | £21.60/fri | Asking |
| 28 | 183-187 High Rd | ★★★☆☆ | 1,188 | BSMT,G... | 09/05/2022 | New Lease | - | - |

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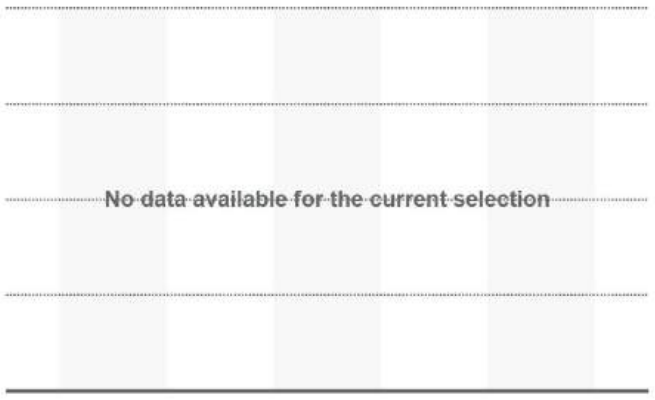
# Rents

Lease Comps Report

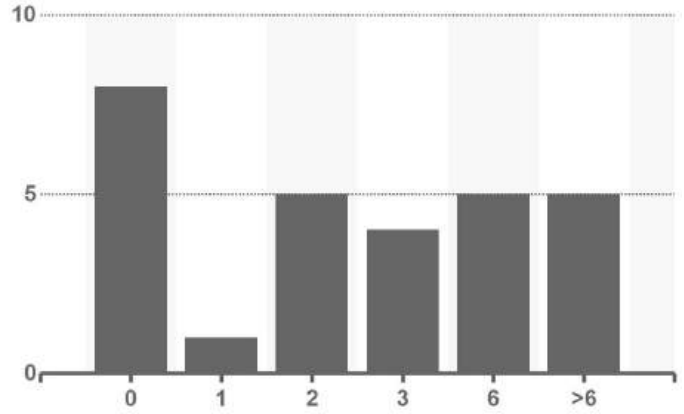
| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|---|---|---|---|
| £24.08 | £19.59 | £19.43 | 4.0 |

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

DEALS BY ASKING RENT DISCOUNT




DEALS BY MONTHS FREE RENT

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# Appendix 9 – Land Registry Development Land Data

| | Address | Proposal | Decision Date | Aff % | s106 Secured | s106 unit | ha | Units | £/ha | £/unit | Date Sold | LR Title | Price Paid | Notes |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EPF/0895/22 | Kingsmead, Epping Road, Roydon, Harlow CM19 5HU | Development of 8 detached homes, 2 semi detached homes, a block of 6 flats, conversion and extension of the former Kingsmead School into 10 flats, associated landscaping and improvements to the vehicular access and pedestrian footpaths (ROYD.R2). | | 0.00% | £599,356 | £23,052 | 1.35 | 26 | £2,231,111 | £115,846 | 21/04/2021 | EX622373 | £3,012,000 | inc VAT. Propiteer Roydon Ltd |
| EPF/2913/22 | Former Pyrles Lane Nursery, Pyrles Lane, Loughton IG10 2NL | Residential Development of 43 dwellings with associated vehicular access point off Pyrles Lane, car parking, open space, landscaping, and associated infrastructure. | | 13.95% | £358,922 | | 0.99 | 43 | No PPD | | 19/10/2005 | EX755530 | No Price Data | Owned by EFDC |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EPF/0942/24 | Land West of Froghall Lane, Chigwell | Application for an integrated retirement community of 144 residential units (Use Class C2), 1,050 sqm of communal facilities, new vehicular and pedestrian access, landscaped residents' grounds, staff areas, refuse storage, sustainable urban drainage syste | | 0.00% | £1,000,000 | £6,944 | 2.33 | 144 | No PPD | | 09/06/2011 | EX866352 | No Price Data | Register Retirement Villages Ltd 24/03/2023 |
| EPF/1404/24 | Land at Greensted Road, Chipping Ongar, CM5 9LA | Redevelopment of the site to provide 85 dwellings including affordable housing, car and cycle parking, access arrangements, landscaping, services and associated infrastructure (ONG.R5 - Allocated Site In Ongar) (Revised scheme to EPF/2627/20 Dismissed at | Refused August 2023. Fresh application pending. | 28.24% | NA | NA | 3.5 | 85 | £26,857 | £1,106 | 15/06/2011 12/07/2013 | EX867103 EX894277 | £94,000 | |
| EPF/0332/22 | Rosario High Road Thornwood Epping Essex CM16 6LU | Outline Application for proposed demolition of existing buildings followed by comprehensive development of up to 62 new homes (inclusive of 40% onsite affordable housing), landscaping, community orchard, new access, parking | 23/03/2023 | 40.32% | £1,354,351.00 | £21,844 | 4.2 | 62 | £2,388,408 | £161,795 | 01/06/2023 | EX968520 EX686147 | £10,031,312 | Weston Homes |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | and circa 1.9 ha of public open | | | | | | | | | | | | |
| EPF/2601/22 | Land to the South & East of the former Chimes Garden Centre, Nazeing, Waltham Abbey, EN10 6RJ | Outline application for the redevelopment of the site to provide up to 52 later living apartments (Extra Care Housing) incorporating a convenience shop and café (use class E); 13 retirement cottages (Extra Care Housing); 10 self build & custom build house | 06/03/2024 | 5.06% | NA | | | 79 | #DIV/0! | £6,519 | 03/05/2019 30/04/2015 | EX168159 EX480779 EX920168 EX920169 | £515,000 | Multiple owners application in progress at L.R. |
| EPF/1659/23 | Rosario, High Road, Thornwood, Epping, CM16 6LU | Reserved matters application following EPF/0332/22 Outline Application for proposed demolition of existing buildings followed by comprehensive development of up to 62 new homes (inclusive of 40% onsite affordable housing), landscaping, community orchard, | 08/03/2024 | 40.32% | NA | NA | 4.2 | 62 | £2,388,408 | £161,795 | 01/06/2023 | EX968520, EX686147 | £10,031,312 | Was 0332/22. Weston Homes. 9 flats, 54 houses |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EPF/3282/21 | 38 Honey Lane Waltham Abbey EN9 3BS | Demolition of existing dwelling and detached residential annexe. Removal of existing vehicular access. Construction of new residential apartment block containing 14 dwellings. | 29/05/2024 | 0.00% | £30,841.00 | £2,202.92 | 0.1504 | 14 | £6,216,755 | £66,786 | 30/11/2017 | EX428669 | £935,000 | |
| EPF/0503/22 | Chigwell Nursery High Road Chigwell Essex IG7 5BL | Demolition of existing buildings and construction of 65 residential dwellings (Class C3), alterations to existing access, landscaping and associated works (Allocation CHIG R5). | 16/07/2024 | 40.00% | £455,452.28 | £7,007 | 1.66 | 65 | No PPD | | 14/11/1997 | EX494082 | No Price Data | Restriction 09/09/2015 to M Scott Properties ltd |
| EPF/1480/23 | Land at Fyfield Road, Ongar, CM5 0AY | The development of 23 dwellings including upgraded access from Fyfield Road, associated parking, landscaping, drainage, infrastructure, new car park provision for Ongar War Memorial Medical Centre and associated development (ONG.R3 - Allocated Site In Ong | 30/08/2024 | 39.13% | £382,861.40 | £16,646 | 0.4 | 23 | £3,750,000 | £65,217 | 06/05/2022 | EX232422 EX695928 | £1,500,000 | Extra costs for small strip - not yet on L.R. |

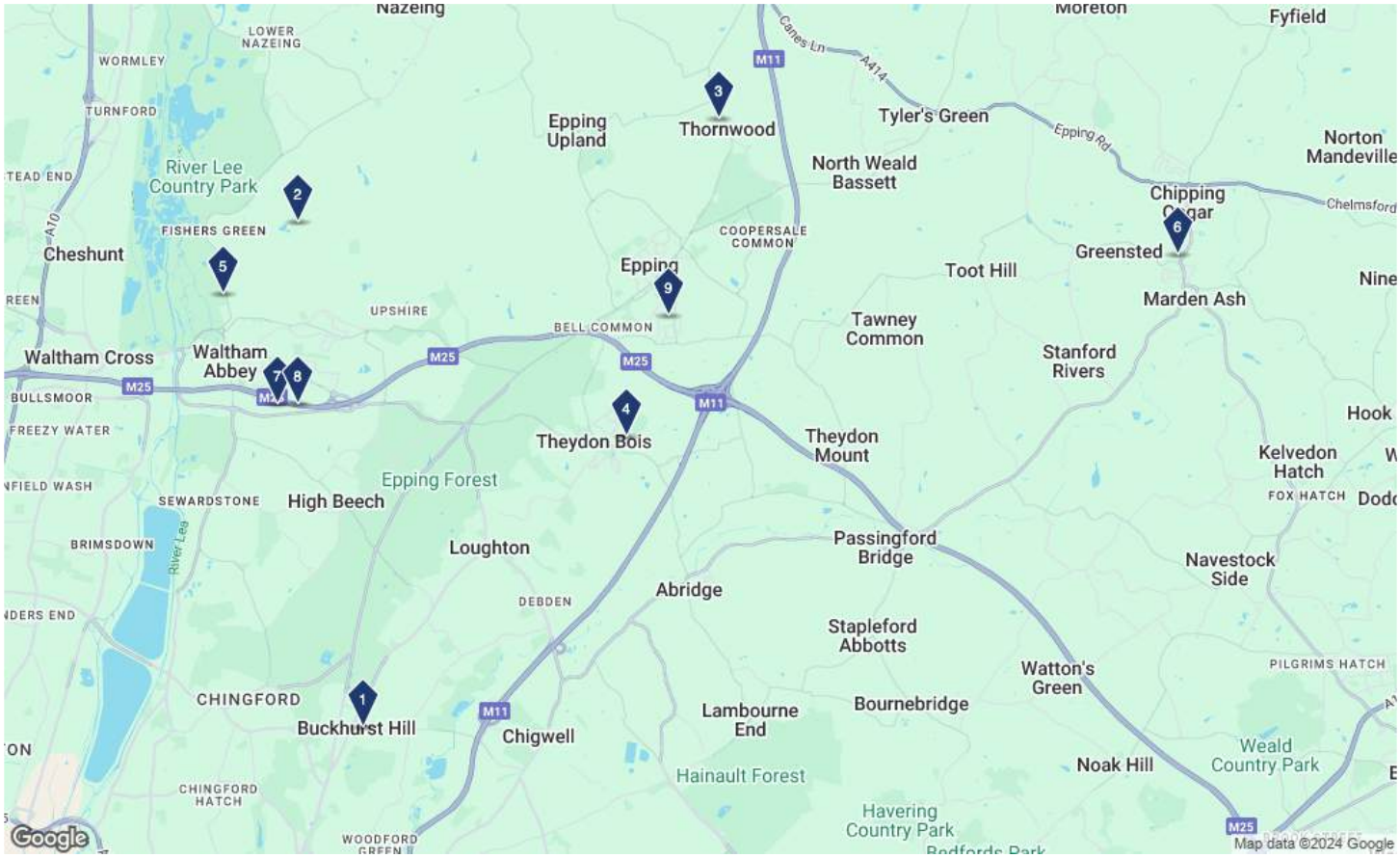
# Appendix 10 – CoStar Industrial Land

*The pages in this appendix are not numbered.*

# Sale Comps Map & List Report

| Sale Comparables | Avg. Yield | Avg. Price/ac | Avg. Vacancy At Sale |
|---|---|---|---|
| 9 | - | £1M | - |

## SALE COMPARABLES LOCATIONS




## SALE COMPARABLES SUMMARY STATISTICS

| Sales Attributes | Low | Average | Median | High |
|---|---|---|---|---|
| Sale Price | £190,000 | £6,033,757 | £7,750,000 | £13,723,600 |
| Price Per ac | £162,394 | £1,018,004 | £968,121 | £16,664,167 |
| Yield | - | - | - | - |
| Time Since Sale in Months | 12.0 | 24.9 | 22.0 | 35.0 |

| Property Attributes | Low | Average | Median | High |
|---|---|---|---|---|
| Building Sq ft | - | - | - | - |
| Floors | - | - | - | - |
| Typical Floor | - | - | - | - |
| Vacancy Rate at Sale | - | - | - | - |
| Year Built | - | - | - | - |
| Star Rating | ★★☆☆☆ | ★★☆☆☆ 2.3 | ★★☆☆☆ 2.0 | ★★★☆☆ |

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# Sale Comps Map & List Report

| | | Property | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Property Name - Address | Type | Yr Built | Size | Vacancy | Sale Date | Price | Price/Area | Yield |
| 1 | | | | | | | | | |
| 2 | | | | | | | | - | - |
| 3 | | ★★☆☆☆ | | | | | | | |
| 4 | | | | | | | | - | - |
| 5 | | ★★☆☆☆ | | | | | | | |
| 6 | | ★★☆☆☆ | | | | | | | |
| 7 | | | | | | | | | |
| 8 | | | | | | | | | |
| 9 | | Land ★★★☆☆ | | 0.74 ac | | | | | |

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## 1 76C Palmerston Rd — SOLD

Buckhurst Hill Essex IG9 5LG

Essex

True Seller Vfund Ltd
119 High Rd
Loughton, ESS IG10 4LT
020 8508 5048 (p)

Sale Date 1 Nov 2023
Sale Price £1,000,000
Price/ac Land £16,664,116

Type Land
Land Acres 0.06 ac
Sale Condition Redevelopment Project

Parcels EX933163
Comp ID 6640036
Comp Status Research Complete

## 2 Aimes Green — SOLD

Waltham Abbey Essex EN9 2AU

Essex

Sale Date 12 Jun 2023
Sale Price Not Disclosed

Type Land
Land Acres 3.00 ac

Parcels EX247204
Comp ID 6419077
Comp Status Research Complete

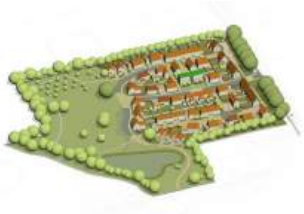
## 3 High Rd — SOLD

Epping Essex CM16 6BD

Essex

Recorded Buyer Weston Homes plc
Parsonage Rd
Bishop's Stortford, HRT CM22 6PU
01279 873333 (p)

True Buyer Weston Homes plc
Parsonage Rd
Bishop's Stortford, HRT CM22 6PU
01279 873333 (p)



Sale Date 1 Jun 2023
Sale Price £10,031,301
Price/ac Land £968,121

Type 2 Star Land
Land Acres 10.36 ac

Parcels EX686147, EX968520
Comp ID 6846372
Comp Status Research Complete

## 4 Station Approach — SOLD

Epping Essex CM16 7EP

Essex

Recorded Seller: TFL
London Rd
Morden, LND SM4 5BE
0343 222 0000 (p)

True Seller: TFL
London Rd
Morden, LND SM4 5BE
0343 222 0000 (p)

Sale Date: 13 Mar 2023
Sale Price: Not Disclosed

Parcels: EX781382
Comp ID: 6374210
Comp Status: Research Complete

Type: Land
Land Acres: 0.18 ac
Zoning: C
Sale Condition: Redevelopment Project

## 5 Crooked Mile - Mile & Langley Nurseries — SOLD

Waltham Abbey Essex EN9 2ES

Essex

Recorded Buyer: Auluk Investments Limited
3 Hanbury Dr
London, E11 1GA

Recorded Seller: Lee Valley Regional Park...
Bulls Cross
Enfield, LND EN2 9HG
0300 003 0610 (p)

True Seller: Lee Valley Regional Park...
Bulls Cross
Enfield, LND EN2 9HG
0300 003 0610 (p)

Sale Date: 11 Jan 2023
Sale Price: £7,750,000
Price/ac Land: £2,148,161

Parcels: EX729376
Comp ID: 6738360
Comp Status: Research Complete

Type: 2 Star Land
Land Acres: 4.10 ac

## 6 The Borough - Development Site — SOLD

Ongar Essex CM5 9HD

Essex

Sale Date: 1 Apr 2022
Sale Price: £190,000
Price/ac Land: £162,394

Parcels: EX899387
Comp ID: 6081195
Comp Status: Research Complete

Type: 2 Star Land
Land Acres: 1.17 ac

## 7 Dowding Way - Plot C — SOLD

Waltham Abbey Essex EN9 3AB

Recorded Buyer NEXT
Claypit Ln
Leeds

True Buyer NEXT
Desford Rd
Leicester, LEC LE19 4AT
0116 284 2000 (p)

Essex

Recorded Seller The Master Fellows & Sch...
St Andrew's St
Cambridge, CAM CB2 3BU
01223 334900 (p)

True Seller University of Cambridge
Trinity Ln
Cambridge, CAM CB2 1TN
01223 337733 (p)

Sale Date 10 Dec 2021
Sale Price £13,723,600
Price/ac Land £864,208

Parcels AA36141, AA36143
Comp ID 6079699
Comp Status Research Complete

Type Land
Land Acres 15.88 ac
Sale Condition Bulk/Portfolio Sale

## 8 Dowding Way — SOLD

Waltham Abbey Essex EN9 3RU

Recorded Buyer NEXT
Claypit Ln
Leeds

True Buyer NEXT
Desford Rd
Leicester, LEC LE19 4AT
0116 284 2000 (p)

Essex

Recorded Seller The Master Fellows & Sch...
St Andrew's St
Cambridge, CAM CB2 3BU
01223 334900 (p)

True Seller University of Cambridge
Trinity Ln
Cambridge, CAM CB2 1TN
01223 337733 (p)

Sale Date 10 Dec 2021
Sale Price £8,726,400
Price/ac Land £902,420

Parcels AA36145
Comp ID 6079699
Comp Status Research Complete

Type Land
Land Acres 9.67 ac
Sale Condition Bulk/Portfolio Sale

## 9 4 Bower Ter — SOLD

Epping Essex CM16 7AP

Essex

Recorded Seller National Grid Property H...
London, LND WC2N 5EH
0844 736 9654 (p)

True Seller National Grid Property H...
London, LND WC2N 5EH
0844 736 9654 (p)

Sale Date 8 Dec 2021
Sale Price £815,000
Price/ac Land £1,101,365

Parcels EX661741
Comp ID 5924861
Comp Status Research Complete

Type 3 Star Land
Land Acres 0.74 ac
Sale Condition Auction Sale

# Appendix 11 – BCIS Costs

Rebased to Epping Forest ( 102; sample 27 )
£/m2 study
Description: Rate per m2 gross internal floor area for the building Cost including prelims.
Last updated: 8th February 2025

| Building function (Maximum age of projects) | £/m² gross internal floor area | | | | | |
|---|---|---|---|---|---|---|
| | Mean | Lowest | Lower quartiles | Median | Upper quartiles | Highest |
| New build | | | | | | |
| 282. Factories | | | | | | |
| Generally (25) | 1,313 | 302 | 730 | 1,062 | 1,567 | 4,955 |
| Up to 500m2 GFA (25) | 1,678 | 1,079 | 1,213 | 1,415 | 2,095 | 2,885 |
| 500 to 2000m2 GFA (25) | 1,362 | 302 | 804 | 1,236 | 1,547 | 4,955 |
| Over 2000m2 GFA (25) | 1,182 | 434 | 645 | 901 | 1,306 | 4,659 |
| 284. Warehouses/stores | | | | | | |
| Generally (15) | 1,180 | 457 | 701 | 929 | 1,334 | 5,319 |
| Up to 500m2 GFA (15) | 2,121 | 766 | 1,179 | 1,508 | 2,499 | 5,319 |
| 500 to 2000m2 GFA (15) | 1,034 | 543 | 742 | 938 | 1,158 | 1,874 |
| Over 2000m2 GFA (15) | 838 | 457 | 665 | 749 | 883 | 1,742 |
| 320. Offices | | | | | | |
| Generally (15) | 2,531 | 1,193 | 1,908 | 2,535 | 2,881 | 3,898 |
| Air-conditioned | | | | | | |
| Generally (15) | 2,320 | 1,438 | 1,987 | 2,397 | 2,751 | 2,881 |
| 1-2 storey (15) | 2,142 | 1,438 | 1,948 | 2,116 | 2,339 | 2,881 |
| 3-5 storey (15) | 2,494 | 1,617 | - | 2,751 | - | 2,857 |
| 6 storey or above (20) | 2,759 | 2,065 | 2,503 | 2,643 | 2,858 | 3,884 |
| Not air-conditioned | | | | | | |
| Generally (15) | 2,693 | 1,193 | 2,008 | 2,713 | 3,489 | 3,898 |
| 1-2 storey (15) | 2,810 | 1,638 | 2,271 | 2,823 | 3,489 | 3,825 |
| 3-5 storey (20) | 2,276 | 1,193 | 1,682 | 2,101 | 2,668 | 4,093 |
| 6 storey or above (25) | 2,851 | 2,233 | - | 2,940 | - | 3,289 |
| 341.1 Retail warehouses | | | | | | |
| Generally (25) | 1,139 | 564 | 869 | 1,006 | 1,220 | 3,336 |
| Up to 1000m2 (25) | 1,257 | 835 | 938 | 1,054 | 1,192 | 3,336 |
| 1000 to 7000m2 GFA (25) | 1,141 | 564 | 873 | 1,012 | 1,308 | 2,358 |
| 344. Hypermarkets, supermarkets | | | | | | |
| Generally (35) | 1,947 | 816 | 1,361 | 1,735 | 2,586 | 3,390 |
| Up to 1000m2 (35) | 2,039 | 1,368 | - | 1,766 | - | 3,258 |
| 1000 to 7000m2 GFA (35) | 1,938 | 816 | 1,257 | 1,729 | 2,607 | 3,390 |
| 345. Shops | | | | | | |
| Generally (30) | 1,913 | 725 | 1,041 | 1,562 | 2,366 | 5,028 |
| 1-2 storey (30) | 1,937 | 725 | 1,037 | 1,518 | 2,463 | 5,028 |
| 447. Care homes for the elderly | | | | | | |
| Generally (15) | 2,295 | 1,371 | 1,793 | 2,106 | 2,769 | 4,528 |
| 500 to 2000m2 GFA (15) | 2,942 | 1,435 | 1,457 | 2,763 | 4,528 | 4,528 |
| Over 2000m2 GFA (15) | 2,155 | 1,371 | 1,839 | 2,104 | 2,454 | 3,164 |
| 810.1 Estate housing | | | | | | |
| Generally (15) | 1,598 | 822 | 1,355 | 1,532 | 1,748 | 5,493 |
| Single storey (15) | 1,830 | 1,063 | 1,529 | 1,752 | 1,994 | 5,493 |
| 2-storey (15) | 1,539 | 822 | 1,328 | 1,491 | 1,690 | 3,332 |
| 3-storey (15) | 1,653 | 990 | 1,384 | 1,593 | 1,872 | 3,260 |
| 4-storey or above (15) | 3,323 | 1,625 | 2,660 | 2,969 | 4,420 | 4,941 |
| 810.11 Estate housing detached (15) | 2,145 | 1,169 | 1,575 | 1,792 | 2,423 | 5,493 |
| 810.12 Estate housing semi detached | | | | | | |
| Generally (15) | 1,620 | 941 | 1,373 | 1,568 | 1,774 | 3,516 |
| Single storey (15) | 1,804 | 1,159 | 1,570 | 1,752 | 1,938 | 3,516 |

| | | | | | | |
|---|---|---|---|---|---|---|
| 2-storey (15) | 1,564 | 941 | 1,358 | 1,511 | 1,720 | 2,699 |
| 3-storey (15) | 1,598 | 1,166 | 1,293 | 1,534 | 1,872 | 2,274 |
| 810.13 Estate housing terraced | | | | | | |
| Generally (15) | 1,608 | 936 | 1,328 | 1,509 | 1,738 | 4,941 |
| Single storey (15) | 1,795 | 1,170 | 1,525 | 1,739 | 2,148 | 2,532 |
| 2-storey (15) | 1,545 | 936 | 1,315 | 1,484 | 1,669 | 3,332 |
| 3-storey (15) | 1,649 | 990 | 1,384 | 1,560 | 1,806 | 3,260 |
| 816. Flats (apartments) | | | | | | |
| Generally (15) | 1,891 | 924 | 1,560 | 1,774 | 2,142 | 6,423 |
| 1-2 storey (15) | 1,804 | 1,086 | 1,515 | 1,699 | 2,070 | 3,552 |
| 3-5 storey (15) | 1,864 | 924 | 1,552 | 1,764 | 2,107 | 3,864 |
| 6 storey or above (15) | 2,198 | 1,355 | 1,769 | 2,076 | 2,379 | 6,423 |
| 843. Supported housing | | | | | | |
| Generally (15) | 2,005 | 1,037 | 1,667 | 1,882 | 2,207 | 4,049 |
| Single storey (15) | 2,287 | 1,439 | 1,841 | 2,289 | 2,459 | 4,049 |
| 2-storey (15) | 2,028 | 1,049 | 1,665 | 1,837 | 2,348 | 3,523 |
| 3-storey (15) | 1,851 | 1,037 | 1,671 | 1,801 | 2,037 | 2,742 |
| 4-storey or above (15) | 2,064 | 1,260 | 1,648 | 1,926 | 2,106 | 3,910 |
| 843.1 Supported housing with shops, restaurants or the like (15) | 1,977 | 1,212 | 1,635 | 1,831 | 2,294 | 3,225 |
| 852. Hotels (15) | 2,705 | 1,447 | 2,121 | 2,685 | 3,280 | 3,808 |
| 853. Motels (25) | 1,729 | 1,302 | 1,571 | 1,616 | 2,078 | 2,078 |
| 856.2 Students' residences, halls of residence, etc (15) | 2,336 | 1,359 | 2,024 | 2,392 | 2,584 | 3,885 |

# Appendix 12 – Base Appraisals – Residential Development

*The pages in this appendix are not numbered.*

# SW Appendix
# Cover

EFDC - CIL Viability Assessment - March 2025

**South West EFDC**

08/05/2025
17:20

**Flats 100 HD**

1

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| UNITS | **100** | Aff - rented | 75.00% | % of Aff | 30 | 30 |
| Affordable | 40% | 40 Shared Owne | 0% | | 0.00 | 0 |
| | | First Homes | 25% | % of Aff | 10 | 10 |
| | | | | | 40 | 40 |

| | | | |
|---|---|---|---|
| Modelling | | | |
| Density | 110 | units/ha | |
| Net:Gross | 80% | | |

| | | |
|---|---|---|
| Area ha | | |
| Total | 1.136 | |
| Gross | 1.136 | ha |
| Net | 0.909 | ha |

| | |
|---|---|
| Characteristics | |
| Sub Area | South West EFDC |
| Green Brov | Brown |
| Use | Industrial |

| | | | | Market | | | | | | Affordable for Rent | | | | Shared Ownership | | | | First Homes | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 60 | | Rounded | m2 | m2 | Circulation | 30 | | Rounded | m2 | 0 | | Rounded | m2 | 10 | | Rounded | m2 |
| Terrace | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 3 | 95 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 4 | 110 | 0.0% | | 0.00 | 0 | 0 | 97 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 2 | 85 | 0.0% | | 0.00 | 0 | 0 | 79 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 105 | 0.0% | | 0.00 | 0 | 0 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 4 | 120 | 0.0% | | 0.00 | 0 | 0 | 106 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 3 | 110 | 0.0% | | 0.00 | 0 | 0 | 102 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 4 | 135 | 0.0% | | 0.00 | 0 | 0 | 115 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 5 | 145 | 0.0% | | 0.00 | 0 | 0 | 119 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 1 | 50 | 15.0% | | 0.00 | 0 | 0 | 50 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 2 | 65 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 3 | 75 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 1 | 50 | 17.0% | 20% | 12.00 | 12 | 702 | 50 | 17.0% | 20% | 6.00 | 6 | 351 | 10% | 0.00 | 0 | 0 | 10% | 1.00 | 1 | 59 |
| Flat 6+ | 2 | 65 | 17.0% | 30% | 18.00 | 18 | 1,369 | 61 | 17.0% | 45% | 13.50 | 14 | 999 | 50% | 0.00 | 0 | 0 | 50% | 5.00 | 5 | 357 |
| Flat 6+ | 3 | 75 | 17.0% | 50% | 30.00 | 30 | 2,633 | 74 | 17.0% | 35% | 10.50 | 10 | 866 | 40% | 0.00 | 0 | 0 | 40% | 4.00 | 4 | 346 |
| | | | | **100%** | **60.00** | **60** | **4,703** | | | **100%** | **30.00** | **30** | **2,216** | **100%** | **0.00** | **0** | **0** | **100%** | **10.00** | **10** | **762** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 4 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 4 | | | 1,568 | 1,568 | 0 | 0 |
| Det | 3 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 4 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 5 | | | 1,792 | 1,792 | 0 | 0 |
| Flat to5 | 1 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 1 | | | 2,076 | 2,076 | 1,112 | 2,307,474 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 2,725 | 5,656,955 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 3,845 | 7,981,431 |
| | | | | | | 7,681 | 15,945,860 |
| | | | | | | | **2,076 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 0 | | 0 |
| Terrace | 3 | 0 | | 0 |
| Terrace | 4 | 0 | | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 0 | 0 | 0 |
| Semi | 4 | 0 | 0 | 0 |
| Det | 3 | 0 | 0 | 0 |
| Det | 4 | 0 | 0 | 0 |
| Det | 5 | 0 | | 0 |
| Flat to5 | 1 | 0 | | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 1 | 19 | 0 | 0 |
| Flat 6+ | 2 | 37 | 0 | 0 |
| Flat 6+ | 3 | 44 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0 | Outdoor Sport |
| 0 | Formal Play Space |
| 0 | Informal Amenity Green Space |
| 0 | Parks and Gardens |
| 0 | Accessible Natural Green Space |
| 0 | Allotments |
| 0 | |
| 0 | |
| **0.0000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.227 | ha |
| Shortfall / Surplus | 0.227 | ha |

| **Summary** | | Construction | | Saleable | |
|---|---|---|---|---|---|
| | Units | m2 | Average | m2 | Average |
| Market Housing | 60 | 4,703 | 78.39 | 4,020 | 67.00 |
| Aff - rented | 30 | 2,216 | 73.87 | 1,894 | 63.13 |
| Shared Ownership | 0 | 0 | 76.17 | 0 | 65.10 |
| First Homes | 10 | 762 | 76.17 | 651 | 65.10 |
| | **100** | **7,681** | | **6,565** | |

**Flats 100 PRS HD**

2

| | | | | | |
|---|---|---|---|---|---|
| UNITS | **100** | Aff - rented | 100% | % of Aff | 40 |
| Affordable | 40% | Shared Owne | 0% | | 0.00 |
| | | First Homes | 0% | % of Aff | 0 |
| | | | | | 40 |

| Rounded |
|---|
| 40 |
| 0 |
| 0 |
| 40 |

| | | | |
|---|---|---|---|
| Modelling | | Area ha | |
| Density | 110 units/ha | Total | 1.136 |
| Net:Gross | 80% | Gross | 1.136 ha |
| | | Net | 0.909 ha |

| | |
|---|---|
| Characteristics | |
| Sub Area | South West EFDC |
| Green Brov | Brown |
| Use | Industrial |

| | | | | **Market** | | | | | | **Affordable for Rent** | | | | **Shared Ownership** | | | | **First Homes** | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 60 | | Rounded | m2 | m2 | Circulation | 40 | | Rounded | m2 | 0 | | Rounded | m2 | 0 | | Rounded | m2 |
| Terrace | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 3 | 95 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 4 | 110 | 0.0% | | 0.00 | 0 | 0 | 97 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 2 | 85 | 0.0% | | 0.00 | 0 | 0 | 79 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 105 | 0.0% | | 0.00 | 0 | 0 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 4 | 120 | 0.0% | | 0.00 | 0 | 0 | 106 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 3 | 110 | 0.0% | | 0.00 | 0 | 0 | 102 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 4 | 135 | 0.0% | | 0.00 | 0 | 0 | 115 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 5 | 145 | 0.0% | | 0.00 | 0 | 0 | 119 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 1 | 50 | 15.0% | | 0.00 | 0 | 0 | 50 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 2 | 65 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 3 | 75 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 1 | 50 | 17.0% | 20% | 12.00 | 12 | 702 | 50 | 17.0% | 20% | 8.00 | 8 | 468 | 10% | 0.00 | 0 | 0 | 10% | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 65 | 17.0% | 30% | 18.00 | 18 | 1,369 | 61 | 17.0% | 45% | 18.00 | 18 | 1,285 | 50% | 0.00 | 0 | 0 | 50% | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 75 | 17.0% | 50% | 30.00 | 30 | 2,633 | 74 | 17.0% | 35% | 14.00 | 14 | 1,212 | 40% | 0.00 | 0 | 0 | 40% | 0.00 | 0 | 0 |
| | | | | **100%** | **60.00** | 60 | **4,703** | | | **100%** | **40.00** | 40 | **2,965** | **100%** | **0.00** | **0** | **0** | **100%** | **0.00** | **0** | **0** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 4 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 4 | | | 1,568 | 1,568 | 0 | 0 |
| Det | 3 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 4 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 5 | | | 1,792 | 1,792 | 0 | 0 |
| Flat to5 | 1 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 1 | | | 2,076 | 2,076 | 1,170 | 2,428,920 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 2,654 | 5,508,791 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 3,845 | 7,981,431 |
| | | | | | | 7,668 | 15,919,142 |
| | | | | | | | **2,076 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 0 | 0 | 0 |
| Terrace | 3 | 0 | 0 | 0 |
| Terrace | 4 | 0 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 0 | 0 | 0 |
| Semi | 4 | 0 | 0 | 0 |
| Det | 3 | 0 | 0 | 0 |
| Det | 4 | 0 | 0 | 0 |
| Det | 5 | 0 | 0 | 0 |
| Flat to5 | 1 | 0 | 0 | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 1 | 20 | 0 | 0 |
| Flat 6+ | 2 | 36 | 0 | 0 |
| Flat 6+ | 3 | 44 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0.000 | Outdoor Sport |
| 0.000 | Formal Play Space |
| 0.000 | Informal Amenity Green Space |
| 0.000 | Parks and Gardens |
| 0.000 | Accessible Natural Green Space |
| 0.000 | Allotments |
| 0.000 | 0.0000 |
| 0.000 | 0.0000 |
| **0.000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.227 | ha |
| Shortfall / Surplus | 0.227 | ha |

| **Summary** | | Construction | | | Saleable | |
|---|---|---|---|---|---|---|
| | | Units | m2 | Average | m2 | Average |
| Market Housing | | 60 | 4,703 | 78.39 | 4,020 | 67.00 |
| Aff - rented | | 40 | 2,965 | 74.12 | 2,534 | 63.35 |
| Shared Ownership | | 0 | 0 | 74.12 | 0 | 63.35 |
| First Homes | | 0 | 0 | 74.12 | 0 | 63.35 |
| | | **100** | **7,668** | | **6,554** | |

**Flats 40 HD**

3

| | | |

**Flats 40 PRS HD**

| | | |

**Urban 60 HD**

| | | |

**Urban 60**

| | | |

**Urban 30 HD**

| | | |

**Urban 30**

| | | |

**Urban 15 HD**

| | | |

**Urban 15**

| | | |

**Urban 9 HD**

11

| | | |

**Urban 9**

12

| | | | | | |
|---|---|---|---|---|---|
| UNITS | 9 | Aff - rented | 75% | % of Aff | 0 |
| Affordable | 0% | 0 Shared Owne | 0% | | 0.00 |
| | | First Homes | 25% | % of Aff | 0 |
| | | | | | 0 |

| Rounded |
|---|
| 0 |
| 0 |
| 0 |
| 0 |

| | | | |
|---|---|---|---|
| Modelling | | | |
| Density | 35 | units/ha | |
| Net:Gross | 80% | | |

| | | |
|---|---|---|
| Area ha | | |
| Total | 0.321 | |
| Gross | 0.321 | ha |
| Net | 0.257 | ha |

| | |
|---|---|
| Characteristics | |
| Sub Area | South West EFDC |
| Green Brov | Brown |
| Use | Industrial |

| | | | | Market | | | | | | Affordable for Rent | | | | Shared Ownership | | | | First Homes | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 9 | | Rounded | m2 | m2 | Circulation | 0 | | Rounded | m2 | 0 | | Rounded | m2 | 0 | | Rounded | m2 |
| Terrace | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | 20% | 0.00 | 0 | 0 | 30% | 0.00 | 0 | 0 | 30% | 0.00 | 0 | 0 |
| Terrace | 3 | 95 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | 35% | 0.00 | 0 | 0 | 35% | 0.00 | 0 | 0 | 35% | 0.00 | 0 | 0 |
| Terrace | 4 | 110 | 0.0% | | 0.00 | 0 | 0 | 97 | 0.0% | 10% | 0.00 | 0 | 0 | 5% | 0.00 | 0 | 0 | 5% | 0.00 | 0 | 0 |
| Semi | 2 | 85 | 0.0% | 30% | 2.70 | 2 | 170 | 79 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 105 | 0.0% | 40% | 3.60 | 4 | 420 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 4 | 120 | 0.0% | 30% | 2.70 | 3 | 360 | 106 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 3 | 110 | 0.0% | | 0.00 | 0 | 0 | 102 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 4 | 135 | 0.0% | | 0.00 | 0 | 0 | 115 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 5 | 145 | 0.0% | | 0.00 | 0 | 0 | 119 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 1 | 50 | 15.0% | | 0.00 | 0 | 0 | 50 | 15.0% | 20% | 0.00 | 0 | 0 | 10% | 0.00 | 0 | 0 | 10% | 0.00 | 0 | 0 |
| Flat to5 | 2 | 65 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | 15% | 0.00 | 0 | 0 | 20% | 0.00 | 0 | 0 | 20% | 0.00 | 0 | 0 |
| Flat to5 | 3 | 75 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 1 | 50 | 17.0% | | 0.00 | 0 | 0 | 50 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 65 | 17.0% | | 0.00 | 0 | 0 | 61 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 75 | 17.0% | | 0.00 | 0 | 0 | 74 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **9.00** | 9 | **950** | | | **100%** | **0.00** | 0 | **0** | **100%** | **0.00** | 0 | **0** | **100%** | **0.00** | 0 | **0** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 4 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 170 | 266,560 |
| Semi | 3 | | | 1,568 | 1,568 | 420 | 658,560 |
| Semi | 4 | | | 1,568 | 1,568 | 360 | 564,480 |
| Det | 3 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 4 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 5 | | | 1,792 | 1,792 | 0 | 0 |
| Flat to5 | 1 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 1 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| | | | | | | 950 | 1,489,600 |
| | | | | | | | **1,568 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 0 | 0 | 0 |
| Terrace | 3 | 0 | 0 | 0 |
| Terrace | 4 | 0 | 0 | 0 |
| Semi | 2 | 2 | 0 | 0 |
| Semi | 3 | 4 | 0 | 0 |
| Semi | 4 | 3 | 0 | 0 |
| Det | 3 | 0 | 0 | 0 |
| Det | 4 | 0 | 0 | 0 |
| Det | 5 | 0 | 0 | 0 |
| Flat to5 | 1 | 0 | 0 | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 1 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0.000 | Outdoor Sport |
| 0.000 | Formal Play Space |
| 0.000 | Informal Amenity Green Space |
| 0.000 | Parks and Gardens |
| 0.000 | Accessible Natural Green Space |
| 0.000 | Allotments |
| 0.000 | 0.0000 |
| 0.000 | 0.0000 |
| **0.000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.064 | ha |
| Shortfall / Surplus | 0.064 | ha |

| **Summary** | | Construction | | Saleable | |
|---|---|---|---|---|---|
| | Units | m2 | Average | m2 | Average |
| Market Housing | 9 | 950 | 105.56 | 950 | 105.56 |
| Aff - rented | 0 | 0 | 105.56 | 0 | 105.56 |
| Shared Ownership | 0 | 0 | 105.56 | 0 | 105.56 |
| First Homes | 0 | 0 | 105.56 | 0 | 105.56 |
| | **9** | **950** | | **950** | |

**Large Greenfield 200**

| | | |

**Greenfield 100 HD**

14

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| UNITS | | **100** | | Aff - rented | 75% | % of Aff | 30 |
| Affordable | | 40% | 40 | Shared Owne | 0% | | 0.00 |
| | | | | First Homes | 25% | % of Aff | 10 |
| | | | | | | | 40 |

| Rounded |
|---|
| 30 |
| 0 |
| 10 |
| 40 |

| | | | |
|---|---|---|---|
| Modelling | | | |
| Density | 38 | units/ha | |
| Net:Gross | 75% | | |

| | | |
|---|---|---|
| Area ha | | |
| Total | 3.509 | |
| Gross | 3.509 | ha |
| Net | 2.632 | ha |

| | |
|---|---|
| Characteristics | |
| Sub Area | South West EFDC |
| Green Brov | Green |
| Use | Agricultural |

| | | | | **Market** | | | | | **Affordable for Rent** | | | | **Shared Ownership** | | | | **First Homes** | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 60 | | Rounded | m2 | m2 | Circulation | 30 | | Rounded | m2 | 0 | | Rounded | m2 | 10 | | Rounded | m2 |
| Terrace | 2 | 75 | 0.0% | 15% | 9.00 | 9 | 675 | 70 | 0.0% | 20% | 6.00 | 6 | 420 | 30% | 0.00 | 0 | 0 | 30% | 3.00 | 3 | 210 |
| Terrace | 3 | 95 | 0.0% | 40% | 24.00 | 24 | 2,280 | 84 | 0.0% | 35% | 10.50 | 11 | 924 | 35% | 0.00 | 0 | 0 | 35% | 3.50 | 4 | 336 |
| Terrace | 4 | 110 | 0.0% | 15% | 9.00 | 9 | 990 | 97 | 0.0% | 10% | 3.00 | 3 | 291 | 5% | 0.00 | 0 | 0 | 5% | 0.50 | 1 | 97 |
| Semi | 2 | 85 | 0.0% | | 0.00 | 0 | 0 | 79 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 105 | 0.0% | 10% | 6.00 | 6 | 630 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 4 | 120 | 0.0% | 10% | 6.00 | 6 | 720 | 106 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 3 | 110 | 0.0% | | 0.00 | 0 | 0 | 102 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 4 | 135 | 0.0% | | 0.00 | 0 | 0 | 115 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 5 | 145 | 0.0% | | 0.00 | 0 | 0 | 119 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 1 | 50 | 15.0% | 5% | 3.00 | 3 | 173 | 50 | 15.0% | 20% | 6.00 | 6 | 345 | 10% | 0.00 | 0 | 0 | 10% | 1.00 | 1 | 58 |
| Flat to5 | 2 | 65 | 15.0% | 5% | 3.00 | 3 | 224 | 61 | 15.0% | 15% | 4.50 | 4 | 281 | 20% | 0.00 | 0 | 0 | 20% | 2.00 | 1 | 70 |
| Flat to5 | 3 | 75 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 1 | 50 | 17.0% | | 0.00 | 0 | 0 | 50 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 65 | 17.0% | | 0.00 | 0 | 0 | 61 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 75 | 17.0% | | 0.00 | 0 | 0 | 74 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **60.00** | **60** | **5,692** | | | **100%** | **30.00** | **30** | **2,261** | **100%** | **0.00** | **0** | **0** | **100%** | **10.00** | **10** | **771** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 1,305 | 1,969,245 |
| Terrace | 3 | | | 1,509 | 1,509 | 3,540 | 5,341,860 |
| Terrace | 4 | | | 1,509 | 1,509 | 1,378 | 2,079,402 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 630 | 987,840 |
| Semi | 4 | | | 1,568 | 1,568 | 720 | 1,128,960 |
| Det | 3 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 4 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 5 | | | 1,792 | 1,792 | 0 | 0 |
| Flat to5 | 1 | | | 1,764 | 1,764 | 575 | 1,014,300 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 575 | 1,014,300 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 1 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| | | | | | | 8,723 | 13,535,907 |
| | | | | | | | **1,552 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 18 | 0 | 0 |
| Terrace | 3 | 39 | 0 | 0 |
| Terrace | 4 | 13 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 6 | 0 | 0 |
| Semi | 4 | 6 | 0 | 0 |
| Det | 3 | 0 | 0 | 0 |
| Det | 4 | 0 | 0 | 0 |
| Det | 5 | 0 | 0 | 0 |
| Flat to5 | 1 | 10 | 0 | 0 |
| Flat to5 | 2 | 8 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 1 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0.000 | Outdoor Sport |
| 0.000 | Formal Play Space |
| 0.000 | Informal Amenity Green Space |
| 0.000 | Parks and Gardens |
| 0.000 | Accessible Natural Green Space |
| 0.000 | Allotments |
| 0.000 | 0.0000 |
| 0.000 | 0.0000 |
| **0.000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.877 | ha |
| Shortfall / Surplus | 0.877 | ha |

| **Summary** | | Construction | | | Saleable | |
|---|---|---|---|---|---|---|
| | | Units | m2 | Average | m2 | Average |
| Market Housing | | 60 | 5,692 | 94.86 | 5,640 | 94.00 |
| Aff - rented | | 30 | 2,261 | 75.35 | 2,179 | 72.63 |
| Shared Ownership | | 0 | 0 | 77.07 | 0 | 75.40 |
| First Homes | | 10 | 771 | 77.07 | 754 | 75.40 |
| | | **100** | **8,723** | | **8,573** | |

**Greenfield 100**

15

| | | | | | | |
|---|---|---|---|---|---|---|
| UNITS | | **100** | | | | |
| Affordable | | 40% | 40 | Shared Owne | 0% | |
| | | | | First Homes | 25% | % of Aff |

| | Rounded |
|---|---|
| 30 | 30 |
| 0.00 | 0 |
| 10 | 10 |
| 40 | 40 |

| | | | |
|---|---|---|---|
| Aff - rented | 75% | % of Aff | |

| | | | |
|---|---|---|---|
| Modelling | | | |
| Density | 35 | units/ha | |
| Net:Gross | 70% | | |

| | | |
|---|---|---|
| Area ha | | |
| Total | 4.082 | |
| Gross | 4.082 | ha |
| Net | 2.857 | ha |

| | |
|---|---|
| Characteristics | |
| Sub Area | South West EFDC |
| Green Brov | Green |
| Use | Agricultural |

| | | | | **Market** | | | | | | **Affordable for Rent** | | | | **Shared Ownership** | | | | **First Homes** | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 60 | | Rounded | m2 | m2 | Circulation | 30 | | Rounded | m2 | 0 | | Rounded | m2 | 10 | | Rounded | m2 |
| Terrace | 2 | 75 | 0.0% | 15% | 9.00 | 9 | 675 | 70 | 0.0% | 20% | 6.00 | 6 | 420 | 30% | 0.00 | 0 | 0 | 30% | 3.00 | 3 | 210 |
| Terrace | 3 | 95 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | 35% | 10.50 | 11 | 924 | 35% | 0.00 | 0 | 0 | 35% | 3.50 | 4 | 336 |
| Terrace | 4 | 110 | 0.0% | | 0.00 | 0 | 0 | 97 | 0.0% | 10% | 3.00 | 3 | 291 | 5% | 0.00 | 0 | 0 | 5% | 0.50 | 1 | 97 |
| Semi | 2 | 85 | 0.0% | | 0.00 | 0 | 0 | 79 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 105 | 0.0% | 50% | 30.00 | 30 | 3,150 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 4 | 120 | 0.0% | 10% | 6.00 | 6 | 720 | 106 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 3 | 110 | 0.0% | | 0.00 | 0 | 0 | 102 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 4 | 135 | 0.0% | 15% | 9.00 | 9 | 1,215 | 115 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 5 | 145 | 0.0% | 10% | 6.00 | 6 | 870 | 119 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 1 | 50 | 15.0% | | 0.00 | 0 | 0 | 50 | 15.0% | 20% | 6.00 | 6 | 345 | 10% | 0.00 | 0 | 0 | 10% | 1.00 | 1 | 58 |
| Flat to5 | 2 | 65 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | 15% | 4.50 | 4 | 281 | 20% | 0.00 | 0 | 0 | 20% | 2.00 | 1 | 70 |
| Flat to5 | 3 | 75 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 1 | 50 | 17.0% | | 0.00 | 0 | 0 | 50 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 65 | 17.0% | | 0.00 | 0 | 0 | 61 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 75 | 17.0% | | 0.00 | 0 | 0 | 74 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **60.00** | **60** | **6,630** | | | **100%** | **30.00** | **30** | **2,261** | **100%** | **0.00** | **0** | **0** | **100%** | **10.00** | **10** | **771** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 1,305 | 1,969,245 |
| Terrace | 3 | | | 1,509 | 1,509 | 1,260 | 1,901,340 |
| Terrace | 4 | | | 1,509 | 1,509 | 388 | 585,492 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 3,150 | 4,939,200 |
| Semi | 4 | | | 1,568 | 1,568 | 720 | 1,128,960 |
| Det | 3 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 4 | | | 1,792 | 1,792 | 1,215 | 2,177,280 |
| Det | 5 | | | 1,792 | 1,792 | 870 | 1,559,040 |
| Flat to5 | 1 | | | 1,764 | 1,764 | 403 | 710,010 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 351 | 618,723 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 1 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| | | | | | | 9,661 | 15,589,290 |
| | | | | | | | **1,614 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 18 | 0 | 0 |
| Terrace | 3 | 15 | 0 | 0 |
| Terrace | 4 | 4 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 30 | 0 | 0 |
| Semi | 4 | 6 | 0 | 0 |
| Det | 3 | 0 | 0 | 0 |
| Det | 4 | 9 | 0 | 0 |
| Det | 5 | 6 | 0 | 0 |
| Flat to5 | 1 | 7 | 0 | 0 |
| Flat to5 | 2 | 5 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 1 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0.000 | Outdoor Sport |
| 0.000 | Formal Play Space |
| 0.000 | Informal Amenity Green Space |
| 0.000 | Parks and Gardens |
| 0.000 | Accessible Natural Green Space |
| 0.000 | Allotments |
| 0.000 | 0.0000 |
| 0.000 | 0.0000 |
| **0.000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 1.224 | ha |
| Shortfall / Surplus | 1.224 | ha |

| **Summary** | | Construction | | Saleable | |
|---|---|---|---|---|---|
| | Units | m2 | Average | m2 | Average |
| Market Housing | 60 | 6,630 | 110.50 | 6,630 | 110.50 |
| Aff - rented | 30 | 2,261 | 75.35 | 2,179 | 72.63 |
| Shared Ownership | 0 | 0 | 77.07 | 0 | 75.40 |
| First Homes | 10 | 771 | 77.07 | 754 | 75.40 |
| | **100** | **9,661** | | **9,563** | |

**Greenfield 60 HD**

| | | |

**Greenfield 60**

17

| | | |

**Greenfield 60 LD**

| | | |

**Greenfield 20 HD**

19 UNITS **20**
Affordable 40%

| | | | | |
|---|---|---|---|---|
| Aff - rented | 75% | % of Aff | 6 | 6 |
| 8 Shared Owne | 0% | | 0.00 | 0 |
| First Homes | 25% | % of Aff | 2 | 2 |
| | | | 8 | 8 |

Modelling
Density 38 units/ha
Net:Gross 75%

Area ha
Total 0.702
Gross 0.702 ha
Net 0.526 ha

Characteristics
Sub Area South West EFDC
Green Brov Green
Use Agricultural

| | Beds | m2 | Circulation | Market 12 | | Rounded | m2 | m2 | Circulation | Affordable for Rent 6 | | Rounded | m2 | Shared Ownership 0 | | Rounded | m2 | First Homes 2 | | Rounded | m2 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Terrace | 2 | 75 | 0.0% | 15% | 1.80 | 2 | 150 | 70 | 0.0% | 20% | 1.20 | 1 | 70 | 30% | 0.00 | 0 | 0 | 30% | 0.60 | 1 | 70 |
| Terrace | 3 | 95 | 0.0% | 40% | 4.80 | 5 | 475 | 84 | 0.0% | 35% | 2.10 | 2 | 168 | 35% | 0.00 | 0 | 0 | 35% | 0.70 | 1 | 84 |
| Terrace | 4 | 110 | 0.0% | 15% | 1.80 | 2 | 220 | 97 | 0.0% | 10% | 0.60 | 1 | 97 | 5% | 0.00 | 0 | 0 | 5% | 0.10 | 0 | 0 |
| Semi | 2 | 85 | 0.0% | | 0.00 | 0 | 0 | 79 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 105 | 0.0% | 10% | 1.20 | 1 | 105 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 4 | 120 | 0.0% | 10% | 1.20 | 1 | 120 | 106 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 3 | 110 | 0.0% | | 0.00 | 0 | 0 | 102 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 4 | 135 | 0.0% | | 0.00 | 0 | 0 | 115 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 5 | 145 | 0.0% | | 0.00 | 0 | 0 | 119 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 1 | 50 | 15.0% | 5% | 0.60 | 0 | 0 | 50 | 15.0% | 20% | 1.20 | 1 | 58 | 10% | 0.00 | 0 | 0 | 10% | 0.20 | 0 | 0 |
| Flat to5 | 2 | 65 | 15.0% | 5% | 0.60 | 1 | 75 | 61 | 15.0% | 15% | 0.90 | 1 | 70 | 20% | 0.00 | 0 | 0 | 20% | 0.40 | 0 | 0 |
| Flat to5 | 3 | 75 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 1 | 50 | 17.0% | | 0.00 | 0 | 0 | 50 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 65 | 17.0% | | 0.00 | 0 | 0 | 61 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 75 | 17.0% | | 0.00 | 0 | 0 | 74 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **12.00** | **12** | **1,145** | | | **100%** | **6.00** | **6** | **463** | **100%** | **0.00** | **0** | **0** | **100%** | **2.00** | **2** | **154** |

| | | | BCIS Lower Q | Median | Used | m2 | |
|---|---|---|---|---|---|---|---|
| Terrace | 2 | | | 1,509 | 1,509 | 290 | 437,610 |
| Terrace | 3 | | | 1,509 | 1,509 | 727 | 1,097,043 |
| Terrace | 4 | | | 1,509 | 1,509 | 317 | 478,353 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 105 | 164,640 |
| Semi | 4 | | | 1,568 | 1,568 | 120 | 188,160 |
| Det | 3 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 4 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 5 | | | 1,792 | 1,792 | 0 | 0 |
| Flat to5 | 1 | | | 1,764 | 1,764 | 58 | 101,430 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 145 | 255,604 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 1 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| | | | | | | 1,761 | 2,722,840 |
| | | | | | | | **1,546 £/m2** |

| Occupants | Beds | Count | Population per unit | |
|---|---|---|---|---|
| Terrace | 2 | 4 | 0 | 0 |
| Terrace | 3 | 8 | 0 | 0 |
| Terrace | 4 | 3 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 1 | 0 | 0 |
| Semi | 4 | 1 | 0 | 0 |
| Det | 3 | 0 | 0 | 0 |
| Det | 4 | 0 | 0 | 0 |
| Det | 5 | 0 | 0 | 0 |
| Flat to5 | 1 | 1 | 0 | 0 |
| Flat to5 | 2 | 2 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 1 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | | |
|---|---|---|
| 0.000 | Outdoor Sport | |
| 0.000 | Formal Play Space | |
| 0.000 | Informal Amenity Green Space | |
| 0.000 | Parks and Gardens | |
| 0.000 | Accessible Natural Green Space | |
| 0.000 | Allotments | |
| 0.000 | 0.0000 | |
| 0.000 | 0.0000 | |
| **0.000** | **m2** | |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.175 | ha |
| Shortfall / Surplus | 0.175 | ha |

| **Summary** | Units | Construction m2 | Construction Average | Saleable m2 | Saleable Average |
|---|---|---|---|---|---|
| Market Housing | 12 | 1,145 | 95.40 | 1,135 | 94.58 |
| Aff - rented | 6 | 463 | 77.11 | 446 | 74.33 |
| Shared Ownership | 0 | 0 | 77.00 | 0 | 77.00 |
| First Homes | 2 | 154 | 77.00 | 154 | 77.00 |
| | **20** | **1,761** | | **1,735** | |

**Greenfield 20**

| | | |

**Greenfield 20 LD**

| | | |

**Greenfield 12**

22

| | | | | | | |
|---|---|---|---|---|---|---|
| UNITS | | **12** | Aff - rented | 75% | % of Aff | 3.6 |
| Affordable | | 40% | 4.8 Shared Owne | 0% | | 0.00 |
| | | | First Homes | 25% | % of Aff | 1.2 |
| | | | | | | 4.8 |

| Rounded |
|---|
| 4 |
| 0 |
| 1 |
| 5 |

| | | | |
|---|---|---|---|
| Modelling | | Area ha | |
| Density | 30 units/ha | Total | 0.533 |
| Net:Gross | 75% | Gross | 0.533 ha |
| | | Net | 0.400 ha |

Characteristics
Sub Area South West EFDC
Green Brov Green
Use Paddock

| | | | | Market | | | | | | Affordable for Rent | | | | Shared Ownership | | | | First Homes | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 7.2 | | Rounded | m2 | m2 | Circulation | 4 | | Rounded | m2 | 0 | | Rounded | m2 | 1 | | Rounded | m2 |
| Terrace | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | 100% | 4.00 | 4 | 280 | 100% | 0.00 | 0 | 0 | 100% | 1.00 | 1 | 70 |
| Terrace | 3 | 95 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 4 | 110 | 0.0% | | 0.00 | 0 | 0 | 97 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 2 | 85 | 0.0% | | 0.00 | 0 | 0 | 79 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 105 | 0.0% | 60% | 4.32 | 4 | 420 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 4 | 120 | 0.0% | | 0.00 | 0 | 0 | 106 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 3 | 110 | 0.0% | | 0.00 | 0 | 0 | 102 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 4 | 135 | 0.0% | 40% | 2.88 | 3 | 405 | 115 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Det | 5 | 145 | 0.0% | | 0.00 | 0 | 0 | 119 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 1 | 50 | 15.0% | | 0.00 | 0 | 0 | 50 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 2 | 65 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 3 | 75 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 1 | 50 | 17.0% | | 0.00 | 0 | 0 | 50 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 65 | 17.0% | | 0.00 | 0 | 0 | 61 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 75 | 17.0% | | 0.00 | 0 | 0 | 74 | 17.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **7.20** | **7** | **825** | | | **100%** | **4.00** | **4** | **280** | **100%** | **0.00** | **0** | **0** | **100%** | **1.00** | **1** | **70** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 350 | 528,150 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 4 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 420 | 658,560 |
| Semi | 4 | | | 1,568 | 1,568 | 0 | 0 |
| Det | 3 | | | 1,792 | 1,792 | 0 | 0 |
| Det | 4 | | | 1,792 | 1,792 | 405 | 725,760 |
| Det | 5 | | | 1,792 | 1,792 | 0 | 0 |
| Flat to5 | 1 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 1 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| | | | | | | 1,175 | 1,912,470 |
| | | | | | | | **1,628 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 5 | 0 | 0 |
| Terrace | 3 | 0 | 0 | 0 |
| Terrace | 4 | 0 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 4 | 0 | 0 |
| Semi | 4 | 0 | 0 | 0 |
| Det | 3 | 0 | 0 | 0 |
| Det | 4 | 3 | 0 | 0 |
| Det | 5 | 0 | 0 | 0 |
| Flat to5 | 1 | 0 | 0 | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 1 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0.000 | Outdoor Sport |
| 0.000 | Formal Play Space |
| 0.000 | Informal Amenity Green Space |
| 0.000 | Parks and Gardens |
| 0.000 | Accessible Natural Green Space |
| 0.000 | Allotments |
| 0.000 | 0.0000 |
| 0.000 | 0.0000 |
| **0.000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.133 | ha |
| Shortfall / Surplus | 0.133 | ha |

| **Summary** | | Construction | | Saleable | |
|---|---|---|---|---|---|
| | Units | m2 | Average | m2 | Average |
| Market Housing | 7 | 825 | 117.86 | 825 | 117.86 |
| Aff - rented | 4 | 280 | 70.00 | 280 | 70.00 |
| Shared Ownership | 0 | 0 | 70.00 | 0 | 70.00 |
| First Homes | 1 | 70 | 70.00 | 70 | 70.00 |
| | **12** | **1,175** | | **1,175** | |

**Greenfield 8**

| | | |

FOR APPRAISALS

| SITE | | | Site 1 Flats 100 HD | Site 2 Flats 100 PRS HD | Site 3 Flats 40 HD | Site 4 Flats 40 PRS HD | Site 5 Urban 60 HD | Site 6 Urban 60 | Site 7 Urban 30 HD | Site 8 Urban 30 | Site 9 Urban 15 HD | Site 10 Urban 15 | Site 11 Urban 9 HD | Site 12 Urban 9 | Site 13 Large Greenfield 200 | Site 14 Greenfield 100 HD | Site 15 Greenfield 100 | Site 16 Greenfield 60 HD | Site 17 Greenfield 60 | Site 18 Greenfield 60 LD | Site 19 Greenfield 20 HD | Site 20 Greenfield 20 | Site 21 Greenfield 20 LD | Site 22 Greenfield 12 | Site 23 Greenfield 8 | Site 24 East of Harlow (North) | Site 25 Latton Priory | Site 26 Water Lane (Sumners) | Site 27 Water Lane (Katherines) | Site 28 South Epping MPA | Site 29 North Weald Bassett MPA | Site 30 Waltham Abbey North MPA |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Sub Area | | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | South West | Harlow | Harlow | Harlow | Harlow | Epping | Rural EFDC | Waltham |
| | Green Brown | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Use | | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Paddock | Paddock | Agricultural | Agricultural | Agricultural | Ag / Glass | Agricultural | Agricultural | Agricultural |
| AREA | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Total | ha | 1.136 | 1.136 | 0.500 | 0.500 | 1.364 | 2.286 | 0.682 | 1.143 | 0.313 | 0.536 | 0.225 | 0.321 | 8.163 | 3.509 | 4.082 | 2.105 | 2.449 | 2.857 | 0.702 | 0.816 | 0.952 | 0.533 | 0.356 | 35.714 | 120.000 | 36.040 | 69.700 | 21.429 | 46.154 | 31.794 |
| | Gross | ha | 1.136 | 1.136 | 0.500 | 0.500 | 1.364 | 2.286 | 0.682 | 1.143 | 0.313 | 0.536 | 0.225 | 0.321 | 8.163 | 3.509 | 4.082 | 2.105 | 2.449 | 2.857 | 0.702 | 0.816 | 0.952 | 0.533 | 0.356 | 35.714 | 120.000 | 36.040 | 69.700 | 21.429 | 46.154 | 31.794 |
| | Net | ha | 0.909 | 0.909 | 0.400 | 0.400 | 1.091 | 1.714 | 0.545 | 0.857 | 0.250 | 0.429 | 0.180 | 0.257 | 5.714 | 2.632 | 2.857 | 1.579 | 1.714 | 2.000 | 0.526 | 0.571 | 0.667 | 0.400 | 0.267 | 21.429 | 32.683 | 23.057 | 38.029 | 12.857 | 30.000 | 21.143 |
| UNITS | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Units | | 100 | 100 | 40 | 40 | 60 | 60 | 30 | 30 | 15 | 15 | 9 | 9 | 200 | 100 | 100 | 60 | 60 | 60 | 20 | 20 | 20 | 12 | 8 | | | | | | | |
| UNIT SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Market Housing | m2 | 78.39 | 78.39 | 78.24 | 78.24 | 94.99 | 94.99 | 103.33 | 96.93 | 108.33 | 101.67 | 76.03 | 105.56 | 110.50 | 94.86 | 110.50 | 94.99 | 111.11 | 111.11 | 95.40 | 109.58 | 109.58 | 117.86 | 111.88 | 110.41 | 110.47 | 110.45 | 110.51 | 110.35 | 110.44 | 110.45 |
| | Aff to rent | m2 | 73.87 | 74.12 | 74.30 | 74.66 | 74.91 | 74.91 | 71.96 | 74.91 | 68.08 | 73.13 | 76.03 | 105.56 | 75.12 | 75.35 | 75.35 | 74.91 | 74.91 | 74.91 | 77.11 | 77.11 | 77.11 | 70.00 | 111.88 | 75.20 | 75.13 | 75.20 | 75.13 | 75.20 | 75.15 | 75.14 |
| | Shared Ownership | m2 | 76.17 | 74.12 | 74.98 | 74.66 | 72.61 | 72.61 | 74.77 | 74.72 | 70.15 | 70.00 | 76.03 | 105.56 | 75.03 | 77.07 | 77.07 | 72.61 | 72.61 | 72.61 | 77.00 | 77.00 | 77.00 | 70.00 | 111.88 | 74.99 | 75.14 | 75.14 | 75.18 | 74.82 | 74.94 | 75.23 |
| | First Homes | m2 | 76.17 | 74.12 | 78.98 | 74.66 | 72.61 | 72.61 | 74.77 | 74.72 | 70.15 | 70.00 | 76.03 | 105.56 | 75.03 | 77.07 | 77.07 | 72.61 | 72.61 | 72.61 | 77.00 | 77.00 | 77.00 | 70.00 | 111.88 | 74.99 | 75.14 | 75.14 | 75.18 | 74.82 | 74.94 | 75.23 |
| BASE CONSTRUCTION | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | BCIS | £/m2 | 2,076 | 2,076 | 2,076 | 2,076 | 1,557 | 1,557 | 1,633 | 1,551 | 1,671 | 1,573 | 1,764 | 1,568 | 1,617 | 1,552 | 1,614 | 1,557 | 1,617 | 1,617 | 1,546 | 1,610 | 1,610 | 1,628 | 1,633 | 1,616 | 1,617 | 1,616 | 1,617 | 1,616 | 1,616 | 1,616 |
| | Site Costs | % | 5% | 5% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 15% | 15% | 15% | 15% | 15% | 15% | 10% | 10% | 10% | 10% | 10% | 15% | 15% | 15% | 15% | 15% | 15% | 15% |
| | Abnormals | % | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% |
| | | £ | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 | 0 | 15,000 | 0 | 0 | 0 | 225,000 | 0 | 112,500 | 0 | 67,500 | 67,500 | 0 | 22,500 | 22,500 | 22,500 | 15,000 | 840,000 | 1,507,500 | 907,500 | 1,500,000 | 502,500 | 1,177,500 | 832,500 |
| | Contingency | % | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 2.5% | 2.5% | 2.5% | 2.5% | 2.5% | 2.5% | 2.5% | 2.5% | 2.5% | 2.5% | 2.5% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% | 5.0% |
| | Small Sites | % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| FEES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Professional | | | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | 10% | | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 10% | 10% | 10% | 10% | 10% | 10% | 10% |
| | Planning <50 | £/unit | | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 | 462 |
| | Planning >50 | £/unit | | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 | 138 |
| SALES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Agents | % | | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% |
| | Legal | % | | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% |
| | | £/unit | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Misc. | % | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| ACQUISITION | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Agents | % | | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% |
| | Legal | % | | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% |
| DEVELOPER'S RETURN | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Market Housing | % Value | | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| | Affordable Housing | % Value | | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| | First Homes | % Value | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| FINANCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Fees | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Interest | | | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% | 7.0% |
| | Legal and Valuation | | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| LAND | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | EUV | | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 50,000 | 50,000 | 25,000 | 25,000 | 25,000 | 317,285 | 25,000 | 25,000 | 25,000 |
| | Premium | % EUV | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| | Premium | £/ha | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 500,000 | 300,000 | 300,000 | 300,000 |
| | Easements etc | £ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| VALUES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Market Housing | £/m2 | 6,300 | 4,800 | 6,300 | 4,800 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | 5,900 | 5,900 | 5,900 | 5,900 | 5,900 | 5,900 | 5,900 | 5,900 | 5,900 | 5,900 | 5,900 | 4,485 | 4,485 | 4,485 | 4,485 | 5,750 | 5,150 | 5,750 |
| | Aff Rent | £/m2 | 3,465 | 3,840 | 3,465 | 3,840 | 3,300 | 3,300 | 3,300 | 3,300 | 3,300 | 3,300 | 3,300 | 3,300 | 3,245 | 3,245 | 3,245 | 3,245 | 3,245 | 3,245 | 3,245 | 3,245 | 3,245 | 3,245 | 3,245 | 2,467 | 2,467 | 2,467 | 2,467 | 3,163 | 2,833 | 3,163 |
| | Social Rent | £/m2 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 | 1,865 |
| | Shared Ownership | £/m2 | 4,410 | 3,360 | 4,410 | 3,360 | 4,200 | 4,200 | 4,200 | 4,200 | 4,200 | 4,200 | 4,200 | 4,200 | 4,130 | 4,130 | 4,130 | 4,130 | 4,130 | 4,130 | 4,130 | 4,130 | 4,130 | 4,130 | 4,130 | 3,140 | 3,140 | 3,140 | 3,140 | 4,025 | 3,605 | 4,025 |
| | First Homes | £/m2 | 3,795 | 0 | 3,704 | 0 | 3,484 | 3,484 | 3,641 | 3,488 | 4,098 | 3,571 | 0 | 0 | 3,391 | 3,258 | 3,258 | 3,476 | 3,476 | 3,476 | 3,476 | 3,247 | 3,247 | 3,571 | 0 | 3,034 | 3,034 | 3,035 | 3,033 | 3,369 | 3,273 | 3,365 |
| GRANT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Intermediate to Buy | £/unit | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Affordable Rent | £/unit | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Social Rent | £/unit | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POLICY REQUIREMENTS | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Biodiversity NG | % | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.10% | 0.25% | 0.10% | 0.10% | 0.10% |
| | | £/ha | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | CO2 Plus | % | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% |
| | | £/m2 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | Acc & Adpt | % | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | | £/m2 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 |
| | Water | £/m2 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 |
| | Over Extra 1 | % | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | | £/m2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Over Extra 2 | % | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | | £/m2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | CIL | £/m2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | Pre CIL s106 | £/unit | 13,904 | 13,904 | 13,904 | 13,904 | 21,675 | 21,675 | 21,028 | 21,999 | 19,732 | 22,323 | 13,904 | 23,618 | 22,307 | 21,869 | 22,452 | 21,675 | 22,323 | 22,323 | 22,161 | 22,647 | 22,647 | 23,618 | 23,618 | 62,157 | 61,961 | 63,891 | 63,816 | 31,466 | 30,705 | 25,655 |
| | Post CIL s106 | £/unit | 13,904 | 13,904 | 13,904 | 13,904 | 21,675 | 21,675 | 21,028 | 21,999 | 19,732 | 22,323 | 13,904 | 23,618 | 22,307 | 21,869 | 22,452 | 21,675 | 22,323 | 22,323 | 22,161 | 22,647 | 22,647 | 23,618 | 23,618 | 62,157 | 61,961 | 63,891 | 63,816 | 31,466 | 30,705 | 25,655 |
| | Inf Tariff | % GDV | | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| | Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Overall | | 40.0% | 20.0% | 40.0% | 20.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% |
| | Aff Rent | 75.0% | 30.0% | 20.0% | 30.0% | 20.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% |
| | Social Rent | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| | Shared Ownership | 25.0% | 10.0% | 0.0% | 10.0% | 0.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% |
| | First Homes | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 9 | Site 10 | Site 11 | Site 12 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 | Site 21 | Site 22 | Site 23 | Site 24 | Site 25 | Site 26 | Site 27 | Site 28 | Site 29 | Site 30 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Flats 100 HD | Flats 100 PRS HD | Flats 40 HD | Flats 40 PRS HD | Urban 60 HD | Urban 60 | Urban 30 HD | Urban 30 | Urban 15 HD | Urban 15 | Urban 9 HD | Urban 9 | Large Greenfield | Greenfield 100 HD | Greenfield 100 | Greenfield 60 HD | Greenfield 60 | Greenfield 60 LD | Greenfield 20 HD | Greenfield 20 | Greenfield 20 LD | Greenfield 12 | Greenfield 8 | East of Harlow | Latton Priory | Water Lane (Sumners) | Water Lane (Katherines) | South Epping MPA | North Weald Bassett MPA | Waltham Abbey North |
| | | | South West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | South West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | uth West EFDC | Harlow | Harlow | Harlow | Harlow | Epping | Rural EFDC | altham Abbey |
| | Green/brown field | | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green |
| | Use | | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Paddock | Paddock | Agricultural | Agricultural | Agricultural | Ag / Glass | Agricultural | Agricultural | Agricultural |
| Site Area | Gross | ha | 1.136 | 1.136 | 0.500 | 0.500 | 1.364 | 2.286 | 0.682 | 1.143 | 0.313 | 0.536 | 0.225 | 0.321 | 8.163 | 3.509 | 4.082 | 2.105 | 2.449 | 2.857 | 0.702 | 0.816 | 0.952 | 0.533 | 0.356 | 35.714 | 120.000 | 36.040 | 69.700 | 21.429 | 46.154 | 31.794 |
| | Net | ha | 0.909 | 0.909 | 0.400 | 0.400 | 1.091 | 1.714 | 0.545 | 0.857 | 0.250 | 0.429 | 0.180 | 0.257 | 5.714 | 2.632 | 2.857 | 1.579 | 1.714 | 2.000 | 0.526 | 0.571 | 0.667 | 0.400 | 0.267 | 21.429 | 32.683 | 23.057 | 38.029 | 12.857 | 30.000 | 21.143 |
| Units | | | 100 | 100 | 40 | 40 | 60 | 60 | 30 | 30 | 15 | 15 | 9 | 9 | 200 | 100 | 100 | 60 | 60 | 60 | 20 | 20 | 20 | 12 | 8 | 750 | 1,340 | 807 | 1,331 | 450 | 1,050 | 740 |
| Mix | Market Housing | | 60.0% | 80.0% | 60.0% | 80.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% |
| | Affordable Overall | | 40.0% | 20.0% | 40.0% | 20.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% | 40.0% |
| | Affordable Rent | | 30.0% | 20.0% | 30.0% | 20.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% | 30.0% |
| | Social Rent | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| | Shared Ownership | | 10.0% | 0.0% | 10.0% | 0.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% |
| | First Homes | | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Existing Use Value | | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 50,000 | 50,000 | 25,000 | 25,000 | 25,000 | 317,285 | 25,000 | 25,000 | 25,000 |
| | | £ site | 2,272,727 | 2,272,727 | 1,000,000 | 1,000,000 | 2,727,273 | 4,571,429 | 1,363,636 | 2,285,714 | 625,000 | 1,071,429 | 450,000 | 642,857 | 204,082 | 87,719 | 102,041 | 52,632 | 61,224 | 71,429 | 17,544 | 20,408 | 23,810 | 26,667 | 17,778 | 892,857 | 3,000,000 | 901,000 | 22,114,739 | 535,714 | 1,153,846 | 794,844 |
| Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 500,000 | 300,000 | 300,000 | 300,000 |
| | | £ site | 454,545 | 454,545 | 200,000 | 200,000 | 545,455 | 914,286 | 272,727 | 457,143 | 125,000 | 214,286 | 90,000 | 128,571 | 2,448,980 | 1,052,632 | 1,224,490 | 631,579 | 734,694 | 857,143 | 210,526 | 244,898 | 285,714 | 160,000 | 106,667 | 10,714,286 | 36,000,000 | 10,812,000 | 34,850,000 | 6,428,571 | 13,846,154 | 9,538,131 |
| Benchmark Land Value | | £/ha | 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 | 325,000 | 325,000 | 325,000 | 325,000 | 325,000 | 325,000 | 325,000 | 325,000 | 325,000 | 350,000 | 350,000 | 325,000 | 325,000 | 325,000 | 817,285 | 325,000 | 325,000 | 325,000 |
| | | £ site | 2,727,273 | 2,727,273 | 1,200,000 | 1,200,000 | 3,272,727 | 5,485,714 | 1,636,364 | 2,742,857 | 750,000 | 1,285,714 | 540,000 | 771,429 | 2,653,061 | 1,140,351 | 1,326,531 | 684,211 | 795,918 | 928,571 | 228,070 | 265,306 | 309,524 | 186,667 | 124,444 | 11,607,143 | 39,000,000 | 11,713,000 | 56,964,739 | 6,964,286 | 15,000,000 | 10,332,975 |
| Residual | Gross | £/ha | 1,568,969 | -971,829 | 690,672 | -1,687,181 | 3,934,977 | 2,347,571 | 3,960,706 | 2,460,857 | 4,288,399 | 2,740,028 | 1,224,989 | 3,023,568 | 2,432,909 | 2,647,017 | 2,544,578 | 2,643,138 | 2,565,096 | 2,198,653 | 2,950,007 | 2,789,209 | 2,390,750 | 2,716,504 | 2,690,549 | -340,450 | -190,129 | -402,782 | -345,830 | 1,616,150 | 900,898 | 1,761,935 |
| | Net | £/ha | 1,961,211 | -1,214,786 | 863,340 | -2,108,976 | 4,918,721 | 3,130,095 | 4,950,882 | 3,281,143 | 5,360,498 | 3,425,035 | 1,531,236 | 3,779,460 | 3,475,584 | 3,529,356 | 3,635,111 | 3,524,184 | 3,664,422 | 3,140,933 | 3,933,343 | 3,984,584 | 3,415,357 | 3,622,005 | 3,587,399 | -567,417 | -698,087 | -629,578 | -633,848 | 2,693,584 | 1,385,997 | 2,649,527 |
| | | £ site | 1,782,919 | -1,104,351 | 345,336 | -843,591 | 5,365,877 | 5,365,877 | 2,700,481 | 2,812,408 | 1,340,125 | 1,467,872 | 275,623 | 971,861 | 19,860,480 | 9,287,778 | 10,386,031 | 5,564,501 | 6,281,867 | 6,281,867 | 2,070,181 | 2,276,905 | 2,276,905 | 1,448,802 | 956,640 | -12,158,943 | -22,815,525 | -14,516,266 | -24,104,322 | 34,631,789 | 41,579,903 | 56,018,561 |
| Additional Profit | | £ site | -1,059,467 | -4,228,494 | -958,845 | -2,223,074 | 2,368,667 | -135,611 | 1,193,830 | 78,029 | 662,059 | 204,362 | -296,604 | 224,865 | 21,377,677 | 9,460,443 | 10,519,504 | 5,570,439 | 6,261,746 | 6,110,334 | 2,065,965 | 2,256,806 | 2,207,198 | 1,413,984 | 929,131 | -30,280,372 | -84,861,100 | -36,585,496 | -99,514,251 | 34,768,964 | 37,681,494 | 59,452,386 |
| | | £/m2 | -225 | -674 | -511 | -888 | 693 | -40 | 642 | 45 | 679 | 223 | -722 | 394 | 1,612 | 1,662 | 1,587 | 1,629 | 1,565 | 1,528 | 1,805 | 1,716 | 1,678 | 1,666 | 1,730 | -609 | -955 | -684 | -1,128 | 1,167 | 542 | 1,212 |

# SW Appendix
## Site 1

| Site 1 | Flats 100 HD |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number 100 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 78.4 | | 67.00 | 60.00% | 60 | 6,300 | 25,326,000 | 4,703 |
| Affordable Overall | | | | 40% | 40 | | | |
| Affordable Rent | 73.9 | | 63.13 | 30.00% | 30 | 3,465 | 6,562,710 | 2,216 |
| Social Rent | 73.9 | | 63.13 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 76.2 | | 65.10 | 10.00% | 10 | 4,410 | 2,870,910 | 762 |
| First Homes | 76.2 | | 65.10 | 0.00% | 0 | 3,795 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.909 | ha | | 110 | /ha | | **34,759,620** | **7,681** |
| SITE AREA - Gross | 1.136 | ha | | 88 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **1,782,919** | **1,961,211** | **1,568,969** |
| Existing Use Value | | 2,272,727 | | 2,000,000 |
| Uplift | 20% | 454,545 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **2,727,273** | | **2,400,000** |
| | | £/m2 | | |
| **Additional Profit** | | **-1,059,467** | | **-225** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | | |
| | Land | | | | 1,782,919 | |
| | Stamp Duty | | | 78,646 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 26,744 | 105,390 | |
| **Fees** | | | | | | |
| | Planning | | | 30,000 | | |
| | Professional | | 10.00% | 2,109,591 | 2,139,591 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 2,332 | 17,914,100 | | |
| | s106 / CIL / IT | | | 1,390,400 | | |
| | Contingency | | 5.00% | 895,705 | | |
| | Abnormals | % | 5.00% | 895,705 | | |
| | | £ | | 0 | 21,095,910 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 1,042,789 | | |
| | Legals | % | 0.5% | 173,798 | | |
| | | £/unit | 0 | 100 | | |
| | Misc. | % | 0.0% | 0 | 1,216,687 | **26,340,497** |

**Developers Profit**

| | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **5,065,200** |
| Affordable Housing | % Value | 20.00% | **1,886,724** |
| First Homes | % Value | 20.00% | **0** |

**Planning fee calc**

| | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 100 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 50 | 138 | 6,900 |
| | | **Total** | 30,000 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 1,782,919 |
| | **Total** | 78,646 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 2,727,273 |
| | **Total** | 125,864 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 13,904 | £/ Unit (all) | |
| | | Total | **1,390,400** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 13,904 | £/ Unit (all) | 1,390,400 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,390,400** |

| | | |
|---|---|---|
| Inf Tariff | % GDV | |
| | 0.00% | **0** |

| **Build Cost** | | | /m2 |
|---|---|---|---|
| | | | 2,076.00 |
| CO2 Plus | % | 6.00% | 124.56 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **2,210.66** |
| **Site Costs** | Base | 5.00% | 110.53 |
| | BNG | 0.50% | 11.05 |
| | | | **2,332.25** |

**RESIDUAL CASH FLOW FOR INTEREST**

| INCOME | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UNITS Started | | | | 25 | 25 | 25 | 25 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 6,331,500 | 6,331,500 | 6,331,500 | 6,331,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 1,640,678 | 1,640,678 | 1,640,678 | 1,640,678 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 717,728 | 717,728 | 717,728 | 717,728 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **8,689,905** | **8,689,905** | **8,689,905** | **8,689,905** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 78,646 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 26,744 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 30,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 1,054,796 | | 1,054,796 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 1,492,842 | 2,985,683 | 4,478,525 | 4,478,525 | 2,985,683 | 1,492,842 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 115,867 | 231,733 | 347,600 | 347,600 | 231,733 | 115,867 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 74,642 | 149,284 | 223,926 | 223,926 | 149,284 | 74,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 74,642 | 149,284 | 223,926 | 223,926 | 149,284 | 74,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 260,697 | 260,697 | 260,697 | 260,697 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 43,450 | 43,450 | 43,450 | 43,450 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **1,190,185** | **0** | **2,812,788** | **3,515,985** | **5,273,978** | **5,273,978** | **3,820,132** | **2,062,139** | **304,147** | **304,147** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **1,782,919** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 52,029 | 52,940 | 103,090 | 166,424 | 261,631 | 358,504 | 279,557 | 168,463 | 24,661 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 5,065,200 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,886,724 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -2,973,105 | -52,029 | -2,865,728 | -3,619,075 | -5,440,402 | -5,535,609 | 4,511,269 | 6,348,209 | 8,217,295 | 8,361,098 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -6,951,924 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -2,973,105 | -3,025,134 | -5,890,862 | -9,509,937 | -14,950,338 | -20,485,947 | -15,974,678 | -9,626,469 | -1,409,174 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| INCOME | As Above | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **8,689,905** | **8,689,905** | **8,689,905** | **8,689,905** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 2,727,273 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 125,864 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 40,909 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 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 |
| Professional | | 1,054,796 | 0 | 1,054,796 | 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 | 1,492,842 | 2,985,683 | 4,478,525 | 4,478,525 | 2,985,683 | 1,492,842 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | -1,059,467 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 115,867 | 231,733 | 347,600 | 347,600 | 231,733 | 115,867 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 74,642 | 149,284 | 223,926 | 223,926 | 149,284 | 74,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 74,642 | 149,284 | 223,926 | 223,926 | 149,284 | 74,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 260,697 | 260,697 | 260,697 | 260,697 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 43,450 | 43,450 | 43,450 | 43,450 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **3,978,841** | **0** | **2,812,788** | **2,456,518** | **5,273,978** | **5,273,978** | **3,820,132** | **2,062,139** | **304,147** | **304,147** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 69,630 | 70,848 | 121,312 | 166,424 | 261,631 | 358,504 | 279,557 | 168,463 | 24,661 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 5,065,200 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,886,724 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -3,978,841 | -69,630 | -2,883,636 | -2,577,830 | -5,440,402 | -5,535,609 | 4,511,269 | 6,348,209 | 8,217,295 | 8,361,098 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -6,951,924 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -3,978,841 | -4,048,471 | -6,932,107 | -9,509,937 | -14,950,338 | -20,485,947 | -15,974,678 | -9,626,469 | -1,409,174 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 6,951,924 | 0 |

# SW Appendix
## Site 2

| Site 2 | Flats 100 PRS HD |
|---|---|

| INCOME | Av Size m2 Gross | Net | % | Number 100 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 78.4 | 67.00 | 80.00% | 80 | 4,800 | 25,728,000 | 6,271 |
| Affordable Overall | | | 20% | 20 | | | |
| Affordable Rent | 74.1 | 63.35 | 20.00% | 20 | 3,840 | 4,865,280 | 1,482 |
| Social Rent | 74.1 | 63.35 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 74.1 | 63.35 | 0.00% | 0 | 3,360 | 0 | 0 |
| First Homes | 74.1 | 63.35 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| | Shared Ownership | | | | 0 | 0 | |
| SITE AREA - Net | 0.909 ha | | 110 | /ha | | **30,593,280** | **7,754** |
| SITE AREA - Gross | 1.136 ha | | 88 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **-1,104,351** | **-1,214,786** | **-971,829** |
| Existing Use Value | 2,272,727 | | 2,000,000 |
| Uplift 20% | 454,545 | | 400,000 |
| Plus /ha 0 | 0 | | 0 |
| **Benchmark Land Value** | **2,727,273** | | **2,400,000** |
| | £/m2 | | |
| **Additional Profit** | **-4,228,494** | | **-674** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | -1,104,351 | |
| | Stamp Duty | | | 0 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | -16,565 | -16,565 | |
| **Fees** | | | | | | |
| | Planning | | | 30,000 | | |
| | Professional | | 10.00% | 2,128,201 | 2,158,201 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 2,332 | 18,083,282 | | |
| | s106 / CIL / IT | | | 1,390,400 | | |
| | Contingency | | 5.00% | 904,164 | | |
| | Abnormals | % | 5.00% | 904,164 | | |
| | | £ | | 0 | 21,282,010 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 917,798 | | |
| | Legals | % | 0.5% | 152,966 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 1,070,765 | **23,390,059** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **5,145,600** |
| | Affordable Housing | % Value | 20.00% | **973,056** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 100 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 50 | 138 | 6,900 |
| | | **Total** | 30,000 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -1,104,351 |
| | **Total** | 0 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,727,273 |
| | **Total** | 125,864 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 13,904 | £/ Unit (all) | |
| | | Total | **1,390,400** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 13,904 | £/ Unit (all) | 1,390,400 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,390,400** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 2,076.00 |
| CO2 Plus | % | 6.00% | 124.56 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **2,210.66** |
| **Site Costs** | Base | 5.00% | 110.53 |
| | BNG | 0.50% | 11.05 |
| | | | **2,332.25** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | | 25 | 25 | 25 | 25 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 6,432,000 | 6,432,000 | 6,432,000 | 6,432,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 1,216,320 | 1,216,320 | 1,216,320 | 1,216,320 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **7,648,320** | **7,648,320** | **7,648,320** | **7,648,320** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -16,565 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 30,000 | | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 1,064,100 | | | 1,064,100 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 1,506,940 | 3,013,880 | 4,520,820 | 4,520,820 | 3,013,880 | 1,506,940 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 115,867 | 231,733 | 347,600 | 347,600 | 231,733 | 115,867 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 75,347 | 150,694 | 226,041 | 226,041 | 150,694 | 75,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 75,347 | 150,694 | 226,041 | 226,041 | 150,694 | 75,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 229,450 | 229,450 | 229,450 | 229,450 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 38,242 | 38,242 | 38,242 | 38,242 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **1,077,535** | **0** | **2,837,601** | **3,547,002** | **5,320,502** | **5,320,502** | **3,814,693** | **2,041,192** | **267,691** | **267,691** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-1,104,351** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 49,189 | 112,122 | 207,193 | 303,928 | 242,158 | 148,271 | 21,705 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 5,145,600 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 973,056 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | 26,816 | 0 | -2,837,601 | -3,596,190 | -5,432,625 | -5,527,695 | 3,529,700 | 5,364,970 | 7,232,358 | 7,358,924 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -6,118,656 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 26,816 | 26,816 | -2,810,785 | -6,406,976 | -11,839,600 | -17,367,296 | -13,837,596 | -8,472,626 | -1,240,268 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **7,648,320** | **7,648,320** | **7,648,320** | **7,648,320** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 2,727,273 | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 125,864 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 40,909 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 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 |
| Professional | 1,064,100 | 0 | 1,064,100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 1,506,940 | 3,013,880 | 4,520,820 | 4,520,820 | 3,013,880 | 1,506,940 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | -4,228,494 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 115,867 | 231,733 | 347,600 | 347,600 | 231,733 | 115,867 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 75,347 | 150,694 | 226,041 | 226,041 | 150,694 | 75,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 75,347 | 150,694 | 226,041 | 226,041 | 150,694 | 75,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 229,450 | 229,450 | 229,450 | 229,450 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 38,242 | 38,242 | 38,242 | 38,242 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | **3,988,146** | **0** | **2,837,601** | **-681,493** | **5,320,502** | **5,320,502** | **3,814,693** | **2,041,192** | **267,691** | **267,691** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 69,793 | 71,014 | 121,915 | 112,122 | 207,193 | 303,928 | 242,158 | 148,271 | 21,705 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 5,145,600 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 973,056 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -3,988,146 | -69,793 | -2,908,615 | 559,578 | -5,432,625 | -5,527,695 | 3,529,700 | 5,364,970 | 7,232,358 | 7,358,924 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -6,118,656 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -3,988,146 | -4,057,938 | -6,966,554 | -6,406,976 | -11,839,600 | -17,367,296 | -13,837,596 | -8,472,626 | -1,240,268 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 6,118,656 | 0 |

# SW Appendix
## Site 3

| Site 3 | Flats 40 HD |
|---|---|

| INCOME | Av Size m2 Gross | Net | % | Number 40 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 78.2 | 66.88 | 60.00% | 24 | 6,300 | 10,111,500 | 1,878 |
| Affordable Overall | | | 40% | 16 | | | |
| Affordable Rent | 74.3 | 63.50 | 30.00% | 12 | 3,465 | 2,640,330 | 892 |
| Social Rent | 74.3 | 63.50 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 79.0 | 67.50 | 10.00% | 4 | 4,410 | 1,190,700 | 316 |
| First Homes | 79.0 | 67.50 | 0.00% | 0 | 3,704 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| | Shared Ownership | | | | 0 | 0 | |
| SITE AREA - Net | 0.400 ha | | 100 | /ha | | 13,942,530 | 3,085 |
| SITE AREA - Gross | 0.500 ha | | 80 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **345,336** | **863,340** | **690,672** |
| Existing Use Value | | 1,000,000 | | 2,000,000 |
| Uplift | 20% | 200,000 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **1,200,000** | | **2,400,000** |
| | | £/m2 | | |
| **Additional Profit** | | **-958,845** | | **-511** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 345,336 | |
| | Stamp Duty | | | 6,767 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 5,180 | 11,947 | |
| **Fees** | | | | | | |
| | Planning | | | 18,480 | | |
| | Professional | | 10.00% | 884,651 | 903,131 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 2,443 | 7,536,683 | | |
| | s106 / CIL / IT | | | 556,160 | | |
| | Contingency | | 5.00% | 376,834 | | |
| | Abnormals | % | 5.00% | 376,834 | | |
| | | £ | | 0 | 8,846,511 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 418,276 | | |
| | Legals | % | 0.5% | 69,713 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 487,989 | **10,594,913** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **2,022,300** |
| | Affordable Housing | % Value | 20.00% | **766,206** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 40 | | |
| No dwgs under 50 | 40 | 462 | 18,480 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 18,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 345,336 |
| | **Total** | 6,767 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,200,000 |
| | **Total** | 49,500 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 13,904 | £/ Unit (all) | |
| | | Total | **556,160** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 13,904 | £/ Unit (all) | 556,160 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **556,160** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 2,076.00 |
| CO2 Plus | % | 6.00% | 124.56 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| **Site Costs** | | | **2,210.66** |
| | Base | 10.00% | 221.07 |
| | BNG | 0.50% | 11.05 |
| | | | **2,442.78** |

**RESIDUAL CASH FLOW FOR INTEREST**

| INCOME | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UNITS Started | | | | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 2,527,875 | 2,527,875 | 2,527,875 | 2,527,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 660,083 | 660,083 | 660,083 | 660,083 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 297,675 | 297,675 | 297,675 | 297,675 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **3,485,633** | **3,485,633** | **3,485,633** | **3,485,633** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 6,767 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 5,180 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 18,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 442,326 | | 442,326 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 628,057 | 1,256,114 | 1,884,171 | 1,884,171 | 1,256,114 | 628,057 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 46,347 | 92,693 | 139,040 | 139,040 | 92,693 | 46,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 31,403 | 62,806 | 94,209 | 94,209 | 62,806 | 31,403 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 31,403 | 62,806 | 94,209 | 94,209 | 62,806 | 31,403 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 104,569 | 104,569 | 104,569 | 104,569 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 17,428 | 17,428 | 17,428 | 17,428 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **472,752** | **0** | **1,179,535** | **1,474,418** | **2,211,628** | **2,211,628** | **1,596,416** | **859,206** | **121,997** | **121,997** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **345,336** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 14,317 | 14,567 | 35,464 | 61,887 | 101,673 | 142,156 | 111,583 | 67,573 | 9,892 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,022,300 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 766,206 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -818,088 | -14,317 | -1,194,102 | -1,509,882 | -2,273,515 | -2,313,301 | 1,747,061 | 2,514,844 | 3,296,063 | 3,353,744 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,788,506 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -818,088 | -832,405 | -2,026,507 | -3,536,389 | -5,809,904 | -8,123,205 | -6,376,144 | -3,861,300 | -565,238 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| INCOME | As Above | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **3,485,633** | **3,485,633** | **3,485,633** | **3,485,633** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 1,200,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 49,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 18,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 18,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 442,326 | 0 | 442,326 | 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 | 628,057 | 1,256,114 | 1,884,171 | 1,884,171 | 1,256,114 | 628,057 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | -958,845 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 46,347 | 92,693 | 139,040 | 139,040 | 92,693 | 46,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 31,403 | 62,806 | 94,209 | 94,209 | 62,806 | 31,403 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 31,403 | 62,806 | 94,209 | 94,209 | 62,806 | 31,403 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 104,569 | 104,569 | 104,569 | 104,569 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 17,428 | 17,428 | 17,428 | 17,428 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **1,728,306** | **0** | **1,179,535** | **515,574** | **2,211,628** | **2,211,628** | **1,596,416** | **859,206** | **121,997** | **121,997** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 30,245 | 30,775 | 51,955 | 61,887 | 101,673 | 142,156 | 111,583 | 67,573 | 9,892 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,022,300 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 766,206 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -1,728,306 | -30,245 | -1,210,309 | -567,529 | -2,273,515 | -2,313,301 | 1,747,061 | 2,514,844 | 3,296,063 | 3,353,744 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,788,506 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -1,728,306 | -1,758,551 | -2,968,860 | -3,536,389 | -5,809,904 | -8,123,205 | -6,376,144 | -3,861,300 | -565,238 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 2,788,506 | 0 |

# SW Appendix
## Site 4

| Site 4 | Flats 40 PRS HD |
|---|---|

| INCOME | Av Size m2 Gross | Net | % | Number 40 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| Market Housing | 78.2 | 66.88 | 80.00% | 32 | 4,800 | 10,272,000 | 2,504 |
| Affordable Overall | | | 20% | 8 | | | |
| Affordable Rent | 74.7 | 63.81 | 20.00% | 8 | 3,840 | 1,960,320 | 597 |
| Social Rent | 74.7 | 63.81 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 74.7 | 63.81 | 0.00% | 0 | 3,360 | 0 | 0 |
| First Homes | 74.7 | 63.81 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| | Shared Ownership | | | | 0 | 0 | |
| SITE AREA - Net | 0.400 ha | | 100 | /ha | | **12,232,320** | **3,101** |
| SITE AREA - Gross | 0.500 ha | | 80 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **-843,591** | **-2,108,976** | **-1,687,181** |
| Existing Use Value | 1,000,000 | | 2,000,000 |
| Uplift 20% | 200,000 | | 400,000 |
| Plus /ha 0 | 0 | | 0 |
| **Benchmark Land Value** | **1,200,000** | | **2,400,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **-2,223,074** | **-888** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | -843,591 | |
| | Stamp Duty | | | 0 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | -12,654 | -12,654 | |
| **Fees** | | | | | | |
| | Planning | | | 18,480 | | |
| | Professional | | 10.00% | 888,895 | 907,375 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 2,443 | 7,575,266 | | |
| | s106 / CIL / IT | | | 556,160 | | |
| | Contingency | | 5.00% | 378,763 | | |
| | Abnormals | % | 5.00% | 378,763 | | |
| | | £ | | 0 | 8,888,953 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 366,970 | | |
| | Legals | % | 0.5% | 61,162 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 428,131 | **9,368,215** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **2,054,400** |
| | Affordable Housing | % Value | 20.00% | **392,064** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 40 | | |
| No dwgs under 50 | 40 | 462 | 18,480 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 18,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -843,591 |
| | **Total** | 0 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,200,000 |
| | **Total** | 49,500 |

| Pre CIL s106 | 13,904 | £/ Unit (all) | |
|---|---|---|---|
| | | Total | **556,160** |

| Post CIL s106 | 13,904 | £/ Unit (all) | 556,160 |
|---|---|---|---|
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **556,160** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 2,076.00 |
| CO2 Plus | % | 6.00% | 124.56 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **2,210.66** |
| **Site Costs** | Base | 10.00% | 221.07 |
| | BNG | 0.50% | 11.05 |
| | | | **2,442.78** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 2,568,000 | 2,568,000 | 2,568,000 | 2,568,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 490,080 | 490,080 | 490,080 | 490,080 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **3,058,080** | **3,058,080** | **3,058,080** | **3,058,080** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -12,654 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 18,480 | | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 444,448 | | | 444,448 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 631,272 | 1,262,544 | 1,893,817 | 1,893,817 | 1,262,544 | 631,272 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 46,347 | 92,693 | 139,040 | 139,040 | 92,693 | 46,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 31,564 | 63,127 | 94,691 | 94,691 | 63,127 | 31,564 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 31,564 | 63,127 | 94,691 | 94,691 | 63,127 | 31,564 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 91,742 | 91,742 | 91,742 | 91,742 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 15,290 | 15,290 | 15,290 | 15,290 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **450,274** | **0** | **1,185,194** | **1,481,492** | **2,222,238** | **2,222,238** | **1,588,525** | **847,779** | **107,033** | **107,033** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **-843,591** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 0 | 0 | 13,858 | 40,026 | 79,616 | 119,899 | 96,280 | 59,284 | 8,678 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,054,400 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 392,064 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | 393,317 | 0 | -1,185,194 | -1,495,350 | -2,262,265 | -2,301,854 | 1,349,657 | 2,114,022 | 2,891,763 | 2,942,369 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,446,464 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 393,317 | 393,317 | -791,877 | -2,287,227 | -4,549,492 | -6,851,346 | -5,501,689 | -3,387,668 | -495,905 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **3,058,080** | **3,058,080** | **3,058,080** | **3,058,080** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 1,200,000 | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 49,500 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 18,000 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 18,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | 444,448 | 0 | 444,448 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 631,272 | 1,262,544 | 1,893,817 | 1,893,817 | 1,262,544 | 631,272 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | -2,223,074 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 46,347 | 92,693 | 139,040 | 139,040 | 92,693 | 46,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 31,564 | 63,127 | 94,691 | 94,691 | 63,127 | 31,564 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 31,564 | 63,127 | 94,691 | 94,691 | 63,127 | 31,564 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 91,742 | 91,742 | 91,742 | 91,742 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 15,290 | 15,290 | 15,290 | 15,290 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | **1,730,428** | **0** | **1,185,194** | **-741,582** | **2,222,238** | **2,222,238** | **1,588,525** | **847,779** | **107,033** | **107,033** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 30,282 | 30,812 | 52,093 | 40,026 | 79,616 | 119,899 | 96,280 | 59,284 | 8,678 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,054,400 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 392,064 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -1,730,428 | -30,282 | -1,216,006 | 689,489 | -2,262,265 | -2,301,854 | 1,349,657 | 2,114,022 | 2,891,763 | 2,942,369 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,446,464 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -1,730,428 | -1,760,710 | -2,976,716 | -2,287,227 | -4,549,492 | -6,851,346 | -5,501,689 | -3,387,668 | -495,905 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 2,446,464 | 0 |

# SW Appendix
## Site 5

| Site 5 | Urban 60 HD |
|---|---|

| INCOME | Av Size m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| | Gross | Net | | 60 | | | |
| Market Housing | 95.0 | 94.03 | 60.00% | 36 | 6,000 | 20,310,000 | 3,420 |
| Affordable Overall | | | 40% | 24 | | | |
| Affordable Rent | 74.9 | 72.22 | 30.00% | 18 | 3,300 | 4,290,000 | 1,348 |
| Social Rent | 74.9 | 72.22 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 72.6 | 69.83 | 10.00% | 6 | 4,200 | 1,759,800 | 436 |
| First Homes | 72.6 | 69.83 | 0.00% | 0 | 3,484 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| | Shared Ownership | | | | 0 | 0 | |
| SITE AREA - Net | 1.091 ha | | | 55 | /ha | **26,359,800** | **5,203** |
| SITE AREA - Gross | 1.364 ha | | | 44 | /ha | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **5,365,877** | **4,918,721** | **3,934,977** |
| Existing Use Value | | 2,727,273 | | 2,000,000 |
| Uplift | 20% | 545,455 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **3,272,727** | | **2,400,000** |
| | | £/m2 | | |
| **Additional Profit** | | **2,368,667** | **693** | |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 5,365,877 | |
| | Stamp Duty | | | 257,794 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 80,488 | 338,282 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 10.00% | 1,180,007 | 1,204,487 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,834 | 9,545,054 | | |
| | s106 / CIL / IT | | | 1,300,512 | | |
| | Contingency | | 5.00% | 477,253 | | |
| | Abnormals | % | 5.00% | 477,253 | | |
| | | £ | | 0 | 11,800,071 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 790,794 | | |
| | Legals | % | 0.5% | 131,799 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 922,593 | **19,631,310** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **4,062,000** |
| | Affordable Housing | % Value | 20.00% | **1,209,960** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 5,365,877 |
| | **Total** | 257,794 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 3,272,727 |
| | **Total** | 153,136 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 21,675 | £/ Unit (all) | |
| | | Total | **1,300,512** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 21,675 | £/ Unit (all) | 1,300,512 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,300,512** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,556.57 |
| CO2 Plus | % | 6.00% | 93.39 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,660.06** |
| **Site Costs** | Base | 10.00% | 166.01 |
| | BNG | 0.50% | 8.30 |
| | | | **1,834.37** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** |
| UNITS Started | | | | 12 | 12 | 12 | 12 | 12 | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 4,062,000 | 4,062,000 | 4,062,000 | 4,062,000 | 4,062,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 858,000 | 858,000 | 858,000 | 858,000 | 858,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 351,960 | 351,960 | 351,960 | 351,960 | 351,960 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 257,794 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 80,488 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 590,004 | | 590,004 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 636,337 | 1,272,674 | 1,909,011 | 1,909,011 | 1,909,011 | 1,272,674 | 636,337 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 86,701 | 173,402 | 260,102 | 260,102 | 260,102 | 173,402 | 86,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 158,159 | 158,159 | 158,159 | 158,159 | 158,159 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 26,360 | 26,360 | 26,360 | 26,360 | 26,360 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **952,766** | **0** | **1,376,675** | **1,573,343** | **2,360,014** | **2,360,014** | **2,544,533** | **1,757,861** | **971,190** | **184,519** | **184,519** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **5,365,877** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 110,576 | 112,511 | 138,572 | 168,531 | 212,780 | 257,804 | 214,586 | 156,844 | 84,325 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,062,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,209,960 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -6,318,643 | -110,576 | -1,489,186 | -1,711,915 | -2,528,545 | -2,572,794 | 2,469,623 | 3,299,513 | 4,143,926 | 5,003,116 | 5,087,441 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,271,960 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -6,318,643 | -6,429,219 | -7,918,405 | -9,630,320 | -12,158,865 | -14,731,659 | -12,262,036 | -8,962,523 | -4,818,597 | 184,519 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 3,272,727 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 153,136 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 49,091 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 590,004 | 0 | 590,004 | 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 | 636,337 | 1,272,674 | 1,909,011 | 1,909,011 | 1,909,011 | 1,272,674 | 636,337 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 1,184,334 | 1,184,334 | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 86,701 | 173,402 | 260,102 | 260,102 | 260,102 | 173,402 | 86,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 158,159 | 158,159 | 158,159 | 158,159 | 158,159 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 26,360 | 26,360 | 26,360 | 26,360 | 26,360 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **4,089,438** | **0** | **1,376,675** | **2,757,677** | **3,544,348** | **2,360,014** | **2,544,533** | **1,757,861** | **971,190** | **184,519** | **184,519** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 71,565 | 72,818 | 98,184 | 148,161 | 212,780 | 257,804 | 214,586 | 156,844 | 84,325 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,062,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,209,960 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -4,089,438 | -71,565 | -1,449,492 | -2,855,860 | -3,692,509 | -2,572,794 | 2,469,623 | 3,299,513 | 4,143,926 | 5,003,116 | 5,087,441 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,271,960 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -4,089,438 | -4,161,003 | -5,610,496 | -8,466,356 | -12,158,865 | -14,731,659 | -12,262,036 | -8,962,523 | -4,818,597 | 184,519 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 0 |

# SW Appendix
## Site 6

| Site 6 | Urban 60 |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number 60 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 95.0 | 94.03 | 60.00% | 36 | 6,000 | 20,310,000 | 3,420 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | | 74.9 | 72.22 | 30.00% | 18 | 3,300 | 4,290,000 | 1,348 |
| Social Rent | | 74.9 | 72.22 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 72.6 | 69.83 | 10.00% | 6 | 4,200 | 1,759,800 | 436 |
| First Homes | | 72.6 | 69.83 | 0.00% | 0 | 3,484 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 1.714 | ha | | 35 | /ha | | **26,359,800** | **5,203** |
| SITE AREA - Gross | 2.286 | ha | | 26 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | 5,365,877 | 3,130,095 | 2,347,571 |
| Existing Use Value | | 4,571,429 | | 2,000,000 |
| Uplift | 20% | 914,286 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **5,485,714** | | **2,400,000** |
| | | £/m2 | | |
| **Additional Profit** | | -135,611 | | -40 |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 5,365,877 | |
| | Stamp Duty | | | 257,794 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 80,488 | 338,282 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 10.00% | 1,180,007 | 1,204,487 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,834 | 9,545,054 | | |
| | s106 / CIL / IT | | | 1,300,512 | | |
| | Contingency | | 5.00% | 477,253 | | |
| | Abnormals | % | 5.00% | 477,253 | | |
| | | £ | | 0 | 11,800,071 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 790,794 | | |
| | Legals | % | 0.5% | 131,799 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 922,593 | **19,631,310** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **4,062,000** |
| | Affordable Housing | % Value | 20.00% | **1,209,960** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 5,365,877 |
| | **Total** | 257,794 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 5,485,714 |
| | **Total** | 263,786 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 21,675 | £/ Unit (all) | |
| | | Total | **1,300,512** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 21,675 | £/ Unit (all) | 1,300,512 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,300,512** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,556.57 |
| CO2 Plus | % | 6.00% | 93.39 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,660.06** |
| **Site Costs** | Base | 10.00% | 166.01 |
| | BNG | 0.50% | 8.30 |
| | | | **1,834.37** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 12 | 12 | 12 | 12 | 12 | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 4,062,000 | 4,062,000 | 4,062,000 | 4,062,000 | 4,062,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 858,000 | 858,000 | 858,000 | 858,000 | 858,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 351,960 | 351,960 | 351,960 | 351,960 | 351,960 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 257,794 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 80,488 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 590,004 | | 590,004 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 636,337 | 1,272,674 | 1,909,011 | 1,909,011 | 1,909,011 | 1,272,674 | 636,337 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 86,701 | 173,402 | 260,102 | 260,102 | 260,102 | 173,402 | 86,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 158,159 | 158,159 | 158,159 | 158,159 | 158,159 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 26,360 | 26,360 | 26,360 | 26,360 | 26,360 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **952,766** | **0** | **1,376,675** | **1,573,343** | **2,360,014** | **2,360,014** | **2,544,533** | **1,757,861** | **971,190** | **184,519** | **184,519** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **5,365,877** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 110,576 | 112,511 | 138,572 | 168,531 | 212,780 | 257,804 | 214,586 | 156,844 | 84,325 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,062,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,209,960 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -6,318,643 | -110,576 | -1,489,186 | -1,711,915 | -2,528,545 | -2,572,794 | 2,469,623 | 3,299,513 | 4,143,926 | 5,003,116 | 5,087,441 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,271,960 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -6,318,643 | -6,429,219 | -7,918,405 | -9,630,320 | -12,158,865 | -14,731,659 | -12,262,036 | -8,962,523 | -4,818,597 | 184,519 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **5,271,960** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 5,485,714 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 263,786 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 82,286 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 590,004 | 0 | 590,004 | 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 | 636,337 | 1,272,674 | 1,909,011 | 1,909,011 | 1,909,011 | 1,272,674 | 636,337 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | -67,805 | -67,805 | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 86,701 | 173,402 | 260,102 | 260,102 | 260,102 | 173,402 | 86,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 31,817 | 63,634 | 95,451 | 95,451 | 95,451 | 63,634 | 31,817 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 158,159 | 158,159 | 158,159 | 158,159 | 158,159 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 26,360 | 26,360 | 26,360 | 26,360 | 26,360 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **6,446,269** | **0** | **1,376,675** | **1,505,537** | **2,292,209** | **2,360,014** | **2,544,533** | **1,757,861** | **971,190** | **184,519** | **184,519** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 112,810 | 114,784 | 140,884 | 169,697 | 212,780 | 257,804 | 214,586 | 156,844 | 84,325 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,062,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,209,960 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -6,446,269 | -112,810 | -1,491,459 | -1,646,422 | -2,461,906 | -2,572,794 | 2,469,623 | 3,299,513 | 4,143,926 | 5,003,116 | 5,087,441 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,271,960 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -6,446,269 | -6,559,079 | -8,050,538 | -9,696,960 | -12,158,865 | -14,731,659 | -12,262,036 | -8,962,523 | -4,818,597 | 184,519 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 5,271,960 | 0 |

# SW Appendix
## Site 7

| Site 7 | Urban 30 HD |
|---|---|

| INCOME | Av Size | m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | Gross | Net | | 30 | | | |
| Market Housing | 103.3 | | 103.33 | 60.00% | 18 | 6,000 | 11,160,000 | 1,860 |
| Affordable Overall | | | | 40% | 12 | | | |
| Affordable Rent | 72.0 | | 66.22 | 30.00% | 9 | 3,300 | 1,966,800 | 648 |
| Social Rent | 72.0 | | 66.22 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 74.8 | | 68.67 | 10.00% | 3 | 4,200 | 865,200 | 224 |
| First Homes | 74.8 | | 68.67 | 0.00% | 0 | 3,641 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.545 | ha | | 55 | /ha | | **13,992,000** | **2,732** |
| SITE AREA - Gross | 0.682 | ha | | 44 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **2,700,481** | **4,950,882** | **3,960,706** |
| Existing Use Value | | 1,363,636 | | 2,000,000 |
| Uplift | 20% | 272,727 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **1,636,364** | | **2,400,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **1,193,830** | **642** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 2,700,481 | |
| | Stamp Duty | | | 124,524 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 40,507 | 165,031 | |
| **Fees** | | | | | | |
| | Planning | | | 13,860 | | |
| | Professional | | 10.00% | 644,175 | 658,035 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,924 | 5,255,379 | | |
| | s106 / CIL / IT | | | 630,828 | | |
| | Contingency | | 5.00% | 262,769 | | |
| | Abnormals | % | 5.00% | 262,769 | | |
| | | £ | | 30,000 | 6,441,745 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 419,760 | | |
| | Legals | % | 0.5% | 69,960 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 489,720 | **10,455,012** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **2,232,000** |
| | Affordable Housing | % Value | 20.00% | **566,400** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 30 | | |
| No dwgs under 50 | 30 | 462 | 13,860 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 13,860 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,700,481 |
| | **Total** | 124,524 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,636,364 |
| | **Total** | 71,318 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 21,028 | £/ Unit (all) | |
| | | Total | **630,828** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 21,028 | £/ Unit (all) | 630,828 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **630,828** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,632.84 |
| CO2 Plus | % | 6.00% | 97.97 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,740.91** |
| **Site Costs** | Base | 10.00% | 174.09 |
| | BNG | 0.50% | 8.70 |
| | | | **1,923.71** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** |
| UNITS Started | | | | 10 | 10 | 10 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 3,720,000 | 3,720,000 | 3,720,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 655,600 | 655,600 | 655,600 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 288,400 | 288,400 | 288,400 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,664,000** | **4,664,000** | **4,664,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 124,524 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 40,507 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 13,860 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 322,087 | | 322,087 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 583,931 | 1,167,862 | 1,751,793 | 1,167,862 | 583,931 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 70,092 | 140,184 | 210,276 | 140,184 | 70,092 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 29,197 | 58,393 | 87,590 | 58,393 | 29,197 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 32,530 | 65,060 | 97,590 | 65,060 | 32,530 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 139,920 | 139,920 | 139,920 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 23,320 | 23,320 | 23,320 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **500,979** | **0** | **1,037,837** | **1,431,499** | **2,147,248** | **1,431,499** | **878,989** | **163,240** | **163,240** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **2,700,481** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 56,026 | 57,006 | 76,166 | 102,550 | 141,921 | 169,456 | 106,184 | 29,279 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,232,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 566,400 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -3,201,460 | -56,026 | -1,094,843 | -1,507,665 | -2,249,798 | -1,573,420 | 3,615,554 | 4,394,576 | 4,471,481 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,798,400 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -3,201,460 | -3,257,485 | -4,352,328 | -5,859,993 | -8,109,791 | -9,683,211 | -6,067,657 | -1,673,081 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,664,000** | **4,664,000** | **4,664,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 1,636,364 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 71,318 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 24,545 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 13,860 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 322,087 | 0 | 322,087 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 0 | 583,931 | 1,167,862 | 1,751,793 | 1,167,862 | 583,931 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 1,193,830 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 70,092 | 140,184 | 210,276 | 140,184 | 70,092 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 29,197 | 58,393 | 87,590 | 58,393 | 29,197 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 32,530 | 65,060 | 97,590 | 65,060 | 32,530 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 139,920 | 139,920 | 139,920 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 23,320 | 23,320 | 23,320 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **2,068,175** | **0** | **1,037,837** | **2,625,329** | **2,147,248** | **1,431,499** | **878,989** | **163,240** | **163,240** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 36,193 | 36,826 | 55,633 | 102,550 | 141,921 | 169,456 | 106,184 | 29,279 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,232,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 566,400 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -2,068,175 | -36,193 | -1,074,663 | -2,680,962 | -2,249,798 | -1,573,420 | 3,615,554 | 4,394,576 | 4,471,481 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,798,400 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -2,068,175 | -2,104,368 | -3,179,031 | -5,859,993 | -8,109,791 | -9,683,211 | -6,067,657 | -1,673,081 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 2,798,400 | 0 |

# SW Appendix
## Site 8

| Site 8 | Urban 30 |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 30 | | | |
| Market Housing | 96.9 | | 96.39 | 60.00% | 18 | 6,000 | 10,410,000 | 1,745 |
| Affordable Overall | | | | 40% | 12 | | | |
| Affordable Rent | 74.9 | | 72.22 | 30.00% | 9 | 3,300 | 2,145,000 | 674 |
| Social Rent | 74.9 | | 72.22 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 74.7 | | 71.67 | 10.00% | 3 | 4,200 | 903,000 | 224 |
| First Homes | 74.7 | | 71.67 | 0.00% | 0 | 3,488 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.857 | ha | | 35 | /ha | | **13,458,000** | **2,643** |
| SITE AREA - Gross | 1.143 | ha | | 26 | /ha | | | **m2** |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **2,812,408** | **3,281,143** | **2,460,857** |
| Existing Use Value | 2,285,714 | | 2,000,000 |
| Uplift 20% | 457,143 | | 400,000 |
| Plus /ha 0 | 0 | | 0 |
| **Benchmark Land Value** | **2,742,857** | | **2,400,000** |

| | £/m2 |
|---|---|
| **Additional Profit** | **78,029** 45 |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 2,812,408 | |
| | Stamp Duty | | | 130,120 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 42,186 | 172,307 | |
| **Fees** | | | | | | |
| | Planning | | | 13,860 | | |
| | Professional | | 10.00% | 597,379 | 611,239 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,828 | 4,830,745 | | |
| | s106 / CIL / IT | | | 659,970 | | |
| | Contingency | | 5.00% | 241,537 | | |
| | Abnormals | % | 5.00% | 241,537 | | |
| | | £ | | 0 | 5,973,789 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 403,740 | | |
| | Legals | % | 0.5% | 67,290 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 471,030 | **10,040,773** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **2,082,000** |
| | Affordable Housing | % Value | 20.00% | **609,600** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 30 | | |
| No dwgs under 50 | 30 | 462 | 13,860 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 13,860 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,812,408 |
| | **Total** | 130,120 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,742,857 |
| | **Total** | 126,643 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 21,999 | £/ Unit (all) | |
| | | Total | **659,970** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 21,999 | £/ Unit (all) | 659,970 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **659,970** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,550.89 |
| CO2 Plus | % | 6.00% | 93.05 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,654.04** |
| **Site Costs** | Base | 10.00% | 165.40 |
| | BNG | 0.50% | 8.27 |
| | | | **1,827.72** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 10 | 10 | 10 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 3,470,000 | 3,470,000 | 3,470,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 715,000 | 715,000 | 715,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 301,000 | 301,000 | 301,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,486,000** | **4,486,000** | **4,486,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 130,120 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 42,186 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 13,860 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 298,689 | | 298,689 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 536,749 | 1,073,499 | 1,610,248 | 1,073,499 | 536,749 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 73,330 | 146,660 | 219,990 | 146,660 | 73,330 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 26,837 | 53,675 | 80,512 | 53,675 | 26,837 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 26,837 | 53,675 | 80,512 | 53,675 | 26,837 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 134,580 | 134,580 | 134,580 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 22,430 | 22,430 | 22,430 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **484,856** | **0** | **962,444** | **1,327,509** | **1,991,263** | **1,327,509** | **820,764** | **157,010** | **157,010** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **2,812,408** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 57,702 | 58,712 | 76,582 | 101,154 | 137,771 | 163,413 | 102,132 | 28,161 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,082,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 609,600 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -3,297,264 | -57,702 | -1,021,156 | -1,404,091 | -2,092,417 | -1,465,280 | 3,501,822 | 4,226,858 | 4,300,829 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,691,600 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -3,297,264 | -3,354,966 | -4,376,122 | -5,780,213 | -7,872,630 | -9,337,909 | -5,836,087 | -1,609,229 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,486,000** | **4,486,000** | **4,486,000** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 2,742,857 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 126,643 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 41,143 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 13,860 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 298,689 | 0 | 298,689 | 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 | 536,749 | 1,073,499 | 1,610,248 | 1,073,499 | 536,749 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 78,029 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 73,330 | 146,660 | 219,990 | 146,660 | 73,330 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 26,837 | 53,675 | 80,512 | 53,675 | 26,837 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 26,837 | 53,675 | 80,512 | 53,675 | 26,837 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 134,580 | 134,580 | 134,580 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 22,430 | 22,430 | 22,430 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **3,223,192** | **0** | **962,444** | **1,405,538** | **1,991,263** | **1,327,509** | **820,764** | **157,010** | **157,010** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 56,406 | 57,393 | 75,240 | 101,154 | 137,771 | 163,413 | 102,132 | 28,161 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 2,082,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 609,600 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -3,223,192 | -56,406 | -1,019,837 | -1,480,778 | -2,092,417 | -1,465,280 | 3,501,822 | 4,226,858 | 4,300,829 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,691,600 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -3,223,192 | -3,279,598 | -4,299,435 | -5,780,213 | -7,872,630 | -9,337,909 | -5,836,087 | -1,609,229 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 2,691,600 | 0 |

# SW Appendix
## Site 9

**Site 9** — **Urban 15 HD**

| INCOME | Av Size | m2 Gross | m2 Net | % | Number 15 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 108.3 | 108.33 | 60.00% | 9 | 6,000 | 5,850,000 | 975 |
| Affordable Overall | | | | 40% | 6 | | | |
| Affordable Rent | | 68.1 | 59.20 | 30.00% | 5 | 3,300 | 879,120 | 306 |
| Social Rent | | 68.1 | 59.20 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 70.2 | 61.00 | 10.00% | 2 | 4,200 | 384,300 | 105 |
| First Homes | | 70.2 | 61.00 | 0.00% | 0 | 4,098 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 0.250 ha | | | 60 /ha | | **7,113,420** | **1,387** |
| SITE AREA - Gross | | 0.313 ha | | | 48 /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **1,340,125** | **5,360,498** | **4,288,399** |
| Existing Use Value | 625,000 | | 2,000,000 |
| Uplift 20% | 125,000 | | 400,000 |
| Plus /ha | 0 | 0 | 0 |
| **Benchmark Land Value** | **750,000** | | **2,400,000** |

£/m2

| | | |
|---|---|---|
| **Additional Profit** | **662,059** | **679** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 1,340,125 | |
| | Stamp Duty | | | 56,506 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 20,102 | 76,608 | |
| **Fees** | | | | | | |
| | Planning | | | 6,930 | | |
| | Professional | | 10.00% | 331,389 | 338,319 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,969 | 2,729,916 | | |
| | s106 / CIL / IT | | | 295,986 | | |
| | Contingency | | 5.00% | 136,496 | | |
| | Abnormals | % | 5.00% | 136,496 | | |
| | | £ | | 15,000 | 3,313,894 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 213,403 | | |
| | Legals | % | 0.5% | 35,567 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 248,970 | **5,317,915** |

| **Developers Profit** | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **1,170,000** |
| Affordable Housing | % Value | 20.00% | **252,684** |
| First Homes | % Value | 20.00% | **0** |

| **Planning fee calc** | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 15 | | |
| No dwgs under 50 | 15 | 462 | 6,930 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 6,930 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | 1,340,125 |
| | **Total** | 56,506 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | 750,000 |
| | **Total** | 27,000 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 19,732 | £/ Unit (all) | |
| | | Total | **295,986** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 19,732 | £/ Unit (all) | 295,986 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **295,986** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| **Build Cost** | | | /m2 |
|---|---|---|---|
| | | | 1,671.34 |
| CO2 Plus | % | 6.00% | 100.28 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,781.72** |
| **Site Costs** | Base | 10.00% | 178.17 |
| | BNG | 0.50% | 8.91 |
| | | | **1,968.81** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 1,950,000 | 1,950,000 | 1,950,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 293,040 | 293,040 | 293,040 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 128,100 | 128,100 | 128,100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,371,140** | **2,371,140** | **2,371,140** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 56,506 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 20,102 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 6,930 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 165,695 | | 165,695 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 303,324 | 606.648 | 909.972 | 606.648 | 303.324 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 32,887 | 65,775 | 98,662 | 65,775 | 32,887 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 15.166 | 30.332 | 45.499 | 30.332 | 15.166 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 16.833 | 33.666 | 50.499 | 33.666 | 16.833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 71,134 | 71,134 | 71,134 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 11,856 | 11,856 | 11,856 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **249,233** | **0** | **533,905** | **736,421** | **1,104,631** | **736,421** | **451,200** | **82,990** | **82,990** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **1,340,125** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 27,814 | 28,300 | 38,139 | 51,694 | 71,930 | 86,076 | 53,983 | 14,885 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,170,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 252,684 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -1,589,357 | -27,814 | -562,206 | -774,560 | -1,156,325 | -808,350 | 1,833,864 | 2,234,167 | 2,273,265 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,422,684 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -1,589,357 | -1,617,171 | -2,179,377 | -2,953,937 | -4,110,262 | -4,918,612 | -3,084,748 | -850,581 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,371,140** | **2,371,140** | **2,371,140** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 750,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 27,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 11,250 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 6,930 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 165,695 | 0 | 165,695 | 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 | 303,324 | 606,648 | 909,972 | 606,648 | 303,324 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 662,059 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 32,887 | 65,775 | 98,662 | 65,775 | 32,887 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 15,166 | 30,332 | 45,499 | 30,332 | 15,166 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 16,833 | 33,666 | 50,499 | 33,666 | 16,833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 71,134 | 71,134 | 71,134 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 11,856 | 11,856 | 11,856 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **960,875** | **0** | **533,905** | **1,398,480** | **1,104,631** | **736,421** | **451,200** | **82,990** | **82,990** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 16,815 | 17,110 | 26,752 | 51,694 | 71,930 | 86,076 | 53,983 | 14,885 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,170,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 252,684 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -960,875 | -16,815 | -551,015 | -1,425,232 | -1,156,325 | -808,350 | 1,833,864 | 2,234,167 | 2,273,265 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,422,684 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -960,875 | -977,690 | -1,528,705 | -2,953,937 | -4,110,262 | -4,918,612 | -3,084,748 | -850,581 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 1,422,684 | 0 |

# SW Appendix
## Site 10

| Site 10 | Urban 15 |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number 15 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 101.7 | | 101.67 | 60.00% | 9 | 6,000 | 5,490,000 | 915 |
| Affordable Overall | | | | 40% | 6 | | | |
| Affordable Rent | 73.1 | | 69.80 | 30.00% | 5 | 3,300 | 1,036,530 | 329 |
| Social Rent | 73.1 | | 69.80 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 70.0 | | 70.00 | 10.00% | 2 | 4,200 | 441,000 | 105 |
| First Homes | 70.0 | | 70.00 | 0.00% | 0 | 3,571 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.429 | ha | | 35 | /ha | | **6,967,530** | **1,349** |
| SITE AREA - Gross | 0.536 | ha | | 28 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|
| **Residual Land Value** | **1,467,872** | **3,425,035** | **2,740,028** |
| Existing Use Value | 1,071,429 | | 2,000,000 |
| Uplift 20% | 214,286 | | 400,000 |
| Plus /ha 0 | 0 | | 0 |
| **Benchmark Land Value** | **1,285,714** | | **2,400,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **204,362** | **223** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 1,467,872 | |
| | Stamp Duty | | | 62,894 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 22,018 | 84,912 | |
| **Fees** | | | | | | |
| | Planning | | | 6,930 | | |
| | Professional | | 10.00% | 308,572 | 315,502 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,854 | 2,500,795 | | |
| | s106 / CIL / IT | | | 334,842 | | |
| | Contingency | | 5.00% | 125,040 | | |
| | Abnormals | % | 5.00% | 125,040 | | |
| | | £ | | 0 | 3,085,716 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 209,026 | | |
| | Legals | % | 0.5% | 34,838 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 243,864 | **5,197,865** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **1,098,000** |
| | Affordable Housing | % Value | 20.00% | **295,506** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 15 | | |
| No dwgs under 50 | 15 | 462 | 6,930 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 6,930 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,467,872 |
| | **Total** | 62,894 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,285,714 |
| | **Total** | 53,786 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 22,323 | £/ Unit (all) | |
| | | Total | **334,842** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 22,323 | £/ Unit (all) | 334,842 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **334,842** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,573.07 |
| CO2 Plus | % | 6.00% | 94.38 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,677.55** |
| **Site Costs** | Base | 10.00% | 167.76 |
| | BNG | 0.50% | 8.39 |
| | | | **1,853.70** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** |
| UNITS Started | | | | 5 | 5 | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 1,830,000 | 1,830,000 | 1,830,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 345,510 | 345,510 | 345,510 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 147,000 | 147,000 | 147,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,322,510** | **2,322,510** | **2,322,510** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 62,894 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 22,018 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 6,930 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 154,286 | | 154,286 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 277,866 | 555,732 | 833,598 | 555,732 | 277,866 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 37,205 | 74,409 | 111,614 | 74,409 | 37,205 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 13,893 | 27,787 | 41,680 | 27,787 | 13,893 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 13,893 | 27,787 | 41,680 | 27,787 | 13,893 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 69,675 | 69,675 | 69,675 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 11,613 | 11,613 | 11,613 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **246,128** | **0** | **497,143** | **685,715** | **1,028,572** | **685,715** | **424,145** | **81,288** | **81,288** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **1,467,872** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 29,995 | 30,520 | 39,754 | 52,450 | 71,368 | 84,617 | 52,876 | 14,580 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,098,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 295,506 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -1,714,000 | -29,995 | -527,663 | -725,469 | -1,081,022 | -757,082 | 1,813,748 | 2,188,346 | 2,226,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,393,506 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -1,714,000 | -1,743,995 | -2,271,658 | -2,997,127 | -4,078,148 | -4,835,231 | -3,021,482 | -833,136 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,322,510** | **2,322,510** | **2,322,510** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 1,285,714 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 53,786 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 19,286 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 6,930 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 154,286 | 0 | 154,286 | 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 | 277,866 | 555,732 | 833,598 | 555,732 | 277,866 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 204,362 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 37,205 | 74,409 | 111,614 | 74,409 | 37,205 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 13,893 | 27,787 | 41,680 | 27,787 | 13,893 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 13,893 | 27,787 | 41,680 | 27,787 | 13,893 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 69,675 | 69,675 | 69,675 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 11,613 | 11,613 | 11,613 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **1,520,002** | **0** | **497,143** | **890,077** | **1,028,572** | **685,715** | **424,145** | **81,288** | **81,288** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 26,600 | 27,066 | 36,239 | 52,450 | 71,368 | 84,617 | 52,876 | 14,580 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,098,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 295,506 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -1,520,002 | -26,600 | -524,209 | -926,316 | -1,081,022 | -757,082 | 1,813,748 | 2,188,346 | 2,226,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,393,506 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -1,520,002 | -1,546,602 | -2,070,810 | -2,997,127 | -4,078,148 | -4,835,231 | -3,021,482 | -833,136 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 1,393,506 | 0 |

# SW Appendix
## Site 11

**Site 11** — **Urban 9 HD**

| INCOME | Av Size | m2 Gross | m2 Net | % | Number<br>9 | Price<br>£/m2 | GDV<br>£ | GIA<br>m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 76.0 | 66.11 | 60.00% | 5 | 6,000 | 2,142,000 | 411 |
| Affordable Overall | | | | 40% | 3.6 | | | |
| Affordable Rent | | 76.0 | 66.11 | 30.00% | 3 | 3,300 | 589,050 | 205 |
| Social Rent | | 76.0 | 66.11 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 76.0 | 66.11 | 10.00% | 1 | 4,200 | 249,900 | 68 |
| First Homes | | 76.0 | 66.11 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 0.180 ha | | | 50 /ha | | **2,980,950** | **684** |
| SITE AREA - Gross | | 0.225 ha | | | 40 /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **275,623** | **1,531,236** | **1,224,989** |
| Existing Use Value | | 450,000 | | 2,000,000 |
| Uplift | 20% | 90,000 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **540,000** | | **2,400,000** |
| | | £/m2 | | |
| **Additional Profit** | | **-296,604** | | **-722** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 275,623 | |
| | Stamp Duty | | | 3,281 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 4,134 | 7,415 | |
| **Fees** | | | | | | |
| | Planning | | | 4,158 | | |
| | Professional | | 10.00% | 168,869 | 173,027 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 2,077 | 1,421,416 | | |
| | s106 / CIL / IT | | | 125,136 | | |
| | Contingency | | 5.00% | 71,071 | | |
| | Abnormals | % | 5.00% | 71,071 | | |
| | | £ | | 0 | 1,688,693 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 89,429 | | |
| | Legals | % | 0.5% | 14,905 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 104,333 | **2,249,092** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **428,400** |
| Affordable Housing | % Value | 20.00% | **167,790** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 9 | | |
| No dwgs under 50 | 9 | 462 | 4,158 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 4,158 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 275,623 |
| | **Total** | 3,281 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 540,000 |
| | **Total** | 16,500 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 13,904 | £/ Unit (all) | |
| | | Total | **125,136** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 13,904 | £/ Unit (all) | 125,136 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **125,136** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,764.00 |
| CO2 Plus | % | 6.00% | 105.84 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,879.94** |
| **Site Costs** | Base | 10.00% | 187.99 |
| | BNG | 0.50% | 9.40 |
| | | | **2,077.33** |

**RESIDUAL CASH FLOW FOR INTEREST**

| INCOME | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UNITS Started | | | 3 | 3 | 3 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 714,000 | 714,000 | 714,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 196,350 | 196,350 | 196,350 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 83,300 | 83,300 | 83,300 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **993,650** | **993,650** | **993,650** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 3,281 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 4,134 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 4,158 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 84,435 | | 84,435 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 157,935 | 315,870 | 473,805 | 315,870 | 157,935 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 13,904 | 27,808 | 41,712 | 27,808 | 13,904 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 7,897 | 15,794 | 23,690 | 15,794 | 7,897 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 7,897 | 15,794 | 23,690 | 15,794 | 7,897 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 29,810 | 29,810 | 29,810 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,968 | 4,968 | 4,968 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **96,008** | **0** | **272,067** | **375,265** | **562,898** | **375,265** | **222,410** | **34,778** | **34,778** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **275,623** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 6,504 | 6,617 | 11,494 | 18,263 | 28,433 | 35,498 | 22,622 | 6,238 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 428,400 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | 167,790 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -371,631 | -6,504 | -278,685 | -386,759 | -581,160 | -403,698 | 735,742 | 936,250 | 952,634 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -596,190 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -371,631 | -378,134 | -656,819 | -1,043,578 | -1,624,739 | -2,028,437 | -1,292,695 | -356,444 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| INCOME (As Above) | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **993,650** | **993,650** | **993,650** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 540,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 16,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 8,100 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 4,158 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | 84,435 | 0 | 84,435 | 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 | 157,935 | 315,870 | 473,805 | 315,870 | 157,935 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | -296,604 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 13,904 | 27,808 | 41,712 | 27,808 | 13,904 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 7,897 | 15,794 | 23,690 | 15,794 | 7,897 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 7,897 | 15,794 | 23,690 | 15,794 | 7,897 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 29,810 | 29,810 | 29,810 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 4,968 | 4,968 | 4,968 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | **653,193** | **0** | **272,067** | **78,661** | **562,898** | **375,265** | **222,410** | **34,778** | **34,778** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 11,431 | 11,631 | 16,596 | 18,263 | 28,433 | 35,498 | 22,622 | 6,238 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 428,400 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | 167,790 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -653,193 | -11,431 | -283,698 | -95,257 | -581,160 | -403,698 | 735,742 | 936,250 | 952,634 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -596,190 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -653,193 | -664,624 | -948,322 | -1,043,578 | -1,624,739 | -2,028,437 | -1,292,695 | -356,444 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 596,190 | 0 |

# SW Appendix
## Site 12

| Site 12 | Urban 9 |
|---|---|

| INCOME | Av Size | m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | Gross | Net | | 9 | | | |
| Market Housing | | 105.6 | 105.56 | 60.00% | 5 | 6,000 | 3,420,000 | 570 |
| Affordable Overall | | | | 40% | 3.6 | | | |
| Affordable Rent | | 105.6 | 105.56 | 30.00% | 3 | 3,300 | 940,500 | 285 |
| Social Rent | | 105.6 | 105.56 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 105.6 | 105.56 | 10.00% | 1 | 4,200 | 399,000 | 95 |
| First Homes | | 105.6 | 105.56 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.257 | ha | | 35 | /ha | | **4,759,500** | **950** |
| SITE AREA - Gross | 0.321 | ha | | 28 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **971,861** | **3,779,460** | **3,023,568** |
| Existing Use Value | | 642,857 | | 2,000,000 |
| Uplift | 20% | 128,571 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **771,429** | | **2,400,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 224,865 | 394 |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 971,861 | |
| | Stamp Duty | | | 38,093 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 14,578 | 52,671 | |
| **Fees** | | | | | | |
| | Planning | | | 4,158 | | |
| | Professional | | 10.00% | 214,347 | 218,505 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,848 | 1,755,371 | | |
| | s106 / CIL / IT | | | 212,562 | | |
| | Contingency | | 5.00% | 87,769 | | |
| | Abnormals | % | 5.00% | 87,769 | | |
| | | £ | | 0 | 2,143,470 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 142,785 | | |
| | Legals | % | 0.5% | 23,798 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 166,583 | **3,553,090** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **684,000** |
| Affordable Housing | % Value | 20.00% | **267,900** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 9 | | |
| No dwgs under 50 | 9 | 462 | 4,158 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 4,158 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 971,861 |
| | **Total** | 38,093 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 771,429 |
| | **Total** | 28,071 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 23,618 | £/ Unit (all) | |
| | | Total | **212,562** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 23,618 | £/ Unit (all) | 212,562 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **212,562** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,568.00 |
| CO2 Plus | % | 6.00% | 94.08 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| **Site Costs** | Base | 10.00% | 167.22 |
| | BNG | 0.50% | 8.36 |
| | | | **1,847.76** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 3 | 3 | 3 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 1,140,000 | 1,140,000 | 1,140,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 313,500 | 313,500 | 313,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 133,000 | 133,000 | 133,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **1,586,500** | **1,586,500** | **1,586,500** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 38,093 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 14,578 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 4,158 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 107,174 | | 107,174 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 195,041 | 390,082 | 585,124 | 390,082 | 195,041 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 23,618 | 47,236 | 70,854 | 47,236 | 23,618 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 9,752 | 19,504 | 29,256 | 19,504 | 9,752 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 9,752 | 19,504 | 29,256 | 19,504 | 9,752 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 47,595 | 47,595 | 47,595 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 7,933 | 7,933 | 7,933 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **164,002** | **0** | **345,337** | **476,327** | **714,490** | **476,327** | **293,691** | **55,528** | **55,528** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **971,861** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 19,878 | 20,225 | 26,623 | 35,424 | 48,548 | 57,733 | 36,119 | 9,959 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 684,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 267,900 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -1,135,864 | -19,878 | -365,562 | -502,949 | -749,914 | -524,875 | 1,235,076 | 1,494,853 | 1,521,013 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -951,900 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -1,135,864 | -1,155,741 | -1,521,303 | -2,024,253 | -2,774,167 | -3,299,042 | -2,063,966 | -569,113 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **1,586,500** | **1,586,500** | **1,586,500** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 771,429 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 28,071 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 11,571 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 4,158 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 107,174 | 0 | 107,174 | 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 | 195,041 | 390,082 | 585,124 | 390,082 | 195,041 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 224,865 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 23,618 | 47,236 | 70,854 | 47,236 | 23,618 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 9,752 | 19,504 | 29,256 | 19,504 | 9,752 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 9,752 | 19,504 | 29,256 | 19,504 | 9,752 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 47,595 | 47,595 | 47,595 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 7,933 | 7,933 | 7,933 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **922,403** | **0** | **345,337** | **701,191** | **714,490** | **476,327** | **293,691** | **55,528** | **55,528** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 16,142 | 16,425 | 22,755 | 35,424 | 48,548 | 57,733 | 36,119 | 9,959 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 684,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 267,900 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -922,403 | -16,142 | -361,761 | -723,947 | -749,914 | -524,875 | 1,235,076 | 1,494,853 | 1,521,013 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -951,900 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -922,403 | -938,545 | -1,300,306 | -2,024,253 | -2,774,167 | -3,299,042 | -2,063,966 | -569,113 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 951,900 | 0 |

# SW Appendix
## Site 13

| Site 13 | Large Greenfield 200 |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number 200 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 110.5 | 110.50 | 60.00% | 120 | 5,900 | 78,234,000 | 13,260 |
| Affordable Overall | | | | 40% | 80 | | | |
| Affordable Rent | | 75.1 | 72.25 | 30.00% | 60 | 3,245 | 14,067,075 | 4,507 |
| Social Rent | | 75.1 | 72.25 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 75.0 | 72.45 | 10.00% | 20 | 4,130 | 5,984,370 | 1,501 |
| First Homes | | 75.0 | 72.45 | 0.00% | 0 | 3,391 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 5.714 ha | | 35 | /ha | | **98,285,445** | **19,268** |
| SITE AREA - Gross | | 8.163 ha | | 25 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **19,860,480** | **3,475,584** | **2,432,909** |
| Existing Use Value | | 204,082 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 2,448,980 | | 300,000 |
| **Benchmark Land Value** | | **2,653,061** | | **325,000** |
| | | £/m2 | | |
| **Additional Profit** | | **21,377,677** | | **1,612** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | | | | 19,860,480 |
| | Stamp Duty | | | 982,524 | |
| | Easements etc. | | | 0 | |
| | Legals /Acquisition | | 1.50% | 297,907 | 1,280,431 |
| **Fees** | | | | | |
| | Planning | | | 43,800 | |
| | Professional | | 8.00% | 3,509,665 | 3,553,465 |
| **CONSTRUCTION** | | | | | |
| | Build Cost | | 1,984 | 38,228,774 | |
| | s106 / CIL / IT | | | 4,461,322 | |
| | Contingency | | 2.50% | 955,719 | |
| | Abnormals | % | 0.00% | 0 | |
| | | £ | | 225,000 | 43,870,815 |
| **FINANCE** | | | | | |
| | Fees | | 0% | 0 | |
| | Interest | | 7.00% | | |
| | Legal and Valuation | | | 0 | 0 |
| **SALES** | | | | | |
| | Agents | % | 3.0% | 2,948,563 | |
| | Legals | % | 0.5% | 491,427 | |
| | | £/unit | 0 | 0 | |
| | Misc. | % | 0.0% | 0 | 3,439,991 **72,005,182** |

| Developers Profit | | | | |
|---|---|---|---|---|
| Market Housing | % Value | 20.00% | | **15,646,800** |
| Affordable Housing | % Value | 20.00% | | **4,010,289** |
| First Homes | % Value | 20.00% | | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 200 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 150 | 138 | 20,700 |
| | | **Total** | 43,800 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 19,860,480 |
| | **Total** | 982,524 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,653,061 |
| | **Total** | 122,153 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 22,307 | £/ Unit (all) | |
| | | Total | **4,461,322** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 22,307 | £/ Unit (all) | 4,461,322 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **4,461,322** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,616.67 |
| CO2 Plus | % | 6.00% | 97.00 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.77** |
| **Site Costs** | Base | 15.00% | 258.57 |
| | BNG | 0.10% | 1.72 |
| | | | **1,984.06** |

**RESIDUAL CASH FLOW FOR INTEREST**

| INCOME | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UNITS Started | | | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 13 | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 844,025 | 914,360 | 844,025 | 914,360 | 844,025 | 914,360 | 844,025 | 914,360 | 844,025 | 914,360 | 844,025 | 914,360 | 844,025 | 914,360 | 844,025 | 914,360 | 0 | 0 |
| Social Rent | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 359,062 | 388,984 | 359,062 | 388,984 | 359,062 | 388,984 | 359,062 | 388,984 | 359,062 | 388,984 | 359,062 | 388,984 | 359,062 | 388,984 | 359,062 | 388,984 | 0 | 0 |
| First Homes | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 982,524 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 297,907 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 43,800 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 1,754,833 | | 1,754,833 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 764,575 | 1,592,866 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 1,592,866 | 828,290 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 89,226 | 185,888 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 185,888 | 96,662 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 19,114 | 39,822 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 39,822 | 20,707 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 4,500 | 9,375 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 9,375 | 4,875 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **3,079,064** | **0** | **2,632,249** | **1,827,951** | **2,705,367** | **2,778,485** | **2,911,766** | **3,002,084** | **2,911,766** | **3,002,084** | **2,911,766** | **3,002,084** | **2,911,766** | **3,002,084** | **2,911,766** | **3,002,084** | **2,911,766** | **3,002,084** | **2,034,350** | **1,174,134** | **206,399** | **223,599** | **0** | **0** |
| **For Residual Valuation** Land | **19,860,480** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 401,442 | 408,467 | 461,680 | 501,748 | 557,873 | 616,259 | 574,800 | 525,596 | 482,550 | 431,731 | 387,043 | 334,553 | 288,164 | 233,943 | 185,793 | 129,782 | 79,809 | 21,942 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 15,646,800 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | 4,010,289 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -22,939,544 | -401,442 | -3,040,716 | -2,289,630 | -3,207,115 | -3,336,358 | 2,369,101 | 2,811,670 | 2,459,765 | 2,903,920 | 2,553,629 | 2,999,427 | 2,650,808 | 3,098,306 | 2,751,417 | 3,200,676 | 2,855,579 | 3,306,661 | 3,840,834 | 5,214,420 | 5,690,727 | 6,164,955 | 0 | -19,657,089 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -22,939,544 | -23,340,986 | -26,381,702 | -28,671,333 | -31,878,448 | -35,214,806 | -32,845,704 | -30,034,035 | -27,574,270 | -24,670,350 | -22,116,721 | -19,117,294 | -16,466,486 | -13,368,180 | -10,616,763 | -7,416,087 | -4,560,508 | -1,253,847 | 2,586,987 | 7,801,407 | 13,492,134 | 19,657,089 | 19,657,089 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| INCOME | As Above | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **5,897,127** | **6,388,554** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 2,653,061 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 122,153 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 39,796 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 43,800 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 1,754,833 | 0 | 1,754,833 | 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 | 764,575 | 1,592,866 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 2,357,441 | 2,421,156 | 1,592,866 | 828,290 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | 1,644,437 | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 89,226 | 185,888 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 275,115 | 282,550 | 185,888 | 96,662 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 19,114 | 39,822 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 58,936 | 60,529 | 39,822 | 20,707 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 4,500 | 9,375 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 9,375 | 4,875 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 176,914 | 191,657 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 29,486 | 31,943 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **4,613,643** | **0** | **2,632,249** | **3,472,387** | **4,349,804** | **4,422,922** | **4,556,203** | **4,646,521** | **4,556,203** | **4,646,521** | **4,556,203** | **4,646,521** | **4,556,203** | **4,646,521** | **4,556,203** | **4,646,521** | **2,911,766** | **3,002,084** | **2,034,350** | **1,174,134** | **206,399** | **223,599** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | | 80,739 | 82,152 | 129,654 | 192,689 | 272,183 | 354,347 | 337,082 | 312,496 | 294,498 | 269,166 | 250,411 | 224,307 | 204,766 | 177,864 | 157,511 | 129,782 | 79,809 | 21,942 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 15,646,800 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 4,010,289 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | | -4,613,643 | -80,739 | -2,714,401 | -3,602,041 | -4,542,493 | -4,695,105 | 986,576 | 1,404,951 | 1,028,428 | 1,447,535 | 1,071,757 | 1,491,622 | 1,116,616 | 1,537,267 | 1,163,059 | 1,584,522 | 2,855,579 | 3,306,661 | 3,840,834 | 5,214,420 | 5,690,727 | 6,164,955 | 0 | -19,657,089 |
| Opening Balance | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | | -4,613,643 | -4,694,382 | -7,408,782 | -11,010,823 | -15,553,316 | -20,248,421 | -19,261,845 | -17,856,894 | -16,828,466 | -15,380,931 | -14,309,174 | -12,817,552 | -11,700,935 | -10,163,668 | -9,000,609 | -7,416,087 | -4,560,508 | -1,253,847 | 2,586,987 | 7,801,407 | 13,492,134 | 19,657,089 | 19,657,089 | 0 |

# SW Appendix
## Site 14

**Site 14** — **Greenfield 100 HD**

| INCOME | Av Size | m2 Gross | m2 Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 100 | | | |
| Market Housing | | 94.9 | 94.00 | 60.00% | 60 | 5,900 | 33,276,000 | 5,692 |
| Affordable Overall | | | | 40% | 40 | | | |
| Affordable Rent | | 75.4 | 72.63 | 30.00% | 30 | 3,245 | 7,070,855 | 2,261 |
| Social Rent | | 75.4 | 72.63 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 77.1 | 75.40 | 10.00% | 10 | 4,130 | 3,114,020 | 771 |
| First Homes | | 77.1 | 75.40 | 0.00% | 0 | 3,258 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 2.632 ha | | | 38 | /ha | | **43,460,875** | **8,723** |
| SITE AREA - Gross | 3.509 ha | | | 29 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **9,287,778** | **3,529,356** | **2,647,017** |
| Existing Use Value | | 87,719 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 1,052,632 | | 300,000 |
| **Benchmark Land Value** | | **1,140,351** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **9,460,443** | **1,662** |

**RUN Residual MACRO ctrl+r** — *Closing balance =* 0

**RUN CIL MACRO ctrl+l** — *Closing balance =* 0

*Check on phasing dwgs nos* **correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 9,287,778 | |
| | Stamp Duty | | | 453,889 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 139,317 | 593,206 | |
| **Fees** | | | | | | |
| | Planning | | | 30,000 | | |
| | Professional | | 8.00% | 1,537,470 | 1,567,470 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,905 | 16,616,024 | | |
| | s106 / CIL / IT | | | 2,186,948 | | |
| | Contingency | | 2.50% | 415,401 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 0 | 19,218,373 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 1,303,826 | | |
| | Legals | % | 0.5% | 217,304 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 1,521,131 | **32,187,957** |

**Developers Profit**

| | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **6,655,200** |
| Affordable Housing | % Value | 20.00% | **2,036,975** |
| First Homes | % Value | 20.00% | **0** |

**Planning fee calc**

| | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 100 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 50 | 138 | 6,900 |
| | | **Total** | 30,000 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 9,287,778 |
| | **Total** | 453,889 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 1,140,351 |
| | **Total** | 46,518 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 21,869 | £/ Unit (all) | |
| | | Total | **2,186,948** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 21,869 | £/ Unit (all) | 2,186,948 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **2,186,948** |

| | | |
|---|---|---|
| Inf Tariff | % GDV | |
| | 0.00% | **0** |

**Build Cost**

| | | | /m2 |
|---|---|---|---|
| | | | 1,551.75 |
| CO2 Plus | % | 6.00% | 93.10 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,654.95** |
| **Site Costs** | Base | 15.00% | 248.24 |
| | BNG | 0.10% | 1.65 |
| | | | **1,904.85** |

**RESIDUAL CASH FLOW FOR INTEREST**

| INCOME | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UNITS Started | | | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 13 | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 3,993,120 | 4,325,880 | 3,993,120 | 4,325,880 | 3,993,120 | 4,325,880 | 3,993,120 | 4,325,880 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 848,503 | 919,211 | 848,503 | 919,211 | 848,503 | 919,211 | 848,503 | 919,211 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 373,682 | 404,823 | 373,682 | 404,823 | 373,682 | 404,823 | 373,682 | 404,823 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **5,215,305** | **5,649,914** | **5,215,305** | **5,649,914** | **5,215,305** | **5,649,914** | **5,215,305** | **5,649,914** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 453,889 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 139,317 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 30,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 768,735 | | 768,735 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 664.641 | 1,384.669 | 2,049.310 | 2,104.696 | 2,049.310 | 2,104.696 | 2,049.310 | 2,104.696 | 1,384.669 | 720,028 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 87,478 | 182,246 | 269,724 | 277,013 | 269,724 | 277,013 | 269,724 | 277,013 | 182,246 | 94,768 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 16.616 | 34.617 | 51,233 | 52.617 | 51,233 | 52.617 | 51.233 | 52.617 | 34.617 | 18.001 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 156,459 | 169,497 | 156,459 | 169,497 | 156,459 | 169,497 | 156,459 | 169,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 26,077 | 28,250 | 26,077 | 28,250 | 26,077 | 28,250 | 26,077 | 28,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **1,391,941** | **0** | **1,537,470** | **1,601,531** | **2,370,266** | **2,434,327** | **2,552,802** | **2,632,074** | **2,552,802** | **2,632,074** | **1,784,067** | **1,030,543** | **182,536** | **197,747** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **9,287,778** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 186,895 | 190,166 | 220,399 | 252,283 | 298,178 | 345,997 | 305,458 | 257,991 | 215,912 | 166,878 | 109,752 | 30,834 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 6,655,200 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | 2,036,975 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -10,679,719 | -186,895 | -1,727,636 | -1,821,930 | -2,622,549 | -2,732,505 | 2,316,507 | 2,712,382 | 2,404,512 | 2,801,927 | 3,264,360 | 4,509,619 | 5,001,936 | 5,452,167 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -8,692,175 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -10,679,719 | -10,866,614 | -12,594,249 | -14,416,180 | -17,038,729 | -19,771,234 | -17,454,727 | -14,742,346 | -12,337,833 | -9,535,906 | -6,271,546 | -1,761,927 | 3,240,008 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| INCOME (As Above) | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **5,215,305** | **5,649,914** | **5,215,305** | **5,649,914** | **5,215,305** | **5,649,914** | **5,215,305** | **5,649,914** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 1,140,351 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 46,518 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 17,105 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 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 |
| Professional | 768,735 | 0 | 768,735 | 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 | 664.641 | 1,384.669 | 2,049.310 | 2,104.696 | 2,049.310 | 2,104.696 | 2,049.310 | 2,104.696 | 1,384.669 | 720,028 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | 1,892.089 | 1,892.089 | 1,892.089 | 1,892.089 | 1,892.089 | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 87,478 | 182,246 | 269,724 | 277,013 | 269,724 | 277,013 | 269,724 | 277,013 | 182,246 | 94,768 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 16,616 | 34,617 | 51,233 | 52,617 | 51,233 | 52,617 | 51,233 | 52,617 | 34,617 | 18,001 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 156,459 | 169,497 | 156,459 | 169,497 | 156,459 | 169,497 | 156,459 | 169,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 26,077 | 28,250 | 26,077 | 28,250 | 26,077 | 28,250 | 26,077 | 28,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | **2,002,709** | **0** | **1,537,470** | **3,493,620** | **4,262,355** | **4,326,416** | **4,444,890** | **4,524,163** | **2,552,802** | **2,632,074** | **1,784,067** | **1,030,543** | **182,536** | **197,747** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 35,047 | 35,661 | 63,191 | 125,435 | 202,221 | 281,472 | 272,916 | 257,991 | 215,912 | 166,878 | 109,752 | 30,834 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 6,655,200 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | 2,036,975 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -2,002,709 | -35,047 | -1,573,131 | -3,556,810 | -4,387,789 | -4,528,637 | 488,942 | 852,835 | 2,404,512 | 2,801,927 | 3,264,360 | 4,509,619 | 5,001,936 | 5,452,167 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -8,692,175 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -2,002,709 | -2,037,756 | -3,610,887 | -7,167,697 | -11,555,486 | -16,084,123 | -15,595,181 | -14,742,346 | -12,337,833 | -9,535,906 | -6,271,546 | -1,761,927 | 3,240,008 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 8,692,175 | 0 |

# SW Appendix
## Site 15

| Site 15 | Greenfield 100 |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number 100 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 110.5 | 110.50 | 60.00% | 60 | 5,900 | 39,117,000 | 6,630 |
| Affordable Overall | | | | 40% | 40 | | | |
| Affordable Rent | | 75.4 | 72.63 | 30.00% | 30 | 3,245 | 7,070,855 | 2,261 |
| Social Rent | | 75.4 | 72.63 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 77.1 | 75.40 | 10.00% | 10 | 4,130 | 3,114,020 | 771 |
| First Homes | | 77.1 | 75.40 | 0.00% | 0 | 3,258 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 2.857 ha | | 35 | /ha | | **49,301,875** | **9,661** |
| SITE AREA - Gross | | 4.082 ha | | 25 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **10,386,031** | **3,635,111** | **2,544,578** |
| Existing Use Value | | 102,041 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 1,224,490 | | 300,000 |
| **Benchmark Land Value** | | **1,326,531** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **10,519,504** | **1,587** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 10,386,031 | |
| | Stamp Duty | | | 508,802 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 155,790 | 664,592 | |
| **Fees** | | | | | | |
| | Planning | | | 30,000 | | |
| | Professional | | 8.00% | 1,757,457 | 1,787,457 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,980 | 19,132,182 | | |
| | s106 / CIL / IT | | | 2,245,232 | | |
| | Contingency | | 2.50% | 478,305 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 112,500 | 21,968,219 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 1,479,056 | | |
| | Legals | % | 0.5% | 246,509 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 1,725,566 | **36,531,865** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **7,823,400** |
| Affordable Housing | % Value | 20.00% | **2,036,975** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 100 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 50 | 138 | 6,900 |
| | | **Total** | 30,000 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 10,386,031 |
| | **Total** | 508,802 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,326,531 |
| | **Total** | 55,827 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 22,452 | £/ Unit (all) | |
| | | Total | **2,245,232** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 22,452 | £/ Unit (all) | 2,245,232 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **2,245,232** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,613.59 |
| CO2 Plus | % | 6.00% | 96.82 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,720.50** |
| **Site Costs** | Base | 15.00% | 258.08 |
| | BNG | 0.10% | 1.72 |
| | | | **1,980.30** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** |
| UNITS Started | | | | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 13 | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 4,694,040 | 5,085,210 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 848,503 | 919,211 | 848,503 | 919,211 | 848,503 | 919,211 | 848,503 | 919,211 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 373,682 | 404,823 | 373,682 | 404,823 | 373,682 | 404,823 | 373,682 | 404,823 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **5,916,225** | **6,409,244** | **5,916,225** | **6,409,244** | **5,916,225** | **6,409,244** | **5,916,225** | **6,409,244** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 508,802 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 155,790 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 30,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 878,729 | | 878,729 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 765,287 | 1,594,349 | 2,359,636 | 2,423,410 | 2,359,636 | 2,423,410 | 2,359,636 | 2,423,410 | 1,594,349 | 829,061 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 89,809 | 187,103 | 276,912 | 284,396 | 276,912 | 284,396 | 276,912 | 284,396 | 187,103 | 97,293 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 19,132 | 39,859 | 58,991 | 60,585 | 58,991 | 60,585 | 58,991 | 60,585 | 39,859 | 20,727 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 4,500 | 9,375 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 9,375 | 4,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 177,487 | 192,277 | 177,487 | 192,277 | 177,487 | 192,277 | 177,487 | 192,277 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 29,581 | 32,046 | 29,581 | 32,046 | 29,581 | 32,046 | 29,581 | 32,046 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **1,573,321** | **0** | **1,757,457** | **1,830,685** | **2,709,414** | **2,782,641** | **2,916,482** | **3,006,965** | **2,916,482** | **3,006,965** | **2,037,753** | **1,176,280** | **207,068** | **224,324** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **10,386,031** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 209,289 | 212,951 | 247,433 | 283,800 | 336,182 | 390,761 | 345,104 | 291,603 | 244,211 | 188,945 | 124,378 | 34,978 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 7,823,400 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 2,036,975 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -11,959,352 | -209,289 | -1,970,409 | -2,078,118 | -2,993,214 | -3,118,823 | 2,608,982 | 3,057,175 | 2,708,140 | 3,158,068 | 3,689,528 | 5,108,586 | 5,674,179 | 6,184,920 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -9,860,375 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -11,959,352 | -12,168,641 | -14,139,049 | -16,217,168 | -19,210,382 | -22,329,205 | -19,720,222 | -16,663,047 | -13,954,907 | -10,796,838 | -7,107,311 | -1,998,725 | 3,675,455 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **5,916,225** | **6,409,244** | **5,916,225** | **6,409,244** | **5,916,225** | **6,409,244** | **5,916,225** | **6,409,244** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 1,326,531 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 55,827 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 19,898 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 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 |
| Professional | | 878,729 | 0 | 878,729 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 0 | 765,287 | 1,594,349 | 2,359,636 | 2,423,410 | 2,359,636 | 2,423,410 | 2,359,636 | 2,423,410 | 1,594,349 | 829,061 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 2,103,901 | 2,103,901 | 2,103,901 | 2,103,901 | 2,103,901 | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 89,809 | 187,103 | 276,912 | 284,396 | 276,912 | 284,396 | 276,912 | 284,396 | 187,103 | 97,293 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 19,132 | 39,859 | 58,991 | 60,585 | 58,991 | 60,585 | 58,991 | 60,585 | 39,859 | 20,727 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 4,500 | 9,375 | 13,875 | 14,250 | 13,875 | 14,250 | 13,875 | 14,250 | 9,375 | 4,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 177,487 | 192,277 | 177,487 | 192,277 | 177,487 | 192,277 | 177,487 | 192,277 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 29,581 | 32,046 | 29,581 | 32,046 | 29,581 | 32,046 | 29,581 | 32,046 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **2,310,984** | **0** | **1,757,457** | **3,934,586** | **4,813,314** | **4,886,542** | **5,020,382** | **5,110,865** | **2,916,482** | **3,006,965** | **2,037,753** | **1,176,280** | **207,068** | **224,324** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 40,442 | 41,150 | 72,626 | 142,752 | 229,483 | 319,013 | 308,919 | 291,603 | 244,211 | 188,945 | 124,378 | 34,978 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 7,823,400 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 2,036,975 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -2,310,984 | -40,442 | -1,798,607 | -4,007,211 | -4,956,066 | -5,116,025 | 576,829 | 989,460 | 2,708,140 | 3,158,068 | 3,689,528 | 5,108,586 | 5,674,179 | 6,184,920 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -9,860,375 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -2,310,984 | -2,351,426 | -4,150,034 | -8,157,245 | -13,113,311 | -18,229,336 | -17,652,506 | -16,663,047 | -13,954,907 | -10,796,838 | -7,107,311 | -1,998,725 | 3,675,455 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 9,860,375 | 0 |

# SW Appendix
## Site 16

**Site 16** — **Greenfield 60 HD**

| INCOME | Av Size | m2 Gross | m2 Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 60 | | | |
| Market Housing | | 95.0 | 94.03 | 60.00% | 36 | 5,900 | 19,971,500 | 3,420 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | | 74.9 | 72.22 | 30.00% | 18 | 3,245 | 4,218,500 | 1,348 |
| Social Rent | | 74.9 | 72.22 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 72.6 | 69.83 | 10.00% | 6 | 4,130 | 1,730,470 | 436 |
| First Homes | | 72.6 | 69.83 | 0.00% | 0 | 3,476 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 1.579 ha | | | | 38 | /ha | **25,920,470** | **5,203** |
| SITE AREA - Gross | 2.105 ha | | | | 29 | /ha | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **5,564,501** | **3,524,184** | **2,643,138** |
| Existing Use Value | | 52,632 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 631,579 | | 300,000 |
| **Benchmark Land Value** | | **684,211** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **5,570,439** | **1,629** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | 5,564,501 | |
| | Stamp Duty | | | 267,725 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 83,468 | 351,193 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 8.00% | 919,318 | 943,798 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,911 | 9,942,404 | | |
| | s106 / CIL / IT | | | 1,300,512 | | |
| | Contingency | | 2.50% | 248,560 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 0 | 11,491,476 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 777,614 | | |
| | Legals | % | 0.5% | 129,602 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 907,216 | **19,258,185** |

| **Developers Profit** | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **3,994,300** |
| Affordable Housing | % Value | 20.00% | **1,189,794** |
| First Homes | % Value | 20.00% | **0** |

| **Planning fee calc** | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | 5,564,501 |
| | **Total** | 267,725 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | 684,211 |
| | **Total** | 23,711 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 21,675 | £/ Unit (all) | |
| | | Total | **1,300,512** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 21,675 | £/ Unit (all) | 1,300,512 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,300,512** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| **Build Cost** | | | /m2 |
|---|---|---|---|
| | | | 1,556.57 |
| CO2 Plus | % | 6.00% | 93.39 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,660.06** |
| **Site Costs** | Base | 15.00% | 249.01 |
| | BNG | 0.10% | 1.66 |
| | | | **1,910.73** |

**RESIDUAL CASH FLOW FOR INTEREST**

| INCOME | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UNITS Started | | | 10 | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | |
| Market Housing | | | | 0 | 0 | 0 | 3,328,583 | 3,328,583 | 3,328,583 | 3,328,583 | 3,328,583 | 3,328,583 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | 0 | 0 | 0 | 703,083 | 703,083 | 703,083 | 703,083 | 703,083 | 703,083 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | 0 | 0 | 0 | 288,412 | 288,412 | 288,412 | 288,412 | 288,412 | 288,412 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **4,320,078** | **4,320,078** | **4,320,078** | **4,320,078** | **4,320,078** | **4,320,078** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 267,725 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 83,468 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 459,659 | | 459,659 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 552,356 | 1,104,712 | 1,657,067 | 1,657,067 | 1,657,067 | 1,657,067 | 1,104,712 | 552,356 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 72,251 | 144,501 | 216,752 | 216,752 | 216,752 | 216,752 | 144,501 | 72,251 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 13,809 | 27,618 | 41,427 | 41,427 | 41,427 | 41,427 | 27,618 | 13,809 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 129,602 | 129,602 | 129,602 | 129,602 | 129,602 | 129,602 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 21,600 | 21,600 | 21,600 | 21,600 | 21,600 | 21,600 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **835,332** | **0** | **1,098,074** | **1,276,831** | **1,915,246** | **1,915,246** | **2,066,449** | **2,066,449** | **1,428,033** | **789,618** | **151,203** | **151,203** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **5,564,501** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 111,997 | 113,957 | 135,168 | 159,878 | 196,192 | 233,142 | 197,784 | 161,807 | 114,027 | 54,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 3,994,300 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | 1,189,794 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -6,399,833 | -111,997 | -1,212,031 | -1,411,998 | -2,075,124 | -2,111,438 | 2,020,487 | 2,055,846 | 2,730,238 | 3,416,433 | 4,114,636 | 4,168,876 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,184,094 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -6,399,833 | -6,511,830 | -7,723,861 | -9,135,860 | -11,210,983 | -13,322,421 | -11,301,934 | -9,246,089 | -6,515,850 | -3,099,417 | 1,015,218 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| INCOME (As Above) | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **4,320,078** | **4,320,078** | **4,320,078** | **4,320,078** | **4,320,078** | **4,320,078** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 684,211 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 23,711 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 10,263 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | 459,659 | 0 | 459,659 | 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 | 552,356 | 1,104,712 | 1,657,067 | 1,657,067 | 1,657,067 | 1,657,067 | 1,104,712 | 552,356 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | 1,856,813 | 1,856,813 | 1,856,813 | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 72,251 | 144,501 | 216,752 | 216,752 | 216,752 | 216,752 | 144,501 | 72,251 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 13,809 | 27,618 | 41,427 | 41,427 | 41,427 | 41,427 | 27,618 | 13,809 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 129,602 | 129,602 | 129,602 | 129,602 | 129,602 | 129,602 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 21,600 | 21,600 | 21,600 | 21,600 | 21,600 | 21,600 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | **1,202,323** | **0** | **1,098,074** | **3,133,644** | **3,772,059** | **3,772,059** | **2,066,449** | **2,066,449** | **1,428,033** | **789,618** | **151,203** | **151,203** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 21,041 | 21,409 | 41,000 | 96,556 | 164,257 | 233,142 | 197,784 | 161,807 | 114,027 | 54,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 3,994,300 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | 1,189,794 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -1,202,323 | -21,041 | -1,119,483 | -3,174,643 | -3,868,615 | -3,936,316 | 2,020,487 | 2,055,846 | 2,730,238 | 3,416,433 | 4,114,636 | 4,168,876 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,184,094 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -1,202,323 | -1,223,364 | -2,342,847 | -5,517,491 | -9,386,106 | -13,322,421 | -11,301,934 | -9,246,089 | -6,515,850 | -3,099,417 | 1,015,218 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 5,184,094 | 0 |

# SW Appendix
## Site 17

| Site 17 | Greenfield 60 |
|---|---|

| INCOME | Av Size | m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | Gross | Net | | 60 | | | |
| Market Housing | | 111.1 | 111.11 | 60.00% | 36 | 5,900 | 23,600,000 | 4,000 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | | 74.9 | 72.22 | 30.00% | 18 | 3,245 | 4,218,500 | 1,348 |
| Social Rent | | 74.9 | 72.22 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 72.6 | 69.83 | 10.00% | 6 | 4,130 | 1,730,470 | 436 |
| First Homes | | 72.6 | 69.83 | 0.00% | 0 | 3,476 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 1.714 | ha | | 35 | /ha | **29,548,970** | **5,784** |
| SITE AREA - Gross | | 2.449 | ha | | 25 | /ha | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **6,281,867** | **3,664,422** | **2,565,096** |
| Existing Use Value | | 61,224 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 734,694 | | 300,000 |
| **Benchmark Land Value** | | **795,918** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **6,261,746** | **1,565** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 6,281,867 | |
| | Stamp Duty | | | 303,593 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 94,228 | 397,821 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 8.00% | 1,053,478 | 1,077,958 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,984 | 11,474,742 | | |
| | s106 / CIL / IT | | | 1,339,368 | | |
| | Contingency | | 2.50% | 286,869 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 67,500 | 13,168,479 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 886,469 | | |
| | Legals | % | 0.5% | 147,745 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 1,034,214 | **21,960,339** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **4,720,000** |
| Affordable Housing | % Value | 20.00% | **1,189,794** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 6,281,867 |
| | **Total** | 303,593 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 795,918 |
| | **Total** | 29,296 |

| Pre CIL s106 | 22,323 | £/ Unit (all) | |
|---|---|---|---|
| | | Total | **1,339,368** |

| Post CIL s106 | 22,323 | £/ Unit (all) | 1,339,368 |
|---|---|---|---|
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,339,368** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,616.53 |
| CO2 Plus | % | 6.00% | 96.99 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.63** |
| **Site Costs** | Base | 15.00% | 258.54 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.89** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** |
| UNITS Started | | | | 10 | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 3,933,333 | 3,933,333 | 3,933,333 | 3,933,333 | 3,933,333 | 3,933,333 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 703,083 | 703,083 | 703,083 | 703,083 | 703,083 | 703,083 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 288,412 | 288,412 | 288,412 | 288,412 | 288,412 | 288,412 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 303,593 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 94,228 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 526,739 | | 526,739 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 637,486 | 1,274,971 | 1,912,457 | 1,912,457 | 1,912,457 | 1,912,457 | 1,274,971 | 637,486 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 74,409 | 148,819 | 223,228 | 223,228 | 223,228 | 223,228 | 148,819 | 74,409 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 15,937 | 31,874 | 47,811 | 47,811 | 47,811 | 47,811 | 31,874 | 15,937 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 3,750 | 7,500 | 11,250 | 11,250 | 11,250 | 11,250 | 7,500 | 3,750 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **949,041** | **0** | **1,258,321** | **1,463,164** | **2,194,746** | **2,194,746** | **2,367,115** | **2,367,115** | **1,635,533** | **903,951** | **172,369** | **172,369** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **6,281,867** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 126,541 | 128,755 | 153,029 | 181,313 | 222,894 | 265,202 | 225,083 | 184,262 | 129,924 | 61,833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,720,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,189,794 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -7,230,907 | -126,541 | -1,387,077 | -1,616,194 | -2,376,059 | -2,417,640 | 2,292,511 | 2,332,629 | 3,105,033 | 3,890,953 | 4,690,627 | 4,752,459 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,909,794 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -7,230,907 | -7,357,448 | -8,744,525 | -10,360,718 | -12,736,778 | -15,154,418 | -12,861,907 | -10,529,278 | -7,424,245 | -3,533,292 | 1,157,335 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 795,918 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 29,296 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 11,939 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 526,739 | 0 | 526,739 | 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 | 637,486 | 1,274,971 | 1,912,457 | 1,912,457 | 1,912,457 | 1,912,457 | 1,274,971 | 637,486 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 2,087,249 | 2,087,249 | 2,087,249 | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 74,409 | 148,819 | 223,228 | 223,228 | 223,228 | 223,228 | 148,819 | 74,409 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 15,937 | 31,874 | 47,811 | 47,811 | 47,811 | 47,811 | 31,874 | 15,937 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 3,750 | 7,500 | 11,250 | 11,250 | 11,250 | 11,250 | 7,500 | 3,750 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **1,388,372** | **0** | **1,258,321** | **3,550,413** | **4,281,995** | **4,281,995** | **2,367,115** | **2,367,115** | **1,635,533** | **903,951** | **172,369** | **172,369** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 24,297 | 24,722 | 47,175 | 110,133 | 186,995 | 265,202 | 225,083 | 184,262 | 129,924 | 61,833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,720,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,189,794 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -1,388,372 | -24,297 | -1,283,043 | -3,597,588 | -4,392,128 | -4,468,990 | 2,292,511 | 2,332,629 | 3,105,033 | 3,890,953 | 4,690,627 | 4,752,459 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,909,794 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -1,388,372 | -1,412,669 | -2,695,712 | -6,293,300 | -10,685,428 | -15,154,418 | -12,861,907 | -10,529,278 | -7,424,245 | -3,533,292 | 1,157,335 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 0 |

# SW Appendix
## Site 18

| Site 18 | Greenfield 60 LD |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number 60 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | | 111.1 | 111.11 | 60.00% | 36 | 5,900 | 23,600,000 | 4,000 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | | 74.9 | 72.22 | 30.00% | 18 | 3,245 | 4,218,500 | 1,348 |
| Social Rent | | 74.9 | 72.22 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 72.6 | 69.83 | 10.00% | 6 | 4,130 | 1,730,470 | 436 |
| First Homes | | 72.6 | 69.83 | 0.00% | 0 | 3,476 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 2.000 | ha | | 30 | /ha | | **29,548,970** | **5,784** |
| SITE AREA - Gross | 2.857 | ha | | 21 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **6,281,867** | **3,140,933** | **2,198,653** |
| Existing Use Value | | 71,429 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 857,143 | | 300,000 |
| **Benchmark Land Value** | | **928,571** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **6,110,334** | **1,528** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 6,281,867 | |
| | Stamp Duty | | | 303,593 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 94,228 | 397,821 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 8.00% | 1,053,478 | 1,077,958 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,984 | 11,474,742 | | |
| | s106 / CIL / IT | | | 1,339,368 | | |
| | Contingency | | 2.50% | 286,869 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 67,500 | 13,168,479 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 886,469 | | |
| | Legals | % | 0.5% | 147,745 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 1,034,214 | **21,960,339** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **4,720,000** |
| Affordable Housing | % Value | 20.00% | **1,189,794** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 6,281,867 |
| | **Total** | 303,593 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 928,571 |
| | **Total** | 35,929 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 22,323 | £/ Unit (all) | |
| | | Total | **1,339,368** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 22,323 | £/ Unit (all) | 1,339,368 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **1,339,368** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,616.53 |
| CO2 Plus | % | 6.00% | 96.99 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.63** |
| **Site Costs** | Base | 15.00% | 258.54 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.89** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | | 10 | 10 | 10 | 10 | 10 | 10 | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 3,933,333 | 3,933,333 | 3,933,333 | 3,933,333 | 3,933,333 | 3,933,333 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 703,083 | 703,083 | 703,083 | 703,083 | 703,083 | 703,083 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 288,412 | 288,412 | 288,412 | 288,412 | 288,412 | 288,412 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 303,593 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 94,228 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 526,739 | | 526,739 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 637,486 | 1,274,971 | 1,912,457 | 1,912,457 | 1,912,457 | 1,912,457 | 1,274,971 | 637,486 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 74,409 | 148,819 | 223,228 | 223,228 | 223,228 | 223,228 | 148,819 | 74,409 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 15,937 | 31,874 | 47,811 | 47,811 | 47,811 | 47,811 | 31,874 | 15,937 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 3,750 | 7,500 | 11,250 | 11,250 | 11,250 | 11,250 | 7,500 | 3,750 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **949,041** | **0** | **1,258,321** | **1,463,164** | **2,194,746** | **2,194,746** | **2,367,115** | **2,367,115** | **1,635,533** | **903,951** | **172,369** | **172,369** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | | **6,281,867** | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | | 126,541 | 128,755 | 153,029 | 181,313 | 222,894 | 265,202 | 225,083 | 184,262 | 129,924 | 61,833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,720,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,189,794 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | | -7,230,907 | -126,541 | -1,387,077 | -1,616,194 | -2,376,059 | -2,417,640 | 2,292,511 | 2,332,629 | 3,105,033 | 3,890,953 | 4,690,627 | 4,752,459 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,909,794 |
| Opening Balance | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | | -7,230,907 | -7,357,448 | -8,744,525 | -10,360,718 | -12,736,778 | -15,154,418 | -12,861,907 | -10,529,278 | -7,424,245 | -3,533,292 | 1,157,335 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **4,924,828** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 928,571 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 35,929 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 13,929 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 526,739 | 0 | 526,739 | 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 | 637,486 | 1,274,971 | 1,912,457 | 1,912,457 | 1,912,457 | 1,912,457 | 1,274,971 | 637,486 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 2,036,778 | 2,036,778 | 2,036,778 | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 74,409 | 148,819 | 223,228 | 223,228 | 223,228 | 223,228 | 148,819 | 74,409 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 15,937 | 31,874 | 47,811 | 47,811 | 47,811 | 47,811 | 31,874 | 15,937 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 3,750 | 7,500 | 11,250 | 11,250 | 11,250 | 11,250 | 7,500 | 3,750 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 147,745 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 24,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **1,529,648** | **0** | **1,258,321** | **3,499,942** | **4,231,524** | **4,231,524** | **2,367,115** | **2,367,115** | **1,635,533** | **903,951** | **172,369** | **172,369** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | | 26,769 | 27,237 | 49,735 | 111,854 | 187,863 | 265,202 | 225,083 | 184,262 | 129,924 | 61,833 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 4,720,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,189,794 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | | -1,529,648 | -26,769 | -1,285,559 | -3,549,677 | -4,343,378 | -4,419,387 | 2,292,511 | 2,332,629 | 3,105,033 | 3,890,953 | 4,690,627 | 4,752,459 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -5,909,794 |
| Opening Balance | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | | -1,529,648 | -1,556,417 | -2,841,975 | -6,391,652 | -10,735,030 | -15,154,418 | -12,861,907 | -10,529,278 | -7,424,245 | -3,533,292 | 1,157,335 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 5,909,794 | 0 |

# SW Appendix
## Site 19

**Site 19** — **Greenfield 20 HD**

| INCOME | Av Size m2 Gross | Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| | | | | 20 | | | |
| Market Housing | 95.4 | 94.58 | 60.00% | 12 | 5,900 | 6,696,500 | 1,145 |
| Affordable Overall | | | 40% | 8 | | | |
| Affordable Rent | 77.1 | 74.33 | 30.00% | 6 | 3,245 | 1,447,270 | 463 |
| Social Rent | 77.1 | 74.33 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 77.0 | 77.00 | 10.00% | 2 | 4,130 | 636,020 | 154 |
| First Homes | 77.0 | 77.00 | 0.00% | 0 | 3,476 | 0 | 0 |
| Grant and Subsidy — Affordable Rent | | | | | 0 | 0 | |
| Social Rent | | | | | 0 | 0 | |
| Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.526 ha | | 38 | /ha | | **8,779,790** | **1,761** |
| SITE AREA - Gross | 0.702 ha | | 29 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **2,070,181** | **3,933,343** | **2,950,007** |
| Existing Use Value | | 17,544 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 210,526 | | 300,000 |
| **Benchmark Land Value** | | **228,070** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 2,065,965 | 1,805 |

**RUN Residual MACRO ctrl+r** — *Closing balance =* 0

**RUN CIL MACRO ctrl+l** — *Closing balance =* 0

*Check on phasing dwgs nos* **correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | |
|---|---|---|---|---|---|
| **LAND** | Land | | | | 2,070,181 |
| | Stamp Duty | | | 93,009 | |
| | Easements etc. | | | 0 | |
| | Legals /Acquisition | | 1.50% | 31,053 | 124,062 |
| **Fees** | | | | | |
| | Planning | | | 9,240 | |
| | Professional | | 8.00% | 297,636 | 306,876 |
| **CONSTRUCTION** | | | | | |
| | Build Cost | | 1,815 | 3,197,304 | |
| | s106 / CIL / IT | | | 443,218 | |
| | Contingency | | 2.50% | 79,933 | |
| | Abnormals | % | 0.00% | 0 | |
| | | £ | | 0 | 3,720,455 |
| **FINANCE** | | | | | |
| | Fees | | 0% | 0 | |
| | Interest | | 7.00% | | |
| | Legal and Valuation | | | 0 | 0 |
| **SALES** | | | | | |
| | Agents | % | 3.0% | 263,394 | |
| | Legals | % | 0.5% | 43,899 | |
| | | £/unit | 0 | 0 | |
| | Misc. | % | 0.0% | 0 | 307,293 **6,528,866** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **1,339,300** |
| Affordable Housing | % Value | 20.00% | **416,658** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 20 | | |
| No dwgs under 50 | 20 | 462 | 9,240 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 9,240 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,070,181 |
| | **Total** | 93,009 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 228,070 |
| | **Total** | 1,561 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 22,161 | £/ Unit (all) | |
| | | Total | **443,218** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 22,161 | £/ Unit (all) | 443,218 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **443,218** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,545.84 |
| CO2 Plus | % | 6.00% | 92.75 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,648.69** |
| **Site Costs** | Base | 10.00% | 164.87 |
| | BNG | 0.10% | 1.65 |
| | | | **1,815.21** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | | 5 | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 1,674,125 | 1,674,125 | 1,674,125 | 1,674,125 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 361,818 | 361,818 | 361,818 | 361,818 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 159,005 | 159,005 | 159,005 | 159,005 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **2,194,948** | **2,194,948** | **2,194,948** | **2,194,948** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 93,009 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 31,053 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 9,240 | | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 148,818 | | | 148,818 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 266.442 | 532.884 | | 799.326 | 799.326 | 532.884 | 266.442 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 36.935 | 73.870 | | 110.805 | 110.805 | 73.870 | 36.935 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 6.661 | 13.322 | | 19.983 | 19.983 | 13.322 | 6.661 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 65,848 | 65,848 | 65,848 | 65,848 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 10,975 | 10,975 | 10,975 | 10,975 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **282,120** | **0** | **458,856** | **620,076** | **930,114** | **930,114** | **696,899** | **386,861** | **76,823** | **76,823** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **2,070,181** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 41,165 | 41,886 | 50,649 | 62,386 | 79,755 | 97,428 | 72,917 | 42,551 | 6,229 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,339,300 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 416,658 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -2,352,301 | -41,165 | -500,742 | -670,724 | -992,500 | -1,009,869 | 1,400,621 | 1,735,170 | 2,075,573 | 2,111,895 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,755,958 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -2,352,301 | -2,393,466 | -2,894,208 | -3,564,932 | -4,557,432 | -5,567,301 | -4,166,680 | -2,431,510 | -355,937 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,194,948** | **2,194,948** | **2,194,948** | **2,194,948** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 228,070 | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 1,561 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 3,421 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 9,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | 148,818 | 0 | 148,818 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 266,442 | 532,884 | 799,326 | 799,326 | 532,884 | 266,442 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | 2,065,965 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 36,935 | 73,870 | 110,805 | 110,805 | 73,870 | 36,935 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 6,661 | 13,322 | 19,983 | 19,983 | 13,322 | 6,661 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 65,848 | 65,848 | 65,848 | 65,848 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 10,975 | 10,975 | 10,975 | 10,975 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | **391,111** | **0** | **458,856** | **2,686,040** | **930,114** | **930,114** | **696,899** | **386,861** | **76,823** | **76,823** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 6,844 | 6,964 | 15,116 | 62,386 | 79,755 | 97,428 | 72,917 | 42,551 | 6,229 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,339,300 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 416,658 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -391,111 | -6,844 | -465,820 | -2,701,156 | -992,500 | -1,009,869 | 1,400,621 | 1,735,170 | 2,075,573 | 2,111,895 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,755,958 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -391,111 | -397,955 | -863,776 | -3,564,932 | -4,557,432 | -5,567,301 | -4,166,680 | -2,431,510 | -355,937 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 1,755,958 | 0 |

# SW Appendix
## Site 20

**Site 20** | **Greenfield 20**

| INCOME | Av Size m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|
| | Gross | Net | | 20 | | | |
| Market Housing | 109.6 | 109.58 | 60.00% | 12 | 5,900 | 7,758,500 | 1,315 |
| Affordable Overall | | | 40% | 8 | | | |
| Affordable Rent | 77.1 | 74.33 | 30.00% | 6 | 3,245 | 1,447,270 | 463 |
| Social Rent | 77.1 | 74.33 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 77.0 | 77.00 | 10.00% | 2 | 4,130 | 636,020 | 154 |
| First Homes | 77.0 | 77.00 | 0.00% | 0 | 3,247 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| | Shared Ownership | | | | 0 | 0 | |
| SITE AREA - Net | 0.571 ha | | 35 | /ha | | **9,841,790** | **1,932** |
| SITE AREA - Gross | 0.816 ha | | 25 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **2,276,905** | **3,984,584** | **2,789,209** |
| Existing Use Value | | 20,408 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 244,898 | | 300,000 |
| **Benchmark Land Value** | | **265,306** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **2,256,806** | **1,716** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | |
|---|---|---|---|---|---|
| **LAND** | Land | | | | 2,276,905 |
| | Stamp Duty | | | 103,345 | |
| | Easements etc. | | | 0 | |
| | Legals /Acquisition | | 1.50% | 34,154 | 137,499 |
| **Fees** | | | | | |
| | Planning | | | 9,240 | |
| | Professional | | 8.00% | 337,334 | 346,574 |
| **CONSTRUCTION** | | | | | |
| | Build Cost | | 1,890 | 3,649,993 | |
| | s106 / CIL / IT | | | 452,932 | |
| | Contingency | | 2.50% | 91,250 | |
| | Abnormals | % | 0.00% | 0 | |
| | | £ | | 22,500 | 4,216,675 |
| **FINANCE** | | | | | |
| | Fees | | 0% | 0 | |
| | Interest | | 7.00% | | |
| | Legal and Valuation | | | 0 | 0 |
| **SALES** | | | | | |
| | Agents | % | 3.0% | 295,254 | |
| | Legals | % | 0.5% | 49,209 | |
| | | £/unit | 0 | 0 | |
| | Misc. | % | 0.0% | 0 | 344,463 **7,322,115** |

| **Developers Profit** | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **1,551,700** |
| Affordable Housing | % Value | 20.00% | **416,658** |
| First Homes | % Value | 20.00% | **0** |

| **Planning fee calc** | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 20 | | |
| No dwgs under 50 | 20 | 462 | 9,240 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 9,240 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | 2,276,905 |
| | **Total** | 103,345 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | 265,306 |
| | **Total** | 2,765 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 22,647 | £/ Unit (all) | |
| | | Total | **452,932** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 22,647 | £/ Unit (all) | 452,932 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **452,932** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| **Build Cost** | | | /m2 |
|---|---|---|---|
| | | | 1,609.56 |
| CO2 Plus | % | 6.00% | 96.57 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,716.23** |
| **Site Costs** | Base | 10.00% | 171.62 |
| | BNG | 0.10% | 1.72 |
| | | | **1,889.57** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 5 | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 1,939,625 | 1,939,625 | 1,939,625 | 1,939,625 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 361,818 | 361,818 | 361,818 | 361,818 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 159,005 | 159,005 | 159,005 | 159,005 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,460,448** | **2,460,448** | **2,460,448** | **2,460,448** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 103,345 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 34,154 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 9,240 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 168,667 | | 168,667 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 304,166 | 608,332 | 912,498 | 912,498 | 608,332 | 304,166 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 37,744 | 75,489 | 113,233 | 113,233 | 75,489 | 37,744 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 7,604 | 15,208 | 22,812 | 22,812 | 15,208 | 7,604 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 1,875 | 3,750 | 5,625 | 5,625 | 3,750 | 1,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 73,813 | 73,813 | 73,813 | 73,813 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 12,302 | 12,302 | 12,302 | 12,302 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **315,406** | **0** | **520,057** | **702,779** | **1,054,169** | **1,054,169** | **788,895** | **437,505** | **86,116** | **86,116** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **2,276,905** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 45,365 | 46,159 | 56,068 | 69,348 | 89,009 | 109,015 | 81,671 | 47,698 | 6,982 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,551,700 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 416,658 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -2,592,311 | -45,365 | -566,216 | -758,847 | -1,123,517 | -1,143,178 | 1,562,538 | 1,941,272 | 2,326,633 | 2,367,349 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,968,358 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -2,592,311 | -2,637,676 | -3,203,892 | -3,962,739 | -5,086,256 | -6,229,434 | -4,666,896 | -2,725,625 | -398,991 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,460,448** | **2,460,448** | **2,460,448** | **2,460,448** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 265,306 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 2,765 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 3,980 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 9,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 168,667 | 0 | 168,667 | 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 | 304,166 | 608,332 | 912,498 | 912,498 | 608,332 | 304,166 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 2,256,806 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 37,744 | 75,489 | 113,233 | 113,233 | 75,489 | 37,744 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 7,604 | 15,208 | 22,812 | 22,812 | 15,208 | 7,604 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 1,875 | 3,750 | 5,625 | 5,625 | 3,750 | 1,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 73,813 | 73,813 | 73,813 | 73,813 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 12,302 | 12,302 | 12,302 | 12,302 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **449,958** | **0** | **520,057** | **2,959,585** | **1,054,169** | **1,054,169** | **788,895** | **437,505** | **86,116** | **86,116** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 7,874 | 8,012 | 17,253 | 69,348 | 89,009 | 109,015 | 81,671 | 47,698 | 6,982 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,551,700 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 416,658 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -449,958 | -7,874 | -528,069 | -2,976,838 | -1,123,517 | -1,143,178 | 1,562,538 | 1,941,272 | 2,326,633 | 2,367,349 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,968,358 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -449,958 | -457,832 | -985,901 | -3,962,739 | -5,086,256 | -6,229,434 | -4,666,896 | -2,725,625 | -398,991 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 0 |

# SW Appendix
## Site 21

| Site 21 | Greenfield 20 LD |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 20 | | | |
| Market Housing | 109.6 | | 109.58 | 60.00% | 12 | 5,900 | 7,758,500 | 1,315 |
| Affordable Overall | | | | 40% | 8 | | | |
| Affordable Rent | 77.1 | | 74.33 | 30.00% | 6 | 3,245 | 1,447,270 | 463 |
| Social Rent | 77.1 | | 74.33 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 77.0 | | 77.00 | 10.00% | 2 | 4,130 | 636,020 | 154 |
| First Homes | 77.0 | | 77.00 | 0.00% | 0 | 3,247 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.667 | ha | | 30 | /ha | | **9,841,790** | **1,932** |
| SITE AREA - Gross | 0.952 | ha | | 21 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **2,276,905** | **3,415,357** | **2,390,750** |
| Existing Use Value | | 23,810 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 285,714 | | 300,000 |
| **Benchmark Land Value** | | **309,524** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **2,207,198** | **1,678** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 2,276,905 | |
| | Stamp Duty | | | 103,345 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 34,154 | 137,499 | |
| **Fees** | | | | | | |
| | Planning | | | 9,240 | | |
| | Professional | | 8.00% | 337,334 | 346,574 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,890 | 3,649,993 | | |
| | s106 / CIL / IT | | | 452,932 | | |
| | Contingency | | 2.50% | 91,250 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 22,500 | 4,216,675 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 295,254 | | |
| | Legals | % | 0.5% | 49,209 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 344,463 | **7,322,115** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **1,551,700** |
| Affordable Housing | % Value | 20.00% | **416,658** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 20 | | |
| No dwgs under 50 | 20 | 462 | 9,240 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 9,240 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 2,276,905 |
| | **Total** | 103,345 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 309,524 |
| | **Total** | 4,976 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 22,647 | £/ Unit (all) | |
| | | Total | **452,932** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 22,647 | £/ Unit (all) | 452,932 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **452,932** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,609.56 |
| CO2 Plus | % | 6.00% | 96.57 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,716.23** |
| **Site Costs** | Base | 10.00% | 171.62 |
| | BNG | 0.10% | 1.72 |
| | | | **1,889.57** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 5 | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 1,939,625 | 1,939,625 | 1,939,625 | 1,939,625 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 361,818 | 361,818 | 361,818 | 361,818 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 159,005 | 159,005 | 159,005 | 159,005 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,460,448** | **2,460,448** | **2,460,448** | **2,460,448** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 103,345 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 34,154 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 9,240 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 168,667 | | 168,667 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 304,166 | 608,332 | 912,498 | 912,498 | 608,332 | 304,166 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 37,744 | 75,489 | 113,233 | 113,233 | 75,489 | 37,744 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 7,604 | 15,208 | 22,812 | 22,812 | 15,208 | 7,604 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 1,875 | 3,750 | 5,625 | 5,625 | 3,750 | 1,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 73,813 | 73,813 | 73,813 | 73,813 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 12,302 | 12,302 | 12,302 | 12,302 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **315,406** | **0** | **520,057** | **702,779** | **1,054,169** | **1,054,169** | **788,895** | **437,505** | **86,116** | **86,116** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **2,276,905** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 45,365 | 46,159 | 56,068 | 69,348 | 89,009 | 109,015 | 81,671 | 47,698 | 6,982 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,551,700 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 416,658 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -2,592,311 | -45,365 | -566,216 | -758,847 | -1,123,517 | -1,143,178 | 1,562,538 | 1,941,272 | 2,326,633 | 2,367,349 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,968,358 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -2,592,311 | -2,637,676 | -3,203,892 | -3,962,739 | -5,086,256 | -6,229,434 | -4,666,896 | -2,725,625 | -398,991 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **2,460,448** | **2,460,448** | **2,460,448** | **2,460,448** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 309,524 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 4,976 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 4,643 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 9,240 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 168,667 | 0 | 168,667 | 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 | 304,166 | 608,332 | 912,498 | 912,498 | 608,332 | 304,166 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 2,207,198 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 37,744 | 75,489 | 113,233 | 113,233 | 75,489 | 37,744 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 7,604 | 15,208 | 22,812 | 22,812 | 15,208 | 7,604 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 1,875 | 3,750 | 5,625 | 5,625 | 3,750 | 1,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 73,813 | 73,813 | 73,813 | 73,813 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 12,302 | 12,302 | 12,302 | 12,302 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **497,050** | **0** | **520,057** | **2,909,977** | **1,054,169** | **1,054,169** | **788,895** | **437,505** | **86,116** | **86,116** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 8,698 | 8,851 | 18,106 | 69,348 | 89,009 | 109,015 | 81,671 | 47,698 | 6,982 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,551,700 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 416,658 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -497,050 | -8,698 | -528,907 | -2,928,084 | -1,123,517 | -1,143,178 | 1,562,538 | 1,941,272 | 2,326,633 | 2,367,349 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,968,358 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -497,050 | -505,748 | -1,034,655 | -3,962,739 | -5,086,256 | -6,229,434 | -4,666,896 | -2,725,625 | -398,991 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 1,968,358 | 0 |

# SW Appendix
## Site 22

| Site 22 | Greenfield 12 |
|---|---|

| INCOME | Av Size | m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | Gross | Net | | 12 | | | |
| Market Housing | | 117.9 | 117.86 | 60.00% | 7 | 5,900 | 5,006,571 | 849 |
| Affordable Overall | | | | 40% | 4.8 | | | |
| Affordable Rent | | 70.0 | 70.00 | 30.00% | 4 | 3,245 | 817,740 | 252 |
| Social Rent | | 70.0 | 70.00 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 70.0 | 70.00 | 10.00% | 1 | 4,130 | 346,920 | 84 |
| First Homes | | 70.0 | 70.00 | 0.00% | 0 | 3,571 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.400 | ha | | 30 | /ha | | **6,171,231** | **1,185** |
| SITE AREA - Gross | 0.533 | ha | | 23 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **1,448,802** | **3,622,005** | **2,716,504** |
| Existing Use Value | | 26,667 | | 50,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 160,000 | | 300,000 |
| **Benchmark Land Value** | | **186,667** | | **350,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **1,413,984** | **1,666** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 1,448,802 | |
| | Stamp Duty | | | 61,940 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 21,732 | 83,672 | |
| **Fees** | | | | | | |
| | Planning | | | 5,544 | | |
| | Professional | | 8.00% | 210,066 | 215,610 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,911 | 2,263,321 | | |
| | s106 / CIL / IT | | | 283,416 | | |
| | Contingency | | 2.50% | 56,583 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 22,500 | 2,625,820 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 185,137 | | |
| | Legals | % | 0.5% | 30,856 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 215,993 | **4,589,897** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **1,001,314** |
| | Affordable Housing | % Value | 20.00% | **232,932** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 12 | | |
| No dwgs under 50 | 12 | 462 | 5,544 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 5,544 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,448,802 |
| | **Total** | 61,940 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 186,667 |
| | **Total** | 733 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 23,618 | £/ Unit (all) | |
| | | Total | **283,416** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 23,618 | £/ Unit (all) | 283,416 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **283,416** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,627.63 |
| CO2 Plus | % | 6.00% | 97.66 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,735.39** |
| **Site Costs** | Base | 10.00% | 173.54 |
| | BNG | 0.10% | 1.74 |
| | | | **1,910.67** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** | **Q1** | **Q2** | **Q3** | **Q4** |
| UNITS Started | | | | 3 | 3 | 3 | 3 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 1,251,643 | 1,251,643 | 1,251,643 | 1,251,643 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 204,435 | 204,435 | 204,435 | 204,435 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 86,730 | 86,730 | 86,730 | 86,730 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **1,542,808** | **1,542,808** | **1,542,808** | **1,542,808** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 61,940 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 21,732 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 5,544 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 105,033 | | 105,033 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 188,610 | 377,220 | 565,830 | 565,830 | 377,220 | 188,610 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 23,618 | 47,236 | 70,854 | 70,854 | 47,236 | 23,618 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 4,715 | 9,431 | 14,146 | 14,146 | 9,431 | 4,715 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 1,875 | 3,750 | 5,625 | 5,625 | 3,750 | 1,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 46,284 | 46,284 | 46,284 | 46,284 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 7,714 | 7,714 | 7,714 | 7,714 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **194,249** | **0** | **323,851** | **437,637** | **656,455** | **656,455** | **491,635** | **272,817** | **53,998** | **53,998** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **1,448,802** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 28,753 | 29,257 | 35,436 | 43,715 | 55,968 | 68,435 | 51,237 | 29,909 | 4,378 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,001,314 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 232,932 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -1,643,051 | -28,753 | -353,108 | -473,073 | -700,170 | -712,423 | 982,738 | 1,218,754 | 1,458,901 | 1,484,431 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,234,246 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -1,643,051 | -1,671,805 | -2,024,912 | -2,497,985 | -3,198,155 | -3,910,577 | -2,927,840 | -1,709,086 | -250,185 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **1,542,808** | **1,542,808** | **1,542,808** | **1,542,808** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 186,667 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 733 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 2,800 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 5,544 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 105,033 | 0 | 105,033 | 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 | 188,610 | 377,220 | 565,830 | 565,830 | 377,220 | 188,610 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | | 1,413,984 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 23,618 | 47,236 | 70,854 | 70,854 | 47,236 | 23,618 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 4,715 | 9,431 | 14,146 | 14,146 | 9,431 | 4,715 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 1,875 | 3,750 | 5,625 | 5,625 | 3,750 | 1,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 46,284 | 46,284 | 46,284 | 46,284 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 7,714 | 7,714 | 7,714 | 7,714 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **300,777** | **0** | **323,851** | **1,851,621** | **656,455** | **656,455** | **491,635** | **272,817** | **53,998** | **53,998** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 5,264 | 5,356 | 11,117 | 43,715 | 55,968 | 68,435 | 51,237 | 29,909 | 4,378 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 1,001,314 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 232,932 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -300,777 | -5,264 | -329,207 | -1,862,738 | -700,170 | -712,423 | 982,738 | 1,218,754 | 1,458,901 | 1,484,431 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,234,246 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -300,777 | -306,040 | -635,247 | -2,497,985 | -3,198,155 | -3,910,577 | -2,927,840 | -1,709,086 | -250,185 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 1,234,246 | 0 |

# SW Appendix
## Site 23

| Site 23 | Greenfield 8 |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number 8 | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| Market Housing | 111.9 | | 111.88 | 60.00% | 5 | 5,900 | 3,168,300 | 537 |
| Affordable Overall | | | | 40% | 3.2 | | | |
| Affordable Rent | 111.9 | | 111.88 | 30.00% | 2 | 3,245 | 871,283 | 269 |
| Social Rent | 111.9 | | 111.88 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 111.9 | | 111.88 | 10.00% | 1 | 4,130 | 369,635 | 90 |
| First Homes | 111.9 | | 111.88 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.267 | ha | | 30 | /ha | | **4,409,218** | **895** |
| SITE AREA - Gross | 0.356 | ha | | 23 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | 956,640 | 3,587,399 | 2,690,549 |
| Existing Use Value | | 17,778 | | 50,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 106,667 | | 300,000 |
| **Benchmark Land Value** | | **124,444** | | **350,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 929,131 | 1,730 |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 956,640 | |
| | Stamp Duty | | | 37,332 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 14,350 | 51,682 | |
| **Fees** | | | | | | |
| | Planning | | | 3,696 | | |
| | Professional | | 8.00% | 157,010 | 160,706 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,917 | 1,715,792 | | |
| | s106 / CIL / IT | | | 188,944 | | |
| | Contingency | | 2.50% | 42,895 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 15,000 | 1,962,630 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 132,277 | | |
| | Legals | % | 0.5% | 22,046 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 154,323 | **3,285,981** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **633,660** |
| | Affordable Housing | % Value | 20.00% | **248,184** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 8 | | |
| No dwgs under 50 | 8 | 462 | 3,696 |
| No dwgs over 50 | 0 | 138 | 0 |
| | | **Total** | 3,696 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 956,640 |
| | **Total** | 37,332 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 124,444 |
| | **Total** | 0 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 23,618 | £/ Unit (all) | |
| | | Total | **188,944** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 23,618 | £/ Unit (all) | 188,944 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **188,944** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,633.13 |
| CO2 Plus | % | 6.00% | 97.99 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,741.22** |
| **Site Costs** | Base | 10.00% | 174.12 |
| | BNG | 0.10% | 1.74 |
| | | | **1,917.09** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | | 2 | 2 | 2 | 2 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 792,075 | 792,075 | 792,075 | 792,075 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 217,821 | 217,821 | 217,821 | 217,821 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 92,409 | 92,409 | 92,409 | 92,409 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | **0** | **0** | **0** | **0** | **0** | **0** | **1,102,304** | **1,102,304** | **1,102,304** | **1,102,304** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 37,332 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 14,350 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 3,696 | | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | 78,505 | | | 78,505 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 142,983 | 285,965 | 428,948 | 428,948 | 285,965 | 142,983 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | 0 | 15,745 | 31,491 | 47,236 | 47,236 | 31,491 | 15,745 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 3,575 | 7,149 | 10,724 | 10,724 | 7,149 | 3,575 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 1,250 | 2,500 | 3,750 | 3,750 | 2,500 | 1,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 33,069 | 33,069 | 33,069 | 33,069 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,512 | 5,512 | 5,512 | 5,512 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | **133,883** | **0** | **242,058** | **327,105** | **490,658** | **490,658** | **365,686** | **202,133** | **38,581** | **38,581** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** Land | **956,640** | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 19,084 | 19,418 | 23,994 | 30,138 | 39,252 | 48,526 | 36,484 | 21,369 | 3,128 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 633,660 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 248,184 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -1,090,522 | -19,084 | -261,476 | -351,099 | -520,796 | -529,910 | 688,093 | 863,687 | 1,042,354 | 1,060,596 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -881,844 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -1,090,522 | -1,109,607 | -1,371,082 | -1,722,181 | -2,242,977 | -2,772,887 | -2,084,794 | -1,221,106 | -178,752 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **1,102,304** | **1,102,304** | **1,102,304** | **1,102,304** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 124,444 | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 1,867 | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 3,696 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | 78,505 | 0 | 78,505 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 142,983 | 285,965 | 428,948 | 428,948 | 285,965 | 142,983 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | | 929,131 | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 15,745 | 31,491 | 47,236 | 47,236 | 31,491 | 15,745 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 3,575 | 7,149 | 10,724 | 10,724 | 7,149 | 3,575 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 1,250 | 2,500 | 3,750 | 3,750 | 2,500 | 1,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 33,069 | 33,069 | 33,069 | 33,069 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,512 | 5,512 | 5,512 | 5,512 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | **208,512** | **0** | **242,058** | **1,256,236** | **490,658** | **490,658** | **365,686** | **202,133** | **38,581** | **38,581** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 3,649 | 3,713 | 8,014 | 30,138 | 39,252 | 48,526 | 36,484 | 21,369 | 3,128 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 633,660 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 248,184 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| Cash Flow | -208,512 | -3,649 | -245,771 | -1,264,250 | -520,796 | -529,910 | 688,093 | 863,687 | 1,042,354 | 1,060,596 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -881,844 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -208,512 | -212,161 | -457,932 | -1,722,181 | -2,242,977 | -2,772,887 | -2,084,794 | -1,221,106 | -178,752 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 881,844 | 0 |

# SW Appendix
## Site 24

**Site 24** East of Harlow (North)

| INCOME | Av Size | m2 Gross | Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 750 | | | |
| Market Housing | 110.4 | | 110.41 | 60.00% | 450 | 4,485 | 222,837,225 | 49,685 |
| Affordable Overall | | | | 40% | 300 | | | |
| Affordable Rent | 75.2 | | 72.36 | 30.00% | 225 | 2,467 | 40,158,690 | 16,919 |
| Social Rent | 75.2 | | 72.36 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 75.0 | | 72.48 | 10.00% | 75 | 3,140 | 17,066,322 | 5,624 |
| First Homes | 75.0 | | 72.48 | 0.00% | 0 | 3,034 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 21.429 | ha | | 35 | /ha | | **280,062,237** | **72,229** |
| SITE AREA - Gross | 35.714 | ha | | 21 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **-12,158,943** | **-567,417** | **-340,450** |
| Existing Use Value | | 892,857 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 10,714,286 | | 300,000 |
| **Benchmark Land Value** | | **11,607,143** | | **325,000** |
| | | £/m2 | | |
| **Additional Profit** | | **-30,280,372** | | **-609** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | -12,158,943 | |
| | Stamp Duty | | | 0 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | -182,384 | -182,384 | |
| **Fees** | | | | | | |
| | Planning | | | 119,700 | | |
| | Professional | | 10.00% | 20,503,625 | 20,623,325 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,983 | 143,253,238 | | |
| | s106 / CIL / IT | | | 46,617,686 | | |
| | Contingency | | 5.00% | 7,162,662 | | |
| | Abnormals | % | 5.00% | 7,162,662 | | |
| | | £ | | 840,000 | 205,036,248 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 8,401,867 | | |
| | Legals | % | 0.5% | 1,400,311 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 9,802,178 | **223,120,424** |

| Developers Profit | | | | |
|---|---|---|---|---|
| Market Housing | % Value | 20.00% | | **44,567,445** |
| Affordable Housing | % Value | 20.00% | | **11,445,002** |
| First Homes | % Value | 20.00% | | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 750 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 700 | 138 | 96,600 |
| | | **Total** | 119,700 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -12,158,943 |
| | **Total** | 0 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 11,607,143 |
| | **Total** | 569,857 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 62,157 | £/ Unit (all) | |
| | | Total | **46,617,686** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 62,157 | £/ Unit (all) | 46,617,686 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **46,617,686** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,616.07 |
| CO2 Plus | % | 6.00% | 96.96 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.14** |
| **Site Costs** | Base | 15.00% | 258.47 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.33** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | 50 | 50 | 50 | 50 | 50 | 100 | 100 | 100 | 100 | 100 | | | | | | | | | | | | | | |
| Market Housing | | | 14,855,815 | 14,855,815 | 14,855,815 | 14,855,815 | 14,855,815 | 29,711,630 | 29,711,630 | 29,711,630 | 29,711,630 | 29,711,630 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 2,677,246 | 2,677,246 | 2,677,246 | 2,677,246 | 2,677,246 | 5,354,492 | 5,354,492 | 5,354,492 | 5,354,492 | 5,354,492 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 1,137,755 | 1,137,755 | 1,137,755 | 1,137,755 | 1,137,755 | 2,275,510 | 2,275,510 | 2,275,510 | 2,275,510 | 2,275,510 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **18,670,816** | **18,670,816** | **18,670,816** | **18,670,816** | **18,670,816** | **37,341,632** | **37,341,632** | **37,341,632** | **37,341,632** | **37,341,632** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | -182,384 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 119,700 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 20,503,625 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 9,550,216 | 9,550,216 | 9,550,216 | 9,550,216 | 9,550,216 | 19,100,432 | 19,100,432 | 19,100,432 | 19,100,432 | 19,100,432 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 3,107,846 | 3,107,846 | 3,107,846 | 3,107,846 | 3,107,846 | 6,215,691 | 6,215,691 | 6,215,691 | 6,215,691 | 6,215,691 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 477,511 | 477,511 | 477,511 | 477,511 | 477,511 | 955,022 | 955,022 | 955,022 | 955,022 | 955,022 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 533,511 | 533,511 | 533,511 | 533,511 | 533,511 | 1,067,022 | 1,067,022 | 1,067,022 | 1,067,022 | 1,067,022 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 560,124 | 560,124 | 560,124 | 560,124 | 560,124 | 1,120,249 | 1,120,249 | 1,120,249 | 1,120,249 | 1,120,249 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 93,354 | 93,354 | 93,354 | 93,354 | 93,354 | 186,708 | 186,708 | 186,708 | 186,708 | 186,708 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **20,440,941** | **14,322,562** | **14,322,562** | **14,322,562** | **14,322,562** | **14,322,562** | **28,645,124** | **28,645,124** | **28,645,124** | **28,645,124** | **28,645,124** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **-12,158,943** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 579,740 | 315,944 | 33,682 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 44,567,445 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 11,445,002 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -8,281,997 | 3,768,514 | 4,032,310 | 4,314,572 | 4,348,254 | 4,348,254 | 8,696,508 | 8,696,508 | 8,696,508 | 8,696,508 | 8,696,508 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -56,012,447 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -8,281,997 | -4,513,483 | -481,173 | 3,833,399 | 8,181,653 | 12,529,907 | 21,226,415 | 29,922,923 | 38,619,431 | 47,315,939 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **18,670,816** | **18,670,816** | **18,670,816** | **18,670,816** | **18,670,816** | **37,341,632** | **37,341,632** | **37,341,632** | **37,341,632** | **37,341,632** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 11,607,143 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 569,857 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 174,107 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 119,700 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 20,503,625 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 9,550,216 | 9,550,216 | 9,550,216 | 9,550,216 | 9,550,216 | 19,100,432 | 19,100,432 | 19,100,432 | 19,100,432 | 19,100,432 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | -3,028,037 | -3,028,037 | -3,028,037 | -3,028,037 | -3,028,037 | -3,028,037 | -3,028,037 | -3,028,037 | -3,028,037 | -3,028,037 | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 3,107,846 | 3,107,846 | 3,107,846 | 3,107,846 | 3,107,846 | 6,215,691 | 6,215,691 | 6,215,691 | 6,215,691 | 6,215,691 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 477,511 | 477,511 | 477,511 | 477,511 | 477,511 | 955,022 | 955,022 | 955,022 | 955,022 | 955,022 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 533,511 | 533,511 | 533,511 | 533,511 | 533,511 | 1,067,022 | 1,067,022 | 1,067,022 | 1,067,022 | 1,067,022 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 560,124 | 560,124 | 560,124 | 560,124 | 560,124 | 1,120,249 | 1,120,249 | 1,120,249 | 1,120,249 | 1,120,249 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 93,354 | 93,354 | 93,354 | 93,354 | 93,354 | 186,708 | 186,708 | 186,708 | 186,708 | 186,708 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **29,946,395** | **11,294,525** | **11,294,525** | **11,294,525** | **11,294,525** | **11,294,525** | **25,617,086** | **25,617,086** | **25,617,086** | **25,617,086** | **28,645,124** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 2,096,248 | 1,726,645 | 1,331,169 | 908,011 | 455,231 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 44,567,445 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 11,445,002 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -29,946,395 | 5,280,044 | 5,649,647 | 6,045,122 | 6,468,280 | 6,921,060 | 11,724,545 | 11,724,545 | 11,724,545 | 11,724,545 | 8,696,508 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -56,012,447 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -29,946,395 | -24,666,351 | -19,016,704 | -12,971,582 | -6,503,302 | 417,758 | 12,142,303 | 23,866,849 | 35,591,394 | 47,315,939 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 56,012,447 | 0 |

# SW Appendix
## Site 25

**Site 25** — **Latton Priory**

| INCOME | Av Size | m2 | | % | Number | Price | GDV | GIA |
|---|---|---|---|---|---|---|---|---|
| | | | | | 1,340 | £/m2 | £ | m2 |
| | | Gross | Net | | | | | |
| Market Housing | | 110.5 | 110.47 | 60.00% | 804 | 4,485 | 398,357,700 | 88,820 |
| Affordable Overall | | | | 40% | 536 | | | |
| Affordable Rent | | 75.1 | 72.27 | 30.00% | 402 | 2,467 | 71,668,955 | 30,203 |
| Social Rent | | 75.1 | 72.27 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 75.1 | 72.57 | 10.00% | 134 | 3,140 | 30,528,498 | 10,069 |
| First Homes | | 75.1 | 72.57 | 0.00% | 0 | 3,034 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 32.683 | ha | | 41 | /ha | | 500,555,153 | 129,092 |
| SITE AREA - Gross | 120.000 | ha | | 11 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | -22,815,525 | -698,087 | -190,129 |
| Existing Use Value | | 3,000,000 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 36,000,000 | | 300,000 |
| **Benchmark Land Value** | | 39,000,000 | | 325,000 |
| | | £/m2 | | |
| **Additional Profit** | | -84,861,100 | | -955 |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | |
|---|---|---|---|---|---|
| **LAND** | | | | | |
| | Land | | | | -22,815,525 |
| | Stamp Duty | | | 0 | |
| | Easements etc. | | | 0 | |
| | Legals /Acquisition | | 1.50% | -342,233 | -342,233 |
| **Fees** | | | | | |
| | Planning | | | 201,120 | |
| | Professional | | 10.00% | 36,624,979 | 36,826,099 |
| **CONSTRUCTION** | | | | | |
| | Build Cost | | 1,984 | 256,104,573 | |
| | s106 / CIL / IT | | | 83,027,259 | |
| | Contingency | | 5.00% | 12,805,229 | |
| | Abnormals | % | 5.00% | 12,805,229 | |
| | | £ | | 1,507,500 | 366,249,789 |
| **FINANCE** | | | | | |
| | Fees | | 0% | 0 | |
| | Interest | | 7.00% | | |
| | Legal and Valuation | | | 0 | 0 |
| **SALES** | | | | | |
| | Agents | % | 3.0% | 15,016,655 | |
| | Legals | % | 0.5% | 2,502,776 | |
| | | £/unit | 0 | 0 | |
| | Misc. | % | 0.0% | 0 | 17,519,430 **397,437,560** |

| **Developers Profit** | | | | |
|---|---|---|---|---|
| Market Housing | % Value | 20.00% | | **79,671,540** |
| Affordable Housing | % Value | 20.00% | | **20,439,491** |
| First Homes | % Value | 20.00% | | **0** |

| **Planning fee calc** | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 1,340 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 1290 | 138 | 178,020 |
| | | **Total** | 201,120 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | -22,815,525 |
| | **Total** | 0 |

| **Stamp duty calc - Residual** | | |
|---|---|---|
| Land payment | | 39,000,000 |
| | **Total** | 1,939,500 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 61,961 | £/ Unit (all) | |
| | | Total | **83,027,259** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 61,961 | £/ Unit (all) | 83,027,259 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **83,027,259** |

| | | |
|---|---|---|
| Inf Tariff | % GDV | |
| | 0.00% | **0** |

| **Build Cost** | | | /m2 |
|---|---|---|---|
| | | | 1,616.54 |
| CO2 Plus | % | 6.00% | 96.99 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.63** |
| **Site Costs** | Base | 15.00% | 258.54 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.90** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | 0 | 50 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 90 | | | | | | | | | |
| Market Housing | | | 0 | 14,864,093 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 29,728,187 | 26,755,368 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 0 | 2,674,215 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 5,348,429 | 4,813,586 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 0 | 1,139,123 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,278,246 | 2,050,422 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **18,677,431** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **33,619,376** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | -342,233 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 201,120 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 36,624,979 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 9,556,141 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 17,201,053 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 3,098,032 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 5,576,458 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 477,807 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 860,053 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 534,057 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 961,303 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 560,323 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,008,581 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 93,387 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 168,097 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **36,483,866** | **0** | **14,319,747** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **28,639,494** | **25,775,545** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **-22,815,525** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 956,784 | 1,023,759 | 790,384 | 235,635 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 79,671,540 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 20,439,491 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -13,668,341 | -956,784 | 3,333,925 | 7,924,984 | 8,479,733 | 8,715,368 | 8,715,368 | 8,715,368 | 8,715,368 | 8,715,368 | 8,715,368 | 8,715,368 | 8,715,368 | 8,715,368 | 8,715,368 | 7,843,831 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -100,111,031 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -13,668,341 | -14,625,125 | -11,291,200 | -3,366,215 | 5,113,518 | 13,828,886 | 22,544,254 | 31,259,622 | 39,974,990 | 48,690,358 | 57,405,727 | 66,121,095 | 74,836,463 | 83,551,831 | 92,267,199 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **18,677,431** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **37,354,862** | **33,619,376** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 39,000,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 1,939,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 585,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 201,120 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 36,624,979 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 0 | 9,556,141 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 19,112,282 | 17,201,053 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | -7,071,758 | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 3,098,032 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 6,196,064 | 5,576,458 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 477,807 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 955,614 | 860,053 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 534,057 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 1,068,114 | 961,303 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 560,323 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,120,646 | 1,008,581 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 93,387 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 186,774 | 168,097 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **71,278,841** | **-7,071,758** | **7,247,989** | **21,567,736** | **21,567,736** | **21,567,736** | **21,567,736** | **21,567,736** | **21,567,736** | **21,567,736** | **21,567,736** | **21,567,736** | **28,639,494** | **28,639,494** | **28,639,494** | **25,775,545** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 4,989,519 | 4,843,762 | 4,382,764 | 3,584,459 | 2,730,272 | 1,816,293 | 838,334 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 79,671,540 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 20,439,491 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -71,278,841 | 2,082,239 | 6,585,680 | 11,404,362 | 12,202,667 | 13,056,854 | 13,970,834 | 14,948,792 | 15,787,126 | 15,787,126 | 15,787,126 | 15,787,126 | 8,715,368 | 8,715,368 | 8,715,368 | 7,843,831 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -100,111,031 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -71,278,841 | -69,196,601 | -62,610,921 | -51,206,559 | -39,003,891 | -25,947,037 | -11,976,203 | 2,972,589 | 18,759,715 | 34,546,842 | 50,333,968 | 66,121,095 | 74,836,463 | 83,551,831 | 92,267,199 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 100,111,031 | 0 |

# SW Appendix
## Site 26

**Site 26** — **Water Lane (Sumners)**

| INCOME | Av Size | m2 | | % | Number | Price | GDV | GIA |
|---|---|---|---|---|---|---|---|---|
| | | | | | 807 | £/m2 | £ | m2 |
| | | Gross | Net | | | | | |
| Market Housing | | 110.5 | 110.45 | 60.00% | 484 | 4,485 | 239,867,178 | 53,482 |
| Affordable Overall | | | | 40% | 322.8 | | | |
| Affordable Rent | | 75.2 | 72.35 | 30.00% | 242 | 2,467 | 43,205,705 | 18,205 |
| Social Rent | | 75.2 | 72.35 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 75.1 | 72.59 | 10.00% | 81 | 3,140 | 18,391,889 | 6,064 |
| First Homes | | 75.1 | 72.59 | 0.00% | 0 | 3,035 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 23.057 | ha | | 35 | /ha | | **301,464,772** | **77,751** |
| SITE AREA - Gross | 36.040 | ha | | 22 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **-14,516,266** | **-629,578** | **-402,782** |
| Existing Use Value | | 901,000 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 10,812,000 | | 300,000 |
| **Benchmark Land Value** | | **11,713,000** | | **325,000** |
| | | £/m2 | | |
| **Additional Profit** | | **-36,585,496** | **-684** | |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | -14,516,266 | |
| | Stamp Duty | | | 0 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | -217,744 | -217,744 | |
| **Fees** | | | | | | |
| | Planning | | | 127,566 | | |
| | Professional | | 10.00% | 22,212,686 | 22,340,252 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,984 | 154,235,858 | | |
| | s106 / CIL / IT | | | 51,559,921 | | |
| | Contingency | | 5.00% | 7,711,793 | | |
| | Abnormals | % | 5.00% | 7,711,793 | | |
| | | £ | | 907,500 | 222,126,865 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 9,043,943 | | |
| | Legals | % | 0.5% | 1,507,324 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 10,551,267 | **240,284,375** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **47,973,436** |
| | Affordable Housing | % Value | 20.00% | **12,319,519** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 807 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 757 | 138 | 104,466 |
| | | **Total** | 127,566 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | -14,516,266 |
| | **Total** | 0 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 11,713,000 |
| | **Total** | 575,150 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 63,891 | £/ Unit (all) | |
| | | Total | **51,559,921** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 63,891 | £/ Unit (all) | 51,559,921 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **51,559,921** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,616.39 |
| CO2 Plus | % | 6.00% | 96.98 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.47** |
| **Site Costs** | Base | 15.00% | 258.52 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.72** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 42 | | | | | | |
| Market Housing | | | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 13,375,493 | 12,483,794 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,409,240 | 2,248,624 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 1,025,570 | 957,199 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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 |
| **INCOME** | | **0** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **15,689,616** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | -217,744 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 127,566 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 22,212,686 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,027,145 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,683,416 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 401,357 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 448,588 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 470,688 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 78,448 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **22,122,508** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,974,617** | **12,109,643** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **-14,516,266** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 532,437 | 301,210 | 53,796 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 47,973,436 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 12,319,519 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -7,606,243 | 3,303,249 | 3,534,477 | 3,781,890 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,835,686 | 3,579,974 | 0 | 0 | 0 | 0 | -60,292,954 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -7,606,243 | -4,302,994 | -768,517 | 3,013,373 | 6,849,059 | 10,684,746 | 14,520,432 | 18,356,118 | 22,191,804 | 26,027,491 | 29,863,177 | 33,698,863 | 37,534,549 | 41,370,235 | 45,205,922 | 49,041,608 | 52,877,294 | 56,712,980 | 60,292,954 | 60,292,954 | 60,292,954 | 60,292,954 | 60,292,954 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **16,810,303** | **15,689,616** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 11,713,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 575,150 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 175,695 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 127,566 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 22,212,686 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,600,513 | 8,027,145 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | -2,032,528 | | | | | | |
| Post CIL s106 | | 0 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,875,089 | 2,683,416 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 430,026 | 401,357 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 480,630 | 448,588 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 504,309 | 470,688 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 84,052 | 78,448 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **32,771,570** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **10,942,089** | **12,109,643** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 2,294,010 | 2,043,816 | 1,776,108 | 1,489,660 | 1,183,162 | 855,208 | 504,298 | 128,823 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 47,973,436 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 12,319,519 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -32,771,570 | 3,574,204 | 3,824,398 | 4,092,106 | 4,378,553 | 4,685,052 | 5,013,006 | 5,363,916 | 5,739,390 | 5,868,214 | 5,868,214 | 5,868,214 | 5,868,214 | 5,868,214 | 5,868,214 | 5,868,214 | 5,868,214 | 5,868,214 | 3,579,974 | 0 | 0 | 0 | 0 | -60,292,954 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -32,771,570 | -29,197,366 | -25,372,968 | -21,280,862 | -16,902,308 | -12,217,256 | -7,204,250 | -1,840,334 | 3,899,056 | 9,767,270 | 15,635,484 | 21,503,698 | 27,371,912 | 33,240,125 | 39,108,339 | 44,976,553 | 50,844,767 | 56,712,980 | 60,292,954 | 60,292,954 | 60,292,954 | 60,292,954 | 60,292,954 | 0 |

# SW Appendix
## Site 27

**Site 27** — **Water Lane (Katherines)**

| INCOME | Av Size m2 | | % | Number | Price | GDV | GIA |
|---|---|---|---|---|---|---|---|
| | | | | 1,331 | £/m2 | £ | m2 |
| | Gross | Net | | | | | |
| Market Housing | 110.5 | 110.51 | 60.00% | 799 | 4,485 | 395,804,826 | 88,251 |
| Affordable Overall | | | 40% | 532.4 | | | |
| Affordable Rent | 75.1 | 72.28 | 30.00% | 399 | 2,467 | 71,192,091 | 30,001 |
| Social Rent | 75.1 | 72.28 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 75.2 | 72.65 | 10.00% | 133 | 3,140 | 30,359,798 | 10,006 |
| First Homes | 75.2 | 72.65 | 0.00% | 0 | 3,033 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | 0 | 0 | |
| | Social Rent | | | | 0 | 0 | |
| | Shared Ownership | | | | 0 | 0 | |
| SITE AREA - Net | 38.029 ha | | 35 | /ha | | **497,356,715** | **128,258** |
| SITE AREA - Gross | 69.700 ha | | 19 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **-24,104,322** | **-633,848** | **-345,830** |
| Existing Use Value | | 22,114,739 | | 317,285 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 500,000 | 34,850,000 | | 500,000 |
| **Benchmark Land Value** | | **56,964,739** | | **817,285** |
| | | £/m2 | | |
| **Additional Profit** | | **-99,514,251** | | **-1,128** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | -24,104,322 | |
| | Land | | | 0 | | |
| | Stamp Duty | | | 0 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | -361,565 | -361,565 | |
| **Fees** | | | | | | |
| | Planning | | | 199,878 | | |
| | Professional | | 10.00% | 36,669,417 | 36,869,295 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,986 | 254,777,259 | | |
| | s106 / CIL / IT | | | 84,939,182 | | |
| | Contingency | | 5.00% | 12,738,863 | | |
| | Abnormals | % | 5.00% | 12,738,863 | | |
| | | £ | | 1,500,000 | 366,694,167 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 14,920,701 | | |
| | Legals | % | 0.5% | 2,486,784 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 17,407,485 | **396,505,060** |

**Developers Profit**

| | | | | |
|---|---|---|---|---|
| Market Housing | % Value | 20.00% | | **79,160,965** |
| Affordable Housing | % Value | 20.00% | | **20,310,378** |
| First Homes | % Value | 20.00% | | **0** |

**Planning fee calc**

| | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 1,331 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 1281 | 138 | 176,778 |
| | | **Total** | 199,878 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | -24,104,322 |
| | **Total** | 0 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 56,964,739 |
| | **Total** | 2,837,737 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 63,816 | £/ Unit (all) | |
| | | Total | **84,939,182** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 63,816 | £/ Unit (all) | 84,939,182 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **84,939,182** |

| | | |
|---|---|---|
| Inf Tariff | % GDV | |
| | 0.00% | **0** |

| **Build Cost** | | | /m2 |
|---|---|---|---|
| | | | 1,616.50 |
| CO2 Plus | % | 6.00% | 96.99 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.59** |
| **Site Costs** | Base | 15.00% | 258.54 |
| | BNG | 0.25% | 4.31 |
| | | | **1,986.44** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | 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 | | 70 | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 140 | 141 | | | | | | | | | | | | | | |
| Market Housing | | | 20,816,182 | 41,632,363 | 41,632,363 | 41,632,363 | 41,632,363 | 41,632,363 | 41,632,363 | 41,632,363 | 41,632,363 | 41,929,737 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 3,744,137 | 7,488,274 | 7,488,274 | 7,488,274 | 7,488,274 | 7,488,274 | 7,488,274 | 7,488,274 | 7,488,274 | 7,541,762 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 1,596,684 | 3,193,367 | 3,193,367 | 3,193,367 | 3,193,367 | 3,193,367 | 3,193,367 | 3,193,367 | 3,193,367 | 3,216,177 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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 |
| **INCOME** | | **0** | **26,157,002** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,687,676** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | -361,565 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 199,878 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 36,669,417 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 13,399,255 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,989,927 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 4,467,125 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,998,065 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 669,963 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,349,496 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 748,851 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,508,399 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 784,710 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,580,630 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 130,785 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 263,438 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **36,507,730** | **20,200,688** | **40,401,376** | **40,401,376** | **40,401,376** | **40,401,376** | **40,401,376** | **40,401,376** | **40,401,376** | **40,401,376** | **40,689,957** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **-24,104,322** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 868,239 | 512,073 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 79,160,965 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 20,310,378 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -12,403,408 | 5,088,076 | 11,400,555 | 11,912,629 | 11,912,629 | 11,912,629 | 11,912,629 | 11,912,629 | 11,912,629 | 11,912,629 | 11,997,719 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -99,471,343 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -12,403,408 | -7,315,332 | 4,085,223 | 15,997,852 | 27,910,480 | 39,823,109 | 51,735,738 | 63,648,367 | 75,560,995 | 87,473,624 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **26,157,002** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,314,005** | **52,687,676** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 56,964,739 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 2,837,737 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 854,471 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 199,878 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 36,669,417 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 13,399,255 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,798,510 | 26,989,927 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | -14,216,322 | -14,216,322 | -14,216,322 | -14,216,322 | -14,216,322 | -14,216,322 | -14,216,322 | -14,216,322 | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 4,467,125 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,934,249 | 8,998,065 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 669,963 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,339,925 | 1,349,496 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 748,851 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,497,702 | 1,508,399 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 784,710 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,569,420 | 1,580,630 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 130,785 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 261,570 | 263,438 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **83,309,920** | **5,984,366** | **26,185,054** | **26,185,054** | **26,185,054** | **26,185,054** | **26,185,054** | **40,401,376** | **40,401,376** | **40,401,376** | **40,689,957** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 5,831,694 | 4,827,829 | 3,336,750 | 1,741,296 | 34,160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 79,160,965 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 20,310,378 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -83,309,920 | 14,340,941 | 21,301,122 | 22,792,200 | 24,387,654 | 26,094,790 | 26,128,950 | 11,912,629 | 11,912,629 | 11,912,629 | 11,997,719 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -99,471,343 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -83,309,920 | -68,968,979 | -47,667,857 | -24,875,657 | -488,002 | 25,606,788 | 51,735,738 | 63,648,367 | 75,560,995 | 87,473,624 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 99,471,343 | 0 |

# SW Appendix
## Site 28

**Site 28** — **South Epping MPA**

| INCOME | Av Size | m2 | | % | Number | Price | GDV | GIA |
|---|---|---|---|---|---|---|---|---|
| | | | | | 450 | £/m2 | £ | m2 |
| | | Gross | Net | | | | | |
| Market Housing | | 110.4 | 110.35 | 60.00% | 270 | 5,750 | 171,321,250 | 29,795 |
| Affordable Overall | | | | 40% | 180 | | | |
| Affordable Rent | | 75.2 | 72.34 | 30.00% | 135 | 3,163 | 30,884,975 | 10,152 |
| Social Rent | | 75.2 | 72.34 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 74.8 | 72.36 | 10.00% | 45 | 4,025 | 13,105,400 | 3,367 |
| First Homes | | 74.8 | 72.36 | 0.00% | 0 | 3,369 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 12.857 | ha | | 35 | /ha | **215,311,625** | **43,313** |
| SITE AREA - Gross | | 21.429 | ha | | 21 | /ha | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | 34,631,789 | 2,693,584 | 1,616,150 |
| Existing Use Value | | 535,714 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 6,428,571 | | 300,000 |
| **Benchmark Land Value** | | 6,964,286 | | **325,000** |
| | | £/m2 | | |
| **Additional Profit** | | 34,768,964 | 1,167 | |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 34,631,789 | |
| | Stamp Duty | | | 1,721,089 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 519,477 | 2,240,566 | |
| **Fees** | | | | | | |
| | Planning | | | 78,300 | | |
| | Professional | | 10.00% | 10,914,778 | 10,993,078 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,983 | 85,896,117 | | |
| | s106 / CIL / IT | | | 14,159,547 | | |
| | Contingency | | 5.00% | 4,294,806 | | |
| | Abnormals | % | 5.00% | 4,294,806 | | |
| | | £ | | 502,500 | 109,147,776 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 6,459,349 | | |
| | Legals | % | 0.5% | 1,076,558 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 7,535,907 | **164,549,116** |

| Developers Profit | | | | |
|---|---|---|---|---|
| Market Housing | % Value | 20.00% | | **34,264,250** |
| Affordable Housing | % Value | 20.00% | | **8,798,075** |
| First Homes | % Value | 20.00% | | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 450 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 400 | 138 | 55,200 |
| | | **Total** | 78,300 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 34,631,789 |
| | **Total** | 1,721,089 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 6,964,286 |
| | **Total** | 337,714 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 31,466 | £/ Unit (all) | |
| | | Total | **14,159,547** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 31,466 | £/ Unit (all) | 14,159,547 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **14,159,547** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,615.92 |
| CO2 Plus | % | 6.00% | 96.95 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,722.97** |
| **Site Costs** | Base | 15.00% | 258.45 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.14** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | 50 | 100 | 100 | 100 | 50 | 50 | | | | | | | | | | | | | | | | | | |
| Market Housing | | | 19,035,694 | 38,071,389 | 38,071,389 | 38,071,389 | 19,035,694 | 19,035,694 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 3,431,664 | 6,863,328 | 6,863,328 | 6,863,328 | 3,431,664 | 3,431,664 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 1,456,156 | 2,912,311 | 2,912,311 | 2,912,311 | 1,456,156 | 1,456,156 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **23,923,514** | **47,847,028** | **47,847,028** | **47,847,028** | **23,923,514** | **23,923,514** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 1,721,089 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 519,477 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 78,300 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 10,914,778 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 9,544,013 | 19,088,026 | 19,088,026 | 19,088,026 | 9,544,013 | 9,544,013 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 1,573,283 | 3,146,566 | 3,146,566 | 3,146,566 | 1,573,283 | 1,573,283 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 477,201 | 954,401 | 954,401 | 954,401 | 477,201 | 477,201 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 533,034 | 1,066,068 | 1,066,068 | 1,066,068 | 533,034 | 533,034 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 717,705 | 1,435,411 | 1,435,411 | 1,435,411 | 717,705 | 717,705 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 119,618 | 239,235 | 239,235 | 239,235 | 119,618 | 119,618 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | 0 | | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **13,233,644** | **12,964,854** | **25,929,707** | **25,929,707** | **25,929,707** | **12,964,854** | **12,964,854** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **34,631,789** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 3,350,580 | 2,818,015 | 1,481,063 | 50,525 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 34,264,250 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 8,798,075 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -47,865,433 | 7,608,080 | 19,099,306 | 20,436,257 | 21,866,795 | 10,958,660 | 10,958,660 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -43,062,325 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -47,865,433 | -40,257,353 | -21,158,048 | -721,791 | 21,145,005 | 32,103,665 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **23,923,514** | **47,847,028** | **47,847,028** | **47,847,028** | **23,923,514** | **23,923,514** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 6,964,286 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 337,714 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 104,464 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 78,300 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 10,914,778 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 9,544,013 | 19,088,026 | 19,088,026 | 19,088,026 | 9,544,013 | 9,544,013 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | 2,317,931 | | | | | | | | | |
| Post CIL s106 | | 0 | 1,573,283 | 3,146,566 | 3,146,566 | 3,146,566 | 1,573,283 | 1,573,283 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 477,201 | 954,401 | 954,401 | 954,401 | 477,201 | 477,201 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 533,034 | 1,066,068 | 1,066,068 | 1,066,068 | 533,034 | 533,034 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 717,705 | 1,435,411 | 1,435,411 | 1,435,411 | 717,705 | 717,705 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 119,618 | 239,235 | 239,235 | 239,235 | 119,618 | 119,618 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **20,717,473** | **15,282,785** | **28,247,638** | **28,247,638** | **28,247,638** | **15,282,785** | **15,282,785** | **2,317,931** | **2,317,931** | **2,317,931** | **2,317,931** | **2,317,931** | **2,317,931** | **2,317,931** | **2,317,931** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 1,450,223 | 946,888 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 34,264,250 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 8,798,075 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -20,717,473 | 7,190,506 | 18,652,502 | 19,599,390 | 19,599,390 | 8,640,729 | 8,640,729 | -2,317,931 | -2,317,931 | -2,317,931 | -2,317,931 | -2,317,931 | -2,317,931 | -2,317,931 | -2,317,931 | -2,317,931 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -43,062,325 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -20,717,473 | -13,526,967 | 5,125,535 | 24,724,925 | 44,324,314 | 52,965,043 | 61,605,773 | 59,287,842 | 56,969,911 | 54,651,980 | 52,334,049 | 50,016,118 | 47,698,187 | 45,380,256 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 43,062,325 | 0 |

# SW Appendix
## Site 29

**Site 29** North Weald Bassett MPA

| INCOME | Av Size | m2 | | % | Number | Price | GDV | GIA |
|---|---|---|---|---|---|---|---|---|
| | | | | | 1,050 | £/m2 | £ | m2 |
| | | Gross | Net | | | | | |
| Market Housing | | 110.4 | 110.44 | 60.00% | 630 | 5,150 | 358,311,250 | 69,575 |
| Affordable Overall | | | | 40% | 420 | | | |
| Affordable Rent | | 75.2 | 72.29 | 30.00% | 315 | 2,833 | 64,498,858 | 23,674 |
| Social Rent | | 75.2 | 72.29 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 74.9 | 72.41 | 10.00% | 105 | 3,605 | 27,408,815 | 7,869 |
| First Homes | | 74.9 | 72.41 | 0.00% | 0 | 3,273 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 30.000 | ha | | 35 | /ha | | **450,218,923** | **101,117** |
| SITE AREA - Gross | 46.154 | ha | | 23 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **41,579,903** | **1,385,997** | **900,898** |
| Existing Use Value | | 1,153,846 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 13,846,154 | | 300,000 |
| **Benchmark Land Value** | | **15,000,000** | | **325,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 37,681,494 | 542 |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | 41,579,903 | |
| | Land | | | 2,068,495 | | |
| | Stamp Duty | | | 0 | | |
| | Easements etc. | | | | | |
| | Legals /Acquisition | | 1.50% | 623,699 | 2,692,194 | |
| **Fees** | | | | | | |
| | Planning | | | 161,100 | | |
| | Professional | | 10.00% | 25,405,815 | 25,566,915 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,984 | 200,582,439 | | |
| | s106 / CIL / IT | | | 32,239,967 | | |
| | Contingency | | 5.00% | 10,029,122 | | |
| | Abnormals | % | 5.00% | 10,029,122 | | |
| | | £ | | 1,177,500 | 254,058,150 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 13,506,568 | | |
| | Legals | % | 0.5% | 2,251,095 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 15,757,662 | **339,654,824** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **71,662,250** |
| Affordable Housing | % Value | 20.00% | **18,381,535** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 1,050 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 1000 | 138 | 138,000 |
| | | **Total** | 161,100 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 41,579,903 |
| | **Total** | 2,068,495 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 15,000,000 |
| | **Total** | 739,500 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 30,705 | £/ Unit (all) | |
| | | Total | **32,239,967** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 30,705 | £/ Unit (all) | 32,239,967 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **32,239,967** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,616.35 |
| CO2 Plus | % | 6.00% | 96.98 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.43** |
| **Site Costs** | Base | 15.00% | 258.51 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.67** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | 114 | 110 | 110 | 114 | 114 | 114 | 114 | 74 | 74 | 74 | 38 | | | | | | | | | | | | |
| Market Housing | | | 0 | 38,902,364 | 37,537,369 | 37,537,369 | 38,902,364 | 38,902,364 | 38,902,364 | 38,902,364 | 25,252,412 | 25,252,412 | 25,252,412 | 12,967,455 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 0 | 7,002,733 | 6,757,023 | 6,757,023 | 7,002,733 | 7,002,733 | 7,002,733 | 7,002,733 | 4,545,634 | 4,545,634 | 4,545,634 | 2,334,244 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 0 | 2,975,814 | 2,871,400 | 2,871,400 | 2,975,814 | 2,975,814 | 2,975,814 | 2,975,814 | 1,931,669 | 1,931,669 | 1,931,669 | 991,938 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **48,880,912** | **47,165,792** | **47,165,792** | **48,880,912** | **48,880,912** | **48,880,912** | **48,880,912** | **31,729,715** | **31,729,715** | **31,729,715** | **16,293,637** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 2,068,495 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 623,699 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 161,100 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 25,405,815 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 21,777,522 | 21,013,398 | 21,013,398 | 21,777,522 | 21,777,522 | 21,777,522 | 21,777,522 | 14,136,286 | 14,136,286 | 14,136,286 | 7,259,174 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 3,500,339 | 3,377,520 | 3,377,520 | 3,500,339 | 3,500,339 | 3,500,339 | 3,500,339 | 2,272,150 | 2,272,150 | 2,272,150 | 1,166,780 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 1,088,876 | 1,050,670 | 1,050,670 | 1,088,876 | 1,088,876 | 1,088,876 | 1,088,876 | 706,814 | 706,814 | 706,814 | 362,959 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 1,216,719 | 1,174,027 | 1,174,027 | 1,216,719 | 1,216,719 | 1,216,719 | 1,216,719 | 789,800 | 789,800 | 789,800 | 405,573 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 1,466,427 | 1,414,974 | 1,414,974 | 1,466,427 | 1,466,427 | 1,466,427 | 1,466,427 | 951,891 | 951,891 | 951,891 | 488,809 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 244,405 | 235,829 | 235,829 | 244,405 | 244,405 | 244,405 | 244,405 | 158,649 | 158,649 | 158,649 | 81,468 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **28,259,109** | **0** | **29,294,288** | **28,266,418** | **28,266,418** | **29,294,288** | **29,294,288** | **29,294,288** | **29,294,288** | **19,015,591** | **19,015,591** | **19,015,591** | **9,764,763** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **41,579,903** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 4,888,731 | 5,230,942 | 4,226,044 | 3,198,911 | 2,099,879 | 875,807 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 71,662,250 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 18,381,535 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -69,839,012 | -4,888,731 | 14,355,681 | 14,673,329 | 15,700,462 | 17,486,745 | 18,710,817 | 19,586,623 | 19,586,623 | 12,714,124 | 12,714,124 | 12,714,124 | 6,528,874 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -90,043,785 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -69,839,012 | -74,727,742 | -60,372,061 | -45,698,732 | -29,998,270 | -12,511,525 | 6,199,291 | 25,785,915 | 45,372,538 | 58,086,662 | 70,800,786 | 83,514,910 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **0** | **48,880,912** | **47,165,792** | **47,165,792** | **48,880,912** | **48,880,912** | **48,880,912** | **48,880,912** | **31,729,715** | **31,729,715** | **31,729,715** | **16,293,637** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 15,000,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 739,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 225,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 161,100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 25,405,815 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 0 | 21,777,522 | 21,013,398 | 21,013,398 | 21,777,522 | 21,777,522 | 21,777,522 | 21,777,522 | 14,136,286 | 14,136,286 | 14,136,286 | 7,259,174 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | 2,512,100 | | | | | | | | | |
| Post CIL s106 | | 0 | 0 | 3,500,339 | 3,377,520 | 3,377,520 | 3,500,339 | 3,500,339 | 3,500,339 | 3,500,339 | 2,272,150 | 2,272,150 | 2,272,150 | 1,166,780 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 0 | 1,088,876 | 1,050,670 | 1,050,670 | 1,088,876 | 1,088,876 | 1,088,876 | 1,088,876 | 706,814 | 706,814 | 706,814 | 362,959 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 1,216,719 | 1,174,027 | 1,174,027 | 1,216,719 | 1,216,719 | 1,216,719 | 1,216,719 | 789,800 | 789,800 | 789,800 | 405,573 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 1,466,427 | 1,414,974 | 1,414,974 | 1,466,427 | 1,466,427 | 1,466,427 | 1,466,427 | 951,891 | 951,891 | 951,891 | 488,809 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 244,405 | 235,829 | 235,829 | 244,405 | 244,405 | 244,405 | 244,405 | 158,649 | 158,649 | 158,649 | 81,468 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **44,043,515** | **2,512,100** | **31,806,388** | **30,778,518** | **30,778,518** | **31,806,388** | **31,806,388** | **31,806,388** | **31,806,388** | **21,527,690** | **21,527,690** | **21,527,690** | **12,276,862** | **2,512,100** | **2,512,100** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 3,083,046 | 3,474,706 | 2,522,719 | 1,552,200 | 513,745 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 71,662,250 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 18,381,535 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -44,043,515 | -5,595,146 | 13,599,818 | 13,864,555 | 14,835,074 | 16,560,779 | 17,074,524 | 17,074,524 | 17,074,524 | 10,202,024 | 10,202,024 | 10,202,024 | 4,016,775 | -2,512,100 | -2,512,100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -90,043,785 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -44,043,515 | -49,638,660 | -36,038,843 | -22,174,288 | -7,339,214 | 9,221,565 | 26,296,088 | 43,370,612 | 60,445,136 | 70,647,160 | 80,849,185 | 91,051,209 | 95,067,984 | 92,555,884 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 90,043,785 | 0 |

# SW Appendix
## Site 30

| Site 30 | Waltham Abbey North MPA |
|---|---|

| INCOME | Av Size | m2 Gross | Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 740 | | | |
| Market Housing | 110.5 | | 110.45 | 60.00% | 444 | 5,750 | 281,980,000 | 49,040 |
| Affordable Overall | | | | 40% | 296 | | | |
| Affordable Rent | 75.1 | | 72.29 | 30.00% | 222 | 3,163 | 50,754,963 | 16,681 |
| Social Rent | 75.1 | | 72.29 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 75.2 | | 72.66 | 10.00% | 74 | 4,025 | 21,642,425 | 5,567 |
| First Homes | 75.2 | | 72.66 | 0.00% | 0 | 3,365 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 21.143 | ha | | 35 | /ha | | **354,377,388** | **71,288** |
| SITE AREA - Gross | 31.794 | ha | | 23 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **56,018,561** | **2,649,527** | **1,761,935** |
| Existing Use Value | | 794,844 | | 25,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 9,538,131 | | 300,000 |
| **Benchmark Land Value** | | **10,332,975** | | **325,000** |
| | | £/m2 | | |
| **Additional Profit** | | **59,452,386** | | **1,212** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 56,018,561 | |
| | Stamp Duty | | | 2,790,428 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 840,278 | 3,630,706 | |
| **Fees** | | | | | | |
| | Planning | | | 118,320 | | |
| | Professional | | 10.00% | 17,537,727 | 17,656,047 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,984 | 141,418,251 | | |
| | s106 / CIL / IT | | | 18,984,694 | | |
| | Contingency | | 5.00% | 7,070,913 | | |
| | Abnormals | % | 5.00% | 7,070,913 | | |
| | | £ | | 832,500 | 175,377,270 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 10,631,322 | | |
| | Legals | % | 0.5% | 1,771,887 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 12,403,209 | **265,085,793** |

| Developers Profit | | | | |
|---|---|---|---|---|
| Market Housing | % Value | 20.00% | | **56,396,000** |
| Affordable Housing | % Value | 20.00% | | **14,479,478** |
| First Homes | % Value | 20.00% | | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 740 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 690 | 138 | 95,220 |
| | | **Total** | 118,320 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 56,018,561 |
| | **Total** | 2,790,428 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 10,332,975 |
| | **Total** | 506,149 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 25,655 | £/ Unit (all) | |
| | | Total | **18,984,694** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 25,655 | £/ Unit (all) | 18,984,694 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **18,984,694** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,616.43 |
| CO2 Plus | % | 6.00% | 96.99 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,723.52** |
| **Site Costs** | Base | 15.00% | 258.53 |
| | BNG | 0.10% | 1.72 |
| | | | **1,983.77** |

0

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | 40 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | | | | | | | | | | | | | | | |
| Market Housing | | | 15,242,162 | 38,105,405 | 38,105,405 | 38,105,405 | 38,105,405 | 38,105,405 | 38,105,405 | 38,105,405 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 2,743,511 | 6,858,779 | 6,858,779 | 6,858,779 | 6,858,779 | 6,858,779 | 6,858,779 | 6,858,779 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 1,169,861 | 2,924,652 | 2,924,652 | 2,924,652 | 2,924,652 | 2,924,652 | 2,924,652 | 2,924,652 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **19,155,534** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 2,790,428 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 840,278 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 118,320 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 17,537,727 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 7,644,230 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 1,026,200 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 382,211 | 955,529 | 955,529 | 955,529 | 955,529 | 955,529 | 955,529 | 955,529 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 427,211 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 574,666 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 95,778 | 239,444 | 239,444 | 239,444 | 239,444 | 239,444 | 239,444 | 239,444 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **21,286,753** | **10,150,296** | **25,375,740** | **25,375,740** | **25,375,740** | **25,375,740** | **25,375,740** | **25,375,740** | **25,375,740** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **56,018,561** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 5,411,372 | 5,159,801 | 3,945,071 | 2,645,309 | 1,254,564 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 56,396,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 14,479,478 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -77,305,314 | 3,593,866 | 17,353,294 | 18,568,025 | 19,867,787 | 21,258,532 | 22,513,096 | 22,513,096 | 22,513,096 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -70,875,478 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -77,305,314 | -73,711,448 | -56,358,154 | -37,790,129 | -17,922,342 | 3,336,190 | 25,849,286 | 48,362,382 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 0 |

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 | Year 21 | Year 22 | Year 23 | Year 24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | As Above | | | | | | | | | | | | | | | | | | | | | | | | |
| **INCOME** | | **0** | **19,155,534** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **47,888,836** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 10,332,975 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 506,149 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 154,995 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 118,320 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Professional | | 17,537,727 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | 0 | 7,644,230 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 19,110,574 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | 7,431,548 | 7,431,548 | 7,431,548 | 7,431,548 | 7,431,548 | 7,431,548 | 7,431,548 | 7,431,548 | | | | | | | | | | | | | | | | |
| Post CIL s106 | | 0 | 1,026,200 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 2,565,499 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 382,211 | 955,529 | 955,529 | 955,529 | 955,529 | 955,529 | 955,529 | 955,529 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 427,211 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 1,068,029 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 574,666 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 1,436,665 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 95,778 | 239,444 | 239,444 | 239,444 | 239,444 | 239,444 | 239,444 | 239,444 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **COSTS BEFORE LAND INT AND PROFIT** | | **36,081,714** | **17,581,844** | **32,807,289** | **32,807,289** | **32,807,289** | **32,807,289** | **32,807,289** | **32,807,289** | **25,375,740** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For CIL calculation** | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 2,525,720 | 2,592,362 | 1,718,119 | 782,679 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 56,396,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 14,479,478 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -36,081,714 | -952,030 | 12,489,186 | 13,363,429 | 14,298,869 | 15,081,548 | 15,081,548 | 15,081,548 | 22,513,096 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -70,875,478 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -36,081,714 | -37,033,744 | -24,544,558 | -11,181,130 | 3,117,739 | 18,199,286 | 33,280,834 | 48,362,382 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 70,875,478 | 0 |

# Appendix 13 – Appraisals Results – Changes in Costs and Values

## South West EFDC

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| | BCIS | | | | +20% | +15% | +10% | +5% | +0% | | | | | | | |
| Site 1 | Flats 100 HD | South West EFI | 2,000,000 | 2,400,000 | -1,869,846 | -973,676 | -103,399 | 739,550 | 1,568,969 | -401,080 | 597,698 | 1,568,969 | 2,540,240 | 3,511,512 | 4,482,783 | 5,454,054 |
| Site 2 | Flats 100 PRS HD | South West EFI | 2,000,000 | 2,400,000 | -4,613,715 | -3,695,820 | -2,787,823 | -1,879,826 | -971,829 | -2,829,095 | -1,900,462 | -971,829 | -74,072 | 792,935 | 1,647,788 | 2,502,641 |
| Site 3 | Flats 40 HD | South West EFI | 2,000,000 | 2,400,000 | -2,679,368 | -1,819,296 | -960,250 | -128,122 | 690,672 | -1,162,778 | -225,042 | 690,672 | 1,576,103 | 2,461,533 | 3,346,963 | 4,232,394 |
| Site 4 | Flats 40 PRS HD | South West EFI | 2,000,000 | 2,400,000 | -5,167,800 | -4,290,819 | -3,416,131 | -2,551,656 | -1,687,181 | -3,377,145 | -2,531,048 | -1,687,181 | -845,662 | -30,573 | 767,403 | 1,544,226 |
| Site 5 | Urban 60 HD | South West EFI | 2,000,000 | 2,400,000 | 2,475,441 | 2,840,325 | 3,205,209 | 3,570,093 | 3,934,977 | 2,715,337 | 3,325,157 | 3,934,977 | 4,544,797 | 5,154,617 | 5,764,437 | 6,374,257 |
| Site 6 | Urban 60 | South West EFI | 2,000,000 | 2,400,000 | 1,476,826 | 1,694,512 | 1,912,198 | 2,129,885 | 2,347,571 | 1,619,945 | 1,983,758 | 2,347,571 | 2,711,384 | 3,075,198 | 3,439,011 | 3,802,824 |
| Site 7 | Urban 30 HD | South West EFI | 2,000,000 | 2,400,000 | 2,327,933 | 2,736,126 | 3,144,319 | 3,552,512 | 3,960,706 | 2,649,155 | 3,304,930 | 3,960,706 | 4,616,481 | 5,272,257 | 5,928,033 | 6,583,808 |
| Site 8 | Urban 30 | South West EFI | 2,000,000 | 2,400,000 | 1,565,741 | 1,789,520 | 2,013,299 | 2,237,078 | 2,460,857 | 1,708,260 | 2,084,559 | 2,460,857 | 2,837,156 | 3,213,454 | 3,589,753 | 3,966,052 |
| Site 9 | Urban 15 HD | South West EFI | 2,000,000 | 2,400,000 | 2,437,649 | 2,900,336 | 3,363,024 | 3,825,711 | 4,288,399 | 2,833,601 | 3,561,000 | 4,288,399 | 5,015,797 | 5,743,196 | 6,470,594 | 7,197,993 |
| Site 10 | Urban 15 | South West EFI | 2,000,000 | 2,400,000 | 1,751,385 | 1,998,546 | 2,245,707 | 2,492,867 | 2,740,028 | 1,908,801 | 2,324,415 | 2,740,028 | 3,155,642 | 3,571,255 | 3,986,869 | 4,402,482 |
| Site 11 | Urban 9 HD | South West EFI | 2,000,000 | 2,400,000 | -165,397 | 185,792 | 536,980 | 883,888 | 1,224,989 | 350,913 | 792,652 | 1,224,989 | 1,648,355 | 2,071,721 | 2,495,088 | 2,918,454 |
| Site 12 | Urban 9 | South West EFI | 2,000,000 | 2,400,000 | 1,867,001 | 2,156,143 | 2,445,285 | 2,734,426 | 3,023,568 | 2,077,220 | 2,550,394 | 3,023,568 | 3,496,742 | 3,969,916 | 4,443,090 | 4,916,264 |
| Site 13 | Large Greenfield 200 | South West EFI | 25,000 | 325,000 | 1,030,272 | 1,235,228 | 1,440,185 | 1,645,142 | 1,850,099 | 1,144,782 | 1,497,441 | 1,850,099 | 2,202,758 | 2,555,416 | 2,908,074 | 3,260,733 |
| Site 14 | Greenfield 100 HD | South West EFI | 25,000 | 325,000 | 1,183,951 | 1,404,212 | 1,624,474 | 1,844,735 | 2,064,997 | 1,299,632 | 1,682,314 | 2,064,997 | 2,447,680 | 2,830,362 | 3,213,045 | 3,595,727 |
| Site 15 | Greenfield 100 | South West EFI | 25,000 | 325,000 | 1,089,482 | 1,307,554 | 1,525,625 | 1,743,697 | 1,961,768 | 1,215,397 | 1,588,583 | 1,961,768 | 2,334,954 | 2,708,139 | 3,081,325 | 3,454,510 |
| Site 16 | Greenfield 60 HD | South West EFI | 25,000 | 325,000 | 1,167,572 | 1,390,769 | 1,613,966 | 1,837,163 | 2,060,360 | 1,288,981 | 1,674,670 | 2,060,360 | 2,446,049 | 2,831,739 | 3,217,428 | 3,603,118 |
| Site 17 | Greenfield 60 | South West EFI | 25,000 | 325,000 | 1,093,093 | 1,314,585 | 1,536,078 | 1,757,570 | 1,979,063 | 1,223,121 | 1,601,092 | 1,979,063 | 2,357,034 | 2,735,005 | 3,112,976 | 3,490,947 |
| Site 18 | Greenfield 60 LD | South West EFI | 25,000 | 325,000 | 936,936 | 1,126,787 | 1,316,638 | 1,506,489 | 1,696,340 | 1,048,389 | 1,372,365 | 1,696,340 | 2,020,315 | 2,344,290 | 2,668,265 | 2,992,240 |
| Site 19 | Greenfield 20 HD | South West EFI | 25,000 | 325,000 | 1,489,766 | 1,708,503 | 1,927,241 | 2,145,978 | 2,364,715 | 1,570,183 | 1,967,449 | 2,364,715 | 2,761,982 | 3,159,248 | 3,556,515 | 3,953,781 |
| Site 20 | Greenfield 20 | South West EFI | 25,000 | 325,000 | 1,352,383 | 1,567,096 | 1,781,808 | 1,996,521 | 2,211,234 | 1,445,596 | 1,828,415 | 2,211,234 | 2,594,052 | 2,976,871 | 3,359,690 | 3,742,508 |
| Site 21 | Greenfield 20 LD | South West EFI | 25,000 | 325,000 | 1,159,185 | 1,343,225 | 1,527,264 | 1,711,304 | 1,895,343 | 1,239,083 | 1,567,213 | 1,895,343 | 2,223,473 | 2,551,604 | 2,879,734 | 3,207,864 |
| Site 22 | Greenfield 12 | South West EFI | 50,000 | 350,000 | 1,346,290 | 1,550,090 | 1,753,891 | 1,957,692 | 2,161,492 | 1,426,664 | 1,794,078 | 2,161,492 | 2,528,906 | 2,896,321 | 3,263,735 | 3,631,149 |
| Site 23 | Greenfield 8 | South West EFI | 50,000 | 350,000 | 860,385 | 1,092,137 | 1,323,889 | 1,555,641 | 1,787,393 | 999,864 | 1,393,628 | 1,787,393 | 2,181,158 | 2,574,923 | 2,968,688 | 3,362,452 |

Source: HDH (April 2025)

## Epping / Waltham Abbey and Adjacent

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| | BCIS | | | | +20% | +15% | +10% | +5% | +0% | | | | | | | |
| Site 1 | Flats 100 HD | Epping / Waltha | 2,000,000 | 2,400,000 | -1,869,846 | -973,676 | -103,399 | 739,550 | 1,568,969 | -401,080 | 597,698 | 1,568,969 | 2,540,240 | 3,511,512 | 4,482,783 | 5,454,054 |
| Site 2 | Flats 100 PRS HD | Epping / Waltha | 2,000,000 | 2,400,000 | -4,613,715 | -3,695,820 | -2,787,823 | -1,879,826 | -971,829 | -2,829,095 | -1,900,462 | -971,829 | -74,072 | 792,935 | 1,647,788 | 2,502,641 |
| Site 3 | Flats 40 HD | Epping / Waltha | 2,000,000 | 2,400,000 | -2,679,368 | -1,819,296 | -960,250 | -128,122 | 690,672 | -1,162,778 | -225,042 | 690,672 | 1,576,103 | 2,461,533 | 3,346,963 | 4,232,394 |
| Site 4 | Flats 40 PRS HD | Epping / Waltha | 2,000,000 | 2,400,000 | -5,167,800 | -4,290,819 | -3,416,131 | -2,551,656 | -1,687,181 | -3,377,145 | -2,531,048 | -1,687,181 | -845,662 | -30,573 | 767,403 | 1,544,226 |
| Site 5 | Urban 60 HD | Epping / Waltha | 2,000,000 | 2,400,000 | 2,475,441 | 2,840,325 | 3,205,209 | 3,570,093 | 3,934,977 | 2,715,337 | 3,325,157 | 3,934,977 | 4,544,797 | 5,154,617 | 5,764,437 | 6,374,257 |
| Site 6 | Urban 60 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,476,826 | 1,694,512 | 1,912,198 | 2,129,885 | 2,347,571 | 1,619,945 | 1,983,758 | 2,347,571 | 2,711,384 | 3,075,198 | 3,439,011 | 3,802,824 |
| Site 7 | Urban 30 HD | Epping / Waltha | 2,000,000 | 2,400,000 | 2,327,933 | 2,736,126 | 3,144,319 | 3,552,512 | 3,960,706 | 2,649,155 | 3,304,930 | 3,960,706 | 4,616,481 | 5,272,257 | 5,928,033 | 6,583,808 |
| Site 8 | Urban 30 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,565,741 | 1,789,520 | 2,013,299 | 2,237,078 | 2,460,857 | 1,708,260 | 2,084,559 | 2,460,857 | 2,837,156 | 3,213,454 | 3,589,753 | 3,966,052 |
| Site 9 | Urban 15 HD | Epping / Waltha | 2,000,000 | 2,400,000 | 2,437,649 | 2,900,336 | 3,363,024 | 3,825,711 | 4,288,399 | 2,833,601 | 3,561,000 | 4,288,399 | 5,015,797 | 5,743,196 | 6,470,594 | 7,197,993 |
| Site 10 | Urban 15 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,751,385 | 1,998,546 | 2,245,707 | 2,492,867 | 2,740,028 | 1,908,801 | 2,324,415 | 2,740,028 | 3,155,642 | 3,571,255 | 3,986,869 | 4,402,482 |
| Site 11 | Urban 9 HD | Epping / Waltha | 2,000,000 | 2,400,000 | -165,397 | 185,792 | 536,980 | 883,888 | 1,224,989 | 350,913 | 792,652 | 1,224,989 | 1,648,355 | 2,071,721 | 2,495,088 | 2,918,454 |
| Site 12 | Urban 9 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,867,001 | 2,156,143 | 2,445,285 | 2,734,426 | 3,023,568 | 2,077,220 | 2,550,394 | 3,023,568 | 3,496,742 | 3,969,916 | 4,443,090 | 4,916,264 |
| Site 13 | Large Greenfield 200 | Epping / Waltha | 25,000 | 325,000 | 850,954 | 1,055,911 | 1,260,868 | 1,465,824 | 1,670,781 | 983,396 | 1,327,089 | 1,670,781 | 2,014,474 | 2,358,166 | 2,701,859 | 3,045,552 |
| Site 14 | Greenfield 100 HD | Epping / Waltha | 25,000 | 325,000 | 989,366 | 1,209,628 | 1,429,890 | 1,650,151 | 1,870,413 | 1,124,506 | 1,497,459 | 1,870,413 | 2,243,366 | 2,616,319 | 2,989,273 | 3,362,226 |
| Site 15 | Greenfield 100 | Epping / Waltha | 25,000 | 325,000 | 899,727 | 1,117,798 | 1,335,870 | 1,553,941 | 1,772,013 | 1,044,617 | 1,408,315 | 1,772,013 | 2,135,711 | 2,499,408 | 2,863,106 | 3,226,804 |
| Site 16 | Greenfield 60 HD | Epping / Waltha | 25,000 | 325,000 | 971,459 | 1,194,656 | 1,417,853 | 1,641,050 | 1,864,247 | 1,112,479 | 1,488,363 | 1,864,247 | 2,240,130 | 2,616,014 | 2,991,898 | 3,367,782 |
| Site 17 | Greenfield 60 | Epping / Waltha | 25,000 | 325,000 | 900,904 | 1,122,397 | 1,343,889 | 1,565,382 | 1,786,874 | 1,050,151 | 1,418,513 | 1,786,874 | 2,155,236 | 2,523,597 | 2,891,959 | 3,260,320 |
| Site 18 | Greenfield 60 LD | Epping / Waltha | 25,000 | 325,000 | 772,203 | 962,054 | 1,151,905 | 1,341,756 | 1,531,607 | 900,130 | 1,215,868 | 1,531,607 | 1,847,345 | 2,163,083 | 2,478,822 | 2,794,560 |
| Site 19 | Greenfield 20 HD | Epping / Waltha | 25,000 | 325,000 | 1,287,766 | 1,506,503 | 1,725,241 | 1,943,978 | 2,162,715 | 1,388,383 | 1,775,549 | 2,162,715 | 2,549,882 | 2,937,048 | 3,324,215 | 3,711,381 |
| Site 20 | Greenfield 20 | Epping / Waltha | 25,000 | 325,000 | 1,157,729 | 1,372,442 | 1,587,155 | 1,801,868 | 2,016,580 | 1,270,408 | 1,643,494 | 2,016,580 | 2,389,666 | 2,762,752 | 3,135,838 | 3,508,924 |
| Site 21 | Greenfield 20 LD | Epping / Waltha | 25,000 | 325,000 | 992,340 | 1,176,379 | 1,360,418 | 1,544,458 | 1,728,497 | 1,088,921 | 1,408,709 | 1,728,497 | 2,048,285 | 2,368,073 | 2,687,861 | 3,007,649 |
| Site 22 | Greenfield 12 | Epping / Waltha | 50,000 | 350,000 | 1,159,469 | 1,363,270 | 1,567,070 | 1,770,871 | 1,974,671 | 1,258,525 | 1,616,598 | 1,974,671 | 2,332,745 | 2,690,818 | 3,048,891 | 3,406,964 |
| Site 23 | Greenfield 8 | Epping / Waltha | 50,000 | 350,000 | 658,920 | 891,918 | 1,123,670 | 1,355,422 | 1,587,174 | 819,666 | 1,203,420 | 1,587,174 | 1,970,928 | 2,354,681 | 2,738,435 | 3,122,189 |
| Site 28 | South Epping MPA | Epping | 25,000 | 325,000 | 356,140 | 550,030 | **743,920** | 937,810 | 1,129,892 | 519,011 | 825,355 | 1,129,892 | 1,430,470 | 1,731,048 | **2,031,626** | 2,332,204 |
| Site 30 | Waltham Abbey North MF | Waltham Abbey | 25,000 | 325,000 | 373,559 | 571,629 | **769,700** | 967,770 | 1,165,840 | 540,090 | 852,965 | 1,165,840 | 1,478,716 | 1,788,088 | **2,096,296** | 2,404,504 |

Source: HDH (April 2025)

## Harlow

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| | | BCIS | | | +20% | +15% | +10% | +5% | +0% | | | | | | | |
| Site 13 | Large Greenfield 200 | Adjacent to Harl | 25,000 | 325,000 | -391,831 | -174,427 | 40,025 | 244,982 | 449,939 | -91,743 | 181,859 | 449,939 | 718,019 | 986,099 | 1,254,180 | 1,522,260 |
| Site 14 | Greenfield 100 HD | Adjacent to Harl | 25,000 | 325,000 | -383,213 | -150,219 | 79,905 | 300,166 | 520,428 | -67,351 | 229,524 | 520,428 | 811,332 | 1,102,235 | 1,393,139 | 1,684,042 |
| Site 15 | Greenfield 100 | Adjacent to Harl | 25,000 | 325,000 | -434,686 | -203,014 | 25,800 | 245,076 | 463,147 | -111,890 | 179,463 | 463,147 | 746,831 | 1,030,516 | 1,314,200 | 1,597,884 |
| Site 16 | Greenfield 60 HD | Adjacent to Harl | 25,000 | 325,000 | -417,654 | -181,026 | 53,166 | 278,550 | 501,747 | -93,714 | 208,558 | 501,747 | 794,936 | 1,088,126 | 1,381,315 | 1,674,504 |
| Site 17 | Greenfield 60 | Adjacent to Harl | 25,000 | 325,000 | -455,293 | -219,719 | 12,684 | 237,607 | 459,100 | -125,460 | 171,778 | 459,100 | 746,422 | 1,033,744 | 1,321,066 | 1,608,388 |
| Site 18 | Greenfield 60 LD | Adjacent to Harl | 25,000 | 325,000 | -390,251 | -188,331 | 10,872 | 203,663 | 393,514 | -107,537 | 147,238 | 393,514 | 639,790 | 886,066 | 1,132,342 | 1,378,618 |
| Site 19 | Greenfield 20 HD | Adjacent to Harl | 25,000 | 325,000 | -143,927 | 85,586 | 313,140 | 533,092 | 751,829 | 140,391 | 449,839 | 751,829 | 1,053,819 | 1,355,809 | 1,657,799 | 1,959,788 |
| Site 20 | Greenfield 20 | Adjacent to Harl | 25,000 | 325,000 | -217,133 | 8,157 | 232,486 | 449,277 | 663,989 | 73,341 | 372,982 | 663,989 | 954,996 | 1,246,004 | 1,537,011 | 1,828,018 |
| Site 21 | Greenfield 20 LD | Adjacent to Harl | 25,000 | 325,000 | -186,114 | 6,992 | 199,274 | 385,094 | 569,134 | 62,864 | 319,699 | 569,134 | 818,568 | 1,068,003 | 1,317,438 | 1,566,872 |
| Site 22 | Greenfield 12 | Adjacent to Harl | 50,000 | 350,000 | -164,769 | 49,071 | 262,911 | 472,855 | 676,655 | 104,480 | 395,289 | 676,655 | 955,952 | 1,235,249 | 1,514,547 | 1,793,844 |
| Site 23 | Greenfield 8 | Adjacent to Harl | 50,000 | 350,000 | -640,404 | -393,150 | -147,944 | 95,224 | 338,393 | -290,526 | 24,320 | 338,393 | 648,010 | 948,891 | 1,248,219 | 1,547,547 |
| Site 24 | East of Harlow (North) | Harlow | 25,000 | 325,000 | -1,265,546 | -1,027,863 | -790,179 | -554,984 | -340,450 | -905,841 | -610,327 | -340,450 | -101,016 | 118,893 | 324,903 | 530,773 |
| Site 25 | Latton Priory | Harlow | 25,000 | 325,000 | -671,308 | -544,842 | **-418,377** | -294,687 | -190,129 | -479,833 | -322,639 | -190,129 | -72,502 | 36,767 | 138,587 | 238,436 |
| Site 26 | Water Lane (Sumners) | Harlow | 25,000 | 325,000 | -1,392,894 | -1,139,301 | **-885,708** | -632,223 | -402,782 | -1,008,967 | -693,745 | -402,782 | -152,421 | 75,333 | 285,542 | 489,029 |
| Site 27 | Water Lane (Katherines) | Harlow | 317,285 | 817,285 | -1,192,731 | -976,128 | **-759,525** | -542,922 | -345,830 | -864,131 | -595,225 | -345,830 | -118,874 | 93,221 | **295,444** | 492,603 |

Source: HDH (April 2025)

## Rural EFDC

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| | | BCIS | | | +20% | +15% | +10% | +5% | +0% | | | | | | | |
| Site 5 | Urban 60 HD | Rural EFDC | 2,000,000 | 2,400,000 | 747,618 | 1,112,501 | 1,477,385 | 1,842,269 | 1,842,269 | 1,160,295 | 1,683,724 | 1,842,269 | 2,730,582 | 3,254,011 | 3,777,440 | 4,300,869 |
| Site 6 | Urban 60 | Rural EFDC | 2,000,000 | 2,400,000 | 446,022 | 663,708 | 881,395 | 1,099,081 | 1,099,081 | 692,222 | 1,004,495 | 1,099,081 | 1,629,040 | 1,941,313 | 2,253,586 | 2,565,859 |
| Site 7 | Urban 30 HD | Rural EFDC | 2,000,000 | 2,400,000 | 469,902 | 878,095 | 1,286,288 | 1,694,482 | 1,694,482 | 976,927 | 1,539,801 | 1,694,482 | 2,665,549 | 3,228,423 | 3,791,297 | 4,354,171 |
| Site 8 | Urban 30 | Rural EFDC | 2,000,000 | 2,400,000 | 499,562 | 723,341 | 947,120 | 1,170,899 | 1,170,899 | 748,699 | 1,071,688 | 1,170,899 | 1,717,667 | 2,040,657 | 2,363,647 | 2,686,636 |
| Site 9 | Urban 15 HD | Rural EFDC | 2,000,000 | 2,400,000 | 362,139 | 839,374 | 1,302,061 | 1,764,748 | 1,764,748 | 978,735 | 1,603,085 | 1,764,748 | 2,851,786 | 3,476,137 | 4,100,487 | 4,724,838 |
| Site 10 | Urban 15 | Rural EFDC | 2,000,000 | 2,400,000 | 573,813 | 820,974 | 1,068,135 | 1,315,296 | 1,315,296 | 848,987 | 1,205,721 | 1,315,296 | 1,919,191 | 2,275,926 | 2,632,661 | 2,989,396 |
| Site 11 | Urban 9 HD | Rural EFDC | 2,000,000 | 2,400,000 | -1,458,201 | -1,095,215 | -732,229 | -370,460 | -370,460 | -795,761 | -401,008 | -370,460 | 362,018 | 741,828 | 1,115,619 | 1,479,009 |
| Site 12 | Urban 9 | Rural EFDC | 2,000,000 | 2,400,000 | 519,054 | 815,483 | 1,104,625 | 1,393,767 | 1,393,767 | 870,626 | 1,276,767 | 1,393,767 | 2,089,049 | 2,495,190 | 2,901,331 | 3,307,472 |
| Site 13 | Large Greenfield 200 | Rural EFDC | 25,000 | 325,000 | 425,087 | 630,044 | 835,001 | 1,039,958 | 1,039,958 | 629,257 | 937,086 | 1,039,958 | 1,552,744 | 1,860,573 | 2,168,402 | 2,476,231 |
| Site 14 | Greenfield 100 HD | Rural EFDC | 25,000 | 325,000 | 502,039 | 722,300 | 942,562 | 1,162,824 | 1,162,824 | 715,012 | 1,049,049 | 1,162,824 | 1,717,122 | 2,051,158 | 2,385,195 | 2,719,231 |
| Site 15 | Greenfield 100 | Rural EFDC | 25,000 | 325,000 | 432,110 | 650,181 | 868,253 | 1,086,324 | 1,086,324 | 652,903 | 978,649 | 1,086,324 | 1,630,143 | 1,955,889 | 2,281,636 | 2,607,383 |
| Site 16 | Greenfield 60 HD | Rural EFDC | 25,000 | 325,000 | 478,395 | 701,592 | 924,789 | 1,147,986 | 1,147,986 | 697,860 | 1,034,522 | 1,147,986 | 1,707,844 | 2,044,505 | 2,381,166 | 2,717,827 |
| Site 17 | Greenfield 60 | Rural EFDC | 25,000 | 325,000 | 425,166 | 646,658 | 868,151 | 1,089,644 | 1,089,644 | 651,289 | 981,212 | 1,089,644 | 1,641,060 | 1,970,984 | 2,300,908 | 2,630,831 |
| Site 18 | Greenfield 60 LD | Rural EFDC | 25,000 | 325,000 | 364,428 | 554,279 | 744,129 | 933,980 | 933,980 | 558,247 | 841,039 | 933,980 | 1,406,623 | 1,689,415 | 1,972,206 | 2,254,998 |
| Site 19 | Greenfield 20 HD | Rural EFDC | 25,000 | 325,000 | 772,412 | 991,150 | 1,209,887 | 1,428,625 | 1,428,625 | 953,829 | 1,300,596 | 1,428,625 | 1,994,128 | 2,340,895 | 2,687,661 | 3,034,428 |
| Site 20 | Greenfield 20 | Rural EFDC | 25,000 | 325,000 | 668,103 | 882,815 | 1,097,528 | 1,312,241 | 1,312,241 | 858,643 | 1,192,798 | 1,312,241 | 1,861,109 | 2,195,264 | 2,529,419 | 2,863,574 |
| Site 21 | Greenfield 20 LD | Rural EFDC | 25,000 | 325,000 | 572,660 | 756,699 | 940,738 | 1,124,778 | 1,124,778 | 735,980 | 1,022,398 | 1,124,778 | 1,595,236 | 1,881,655 | 2,168,074 | 2,454,492 |
| Site 22 | Greenfield 12 | Rural EFDC | 50,000 | 350,000 | 689,692 | 893,492 | 1,097,293 | 1,301,094 | 1,301,094 | 863,476 | 1,184,185 | 1,301,094 | 1,825,603 | 2,146,312 | 2,467,021 | 2,787,730 |
| Site 23 | Greenfield 8 | Rural EFDC | 50,000 | 350,000 | 297,085 | 537,966 | 774,370 | 1,006,122 | 1,006,122 | 546,029 | 894,164 | 1,006,122 | 1,581,584 | 1,925,294 | 2,269,004 | 2,612,714 |
| Site 29 | North Weald Bassett MPA | Rural EFDC | 25,000 | 325,000 | -18,676 | 171,279 | **359,374** | 542,272 | 542,272 | 208,704 | 468,131 | 542,272 | 982,209 | 1,234,823 | 1,486,901 | 1,738,978 |

Source: HDH (April 2025)

# Appendix 14 – Appraisals Results – Building Safety Levy

## South West EFDC

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | | | | | | | |
| | BCIS | | | | +20% | +15% | +10% | +5% | +0% | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| Site 1 | Flats 100 HD | South West EFI | 2,000,000 | 2,400,000 | -2,058,612 | -1,159,109 | -286,032 | 565,492 | 1,394,911 | -583,712 | 423,639 | 1,394,911 | 2,366,182 | 3,337,453 | 4,308,725 | 5,279,996 |
| Site 2 | Flats 100 PRS HD | South West EFI | 2,000,000 | 2,400,000 | -4,807,020 | -3,886,368 | -2,978,371 | -2,070,374 | -1,162,377 | -3,019,643 | -2,091,010 | -1,162,377 | -258,429 | 617,233 | 1,472,086 | 2,326,939 |
| Site 3 | Flats 40 HD | South West EFI | 2,000,000 | 2,400,000 | -2,859,859 | -1,999,787 | -1,139,715 | -302,749 | 524,244 | -1,343,269 | -399,669 | 524,244 | 1,409,674 | 2,295,105 | 3,180,535 | 4,065,966 |
| Site 4 | Flats 40 PRS HD | South West EFI | 2,000,000 | 2,400,000 | -5,351,840 | -4,474,859 | -3,597,877 | -2,733,071 | -1,868,596 | -3,561,184 | -2,712,463 | -1,868,596 | -1,024,729 | -206,093 | 600,123 | 1,376,945 |
| Site 5 | Urban 60 HD | South West EFI | 2,000,000 | 2,400,000 | 2,373,316 | 2,738,199 | 3,103,083 | 3,467,967 | 3,832,851 | 2,613,211 | 3,223,031 | 3,832,851 | 4,442,671 | 5,052,491 | 5,662,311 | 6,272,131 |
| Site 6 | Urban 60 | South West EFI | 2,000,000 | 2,400,000 | 1,415,898 | 1,633,585 | 1,851,271 | 2,068,958 | 2,286,644 | 1,559,018 | 1,922,831 | 2,286,644 | 2,650,457 | 3,014,270 | 3,378,084 | 3,741,897 |
| Site 7 | Urban 30 HD | South West EFI | 2,000,000 | 2,400,000 | 2,219,022 | 2,627,215 | 3,035,409 | 3,443,602 | 3,851,795 | 2,540,244 | 3,196,020 | 3,851,795 | 4,507,571 | 5,163,346 | 5,819,122 | 6,474,898 |
| Site 8 | Urban 30 | South West EFI | 2,000,000 | 2,400,000 | 1,502,879 | 1,726,658 | 1,950,437 | 2,174,216 | 2,397,995 | 1,645,398 | 2,021,697 | 2,397,995 | 2,774,294 | 3,150,593 | 3,526,891 | 3,903,190 |
| Site 9 | Urban 15 HD | South West EFI | 2,000,000 | 2,400,000 | 2,317,043 | 2,779,730 | 3,242,417 | 3,705,105 | 4,167,792 | 2,712,995 | 3,440,394 | 4,167,792 | 4,895,191 | 5,622,590 | 6,349,988 | 7,077,387 |
| Site 10 | Urban 15 | South West EFI | 2,000,000 | 2,400,000 | 1,682,934 | 1,930,095 | 2,177,256 | 2,424,416 | 2,671,577 | 1,840,350 | 2,255,964 | 2,671,577 | 3,087,191 | 3,502,804 | 3,918,418 | 4,334,031 |
| Site 11 | Urban 9 HD | South West EFI | 2,000,000 | 2,400,000 | -252,131 | 99,058 | 450,246 | 798,830 | 1,142,327 | 264,179 | 707,594 | 1,142,327 | 1,565,693 | 1,989,059 | 2,412,426 | 2,835,792 |
| Site 12 | Urban 9 | South West EFI | 2,000,000 | 2,400,000 | 1,786,665 | 2,075,807 | 2,364,948 | 2,654,090 | 2,943,231 | 1,996,883 | 2,470,057 | 2,943,231 | 3,416,405 | 3,889,579 | 4,362,753 | 4,835,927 |
| Site 13 | Large Greenfield 200 | South West EFI | 25,000 | 325,000 | 919,808 | 1,124,765 | 1,329,722 | 1,534,679 | 1,739,636 | 1,034,319 | 1,386,977 | 1,739,636 | 2,092,294 | 2,444,952 | 2,797,611 | 3,150,269 |
| Site 14 | Greenfield 100 HD | South West EFI | 25,000 | 325,000 | 1,060,272 | 1,280,533 | 1,500,795 | 1,721,057 | 1,941,318 | 1,175,953 | 1,558,636 | 1,941,318 | 2,324,001 | 2,706,683 | 3,089,366 | 3,472,048 |
| Site 15 | Greenfield 100 | South West EFI | 25,000 | 325,000 | 971,726 | 1,189,797 | 1,407,869 | 1,625,940 | 1,844,012 | 1,097,641 | 1,470,826 | 1,844,012 | 2,217,197 | 2,590,383 | 2,963,569 | 3,336,754 |
| Site 16 | Greenfield 60 HD | South West EFI | 25,000 | 325,000 | 1,042,633 | 1,265,830 | 1,489,027 | 1,712,224 | 1,935,421 | 1,164,042 | 1,549,731 | 1,935,421 | 2,321,110 | 2,706,800 | 3,092,489 | 3,478,179 |
| Site 17 | Greenfield 60 | South West EFI | 25,000 | 325,000 | 973,707 | 1,195,199 | 1,416,692 | 1,638,185 | 1,859,677 | 1,103,735 | 1,481,706 | 1,859,677 | 2,237,648 | 2,615,619 | 2,993,590 | 3,371,561 |
| Site 18 | Greenfield 60 LD | South West EFI | 25,000 | 325,000 | 834,606 | 1,024,457 | 1,214,307 | 1,404,158 | 1,594,009 | 946,059 | 1,270,034 | 1,594,009 | 1,917,984 | 2,241,959 | 2,565,934 | 2,889,909 |
| Site 19 | Greenfield 20 HD | South West EFI | 25,000 | 325,000 | 1,366,473 | 1,585,211 | 1,803,948 | 2,022,685 | 2,241,423 | 1,446,890 | 1,844,156 | 2,241,423 | 2,638,689 | 3,035,956 | 3,433,222 | 3,830,488 |
| Site 20 | Greenfield 20 | South West EFI | 25,000 | 325,000 | 1,236,150 | 1,450,863 | 1,665,576 | 1,880,288 | 2,095,001 | 1,329,364 | 1,712,182 | 2,095,001 | 2,477,820 | 2,860,638 | 3,243,457 | 3,626,275 |
| Site 21 | Greenfield 20 LD | South West EFI | 25,000 | 325,000 | 1,059,557 | 1,243,597 | 1,427,636 | 1,611,676 | 1,795,715 | 1,139,455 | 1,467,585 | 1,795,715 | 2,123,845 | 2,451,976 | 2,780,106 | 3,108,236 |
| Site 22 | Greenfield 12 | South West EFI | 50,000 | 350,000 | 1,237,189 | 1,440,990 | 1,644,791 | 1,848,591 | 2,052,392 | 1,317,563 | 1,684,977 | 2,052,392 | 2,419,806 | 2,787,220 | 3,154,634 | 3,522,049 |
| Site 23 | Greenfield 8 | South West EFI | 50,000 | 350,000 | 736,739 | 968,491 | 1,200,243 | 1,431,995 | 1,663,747 | 876,218 | 1,269,982 | 1,663,747 | 2,057,512 | 2,451,277 | 2,845,042 | 3,238,807 |

Source: HDH (April 2025)

## Epping / Waltham Abbey and Adjacent

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | | | | | | | |
| | BCIS | | | | +20% | +15% | +10% | +5% | +0% | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| Site 1 | Flats 100 HD | Epping / Waltha | 2,000,000 | 2,400,000 | -2,065,233 | -1,165,731 | -292,439 | 559,386 | 1,388,805 | -590,119 | 417,533 | 1,388,805 | 2,360,076 | 3,331,347 | 4,302,619 | 5,273,890 |
| Site 2 | Flats 100 PRS HD | Epping / Waltha | 2,000,000 | 2,400,000 | -4,813,801 | -3,893,053 | -2,985,056 | -2,077,059 | -1,169,062 | -3,026,327 | -2,097,695 | -1,169,062 | -264,897 | 611,069 | 1,465,922 | 2,320,776 |
| Site 3 | Flats 40 HD | Epping / Waltha | 2,000,000 | 2,400,000 | -2,866,191 | -2,006,119 | -1,146,047 | -308,875 | 518,406 | -1,349,601 | -405,795 | 518,406 | 1,403,836 | 2,289,266 | 3,174,697 | 4,060,127 |
| Site 4 | Flats 40 PRS HD | Epping / Waltha | 2,000,000 | 2,400,000 | -5,358,296 | -4,481,315 | -3,604,333 | -2,739,435 | -1,874,960 | -3,567,640 | -2,718,827 | -1,874,960 | -1,031,093 | -212,251 | 594,255 | 1,371,077 |
| Site 5 | Urban 60 HD | Epping / Waltha | 2,000,000 | 2,400,000 | 2,369,733 | 2,734,617 | 3,099,501 | 3,464,385 | 3,829,269 | 2,609,628 | 3,219,449 | 3,829,269 | 4,439,089 | 5,048,909 | 5,658,729 | 6,268,549 |
| Site 6 | Urban 60 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,413,761 | 1,631,448 | 1,849,134 | 2,066,820 | 2,284,507 | 1,556,881 | 1,920,694 | 2,284,507 | 2,648,320 | 3,012,133 | 3,375,946 | 3,739,759 |
| Site 7 | Urban 30 HD | Epping / Waltha | 2,000,000 | 2,400,000 | 2,215,201 | 2,623,395 | 3,031,588 | 3,439,781 | 3,847,975 | 2,536,423 | 3,192,199 | 3,847,975 | 4,503,750 | 5,159,526 | 5,815,301 | 6,471,077 |
| Site 8 | Urban 30 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,500,674 | 1,724,453 | 1,948,232 | 2,172,011 | 2,395,790 | 1,643,193 | 2,019,492 | 2,395,790 | 2,772,089 | 3,148,387 | 3,524,686 | 3,900,985 |
| Site 9 | Urban 15 HD | Epping / Waltha | 2,000,000 | 2,400,000 | 2,312,812 | 2,775,499 | 3,238,187 | 3,700,874 | 4,163,561 | 2,708,764 | 3,436,163 | 4,163,561 | 4,890,960 | 5,618,359 | 6,345,757 | 7,073,156 |
| Site 10 | Urban 15 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,680,533 | 1,927,694 | 2,174,854 | 2,422,015 | 2,669,176 | 1,837,949 | 2,253,562 | 2,669,176 | 3,084,789 | 3,500,403 | 3,916,016 | 4,331,630 |
| Site 11 | Urban 9 HD | Epping / Waltha | 2,000,000 | 2,400,000 | -255,173 | 96,015 | 447,203 | 795,846 | 1,139,427 | 261,136 | 704,610 | 1,139,427 | 1,562,793 | 1,986,160 | 2,409,526 | 2,832,892 |
| Site 12 | Urban 9 | Epping / Waltha | 2,000,000 | 2,400,000 | 1,783,847 | 2,072,988 | 2,362,130 | 2,651,272 | 2,940,413 | 1,994,065 | 2,467,239 | 2,940,413 | 3,413,587 | 3,886,761 | 4,359,935 | 4,833,109 |
| Site 13 | Large Greenfield 200 | Epping / Waltha | 25,000 | 325,000 | 740,490 | 945,447 | 1,150,404 | 1,355,361 | 1,560,318 | 872,933 | 1,216,625 | 1,560,318 | 1,904,010 | 2,247,703 | 2,591,395 | 2,935,088 |
| Site 14 | Greenfield 100 HD | Epping / Waltha | 25,000 | 325,000 | 865,688 | 1,085,949 | 1,306,211 | 1,526,472 | 1,746,734 | 1,000,827 | 1,373,781 | 1,746,734 | 2,119,687 | 2,492,640 | 2,865,594 | 3,238,547 |
| Site 15 | Greenfield 100 | Epping / Waltha | 25,000 | 325,000 | 781,970 | 1,000,042 | 1,218,113 | 1,436,185 | 1,654,256 | 926,861 | 1,290,559 | 1,654,256 | 2,017,954 | 2,381,652 | 2,745,350 | 3,109,048 |
| Site 16 | Greenfield 60 HD | Epping / Waltha | 25,000 | 325,000 | 846,520 | 1,069,717 | 1,292,914 | 1,516,111 | 1,739,308 | 987,540 | 1,363,424 | 1,739,308 | 2,115,191 | 2,491,075 | 2,866,959 | 3,242,843 |
| Site 17 | Greenfield 60 | Epping / Waltha | 25,000 | 325,000 | 781,518 | 1,003,011 | 1,224,503 | 1,445,996 | 1,667,489 | 930,765 | 1,299,127 | 1,667,489 | 2,035,850 | 2,404,212 | 2,772,573 | 3,140,935 |
| Site 18 | Greenfield 60 LD | Epping / Waltha | 25,000 | 325,000 | 669,873 | 859,724 | 1,049,574 | 1,239,425 | 1,429,276 | 797,799 | 1,113,537 | 1,429,276 | 1,745,014 | 2,060,753 | 2,376,491 | 2,692,230 |
| Site 19 | Greenfield 20 HD | Epping / Waltha | 25,000 | 325,000 | 1,164,473 | 1,383,211 | 1,601,948 | 1,820,685 | 2,039,423 | 1,265,090 | 1,652,256 | 2,039,423 | 2,426,589 | 2,813,756 | 3,200,922 | 3,588,089 |
| Site 20 | Greenfield 20 | Epping / Waltha | 25,000 | 325,000 | 1,041,497 | 1,256,209 | 1,470,922 | 1,685,635 | 1,900,347 | 1,154,176 | 1,527,261 | 1,900,347 | 2,273,433 | 2,646,519 | 3,019,605 | 3,392,691 |
| Site 21 | Greenfield 20 LD | Epping / Waltha | 25,000 | 325,000 | 892,711 | 1,076,751 | 1,260,790 | 1,444,830 | 1,628,869 | 989,293 | 1,309,081 | 1,628,869 | 1,948,657 | 2,268,445 | 2,588,233 | 2,908,021 |
| Site 22 | Greenfield 12 | Epping / Waltha | 50,000 | 350,000 | 1,050,369 | 1,254,169 | 1,457,970 | 1,661,770 | 1,865,571 | 1,149,425 | 1,507,498 | 1,865,571 | 2,223,644 | 2,581,717 | 2,939,790 | 3,297,864 |
| Site 23 | Greenfield 8 | Epping / Waltha | 50,000 | 350,000 | 531,691 | 768,272 | 1,000,024 | 1,231,776 | 1,463,528 | 695,814 | 1,079,774 | 1,463,528 | 1,847,282 | 2,231,036 | 2,614,789 | 2,998,543 |
| Site 28 | South Epping MPA | Epping | 25,000 | 325,000 | 251,593 | 445,483 | **639,372** | 833,262 | 1,027,152 | 414,463 | 720,808 | 1,027,152 | 1,328,556 | 1,629,134 | **1,929,712** | 2,230,290 |
| Site 30 | Waltham Abbey North MF | Waltham Abbey | 25,000 | 325,000 | 265,330 | 464,861 | **662,932** | 861,002 | 1,059,073 | 433,322 | 746,197 | 1,059,073 | 1,371,948 | 1,683,648 | **1,991,856** | 2,300,064 |

Source: HDH (April 2025)

## Harlow

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| | BCIS | | | | +20% | +15% | +10% | +5% | +0% | | | | | | | |
| Site 13 | Large Greenfield 200 | Adjacent to Harl | 25,000 | 325,000 | -509,781 | -290,934 | -75,191 | 134,519 | 339,475 | -207,751 | 71,395 | 339,475 | 607,556 | 875,636 | 1,143,716 | 1,411,796 |
| Site 14 | Greenfield 100 HD | Adjacent to Harl | 25,000 | 325,000 | -515,162 | -280,172 | -48,879 | 176,488 | 396,749 | -197,122 | 105,846 | 396,749 | 687,653 | 978,556 | 1,269,460 | 1,560,363 |
| Site 15 | Greenfield 100 | Adjacent to Harl | 25,000 | 325,000 | -560,316 | -327,663 | -97,757 | 127,319 | 345,391 | -235,447 | 61,707 | 345,391 | 629,075 | 912,760 | 1,196,444 | 1,480,128 |
| Site 16 | Greenfield 60 HD | Adjacent to Harl | 25,000 | 325,000 | -550,949 | -312,824 | -77,928 | 153,611 | 376,808 | -224,808 | 82,601 | 376,808 | 669,998 | 963,187 | 1,256,376 | 1,549,566 |
| Site 17 | Greenfield 60 | Adjacent to Harl | 25,000 | 325,000 | -582,960 | -346,357 | -112,582 | 118,222 | 339,714 | -250,942 | 50,749 | 339,714 | 627,036 | 914,358 | 1,201,680 | 1,489,002 |
| Site 18 | Greenfield 60 LD | Adjacent to Harl | 25,000 | 325,000 | -499,680 | -296,877 | -96,499 | 101,333 | 291,184 | -215,093 | 43,499 | 291,184 | 537,460 | 783,736 | 1,030,012 | 1,276,288 |
| Site 19 | Greenfield 20 HD | Adjacent to Harl | 25,000 | 325,000 | -273,293 | -43,780 | 185,732 | 409,799 | 628,537 | 11,025 | 325,686 | 628,537 | 930,526 | 1,232,516 | 1,534,506 | 1,836,496 |
| Site 20 | Greenfield 20 | Adjacent to Harl | 25,000 | 325,000 | -340,354 | -113,802 | 111,488 | 333,044 | 547,757 | -48,617 | 255,315 | 547,757 | 838,764 | 1,129,771 | 1,420,778 | 1,711,785 |
| Site 21 | Greenfield 20 LD | Adjacent to Harl | 25,000 | 325,000 | -291,732 | -97,544 | 95,561 | 285,466 | 469,506 | -41,672 | 218,841 | 469,506 | 718,940 | 968,375 | 1,217,810 | 1,467,244 |
| Site 22 | Greenfield 12 | Adjacent to Harl | 50,000 | 350,000 | -279,687 | -65,403 | 148,437 | 360,711 | 567,555 | -9,995 | 283,026 | 567,555 | 846,852 | 1,126,149 | 1,405,446 | 1,684,743 |
| Site 23 | Greenfield 8 | Adjacent to Harl | 50,000 | 350,000 | -772,957 | -525,066 | -277,812 | -34,512 | 208,656 | -422,443 | -105,417 | 208,656 | 520,780 | 825,245 | 1,124,573 | 1,423,901 |
| Site 24 | East of Harlow (North) | Harlow | 25,000 | 325,000 | -1,393,695 | -1,156,012 | -918,329 | -680,645 | -453,519 | -1,033,990 | -738,476 | -453,519 | -204,149 | 24,666 | 234,128 | 439,998 |
| Site 25 | Latton Priory | Harlow | 25,000 | 325,000 | -739,474 | -613,008 | **-486,542** | -360,076 | -245,464 | -547,999 | -390,805 | -245,464 | -123,962 | -10,831 | **93,289** | 194,557 |
| Site 26 | Water Lane (Sumners) | Harlow | 25,000 | 325,000 | -1,529,594 | -1,276,001 | **-1,022,408** | -768,815 | -522,893 | -1,145,667 | -830,445 | -522,893 | -260,020 | -21,804 | **193,137** | 399,566 |
| Site 27 | Water Lane (Katherines) | Harlow | 317,285 | 817,285 | -1,309,484 | -1,092,881 | **-876,278** | -659,674 | -449,490 | -980,883 | -711,977 | -449,490 | -217,426 | 3,268 | **207,286** | 405,848 |

Source: HDH (April 2025)

## Rural EFDC

| | | | EUV | BLV | Residual Value | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Residential Value | | | | | | | | | -10% | -5% | +0% | +5% | +10% | +15% | +20% |
| | BCIS | | | | +20% | +15% | +10% | +5% | +0% | | | | | | | |
| Site 5 | Urban 60 HD | Rural EFDC | 2,000,000 | 2,400,000 | 645,492 | 1,010,376 | 1,375,260 | 1,740,144 | 1,740,144 | 1,058,170 | 1,581,599 | 1,740,144 | 2,628,457 | 3,151,885 | 3,675,314 | 4,198,743 |
| Site 6 | Urban 60 | Rural EFDC | 2,000,000 | 2,400,000 | 385,095 | 602,781 | 820,467 | 1,038,154 | 1,038,154 | 631,294 | 943,567 | 1,038,154 | 1,568,113 | 1,880,386 | 2,192,659 | 2,504,932 |
| Site 7 | Urban 30 HD | Rural EFDC | 2,000,000 | 2,400,000 | 360,827 | 769,184 | 1,177,378 | 1,585,571 | 1,585,571 | 868,016 | 1,430,890 | 1,585,571 | 2,556,638 | 3,119,513 | 3,682,387 | 4,245,261 |
| Site 8 | Urban 30 | Rural EFDC | 2,000,000 | 2,400,000 | 436,700 | 660,479 | 884,258 | 1,108,037 | 1,108,037 | 685,837 | 1,008,826 | 1,108,037 | 1,654,806 | 1,977,795 | 2,300,785 | 2,623,775 |
| Site 9 | Urban 15 HD | Rural EFDC | 2,000,000 | 2,400,000 | 235,591 | 716,413 | 1,181,455 | 1,644,142 | 1,644,142 | 858,129 | 1,482,479 | 1,644,142 | 2,731,180 | 3,355,531 | 3,979,881 | 4,604,231 |
| Site 10 | Urban 15 | Rural EFDC | 2,000,000 | 2,400,000 | 505,362 | 752,523 | 999,684 | 1,246,845 | 1,246,845 | 780,536 | 1,137,271 | 1,246,845 | 1,850,740 | 2,207,475 | 2,564,210 | 2,920,945 |
| Site 11 | Urban 9 HD | Rural EFDC | 2,000,000 | 2,400,000 | -1,547,849 | -1,184,863 | -821,877 | -458,890 | -458,890 | -885,408 | -490,656 | -458,890 | 275,284 | 656,575 | 1,030,692 | 1,396,347 |
| Site 12 | Urban 9 | Rural EFDC | 2,000,000 | 2,400,000 | 435,792 | 733,911 | 1,024,288 | 1,313,430 | 1,313,430 | 790,290 | 1,196,431 | 1,313,430 | 2,008,713 | 2,414,854 | 2,820,995 | 3,227,136 |
| Site 13 | Large Greenfield 200 | Rural EFDC | 25,000 | 325,000 | 314,624 | 519,580 | 724,537 | 929,494 | 929,494 | 518,793 | 826,622 | 929,494 | 1,442,280 | 1,750,109 | 2,057,938 | 2,365,767 |
| Site 14 | Greenfield 100 HD | Rural EFDC | 25,000 | 325,000 | 378,360 | 598,622 | 818,883 | 1,039,145 | 1,039,145 | 591,333 | 925,370 | 1,039,145 | 1,593,443 | 1,927,479 | 2,261,516 | 2,595,552 |
| Site 15 | Greenfield 100 | Rural EFDC | 25,000 | 325,000 | 314,354 | 532,425 | 750,497 | 968,568 | 968,568 | 535,146 | 860,893 | 968,568 | 1,512,386 | 1,838,133 | 2,163,880 | 2,489,627 |
| Site 16 | Greenfield 60 HD | Rural EFDC | 25,000 | 325,000 | 353,456 | 576,653 | 799,850 | 1,023,047 | 1,023,047 | 572,921 | 909,583 | 1,023,047 | 1,582,905 | 1,919,566 | 2,256,227 | 2,592,888 |
| Site 17 | Greenfield 60 | Rural EFDC | 25,000 | 325,000 | 305,780 | 527,273 | 748,765 | 970,258 | 970,258 | 531,903 | 861,827 | 970,258 | 1,521,674 | 1,851,598 | 2,181,522 | 2,511,446 |
| Site 18 | Greenfield 60 LD | Rural EFDC | 25,000 | 325,000 | 262,097 | 451,948 | 641,799 | 831,650 | 831,650 | 455,917 | 738,709 | 831,650 | 1,304,292 | 1,587,084 | 1,869,876 | 2,152,668 |
| Site 19 | Greenfield 20 HD | Rural EFDC | 25,000 | 325,000 | 649,120 | 867,857 | 1,086,595 | 1,305,332 | 1,305,332 | 830,536 | 1,177,303 | 1,305,332 | 1,870,836 | 2,217,602 | 2,564,369 | 2,911,135 |
| Site 20 | Greenfield 20 | Rural EFDC | 25,000 | 325,000 | 551,870 | 766,583 | 981,295 | 1,196,008 | 1,196,008 | 742,410 | 1,076,565 | 1,196,008 | 1,744,876 | 2,079,031 | 2,413,186 | 2,747,342 |
| Site 21 | Greenfield 20 LD | Rural EFDC | 25,000 | 325,000 | 473,031 | 657,071 | 841,110 | 1,025,150 | 1,025,150 | 636,352 | 922,770 | 1,025,150 | 1,495,608 | 1,782,027 | 2,068,445 | 2,354,864 |
| Site 22 | Greenfield 12 | Rural EFDC | 50,000 | 350,000 | 580,591 | 784,392 | 988,193 | 1,191,993 | 1,191,993 | 754,376 | 1,075,085 | 1,191,993 | 1,716,503 | 2,037,212 | 2,357,921 | 2,678,630 |
| Site 23 | Greenfield 8 | Rural EFDC | 50,000 | 350,000 | 167,348 | 410,516 | 649,205 | 882,476 | 882,476 | 418,738 | 770,518 | 882,476 | 1,457,938 | 1,801,648 | 2,145,358 | 2,489,068 |
| Site 29 | North Weald Bassett MPA | Rural EFDC | 25,000 | 325,000 | -126,538 | 69,468 | **258,333** | 443,678 | 443,678 | 106,893 | 369,537 | 443,678 | 883,614 | 1,138,666 | 1,390,743 | 1,642,821 |

Source: HDH (April 2025)

# Appendix 15 – Appraisals – Older People's Housing

*The pages in this appendix are not numbered.*

# Appendix
# Cover

EFDC - CIL Viability Assessment - March 2025

**SPECIALIST OLDER PEOPLE'S HOUSING**

08/05/2025
18:08

**Sheltered Flats**

1

| | | | | | | |
|---|---|---|---|---|---|---|
| UNITS | 60 | Aff - rented | 75.00% | % of Aff | 18 | 18 |
| Affordable | 40% | 24 Shared Owne | 25% | | 6.00 | 6 |
| | | First Homes | 0% | % of Aff | 0 | 0 |
| | | | | | 24 | 24 |

| | | | | | | |
|---|---|---|---|---|---|---|
| Modelling | | | Area ha | | Characteristics | |
| Density | 120 | units/ha | Total | 0.625 | Sub Area | Epping / Waltham Abbey and Adjacent |
| Net:Gross | 80% | | Gross | 0.625 ha | Green Brov | Green |
| | | | Net | 0.500 ha | Use | Paddock |

| | | | | Market | | | | | | Affordable for Rent | | | | Shared Ownership | | | | First Homes | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 36 | | Rounded | m2 | m2 | Circulation | 18 | | Rounded | m2 | 6 | | Rounded | m2 | 0 | | Rounded | m2 |
| Terrace | 2 | 70 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 3 | 84 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 75 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 93 | 0.0% | | 0.00 | 0 | 0 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 2 | 61 | 10.0% | | 0.00 | 0 | 0 | 61 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 3 | 74 | 10.0% | | 0.00 | 0 | 0 | 74 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 61 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 74 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Byngalow | 3 | 65 | 20.0% | | 0.00 | 0 | 0 | 65 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Sheltered | 1 | 50 | 20.0% | 50% | 18.00 | 18 | 1,080 | 50 | 20.0% | 50% | 9.00 | 9 | 540 | 50% | 3.00 | 3 | 180 | 50% | 0.00 | 0 | 0 |
| Sheltered | 2 | 75 | 20.0% | 50% | 18.00 | 18 | 1,620 | 75 | 20.0% | 50% | 9.00 | 9 | 810 | 50% | 3.00 | 3 | 270 | 50% | 0.00 | 0 | 0 |
| Extracare | 1 | 65 | 30.0% | | 0.00 | 0 | 0 | 65 | 30.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Extracare 2 | 2 | 80 | 30.0% | | 0.00 | 0 | 0 | 80 | 30.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Cluster | 1 | 15 | 26.0% | | 0.00 | 0 | 0 | 15 | 26.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Studio | 1 | 23 | 35.0% | | 0.00 | 0 | 0 | 23 | 35.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **36.00** | **36** | **2,700** | | | **100%** | **18.00** | **18** | **1,350** | **100%** | **6.00** | **6** | **450** | **100%** | **0.00** | **0** | **0** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| Byngalow | 3 | | | 1,752 | 1,752 | 0 | 0 |
| Sheltered | 1 | | | 1,764 | 1,764 | 1,800 | 3,175,200 |
| Sheltered | 2 | | | 1,764 | 1,764 | 2,700 | 4,762,800 |
| Extracare | 1 | | | 1,882 | 1,882 | 0 | 0 |
| Extracare 2 | 2 | | | 1,882 | 1,882 | 0 | 0 |
| Cluster | 1 | | | 2,392 | 2,392 | 0 | 0 |
| Studio | 1 | | | 2,392 | 2,392 | 0 | 0 |
| | | | | | | 4,500 | 7,938,000 |
| | | | | | | | **1,764 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 0 | | 0 |
| Terrace | 3 | 0 | | 0 |
| Semi | 2 | 0 | | 0 |
| Semi | 3 | 0 | 0 | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| Byngalow | 3 | 0 | | 0 |
| Sheltered | 1 | 30 | | 0 |
| Sheltered | 2 | 30 | 0 | 0 |
| Extracare | 1 | 0 | 0 | 0 |
| Extracare 2 | 2 | 0 | 0 | 0 |
| Cluster | 1 | 0 | 0 | 0 |
| Studio | 1 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0 | Outdoor Sport |
| 0 | Formal Play Space |
| 0 | Informal Amenity Green Space |
| 0 | Parks and Gardens |
| 0 | Accessible Natural Green Space |
| 0 | Allotments |
| 0 | |
| 0 | |
| **0.0000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.125 | ha |
| Shortfall / Surplus | 0.125 | ha |

| **Summary** | | Construction | | Saleable | |
|---|---|---|---|---|---|
| | Units | m2 | Average | m2 | Average |
| Market Housing | 36 | 2,700 | 75.00 | 2,250 | 62.50 |
| Aff - rented | 18 | 1,350 | 75.00 | 1,125 | 62.50 |
| Shared Ownership | 6 | 450 | 75.00 | 375 | 62.50 |
| First Homes | 0 | 0 | 75.00 | 0 | 62.50 |
| | **60** | **4,500** | | **3,750** | |

**Sheltered Flats**

2

| | | | | | |
|---|---|---|---|---|---|
| UNITS | 60 | Aff - rented | 75% | % of Aff | 18 |
| Affordable | 40% | 24 Shared Owne | 25% | | 6.00 |
| | | First Homes | 0% | % of Aff | 0 |
| | | | | | 24 |

| Rounded |
|---|
| 18 |
| 6 |
| 0 |
| 24 |

| Modelling | | | Area ha | | | Characteristics | |
|---|---|---|---|---|---|---|---|
| Density | 120 | units/ha | Total | 0.625 | | Sub Area | Epping / Waltham Abbey and Adjacent |
| Net:Gross | 80% | | Gross | 0.625 | ha | Green Brov | Brown |
| | | | Net | 0.500 | ha | Use | PDL |

| | Beds | m2 | Circulation | Market 36 | | Rounded | m2 | m2 | Circulation | Affordable for Rent 18 | | Rounded | m2 | Shared Ownership 6 | | Rounded | m2 | First Homes 0 | | Rounded | m2 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Terrace | 2 | 70 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 3 | 84 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 75 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 93 | 0.0% | | 0.00 | 0 | 0 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 2 | 61 | 10.0% | | 0.00 | 0 | 0 | 61 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 3 | 74 | 10.0% | | 0.00 | 0 | 0 | 74 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 61 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 74 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Byngalow | 3 | 65 | 20.0% | | 0.00 | 0 | 0 | 65 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Sheltered | 1 | 50 | 20.0% | 50% | 18.00 | 18 | 1,080 | 50 | 20.0% | 50% | 9.00 | 9 | 540 | 50% | 3.00 | 3 | 180 | 50% | 0.00 | 0 | 0 |
| Sheltered | 2 | 75 | 20.0% | 50% | 18.00 | 18 | 1,620 | 75 | 20.0% | 50% | 9.00 | 9 | 810 | 50% | 3.00 | 3 | 270 | 50% | 0.00 | 0 | 0 |
| Extracare | 1 | 65 | 30.0% | | 0.00 | 0 | 0 | 65 | 30.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Extracare 2 | 2 | 80 | 30.0% | | 0.00 | 0 | 0 | 80 | 30.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Cluster | 1 | 15 | 26.0% | | 0.00 | 0 | 0 | 15 | 26.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Studio | 1 | 23 | 35.0% | | 0.00 | 0 | 0 | 23 | 35.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **36.00** | **36** | **2,700** | | | **100%** | **18.00** | **18** | **1,350** | **100%** | **6.00** | **6** | **450** | **100%** | **0.00** | **0** | **0** |

| | | | BCIS Lower Q | Median | Used | m2 | |
|---|---|---|---|---|---|---|---|
| Terrace | 2 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| Byngalow | 3 | | | 1,752 | 1,752 | 0 | 0 |
| Sheltered | 1 | | | 1,764 | 1,764 | 1,800 | 3,175,200 |
| Sheltered | 2 | | | 1,764 | 1,764 | 2,700 | 4,762,800 |
| Extracare | 1 | | | 1,882 | 1,882 | 0 | 0 |
| Extracare 2 | 2 | | | 1,882 | 1,882 | 0 | 0 |
| Cluster | 1 | | | 2,392 | 2,392 | 0 | 0 |
| Studio | 1 | | | 2,392 | 2,392 | 0 | 0 |
| | | | | | | 4,500 | 7,938,000 |
| | | | | | | | **1,764 £/m2** |

| Occupants | Beds | Count | Population per unit | |
|---|---|---|---|---|
| Terrace | 2 | 0 | 0 | 0 |
| Terrace | 3 | 0 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 0 | 0 | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| Byngalow | 3 | 0 | 0 | 0 |
| Sheltered | 1 | 30 | 0 | 0 |
| Sheltered | 2 | 30 | 0 | 0 |
| Extracare | 1 | 0 | 0 | 0 |
| Extracare 2 | 2 | 0 | 0 | 0 |
| Cluster | 1 | 0 | 0 | 0 |
| Studio | 1 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | | |
|---|---|---|
| 0.000 | Outdoor Sport | |
| 0.000 | Formal Play Space | |
| 0.000 | Informal Amenity Green Space | |
| 0.000 | Parks and Gardens | |
| 0.000 | Accessible Natural Green Space | |
| 0.000 | Allotments | |
| 0.000 | 0.0000 | |
| 0.000 | 0.0000 | |
| **0.000** | **m2** | |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.125 | ha |
| Shortfall / Surplus | 0.125 | ha |

| **Summary** | Units | Construction m2 | Construction Average | Saleable m2 | Saleable Average |
|---|---|---|---|---|---|
| Market Housing | 36 | 2,700 | 75.00 | 2,250 | 62.50 |
| Aff - rented | 18 | 1,350 | 75.00 | 1,125 | 62.50 |
| Shared Ownership | 6 | 450 | 75.00 | 375 | 62.50 |
| First Homes | 0 | 0 | 75.00 | 0 | 62.50 |
| | **60** | **4,500** | | **3,750** | |

**Extracare Flats**

3

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| UNITS | | **60** | | Aff - rented | 75% | % of Aff | |
| Affordable | | 40% | 24 | Shared Owne | 25% | | |
| | | | | First Homes | 0% | % of Aff | |

| | Rounded |
|---|---|
| 18 | 18 |
| 6.00 | 6 |
| 0 | 0 |
| 24 | 24 |

| Modelling | | | Area ha | | Characteristics | |
|---|---|---|---|---|---|---|
| Density | 120 | units/ha | Total | 0.625 | Sub Area | Epping / Waltham Abbey and Adjacent |
| Net:Gross | 80% | | Gross | 0.625 ha | Green Brov | Green |
| | | | Net | 0.500 ha | Use | Paddock |

| | | | | **Market** | | | | | | **Affordable for Rent** | | | | **Shared Ownership** | | | | **First Homes** | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 36 | | Rounded | m2 | m2 | Circulation | 18 | | Rounded | m2 | 6 | | Rounded | m2 | 0 | | Rounded | m2 |
| Terrace | 2 | 70 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 3 | 84 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 75 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 93 | 0.0% | | 0.00 | 0 | 0 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 2 | 61 | 10.0% | | 0.00 | 0 | 0 | 61 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 3 | 74 | 10.0% | | 0.00 | 0 | 0 | 74 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 61 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 74 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Byngalow | 3 | 65 | 20.0% | | 0.00 | 0 | 0 | 65 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Sheltered | 1 | 50 | 20.0% | | 0.00 | 0 | 0 | 50 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Sheltered | 2 | 75 | 20.0% | | 0.00 | 0 | 0 | 75 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Extracare | 1 | 65 | 30.0% | 60% | 21.60 | 22 | 1,859 | 65 | 30.0% | 60% | 10.80 | 11 | 930 | 60% | 3.60 | 4 | 338 | 60% | 0.00 | 0 | 0 |
| Extracare 2 | 2 | 80 | 30.0% | 40% | 14.40 | 14 | 1,456 | 80 | 30.0% | 40% | 7.20 | 7 | 728 | 40% | 2.40 | 2 | 208 | 40% | 0.00 | 0 | 0 |
| Cluster | 1 | 15 | 26.0% | | 0.00 | 0 | 0 | 15 | 26.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Studio | 1 | 23 | 35.0% | | 0.00 | 0 | 0 | 23 | 35.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **36.00** | **36** | **3,315** | | | **100%** | **18.00** | **18** | **1,658** | **100%** | **6.00** | **6** | **546** | **100%** | **0.00** | **0** | **0** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| Byngalow | 3 | | | 1,752 | 1,752 | 0 | 0 |
| Sheltered | 1 | | | 1,764 | 1,764 | 0 | 0 |
| Sheltered | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Extracare | 1 | | | 1,882 | 1,882 | 3,127 | 5,884,073 |
| Extracare 2 | 2 | | | 1,882 | 1,882 | 2,392 | 4,501,744 |
| Cluster | 1 | | | 2,392 | 2,392 | 0 | 0 |
| Studio | 1 | | | 2,392 | 2,392 | 0 | 0 |
| | | | | | | 5,519 | 10,385,817 |
| | | | | | | | **1,882 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 0 | 0 | 0 |
| Terrace | 3 | 0 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 0 | 0 | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| Byngalow | 3 | 0 | 0 | 0 |
| Sheltered | 1 | 0 | 0 | 0 |
| Sheltered | 2 | 0 | 0 | 0 |
| Extracare | 1 | 37 | 0 | 0 |
| Extracare 2 | 2 | 23 | 0 | 0 |
| Cluster | 1 | 0 | 0 | 0 |
| Studio | 1 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0.000 | Outdoor Sport |
| 0.000 | Formal Play Space |
| 0.000 | Informal Amenity Green Space |
| 0.000 | Parks and Gardens |
| 0.000 | Accessible Natural Green Space |
| 0.000 | Allotments |
| 0.000 | 0.0000 |
| 0.000 | 0.0000 |
| **0.000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.125 | ha |
| Shortfall / Surplus | 0.125 | ha |

| **Summary** | | Construction | | Saleable | |
|---|---|---|---|---|---|
| | Units | m2 | Average | m2 | Average |
| Market Housing | 36 | 3,315 | 92.08 | 2,550 | 70.83 |
| Aff - rented | 18 | 1,658 | 92.08 | 1,275 | 70.83 |
| Shared Ownership | 6 | 546 | 91.00 | 420 | 70.00 |
| First Homes | 0 | 0 | 91.00 | 0 | 70.00 |
| | **60** | **5,519** | | **4,245** | |

**Extracare Flats**

4

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| UNITS | | **60** | | Aff - rented | 75% | % of Aff | |
| Affordable | | 40% | 24 | Shared Owne | 25% | | |
| | | | | First Homes | 0% | % of Aff | |

| | Rounded |
|---|---|
| 18 | 18 |
| 6.00 | 6 |
| 0 | 0 |
| 24 | 24 |

| | | | |
|---|---|---|---|
| Modelling | | Area ha | |
| Density | 120 units/ha | Total | 0.625 |
| Net:Gross | 80% | Gross | 0.625 ha |
| | | Net | 0.500 ha |

| | |
|---|---|
| Characteristics | |
| Sub Area | Epping / Waltham Abbey and Adjacent |
| Green Brov | Brown |
| Use | PDL |

| | | | | **Market** | | | | | | **Affordable for Rent** | | | | **Shared Ownership** | | | | **First Homes** | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Beds | m2 | Circulation | 36 | | Rounded | m2 | m2 | Circulation | 18 | | Rounded | m2 | 6 | | Rounded | m2 | 0 | | Rounded | m2 |
| Terrace | 2 | 70 | 0.0% | | 0.00 | 0 | 0 | 70 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Terrace | 3 | 84 | 0.0% | | 0.00 | 0 | 0 | 84 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 2 | 75 | 0.0% | | 0.00 | 0 | 0 | 75 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Semi | 3 | 93 | 0.0% | | 0.00 | 0 | 0 | 93 | 0.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 2 | 61 | 10.0% | | 0.00 | 0 | 0 | 61 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat to5 | 3 | 74 | 10.0% | | 0.00 | 0 | 0 | 74 | 10.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 2 | 61 | 15.0% | | 0.00 | 0 | 0 | 61 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Flat 6+ | 3 | 74 | 15.0% | | 0.00 | 0 | 0 | 74 | 15.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Byngalow | 3 | 65 | 20.0% | | 0.00 | 0 | 0 | 65 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Sheltered | 1 | 50 | 20.0% | | 0.00 | 0 | 0 | 50 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Sheltered | 2 | 75 | 20.0% | | 0.00 | 0 | 0 | 75 | 20.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Extracare | 1 | 65 | 30.0% | 60% | 21.60 | 22 | 1,859 | 65 | 30.0% | 60% | 10.80 | 11 | 930 | 60% | 3.60 | 4 | 338 | 60% | 0.00 | 0 | 0 |
| Extracare 2 | 2 | 80 | 30.0% | 40% | 14.40 | 14 | 1,456 | 80 | 30.0% | 40% | 7.20 | 7 | 728 | 40% | 2.40 | 2 | 208 | 40% | 0.00 | 0 | 0 |
| Cluster | 1 | 15 | 26.0% | | 0.00 | 0 | 0 | 15 | 26.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| Studio | 1 | 23 | 35.0% | | 0.00 | 0 | 0 | 23 | 35.0% | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 | | 0.00 | 0 | 0 |
| | | | | **100%** | **36.00** | **36** | **3,315** | | | **100%** | **18.00** | **18** | **1,658** | **100%** | **6.00** | **6** | **546** | **100%** | **0.00** | **0** | **0** |

| | | | BCIS | | | | |
|---|---|---|---|---|---|---|---|
| | | | Lower Q | Median | Used | m2 | |
| Terrace | 2 | | | 1,509 | 1,509 | 0 | 0 |
| Terrace | 3 | | | 1,509 | 1,509 | 0 | 0 |
| Semi | 2 | | | 1,568 | 1,568 | 0 | 0 |
| Semi | 3 | | | 1,568 | 1,568 | 0 | 0 |
| Flat to5 | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Flat to5 | 3 | | | 1,764 | 1,764 | 0 | 0 |
| Flat 6+ | 2 | | | 2,076 | 2,076 | 0 | 0 |
| Flat 6+ | 3 | | | 2,076 | 2,076 | 0 | 0 |
| Byngalow | 3 | | | 1,752 | 1,752 | 0 | 0 |
| Sheltered | 1 | | | 1,764 | 1,764 | 0 | 0 |
| Sheltered | 2 | | | 1,764 | 1,764 | 0 | 0 |
| Extracare | 1 | | | 1,882 | 1,882 | 3,127 | 5,884,073 |
| Extracare 2 | 2 | | | 1,882 | 1,882 | 2,392 | 4,501,744 |
| Cluster | 1 | | | 2,392 | 2,392 | 0 | 0 |
| Studio | 1 | | | 2,392 | 2,392 | 0 | 0 |
| | | | | | | 5,519 | 10,385,817 |
| | | | | | | | **1,882 £/m2** |

| Occupants | | | Population | |
|---|---|---|---|---|
| | Beds | Count | per unit | |
| Terrace | 2 | 0 | 0 | 0 |
| Terrace | 3 | 0 | 0 | 0 |
| Semi | 2 | 0 | 0 | 0 |
| Semi | 3 | 0 | 0 | 0 |
| Flat to5 | 2 | 0 | 0 | 0 |
| Flat to5 | 3 | 0 | 0 | 0 |
| Flat 6+ | 2 | 0 | 0 | 0 |
| Flat 6+ | 3 | 0 | 0 | 0 |
| Byngalow | 3 | 0 | 0 | 0 |
| Sheltered | 1 | 0 | 0 | 0 |
| Sheltered | 2 | 0 | 0 | 0 |
| Extracare | 1 | 37 | 0 | 0 |
| Extracare 2 | 2 | 23 | 0 | 0 |
| Cluster | 1 | 0 | 0 | 0 |
| Studio | 1 | 0 | 0 | 0 |
| | | | **Residents** | **0** |

| m2/dwelling | |
|---|---|
| 0.000 | Outdoor Sport |
| 0.000 | Formal Play Space |
| 0.000 | Informal Amenity Green Space |
| 0.000 | Parks and Gardens |
| 0.000 | Accessible Natural Green Space |
| 0.000 | Allotments |
| 0.000 | 0.0000 |
| 0.000 | 0.0000 |
| **0.000** | **m2** |

| | | |
|---|---|---|
| Open Space Required | 0 | m2 |
| | 0.000 | ha |
| Gross - Net | 0.125 | ha |
| Shortfall / Surplus | 0.125 | ha |

| **Summary** | | Construction | | Saleable | |
|---|---|---|---|---|---|
| | Units | m2 | Average | m2 | Average |
| Market Housing | 36 | 3,315 | 92.08 | 2,550 | 70.83 |
| Aff - rented | 18 | 1,658 | 92.08 | 1,275 | 70.83 |
| Shared Ownership | 6 | 546 | 91.00 | 420 | 70.00 |
| First Homes | 0 | 0 | 91.00 | 0 | 70.00 |
| | **60** | **5,519** | | **4,245** | |

| SITE | | | Site 1<br>Sheltered Flats | Site 2<br>Sheltered Flats | Site 3<br>Extracare Flats | Site 4<br>Extracare Flats |
|---|---|---|---|---|---|---|
| | Sub Area | | Epping / | Epping / | Epping / | Epping / |
| | Green Brown | | | | | |
| | Use | | | | | |
| AREA | | | | | | |
| | Total | ha | 0.625 | 0.625 | 0.625 | 0.625 |
| | Gross | ha | 0.625 | 0.625 | 0.625 | 0.625 |
| | Net | ha | 0.500 | 0.500 | 0.500 | 0.500 |
| UNITS | | | | | | |
| | Units | | 60 | 60 | 60 | 60 |
| UNIT SIZE | | | | | | |
| | Market Housing | m2 | 75.00 | 75.00 | 92.08 | 92.08 |
| | Aff to rent | m2 | 75.00 | 75.00 | 92.08 | 92.08 |
| | Shared Ownership | m2 | 75.00 | 75.00 | 91.00 | 91.00 |
| | First Homes | m2 | 75.00 | 75.00 | 91.00 | 91.00 |
| BASE CONSTRUCTION | | | | | | |
| | BCIS | £/m2 | 1,764 | 1,764 | 1,882 | 1,882 |
| | Site Costs | % | 5% | 5% | 5% | 5% |
| | Abnormals | % | 0.0% | 5.0% | 0.0% | 5.0% |
| | | £ | 120,000 | 120,000 | 120,000 | 120,000 |
| | Contingency | % | 2.5% | 5.0% | 2.5% | 5.0% |
| | Small Sites | % | | | | |
| FEES | | | | | | |
| | Professional | | 8% | 8% | 8% | 8% |
| | Planning <50 | £/unit | 462 | 462 | 462 | 462 |
| | Planning >50 | £/unit | 138 | 138 | 138 | 138 |
| SALES | | | | | | |
| | Agents | % | 3.0% | 3.0% | 3.0% | 3.0% |
| | Legal | % | 0.5% | 0.5% | 0.5% | 0.5% |
| | | £/unit | | 0 | 0 | 0 |
| | Misc. | % | | 0.0% | 0.0% | 0.0% |
| ACQUISITION | | | | | | |
| | Agents | % | 1.0% | 1.0% | 1.0% | 1.0% |
| | Legal | % | 0.5% | 0.5% | 0.5% | 0.5% |
| DEVELOPER'S RETURN | | | | | | |
| | Market Housing | % Value | 20.0% | 20.0% | 20.0% | 20.0% |
| | Affordable Housing | % Value | 20.0% | 20.0% | 20.0% | 20.0% |
| | First Homes | % Value | 20.0% | 20.0% | 20.0% | 20.0% |
| FINANCE | | | | | | |
| | Fees | 0.0% | 0 | 0 | 0 | 0 |
| | Interest | | 7.0% | 7.0% | 7.0% | 7.0% |
| | Legal and Valuation | | 0.0% | 0.0% | 0.0% | 0.0% |
| LAND | | | | | | |
| | EUV | | 50,000 | 2,000,000 | 50,000 | 2,000,000 |
| | Premium | % EUV | 0% | 20% | 0% | 20% |
| | Premium | £/ha | 300,000 | 0 | 300,000 | 0 |
| | Easements etc | £ | | | | |
| VALUES | | | | | | |
| | Market Housing | £/m2 | 7,000 | 7,000 | 7,000 | 7,000 |
| | Aff Rent | £/m2 | 3,850 | 3,850 | 3,850 | 3,850 |
| | Social Rent | £/m2 | 1,865 | 1,865 | 1,865 | 1,865 |
| | Shared Ownership | £/m2 | 4,900 | 4,900 | 4,900 | 4,900 |
| | First Homes | £/m2 | 0 | 0 | 0 | 0 |
| GRANT | | | | | | |
| | Intermediate to Buy | £/unit | | 0 | 0 | 0 |
| | Affordable Rent | £/unit | | 0 | 0 | 0 |
| | Social Rent | £/unit | | 0 | 0 | 0 |
| POLICY REQUIREMENTS | | | | | | |
| | Biodiversity NG | % | 0.10% | 0.50% | 0.10% | 0.50% |
| | | £/ha | | 0 | 0 | 0 |
| | CO2 Plus | % | 6.00% | 6.00% | 6.00% | 6.00% |
| | | £/m2 | | 0.00 | 0.00 | 0.00 |
| | Acc & Adpt | % | | 0.00% | 0.00% | 0.00% |
| | | £/m2 | 10.00 | 10.00 | 10.00 | 10.00 |
| | Water | £/m2 | 0.10 | 0.10 | 0.10 | 0.10 |
| | Over Extra 1 | % | | 0.00% | 0.00% | 0.00% |
| | | £/m2 | | 0 | 0 | 0 |
| | Over Extra 2 | % | | 0.00% | 0.00% | 0.00% |
| | | £/m2 | | 0 | 0 | 0 |
| | CIL | £/m2 | 0.00 | 0.00 | 0.00 | 0.00 |
| | Pre CIL s106 | £/unit | 3,315 | 3,315 | 3,315 | 3,315 |
| | Post CIL s106 | £/unit | 3,315 | 3,315 | 3,315 | 3,315 |
| | Inf Tariff | % GDV | | 0% | 0% | 0% |
| | Affordable Housing | | | | | |
| | Overall | | 40.0% | 40.0% | 40.0% | 40.0% |
| | Aff Rent | 75.0% | 30.0% | 30.0% | 30.0% | 30.0% |
| | Social Rent | | 0.0% | 0.0% | 0.0% | 0.0% |
| | Shared Ownership | 25.0% | 10.0% | 10.0% | 10.0% | 10.0% |
| | First Homes | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

| | | | Site 1 | Site 2 | Site 3 | Site 4 |
|---|---|---|---|---|---|---|
| | | | Sheltered Flats | Sheltered Flats | Extracare Flats | Extracare Flats |
| | Epping / Waltham Abbey and Adjacent | | y and Adjacent | y and Adjacent | y and Adjacent | y and Adjacent |
| | Green/brown field | | Green | Brown | Green | Brown |
| | Use | | Paddock | PDL | Paddock | PDL |
| | | | | | | |
| Site Area | Gross | ha | 0.625 | 0.625 | 0.625 | 0.625 |
| | Net | ha | 0.500 | 0.500 | 0.500 | 0.500 |
| Units | | | 60 | 60 | 60 | 60 |
| | | | | | | |
| Mix | Market Housing | | 60.0% | 60.0% | 60.0% | 60.0% |
| | | | | | | |
| | Affordable Overall | | 40.0% | 40.0% | 40.0% | 40.0% |
| | Affordable Rent | | 30.0% | 30.0% | 30.0% | 30.0% |
| | Social Rent | | 0.0% | 0.0% | 0.0% | 0.0% |
| | Shared Ownership | | 10.0% | 10.0% | 10.0% | 10.0% |
| | First Homes | | 0.0% | 0.0% | 0.0% | 0.0% |
| | | | | | | |
| Existing Use Value | | £/ha | 50,000 | 2,000,000 | 50,000 | 2,000,000 |
| | | £ site | 31,250 | 1,250,000 | 31,250 | 1,250,000 |
| | | | | | | |
| Uplift | | £/ha | 300,000 | 400,000 | 300,000 | 400,000 |
| | | £ site | 187,500 | 250,000 | 187,500 | 250,000 |
| | | | | | | |
| Benchmark Land Value | | £/ha | 350,000 | 2,400,000 | 350,000 | 2,400,000 |
| | | £ site | 218,750 | 1,500,000 | 218,750 | 1,500,000 |
| | | | | | | |
| Residual | Gross | £/ha | 8,080,837 | 7,008,913 | 6,778,214 | 5,376,217 |
| | Net | £/ha | 10,101,046 | 8,761,142 | 8,472,768 | 6,720,272 |
| | | £ site | 5,050,523 | 4,380,571 | 4,236,384 | 3,360,136 |
| | | | | | | |
| Additional Profit | | £ site | 5,419,763 | 3,231,703 | 4,506,382 | 2,086,880 |
| | | £/m2 | 2,007 | 1,197 | 1,359 | 630 |

# Appendix
## Site 1

| Site 1 | Sheltered Flats |
|---|---|

| INCOME | Av Size | m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | Gross | Net | | 60 | | | |
| Market Housing | | 75.0 | 62.50 | 60.00% | 36 | 7,000 | 15,750,000 | 2,700 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | | 75.0 | 62.50 | 30.00% | 18 | 3,850 | 4,331,250 | 1,350 |
| Social Rent | | 75.0 | 62.50 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 75.0 | 62.50 | 10.00% | 6 | 4,900 | 1,837,500 | 450 |
| First Homes | | 75.0 | 62.50 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 0.500 | ha | | 120 | /ha | **21,918,750** | **4,500** |
| SITE AREA - Gross | | 0.625 | ha | | 96 | /ha | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **5,050,523** | **10,101,046** | **8,080,837** |
| Existing Use Value | | 31,250 | | 50,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 187,500 | | 300,000 |
| **Benchmark Land Value** | | **218,750** | | **350,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **5,419,763** | **2,007** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | |
|---|---|---|---|---|---|
| **LAND** | Land | | | | 5,050,523 |
| | Stamp Duty | | | 242,026 | |
| | Easements etc. | | | 0 | |
| | Legals /Acquisition | | 1.50% | 75,758 | 317,784 |
| **Fees** | | | | | |
| | Planning | | | 24,480 | |
| | Professional | | 8.00% | 754,588 | 779,068 |
| **CONSTRUCTION** | | | | | |
| | Build Cost | | 1,976 | 8,891,176 | |
| | s106 / CIL / IT | | | 198,900 | |
| | Contingency | | 2.50% | 222,279 | |
| | Abnormals | % | 0.00% | 0 | |
| | | £ | | 120,000 | 9,432,356 |
| **FINANCE** | | | | | |
| | Fees | | 0% | 0 | |
| | Interest | | 7.00% | | |
| | Legal and Valuation | | | 0 | 0 |
| **SALES** | | | | | |
| | Agents | % | 3.0% | 657,563 | |
| | Legals | % | 0.5% | 109,594 | |
| | | £/unit | 0 | 60 | |
| | Misc. | % | 0.0% | 0 | 767,216 **16,346,947** |

| Developers Profit | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **3,150,000** |
| Affordable Housing | % Value | 20.00% | **1,233,750** |
| First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 5,050,523 |
| | **Total** | 242,026 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 218,750 |
| | **Total** | 1,375 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 3,315 | £/ Unit (all) | |
| | | Total | **198,900** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 3,315 | £/ Unit (all) | 198,900 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **198,900** |

| Inf Tariff | % GDV |
|---|---|
| | 0.00% **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,764.00 |
| CO2 Plus | % | 6.00% | 105.84 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,879.94** |
| **Site Costs** | Base | 5.00% | 94.00 |
| | BNG | 0.10% | 1.88 |
| | | | **1,975.82** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 24 | 18 | 18 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 6,300,000 | 4,725,000 | 4,725,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 1,732,500 | 1,299,375 | 1,299,375 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 735,000 | 551,250 | 551,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **8,767,500** | **6,575,625** | **6,575,625** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 242,026 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 75,758 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 377,294 | | 377,294 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 1,185,490 | 2,074,608 | 2,963,725 | 1,778,235 | 889,118 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 26,520 | 46,410 | 66,300 | 39,780 | 19,890 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 29,637 | 51,865 | 74,093 | 44,456 | 22,228 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 16,000 | 28,000 | 40,000 | 24,000 | 12,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 263,025 | 197,269 | 197,269 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 43,838 | 32,878 | 32,878 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **719,558** | **0** | **1,634,942** | **2,200,883** | **3,144,119** | **1,886,471** | **1,250,098** | **230,147** | **230,147** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **5,050,523** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 100,976 | 102,744 | 133,153 | 173,999 | 232,066 | 269,140 | 142,295 | 33,740 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 3,150,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,233,750 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -5,770,081 | -100,976 | -1,737,685 | -2,334,036 | -3,318,117 | -2,118,537 | 7,248,262 | 6,203,183 | 6,311,738 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -4,383,750 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -5,770,081 | -5,871,058 | -7,608,743 | -9,942,779 | -13,260,896 | -15,379,433 | -8,131,171 | -1,927,988 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 0 |

# Appendix
## Site 2

**Site 2** — **Sheltered Flats**

| INCOME | Av Size | m2 Gross | m2 Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 60 | | | |
| Market Housing | | 75.0 | 62.50 | 60.00% | 36 | 7,000 | 15,750,000 | 2,700 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | | 75.0 | 62.50 | 30.00% | 18 | 3,850 | 4,331,250 | 1,350 |
| Social Rent | | 75.0 | 62.50 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | | 75.0 | 62.50 | 10.00% | 6 | 4,900 | 1,837,500 | 450 |
| First Homes | | 75.0 | 62.50 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | | 0.500 ha | | | 120 | /ha | **21,918,750** | **4,500** |
| SITE AREA - Gross | | 0.625 ha | | | 96 | /ha | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **4,380,571** | **8,761,142** | **7,008,913** |
| Existing Use Value | | 1,250,000 | | 2,000,000 |
| Uplift | 20% | 250,000 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **1,500,000** | | **2,400,000** |
| | | £/m2 | | |
| **Additional Profit** | | **3,231,703** | **1,197** | |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | 4,380,571 | |
| | Stamp Duty | | | 208,529 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 65,709 | 274,237 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 8.00% | 810,913 | 835,393 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 1,983 | 8,925,015 | | |
| | s106 / CIL / IT | | | 198,900 | | |
| | Contingency | | 5.00% | 446,251 | | |
| | Abnormals | % | 5.00% | 446,251 | | |
| | | £ | | 120,000 | 10,136,417 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 657,563 | | |
| | Legals | % | 0.5% | 109,594 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 767,156 | **16,393,774** |

**Developers Profit**

| | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **3,150,000** |
| Affordable Housing | % Value | 20.00% | **1,233,750** |
| First Homes | % Value | 20.00% | **0** |

**Planning fee calc**

| | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 4,380,571 |
| | **Total** | 208,529 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 1,500,000 |
| | **Total** | 64,500 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 3,315 | £/ Unit (all) | |
| | | Total | **198,900** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 3,315 | £/ Unit (all) | 198,900 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **198,900** |

| | | |
|---|---|---|
| Inf Tariff | % GDV | |
| | 0.00% | **0** |

**Build Cost**

| | | | /m2 |
|---|---|---|---|
| | | | 1,764.00 |
| CO2 Plus | % | 6.00% | 105.84 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **1,879.94** |
| **Site Costs** | Base | 5.00% | 94.00 |
| | BNG | 0.50% | 9.40 |
| | | | **1,983.34** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 Q1 | Q2 | Q3 | Q4 | Year 2 Q1 | Q2 | Q3 | Q4 | Year 3 Q1 | Q2 | Q3 | Q4 | Year 4 Q1 | Q2 | Q3 | Q4 | Year 5 Q1 | Q2 | Q3 | Q4 | Year 6 Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | | | | | | | | | | | | | | | | | |
| UNITS Started | | | | 24 | 18 | 18 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 6,300,000 | 4,725,000 | 4,725,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 1,732,500 | 1,299,375 | 1,299,375 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 735,000 | 551,250 | 551,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **8,767,500** | **6,575,625** | **6,575,625** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 208,529 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 65,709 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 405,457 | | 405,457 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 1,190,002 | 2,082,504 | 2,975,005 | 1,785,003 | 892,502 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 26,520 | 46,410 | 66,300 | 39,780 | 19,890 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 59,500 | 104,125 | 148,750 | 89,250 | 44,625 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 75,500 | 132,125 | 188,750 | 113,250 | 56,625 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 263,025 | 197,269 | 197,269 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 43,838 | 32,878 | 32,878 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **704,174** | **0** | **1,756,979** | **2,365,164** | **3,378,806** | **2,027,283** | **1,320,504** | **230,147** | **230,147** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **4,380,571** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 88,983 | 90,540 | 122,872 | 166,412 | 228,454 | 267,929 | 142,295 | 33,740 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 3,150,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,233,750 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -5,084,745 | -88,983 | -1,847,519 | -2,488,036 | -3,545,218 | -2,255,737 | 7,179,067 | 6,203,183 | 6,311,738 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -4,383,750 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -5,084,745 | -5,173,728 | -7,021,247 | -9,509,283 | -13,054,501 | -15,310,238 | -8,131,171 | -1,927,988 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 4,383,750 | 0 |

# Appendix
## Site 3

**Site 3** — **Extracare Flats**

| INCOME | Av Size | m2 Gross | m2 Net | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | | | | 60 | | | |
| Market Housing | 92.1 | | 70.83 | 60.00% | 36 | 7,000 | 17,850,000 | 3,315 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | 92.1 | | 70.83 | 30.00% | 18 | 3,850 | 4,908,750 | 1,658 |
| Social Rent | 92.1 | | 70.83 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 91.0 | | 70.00 | 10.00% | 6 | 4,900 | 2,058,000 | 546 |
| First Homes | 91.0 | | 70.00 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.500 | ha | | 120 | /ha | | **24,816,750** | **5,519** |
| SITE AREA - Gross | 0.625 | ha | | 96 | /ha | | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **4,236,384** | **8,472,768** | **6,778,214** |
| Existing Use Value | | 31,250 | | 50,000 |
| Uplift | 0% | 0 | | 0 |
| Plus /ha | 300,000 | 187,500 | | 300,000 |
| **Benchmark Land Value** | | **218,750** | | **350,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | **4,506,382** | **1,359** |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

**DEVELOPMENT COSTS**

| | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | | | | | 4,236,384 | |
| | Stamp Duty | | | 201,319 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 63,546 | 264,865 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 8.00% | 979,090 | 1,003,570 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 2,107 | 11,629,003 | | |
| | s106 / CIL / IT | | | 198,900 | | |
| | Contingency | | 2.50% | 290,725 | | |
| | Abnormals | % | 0.00% | 0 | | |
| | | £ | | 120,000 | 12,238,628 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 744,503 | | |
| | Legals | % | 0.5% | 124,084 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 868,586 | **18,612,033** |

**Developers Profit**

| | | | |
|---|---|---|---|
| Market Housing | % Value | 20.00% | **3,570,000** |
| Affordable Housing | % Value | 20.00% | **1,393,350** |
| First Homes | % Value | 20.00% | **0** |

**Planning fee calc**

| Planning app fee | dwgs | rate | |
|---|---|---|---|
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 4,236,384 |
| | **Total** | 201,319 |

**Stamp duty calc - Residual**

| | | |
|---|---|---|
| Land payment | | 218,750 |
| | **Total** | 1,375 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 3,315 | £/ Unit (all) | |
| | | Total | **198,900** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 3,315 | £/ Unit (all) | 198,900 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **198,900** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| **Build Cost** | | | /m2 |
|---|---|---|---|
| | | | 1,882.00 |
| CO2 Plus | % | 6.00% | 112.92 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **2,005.02** |
| **Site Costs** | Base | 5.00% | 100.25 |
| | BNG | 0.10% | 2.01 |
| | | | **2,107.28** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 24 | 18 | 18 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 7,140,000 | 5,355,000 | 5,355,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 1,963,500 | 1,472,625 | 1,472,625 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 823,200 | 617,400 | 617,400 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **9,926,700** | **7,445,025** | **7,445,025** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 201,319 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 63,546 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 489,545 | | 489,545 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 1,550,534 | 2,713,434 | 3,876,334 | 2,325,801 | 1,162,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 26,520 | 46,410 | 66,300 | 39,780 | 19,890 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 38,763 | 67,836 | 96,908 | 58,145 | 29,073 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 16,000 | 28,000 | 40,000 | 24,000 | 12,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 297,801 | 223,351 | 223,351 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 49,634 | 37,225 | 37,225 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **778,890** | **0** | **2,121,362** | **2,855,680** | **4,079,543** | **2,447,726** | **1,571,297** | **260,576** | **260,576** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **4,236,384** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 87,767 | 89,303 | 127,990 | 180,204 | 254,750 | 302,043 | 161,109 | 38,201 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 3,570,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,393,350 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -5,015,274 | -87,767 | -2,210,665 | -2,983,670 | -4,259,747 | -2,702,475 | 8,053,360 | 7,023,340 | 7,146,248 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -4,963,350 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -5,015,274 | -5,103,041 | -7,313,707 | -10,297,376 | -14,557,123 | -17,259,598 | -9,206,238 | -2,182,898 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 0 |

# Appendix
## Site 4

| Site 4 | Extracare Flats |
|---|---|

| INCOME | Av Size | m2 | | % | Number | Price £/m2 | GDV £ | GIA m2 |
|---|---|---|---|---|---|---|---|---|
| | | Gross | Net | | 60 | | | |
| Market Housing | 92.1 | | 70.83 | 60.00% | 36 | 7,000 | 17,850,000 | 3,315 |
| Affordable Overall | | | | 40% | 24 | | | |
| Affordable Rent | 92.1 | | 70.83 | 30.00% | 18 | 3,850 | 4,908,750 | 1,658 |
| Social Rent | 92.1 | | 70.83 | 0.00% | 0 | 1,865 | 0 | 0 |
| Shared Ownership | 91.0 | | 70.00 | 10.00% | 6 | 4,900 | 2,058,000 | 546 |
| First Homes | 91.0 | | 70.00 | 0.00% | 0 | 0 | 0 | 0 |
| Grant and Subsidy | Affordable Rent | | | | | 0 | 0 | |
| | Social Rent | | | | | 0 | 0 | |
| | Shared Ownership | | | | | 0 | 0 | |
| SITE AREA - Net | 0.500 | ha | | | 120 | /ha | **24,816,750** | **5,519** |
| SITE AREA - Gross | 0.625 | ha | | | 96 | /ha | | |

| | |
|---|---|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | | Whole Site | Per ha NET | Per ha GROSS |
|---|---|---|---|---|
| **Residual Land Value** | | **3,360,136** | **6,720,272** | **5,376,217** |
| Existing Use Value | | 1,250,000 | | 2,000,000 |
| Uplift | 20% | 250,000 | | 400,000 |
| Plus /ha | 0 | 0 | | 0 |
| **Benchmark Land Value** | | **1,500,000** | | **2,400,000** |

| | £/m2 | |
|---|---|---|
| **Additional Profit** | 2,086,880 | 630 |

**RUN Residual MACRO ctrl+r**
*Closing balance =* 0

**RUN CIL MACRO ctrl+l**
*Closing balance =* 0

*Check on phasing dwgs nos*
**correct**

| DEVELOPMENT COSTS | | | /unit or m2 | Total | | |
|---|---|---|---|---|---|---|
| **LAND** | Land | | | | 3,360,136 | |
| | Stamp Duty | | | 157,507 | | |
| | Easements etc. | | | 0 | | |
| | Legals /Acquisition | | 1.50% | 50,402 | 207,909 | |
| **Fees** | | | | | | |
| | Planning | | | 24,480 | | |
| | Professional | | 8.00% | 1,052,759 | 1,077,239 | |
| **CONSTRUCTION** | | | | | | |
| | Build Cost | | 2,115 | 11,673,262 | | |
| | s106 / CIL / IT | | | 198,900 | | |
| | Contingency | | 5.00% | 583,663 | | |
| | Abnormals | % | 5.00% | 583,663 | | |
| | | £ | | 120,000 | 13,159,488 | |
| **FINANCE** | | | | | | |
| | Fees | | 0% | 0 | | |
| | Interest | | 7.00% | | | |
| | Legal and Valuation | | | 0 | 0 | |
| **SALES** | | | | | | |
| | Agents | % | 3.0% | 744,503 | | |
| | Legals | % | 0.5% | 124,084 | | |
| | | £/unit | 0 | 0 | | |
| | Misc. | % | 0.0% | 0 | 868,586 | **18,673,358** |

| Developers Profit | | | | |
|---|---|---|---|---|
| | Market Housing | % Value | 20.00% | **3,570,000** |
| | Affordable Housing | % Value | 20.00% | **1,393,350** |
| | First Homes | % Value | 20.00% | **0** |

| Planning fee calc | | | |
|---|---|---|---|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| | | **Total** | 24,480 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 3,360,136 |
| | **Total** | 157,507 |

| Stamp duty calc - Residual | | |
|---|---|---|
| Land payment | | 1,500,000 |
| | **Total** | 64,500 |

| | | | |
|---|---|---|---|
| Pre CIL s106 | 3,315 | £/ Unit (all) | |
| | | Total | **198,900** |

| | | | |
|---|---|---|---|
| Post CIL s106 | 3,315 | £/ Unit (all) | 198,900 |
| CIL | 0 | £/m2 | 0 |
| | | **Total** | **198,900** |

| Inf Tariff | % GDV | |
|---|---|---|
| | 0.00% | **0** |

| Build Cost | | | /m2 |
|---|---|---|---|
| | | | 1,882.00 |
| CO2 Plus | % | 6.00% | 112.92 |
| | £/m2 | | 0.00 |
| Acc & Adpt | % | 0.00% | 0.00 |
| | £/m2 | | 10.00 |
| Water | £/m2 | | 0.10 |
| Over Extra 1 | % | 0.00% | 0.00 |
| | £/m2 | | 0.00 |
| Over Extra 2 | % | 0.00% | 0.00 |
| | £/m2 | 0.00 | 0.00 |
| Small Site | % | 0.00% | 0.00 |
| | | | **2,005.02** |
| **Site Costs** | Base | 5.00% | 100.25 |
| | BNG | 0.50% | 10.03 |
| | | | **2,115.30** |

**RESIDUAL CASH FLOW FOR INTEREST**

| | | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | | Year 6 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| UNITS Started | | | | 24 | 18 | 18 | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | 0 | 0 | 0 | 7,140,000 | 5,355,000 | 5,355,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | | | 0 | 0 | 0 | 1,963,500 | 1,472,625 | 1,472,625 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Social Rent | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | | | 0 | 0 | 0 | 823,200 | 617,400 | 617,400 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Homes | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **INCOME** | | **0** | **0** | **0** | **0** | **0** | **0** | **9,926,700** | **7,445,025** | **7,445,025** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **EXPENDITURE** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | 157,507 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | 50,402 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Professional | | 526,380 | | 526,380 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | 0 | 1,556,435 | 2,723,761 | 3,891,087 | 2,334,652 | 1,167,326 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL/Tariff | | | 0 | 26,520 | 46,410 | 66,300 | 39,780 | 19,890 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | | 0 | 77,822 | 136,188 | 194,554 | 116,733 | 58,366 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | | 0 | 93,822 | 164,188 | 234,554 | 140,733 | 70,366 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 0 | 297,801 | 223,351 | 223,351 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | | 0 | 0 | 0 | 0 | 0 | 0 | 49,634 | 37,225 | 37,225 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | | | | 0 | | | | | | | | | | | | | | | | | | | | | |
| **COSTS BEFORE LAND INT AND PROFIT** | | **758,768** | **0** | **2,280,978** | **3,070,547** | **4,386,496** | **2,631,898** | **1,663,383** | **260,576** | **260,576** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| **For Residual Valuation** | Land | **3,360,136** | | | | | | | | | | | | | | | | | | | | | | | |
| | Interest | | 72,081 | 73,342 | 114,543 | 170,282 | 250,026 | 300,459 | 161,109 | 38,201 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| **Developers Return** | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | 3,570,000 |
| Affordable for Rent | | | | | | | | | | | | | | | | | | | | | | | | | 1,393,350 |
| First Homes | | | | | | | | | | | | | | | | | | | | | | | | | 0 |
| | Cash Flow | -4,118,904 | -72,081 | -2,354,320 | -3,185,090 | -4,556,778 | -2,881,923 | 7,962,858 | 7,023,340 | 7,146,248 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -4,963,350 |
| | Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| | Closing Balance | -4,118,904 | -4,190,985 | -6,545,305 | -9,730,395 | -14,287,173 | -17,169,096 | -9,206,238 | -2,182,898 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 4,963,350 | 0 |

# Appendix 16 – Appraisals – Non-Residential

## Greenfield

| **Results (2)** | | | Offices - Central | Offices - Small | Offices - Park | Industrial | Industrial - Small | Distribution |
|---|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 2,000 | 500 | 2,000 | 4,000 | 400 | 5,000 |
| | £/m2 | | 2,855 | 3,125 | 2,855 | 2,570 | 2,570 | 3,200 |
| | **Capital Value** | | **5,139,000** | **1,406,250** | **5,139,000** | **9,766,000** | **1,028,000** | **16,000,000** |
| | Buyers Costs | | 231,255 | 63,281 | 231,255 | 439,470 | 46,260 | 720,000 |
| | **Capital Value** | | **4,907,745** | **1,342,969** | **4,907,745** | **9,326,530** | **981,740** | **15,280,000** |
| Costs | Land Used | Coverage | 350% | 50% | 50% | 40% | 40% | 35% |
| | | ha | 0.057 | 0.100 | 0.400 | 1.000 | 0.100 | 1.429 |
| | | £/ha | 50,000 | 50,000 | 50,000 | 22,500 | 50,000 | 22,500 |
| | | Uplift £/ha | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 |
| | | | 0 | 0 | 0 | 0 | 0 | 0 |
| | | **Site Cost** | **20,000** | **35,000** | **140,000** | **322,500** | **35,000** | **460,714** |
| | Stamp Duty (on VT) | 4.00% | 800 | 1,400 | 5,600 | 12,900 | 1,400 | 18,429 |
| | Acquisition | 1.50% | 300 | 525 | 2,100 | 4,838 | 525 | 6,911 |
| | Strategic Promotion | 0.00% | 0 | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | 0.00% | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | Construction | /m2 | 2,889 | 2,222 | 2,222 | 946 | 1,486 | 975 |
| | | £ | 5,777,100 | 1,110,900 | 4,443,600 | 3,784,200 | 594,300 | 4,877,250 |
| | Infrastructure | 15.00% | 866,565 | 166,635 | 666,540 | 567,630 | 89,145 | 731,588 |
| | BNG | 3,150 | 180 | 315 | 1,260 | 3,150 | 315 | 4,500 |
| | Abnormals | 0.00% | 0 | 0 | 0 | 0 | 0 | 0 |
| | Fees | 8.00% | 531,493 | 102,203 | 408,811 | 348,146 | 54,676 | 448,707 |
| | S106 | | 0 | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.50% | 166,092 | 31,938 | 127,754 | 108,796 | 17,086 | 140,221 |
| | Finance Costs | 0.00% | 0 | 0 | 0 | 0 | 0 | 0 |
| | Sales | 2.50% | 64,238 | 17,578 | 64,238 | 122,075 | 12,850 | 200,000 |
| | Misc. Financial | 0.00% | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | **Subtotal** | **0.00%** | **7,426,767** | **1,451,494** | **5,739,902** | **4,971,735** | **790,297** | **6,447,605** |
| | Interest | 7.50% | 278,504 | 54,431 | 215,246 | 174,011 | 29,636 | 241,785 |
| | Profit % GDV | 15.00% | 736,162 | 201,445 | 736,162 | 1,398,980 | 147,261 | 2,292,000 |
| | **COSTS** | | **8,441,433** | **1,707,371** | **6,691,310** | **6,544,725** | **967,194** | **8,981,390** |
| **Residual Land Worth** | | **Site** | **-3,533,688** | **-364,402** | **-1,783,565** | **2,781,805** | **14,546** | **6,298,610** |
| | Existing Use Value | £/ha | 50,000 | 50,000 | 50,000 | 22,500 | 50,000 | 22,500 |
| | Benchmark Land Value | £/ha | 350,000 | 350,000 | 350,000 | 322,500 | 350,000 | 322,500 |
| | Residual Value | £/ha | -61,839,537 | -3,644,019 | -4,458,913 | 2,781,805 | 145,461 | 4,409,027 |

| #REF! | | | Prime Retail Central | Secondary Retail | Supermarket | Small Supermarket | Retail Warehouse |
|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 200 | 200 | 2,000 | 1,200 | 4,000 |
| | £/m2 | | 5,300 | 3,050 | 5,300 | 5,300 | 3,625 |
| | **Capital Value** | | **1,060,000** | **610,000** | **10,600,000** | **6,360,000** | **14,500,000** |
| | Buyers Costs | | 47,700 | 27,450 | 477,000 | 286,200 | 652,500 |
| | **Capital Value** | | **1,012,300** | **582,550** | **10,123,000** | **6,073,800** | **13,847,500** |
| | | | | | | 0 | |
| Costs | Land Used | Coverage | 80% | 80% | 33% | 40% | 50% |
| | | ha | 0.025 | 0.025 | 0.600 | 0.300 | 0.800 |
| | | £/ha | 50,000 | 50,000 | 22,500 | 50,000 | 22,500 |
| | | Uplift £/ha | 300,000 | 300,000 | 300,000 | 300,000 | 300,000 |
| | | | 0 | 0 | 0 | 0 | 0 |
| | | **Site Cost** | **8,750** | **8,750** | **193,519** | **105,000** | **258,000** |
| | Stamp Duty (on VT) | 4.00% | 350 | 350 | 7,741 | 4,200 | 10,320 |
| | Acquisition | 1.50% | 131 | 131 | 2,903 | 1,575 | 3,870 |
| | Strategic Promotion | 0.00% | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | 0.00% | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | Construction | /m2 | 1,640 | 1,638 | 1,822 | 1,822 | 1,063 |
| | | £ | 328,020 | 327,600 | 3,643,500 | 2,186,100 | 4,250,400 |
| | Infrastructure | 15.00% | 49,203 | 49,140 | 546,525 | 327,915 | 637,560 |
| | BNG | 3,150 | 79 | 79 | 1,890 | 945 | 2,520 |
| | Abnormals | 0.00% | 0 | 0 | 0 | 0 | 0 |
| | Fees | 8.00% | 30,178 | 30,139 | 335,202 | 201,121 | 391,037 |
| | S106 | | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.50% | 9,431 | 9,419 | 104,751 | 62,850 | 122,199 |
| | Finance Costs | 0.00% | 0 | 0 | 0 | 25,000 | 0 |
| | Sales | 2.50% | 13,250 | 7,625 | 132,500 | 79,500 | 181,250 |
| | Misc. Financial | 0.00% | 10,000 | 25,000 | 25,000 | 25,000 | 25,000 |
| | **Subtotal** | **0.00%** | **450,641** | **459,483** | **4,810,011** | **2,924,207** | **5,634,156** |
| | Interest | 7.50% | 16,899 | 17,231 | 180,375 | 109,658 | 211,281 |
| | Profit % GDV | 15.00% | 151,845 | 87,383 | 1,518,450 | | 2,077,125 |
| | | | | | | 0.00% | |
| | **COSTS** | | **619,385** | **564,096** | **6,508,837** | **3,944,934** | **7,922,562** |
| **Residual Land Worth** | | **Site** | **392,915** | **18,454** | **3,614,163** | **2,128,866** | **5,924,938** |
| | Existing Use Value | £/ha | 50,000 | 50,000 | 22,500 | 50,000 | 22,500 |
| | Benchmark Land Value | £/ha | 350,000 | 350,000 | 322,500 | 350,000 | 322,500 |
| | Residual Value | £/ha | 15,716,581 | 738,168 | 6,023,003 | 7,096,219 | 7,406,173 |

## Brownfield

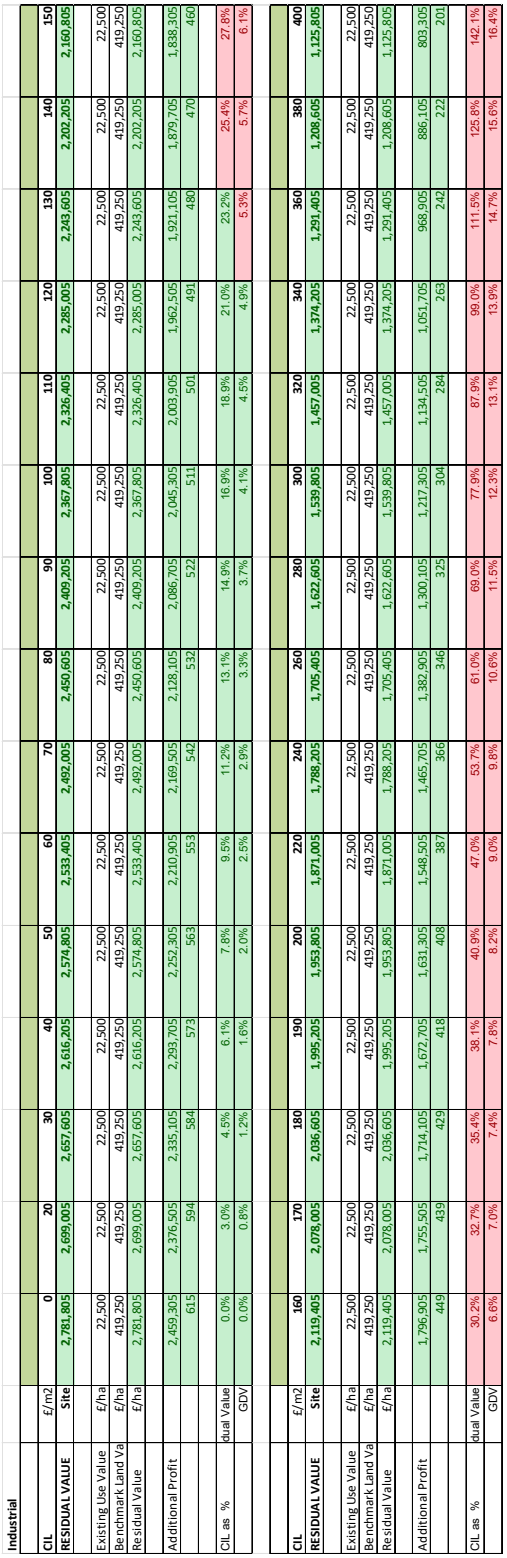
| **Results (2)** | | | Offices - Central | Offices - Small | Offices - Park | Industrial | Industrial - Small | Distribution |
|---|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 2,000 | 500 | 2,000 | 4,000 | 400 | 5,000 |
| | £/m2 | | 2,855 | 3,125 | 2,855 | 2,570 | 2,570 | 3,200 |
| | **Capital Value** | | **5,139,000** | **1,406,250** | **5,139,000** | **9,766,000** | **1,028,000** | **16,000,000** |
| | Buyers Costs | | 231,255 | 63,281 | 231,255 | 439,470 | 46,260 | 720,000 |
| | **Capital Value** | | **4,907,745** | **1,342,969** | **4,907,745** | **9,326,530** | **981,740** | **15,280,000** |
| Costs | Land Used | Coverage | 350% | 50% | 50% | 40% | 40% | 35% |
| | | ha | 0.057 | 0.100 | 0.400 | 1.000 | 0.100 | 1.429 |
| | | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| | | Uplift £/ha | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 |
| | | **Site Cost** | **137,143** | **240,000** | **960,000** | **2,400,000** | **240,000** | **3,428,571** |
| | Stamp Duty (on VT) | 4.00% | 5,486 | 9,600 | 38,400 | 96,000 | 9,600 | 137,143 |
| | Acquisition | 1.50% | 2,057 | 3,600 | 14,400 | 36,000 | 3,600 | 51,429 |
| | Strategic Promotion | 0.00% | 0 | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | 0.00% | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | Construction | /m2 | 2,889 | 2,222 | 2,222 | 946 | 1,486 | 975 |
| | | £ | 5,777,100 | 1,110,900 | 4,443,600 | 3,784,200 | 594,300 | 4,877,250 |
| | Infrastructure | 15.00% | 866,565 | 166,635 | 666,540 | 567,630 | 89,145 | 731,588 |
| | BNG | 47,885 | 2,736 | 4,789 | 19,154 | 47,885 | 4,789 | 68,407 |
| | Abnormals | 5.00% | 332,183 | 63,877 | 255,507 | 217,592 | 34,172 | 280,442 |
| | Fees | 8.00% | 558,068 | 107,313 | 429,252 | 365,554 | 57,409 | 471,142 |
| | S106 | | 0 | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 5.00% | 348,792 | 67,071 | 268,282 | 228,471 | 35,881 | 147,232 |
| | Finance Costs | 0.00% | 0 | 0 | 0 | 0 | 0 | 0 |
| | Sales | 2.50% | 64,238 | 17,578 | 64,238 | 122,075 | 12,850 | 200,000 |
| | Misc. Financial | 0.00% | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | **Subtotal** | **0.00%** | **7,977,225** | **1,571,362** | **6,219,373** | **5,485,406** | **861,746** | **6,984,632** |
| | Interest | 7.00% | 279,203 | 54,998 | 217,678 | 191,989 | 30,161 | 244,462 |
| | Profit % GDV | 15.00% | 736,162 | 201,445 | 736,162 | 1,398,980 | 147,261 | 2,292,000 |
| | **COSTS** | | **8,992,590** | **1,827,805** | **7,173,212** | **7,076,375** | **1,039,168** | **9,521,094** |
| **Residual Land Worth** | | **Site** | **-4,084,845** | **-484,836** | **-2,265,467** | **2,250,155** | **-57,428** | **5,758,906** |
| | Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| | Benchmark Land Value | £/ha | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 |
| | Residual Value | £/ha | -71,484,784 | -4,848,361 | -5,663,669 | 2,250,155 | -574,281 | 4,031,234 |

| #REF! | | | Prime Retail Central | Secondary Retail | Supermarket | Small Supermarket | Retail Warehouse |
|---|---|---|---|---|---|---|---|
| | **CIL** | **£/m2** | **0** | **0** | **0** | **0** | **0** |
| Income | m2 | | 200 | 200 | 2,000 | 1,200 | 4,000 |
| | £/m2 | | 5,300 | 3,050 | 5,300 | 5,300 | 3,625 |
| | **Capital Value** | | **1,060,000** | **610,000** | **10,600,000** | **6,360,000** | **14,500,000** |
| | Buyers Costs | | 47,700 | 27,450 | 477,000 | 286,200 | 652,500 |
| | **Capital Value** | | **1,012,300** | **582,550** | **10,123,000** | **6,073,800** | **13,847,500** |
| | | | | | | 0 | |
| Costs | Land Used | Coverage | 80% | 80% | 33% | 40% | 50% |
| | | ha | 0.025 | 0.025 | 0.600 | 0.300 | 0.800 |
| | | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| | | Uplift £/ha | 0 | 0 | 0 | 0 | 0 |
| | | | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 |
| | | **Site Cost** | **60,000** | **60,000** | **1,440,144** | **720,000** | **1,920,000** |
| | Stamp Duty (on VT) | 4.00% | 2,400 | 2,400 | 57,606 | 28,800 | 76,800 |
| | Acquisition | 1.50% | 900 | 900 | 21,602 | 10,800 | 28,800 |
| | Strategic Promotion | 0.00% | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | 0.00% | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| | Construction | /m2 | 1,640 | 1,638 | 1,822 | 1,822 | 1,063 |
| | | £ | 328,020 | 327,600 | 3,643,500 | 2,186,100 | 4,250,400 |
| | Infrastructure | 15.00% | 49,203 | 49,140 | 546,525 | 327,915 | 637,560 |
| | BNG | 47,885 | 1,197 | 1,197 | 28,734 | 14,366 | 38,308 |
| | Abnormals | 5.00% | 18,861 | 18,837 | 209,501 | 125,701 | 244,398 |
| | Fees | 8.00% | 31,687 | 31,646 | 351,962 | 211,177 | 410,589 |
| | S106 | | 0 | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 5.00% | 19,804 | 19,779 | 219,976 | 131,986 | 256,618 |
| | Finance Costs | 0.00% | 0 | 0 | 0 | 25,000 | 0 |
| | Sales | 2.50% | 13,250 | 7,625 | 132,500 | 79,500 | 181,250 |
| | Misc. Financial | 0.00% | 10,000 | 25,000 | 25,000 | 25,000 | 25,000 |
| | **Subtotal** | **0.00%** | **485,322** | **494,124** | **5,246,906** | **3,176,344** | **6,159,723** |
| | Interest | 7.00% | 16,986 | 17,294 | 183,642 | 111,172 | 215,590 |
| | Profit % GDV | 15.00% | 151,845 | 87,383 | 1,518,450 | | 2,077,125 |
| | | | | | | 0.00% | |
| | **COSTS** | | **654,153** | **598,801** | **6,948,998** | **4,198,586** | **8,452,438** |
| **Residual Land Worth** | | **Site** | **358,147** | **-16,251** | **3,174,002** | **1,875,214** | **5,395,062** |
| | Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| | Benchmark Land Value | £/ha | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 |
| | Residual Value | £/ha | 14,325,860 | -650,039 | 5,289,474 | 6,250,712 | 6,743,828 |

# Appendix 17 –Non-Residential CIL Analysis

## Industrial

## Greenfield



| Industrial | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 | 160 | 170 | 180 | 190 | 200 | 220 |
| RESIDUAL VALUE | Site | 2,781,805 | 2,699,005 | 2,657,605 | 2,616,205 | 2,574,805 | 2,533,405 | 2,492,005 | 2,450,605 | 2,409,205 | 2,367,805 | 2,326,405 | 2,285,005 | 2,243,605 | 2,202,205 | 2,160,805 | 2,119,405 | 2,078,005 | 2,036,605 | 1,995,205 | 1,953,805 | 1,871,005 |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| Benchmark Land Va | £/ha | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 |
| Residual Value | £/ha | 2,781,805 | 2,699,005 | 2,657,605 | 2,616,205 | 2,574,805 | 2,533,405 | 2,492,005 | 2,450,605 | 2,409,205 | 2,367,805 | 2,326,405 | 2,285,005 | 2,243,605 | 2,202,205 | 2,160,805 | 2,119,405 | 2,078,005 | 2,036,605 | 1,995,205 | 1,953,805 | 1,871,005 |
| Additional Profit | | 2,459,305 | 2,376,505 | 2,335,105 | 2,293,705 | 2,252,305 | 2,210,905 | 2,169,505 | 2,128,105 | 2,086,705 | 2,045,305 | 2,003,905 | 1,962,505 | 1,921,105 | 1,879,705 | 1,838,305 | 1,796,905 | 1,755,505 | 1,714,105 | 1,672,705 | 1,631,305 | 1,548,505 |
| | | 615 | 594 | 584 | 573 | 563 | 553 | 542 | 532 | 522 | 511 | 501 | 491 | 480 | 470 | 460 | 449 | 439 | 429 | 418 | 408 | 387 |
| CIL as % | dual Value | 0.0% | 3.0% | 4.5% | 6.1% | 7.8% | 9.5% | 11.2% | 13.1% | 14.9% | 16.9% | 18.9% | 21.0% | 23.2% | 25.4% | 27.8% | 30.2% | 32.7% | 35.4% | 38.1% | 40.9% | 47.0% |
| | GDV | 0.0% | 0.8% | 1.2% | 1.6% | 2.0% | 2.5% | 2.9% | 3.3% | 3.7% | 4.1% | 4.5% | 4.9% | 5.3% | 5.7% | 6.1% | 6.6% | 7.0% | 7.4% | 7.8% | 8.2% | 9.0% |

| CIL | £/m2 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|
| RESIDUAL VALUE | Site | 1,788,205 | 1,705,405 | 1,622,605 | 1,539,805 | 1,457,005 | 1,374,205 | 1,291,405 | 1,208,605 | 1,125,805 |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| Benchmark Land Va | £/ha | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 |
| Residual Value | £/ha | 1,788,205 | 1,705,405 | 1,622,605 | 1,539,805 | 1,457,005 | 1,374,205 | 1,291,405 | 1,208,605 | 1,125,805 |
| Additional Profit | | 1,465,705 | 1,382,905 | 1,300,105 | 1,217,305 | 1,134,505 | 1,051,705 | 968,905 | 886,105 | 803,305 |
| | | 366 | 346 | 325 | 304 | 284 | 263 | 242 | 222 | 201 |
| CIL as % | dual Value | 53.7% | 61.0% | 68.0% | 77.9% | 87.9% | 99.0% | 111.5% | 125.8% | 142.1% |
| | GDV | 9.8% | 10.6% | 11.5% | 12.3% | 13.1% | 13.9% | 14.7% | 15.6% | 16.4% |

## Brownfield

**Industrial**

| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | **2,250,155** | **2,167,355** | **2,125,955** | **2,084,555** | **2,043,155** | **2,001,755** | **1,960,355** | **1,918,955** | **1,877,555** | **1,836,155** | **1,794,755** | **1,753,355** | **1,711,955** | **1,670,555** | **1,629,155** |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 2,250,155 | 2,167,355 | 2,125,955 | 2,084,555 | 2,043,155 | 2,001,755 | 1,960,355 | 1,918,955 | 1,877,555 | 1,836,155 | 1,794,755 | 1,753,355 | 1,711,955 | 1,670,555 | 1,629,155 |
| Additional Profit | | -149,845 | | | | | | | | | | | | | | |
| | | -37 | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 3.7% | 5.6% | 7.7% | 9.8% | 12.0% | 14.3% | 16.7% | 19.2% | 21.8% | 24.5% | 27.4% | 30.4% | 33.5% | 36.8% |
| | GDV | 0.0% | 0.8% | 1.2% | 1.6% | 2.0% | 2.5% | 2.9% | 3.3% | 3.7% | 4.1% | 4.5% | 4.9% | 5.3% | 5.7% | 6.1% |

| CIL | £/m2 | 160 | 170 | 180 | 190 | 200 | 220 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | **1,587,755** | **1,546,355** | **1,504,955** | **1,463,555** | **1,422,155** | **1,339,355** | **1,256,555** | **1,173,755** | **1,090,955** | **1,008,155** | **925,355** | **842,555** | **759,755** | **676,955** | **594,155** |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 1,587,755 | 1,546,355 | 1,504,955 | 1,463,555 | 1,422,155 | 1,339,355 | 1,256,555 | 1,173,755 | 1,090,955 | 1,008,155 | 925,355 | 842,555 | 759,755 | 676,955 | 594,155 |
| Additional Profit | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 40.3% | 44.0% | 47.8% | 51.9% | 56.3% | 65.7% | 76.4% | 88.6% | 102.7% | 119.0% | 138.3% | 161.4% | 189.5% | 224.5% | 269.3% |
| | GDV | 6.6% | 7.0% | 7.4% | 7.8% | 8.2% | 9.0% | 9.8% | 10.6% | 11.5% | 12.3% | 13.1% | 13.9% | 14.7% | 15.6% | 16.4% |

## Distribution

### Greenfield

**Distribution**

| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | **Site** | **6,298,610** | **6,194,860** | **6,142,985** | **6,091,110** | **6,039,235** | **5,987,360** | **5,935,485** | **5,883,610** | **5,831,735** | **5,779,860** | **5,727,985** | **5,676,110** | **5,624,235** | **5,572,360** | **5,520,485** |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| Benchmark Land Va | £/ha | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 |
| Residual Value | £/ha | 4,409,027 | 4,336,402 | 4,300,090 | 4,263,777 | 4,227,465 | 4,191,152 | 4,154,840 | 4,118,527 | 4,082,215 | 4,045,902 | 4,009,590 | 3,973,277 | 3,936,965 | 3,900,652 | 3,864,340 |
| Additional Profit | | 5,837,896 | | | | | | | | | | | | | | |
| | | 1,168 | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 1.6% | 2.4% | 3.3% | 4.1% | 5.0% | 5.9% | 6.8% | 7.7% | 8.7% | 9.6% | 10.6% | 11.6% | 12.6% | 13.6% |
| | GDV | 0.0% | 0.6% | 0.9% | 1.3% | 1.6% | 1.9% | 2.2% | 2.5% | 2.8% | 3.1% | 3.4% | 3.8% | 4.1% | 4.4% | 4.7% |

| CIL | £/m2 | 160 | 170 | 180 | 190 | 200 | 220 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | **Site** | **5,468,610** | **5,416,735** | **5,364,860** | **5,312,985** | **5,261,110** | **5,157,360** | **5,053,610** | **4,949,860** | **4,846,110** | **4,742,360** | **4,638,610** | **4,534,860** | **4,431,110** | **4,327,360** | **4,223,610** |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| Benchmark Land Va | £/ha | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 |
| Residual Value | £/ha | 3,828,027 | 3,791,715 | 3,755,402 | 3,719,090 | 3,682,777 | 3,610,152 | 3,537,527 | 3,464,902 | 3,392,277 | 3,319,652 | 3,247,027 | 3,174,402 | 3,101,777 | 3,029,152 | 2,956,527 |
| Additional Profit | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 14.6% | 15.7% | 16.8% | 17.9% | 19.0% | 21.3% | 23.7% | 26.3% | 28.9% | 31.6% | 34.5% | 37.5% | 40.6% | 43.9% | 47.4% |
| | GDV | 5.0% | 5.3% | 5.6% | 5.9% | 6.3% | 6.9% | 7.5% | 8.1% | 8.8% | 9.4% | 10.0% | 10.6% | 11.3% | 11.9% | 12.5% |

## Brownfield

**Distribution**

| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | 5,758,906 | 5,655,406 | 5,603,656 | 5,551,906 | 5,500,156 | 5,448,406 | 5,396,656 | 5,344,906 | 5,293,156 | 5,241,406 | 5,189,656 | 5,137,906 | 5,086,156 | 5,034,406 | 4,982,656 |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 4,031,234 | 3,958,784 | 3,922,559 | 3,886,334 | 3,850,109 | 3,813,884 | 3,777,659 | 3,741,434 | 3,705,209 | 3,668,984 | 3,632,759 | 3,596,534 | 3,560,309 | 3,524,084 | 3,487,859 |
| Additional Profit | | 2,330,334 | | | | | | | | | | | | | | |
| | | 466 | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 1.8% | 2.7% | 3.6% | 4.5% | 5.5% | 6.5% | 7.5% | 8.5% | 9.5% | 10.6% | 11.7% | 12.8% | 13.9% | 15.1% |
| | GDV | 0.0% | 0.6% | 0.9% | 1.3% | 1.6% | 1.9% | 2.2% | 2.6% | 2.8% | 3.1% | 3.4% | 3.8% | 4.1% | 4.4% | 4.7% |

| CIL | £/m2 | 160 | 170 | 180 | 190 | 200 | 220 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | 4,930,906 | 4,879,156 | 4,827,406 | 4,775,656 | 4,723,906 | 4,620,406 | 4,516,906 | 4,413,406 | 4,309,906 | 4,206,406 | 4,102,906 | 3,999,406 | 3,895,906 | 3,792,406 | 3,688,906 |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 3,451,634 | 3,415,409 | 3,379,184 | 3,342,959 | 3,306,734 | 3,234,284 | 3,161,834 | 3,089,384 | 3,016,934 | 2,944,484 | 2,872,034 | 2,799,584 | 2,727,134 | 2,654,684 | 2,582,234 |
| Additional Profit | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 16.2% | 17.4% | 18.6% | 19.9% | 21.2% | 23.8% | 26.6% | 29.5% | 32.5% | 35.7% | 39.0% | 42.5% | 46.2% | 50.1% | 54.2% |
| | GDV | 5.0% | 5.3% | 5.6% | 5.9% | 6.3% | 6.9% | 7.5% | 8.1% | 8.8% | 9.4% | 10.0% | 10.6% | 11.3% | 11.9% | 12.5% |

**Prime Retail**

**Greenfield**

N/A

## Brownfield

**Prime Retail Central**

| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RESIDUAL VALUE | Site | 358,147 | 354,007 | 351,937 | 349,867 | 347,797 | 345,727 | 343,657 | 341,587 | 339,517 | 337,447 | 335,377 | 333,307 | 331,237 | 329,167 | 327,097 |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 14,325,860 | 14,160,260 | 14,077,460 | 13,994,660 | 13,911,860 | 13,829,060 | 13,746,260 | 13,663,460 | 13,580,660 | 13,497,860 | 13,415,060 | 13,332,260 | 13,249,460 | 13,166,660 | 13,083,860 |
| Additional Profit | | 298,147 | | | | | | | | | | | | | | |
| | | 1,491 | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 1.1% | 1.7% | 2.3% | 2.9% | 3.5% | 4.1% | 4.7% | 5.3% | 5.9% | 6.6% | 7.2% | 7.8% | 8.5% | 9.2% |
| | GDV | 0.0% | 0.4% | 0.6% | 0.8% | 0.9% | 1.1% | 1.3% | 1.5% | 1.7% | 1.9% | 2.1% | 2.3% | 2.5% | 2.6% | 2.8% |

| CIL | £/m2 | 160 | 170 | 180 | 190 | 200 | 220 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RESIDUAL VALUE | Site | 325,027 | 322,957 | 320,887 | 318,817 | 316,747 | 312,607 | 308,467 | 304,327 | 300,187 | 296,047 | 291,907 | 287,767 | 283,627 | 279,487 | 275,347 |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 13,001,060 | 12,918,260 | 12,835,460 | 12,752,660 | 12,669,860 | 12,504,260 | 12,338,660 | 12,173,060 | 12,007,460 | 11,841,860 | 11,676,260 | 11,510,660 | 11,345,060 | 11,179,460 | 11,013,860 |
| Additional Profit | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 9.8% | 10.5% | 11.2% | 11.9% | 12.6% | 14.1% | 15.6% | 17.1% | 18.7% | 20.3% | 21.9% | 23.6% | 25.4% | 27.2% | 29.1% |
| | GDV | 3.0% | 3.2% | 3.4% | 3.6% | 3.8% | 4.2% | 4.5% | 4.9% | 5.3% | 5.7% | 6.0% | 6.4% | 6.8% | 7.2% | 7.5% |

## Supermarket

## Greenfield

**Supermarket**

| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | **3,614,163** | **3,572,663** | **3,551,913** | **3,531,163** | **3,510,413** | **3,489,663** | **3,468,913** | **3,448,163** | **3,427,413** | **3,406,663** | **3,385,913** | **3,365,163** | **3,344,413** | **3,323,663** | **3,302,913** |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| Benchmark Land Va | £/ha | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 |
| Residual Value | £/ha | 6,023,003 | 5,953,843 | 5,919,263 | 5,884,683 | 5,850,104 | 5,815,524 | 5,780,944 | 5,746,364 | 5,711,784 | 5,677,204 | 5,642,624 | 5,608,044 | 5,573,465 | 5,538,885 | 5,504,305 |
| Additional Profit | | 3,420,644 | | | | | | | | | | | | | | |
| | | 1,710 | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 1.1% | 1.7% | 2.3% | 2.8% | 3.4% | 4.0% | 4.6% | 5.3% | 5.9% | 6.5% | 7.1% | 7.8% | 8.4% | 9.1% |
| | GDV | 0.0% | 0.4% | 0.6% | 0.8% | 0.9% | 1.1% | 1.3% | 1.5% | 1.7% | 1.9% | 2.1% | 2.3% | 2.5% | 2.6% | 2.8% |

| CIL | £/m2 | 160 | 170 | 180 | 190 | 200 | 220 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | **3,282,163** | **3,261,413** | **3,240,663** | **3,219,913** | **3,199,163** | **3,157,663** | **3,116,163** | **3,074,663** | **3,033,163** | **2,991,663** | **2,950,163** | **2,908,663** | **2,867,163** | **2,825,663** | **2,784,163** |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| Benchmark Land Va | £/ha | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 |
| Residual Value | £/ha | 5,469,725 | 5,435,145 | 5,400,565 | 5,365,985 | 5,331,405 | 5,262,246 | 5,193,086 | 5,123,926 | 5,054,766 | 4,985,607 | 4,916,447 | 4,847,287 | 4,778,127 | 4,708,968 | 4,639,808 |
| Additional Profit | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 9.7% | 10.4% | 11.1% | 11.8% | 12.5% | 13.9% | 15.4% | 16.9% | 18.5% | 20.1% | 21.7% | 23.4% | 25.1% | 26.9% | 28.7% |
| | GDV | 3.0% | 3.2% | 3.4% | 3.6% | 3.8% | 4.2% | 4.5% | 4.9% | 5.3% | 5.7% | 6.0% | 6.4% | 6.8% | 7.2% | 7.5% |

## Brownfield

**Supermarket**

| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | **3,174,002** | **3,132,602** | **3,111,902** | **3,091,202** | **3,070,502** | **3,049,802** | **3,029,102** | **3,008,402** | **2,987,702** | **2,967,002** | **2,946,302** | **2,925,602** | **2,904,902** | **2,884,202** | **2,863,502** |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 5,289,474 | 5,220,481 | 5,185,984 | 5,151,488 | 5,116,991 | 5,082,495 | 5,047,998 | 5,013,502 | 4,979,005 | 4,944,509 | 4,910,012 | 4,875,515 | 4,841,019 | 4,806,522 | 4,772,026 |
| Additional Profit | | 1,733,858 | | | | | | | | | | | | | | |
| | | 867 | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 1.3% | 1.9% | 2.6% | 3.3% | 3.9% | 4.6% | 5.3% | 6.0% | 6.7% | 7.5% | 8.2% | 9.0% | 9.7% | 10.5% |
| | GDV | 0.0% | 0.4% | 0.6% | 0.8% | 0.9% | 1.1% | 1.3% | 1.5% | 1.7% | 1.9% | 2.1% | 2.3% | 2.5% | 2.6% | 2.8% |

| CIL | £/m2 | 160 | 170 | 180 | 190 | 200 | 220 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RESIDUAL VALUE** | Site | **2,842,802** | **2,822,102** | **2,801,402** | **2,780,702** | **2,760,002** | **2,718,602** | **2,677,202** | **2,635,802** | **2,594,402** | **2,553,002** | **2,511,602** | **2,470,202** | **2,428,802** | **2,387,402** | **2,346,002** |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 4,737,529 | 4,703,033 | 4,668,536 | 4,634,040 | 4,599,543 | 4,530,550 | 4,461,557 | 4,392,564 | 4,323,571 | 4,254,578 | 4,185,584 | 4,116,591 | 4,047,598 | 3,978,605 | 3,909,612 |
| Additional Profit | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 11.3% | 12.0% | 12.9% | 13.7% | 14.5% | 16.2% | 17.9% | 19.7% | 21.6% | 23.5% | 25.5% | 27.5% | 29.6% | 31.8% | 34.1% |
| | GDV | 3.0% | 3.2% | 3.4% | 3.6% | 3.8% | 4.2% | 4.5% | 4.9% | 5.3% | 5.7% | 6.0% | 6.4% | 6.8% | 7.2% | 7.5% |

## Retail Warehouse

## Greenfield

**Retail Warehouse**

| | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **CIL** | £/m2 | **0** | **20** | **30** | **40** | **50** | **60** | **70** | **80** | **90** | **100** | **110** | **120** | **130** | **140** | **150** | **160** | **170** | **180** | **190** | **200** | **220** | **240** | **260** | **280** | **300** | **320** | **340** | **360** | **380** | **400** |
| **RESIDUAL VALUE** | Site | **5,924,938** | **5,841,938** | **5,800,438** | **5,758,938** | **5,717,438** | **5,675,938** | **5,634,438** | **5,592,938** | **5,551,438** | **5,509,938** | **5,468,438** | **5,426,938** | **5,385,438** | **5,343,938** | **5,302,438** | **5,260,938** | **5,219,438** | **5,177,938** | **5,136,438** | **5,094,938** | **5,011,938** | **4,928,938** | **4,845,938** | **4,762,938** | **4,679,938** | **4,596,938** | **4,513,938** | **4,430,938** | **4,347,938** | **4,264,938** |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 |
| Benchmark Land Va | £/ha | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 | 419,250 |
| Residual Value | £/ha | 7,406,173 | 7,302,423 | 7,250,548 | 7,198,673 | 7,146,798 | 7,094,923 | 7,043,048 | 6,991,173 | 6,939,298 | 6,887,423 | 6,835,548 | 6,783,673 | 6,731,798 | 6,679,923 | 6,628,048 | 6,576,173 | 6,524,298 | 6,472,423 | 6,420,548 | 6,368,673 | 6,264,923 | 6,161,173 | 6,057,423 | 5,953,673 | 5,849,923 | 5,746,173 | 5,642,423 | 5,538,673 | 5,434,923 | 5,331,173 |
| Additional Profit | | 5,666,938 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 1,417 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 1.4% | 2.1% | 2.8% | 3.5% | 4.2% | 5.0% | 5.7% | 6.5% | 7.3% | 8.0% | 8.8% | 9.7% | 10.5% | 11.3% | 12.2% | 13.0% | 13.9% | 14.8% | 15.7% | 17.6% | 19.5% | 21.5% | 23.5% | 25.6% | 27.8% | 30.1% | 32.5% | 35.0% | 37.5% |
| | GDV | 0.0% | 0.6% | 0.8% | 1.1% | 1.4% | 1.7% | 1.9% | 2.2% | 2.5% | 2.8% | 3.0% | 3.3% | 3.6% | 3.9% | 4.1% | 4.4% | 4.7% | 5.0% | 5.2% | 5.5% | 6.1% | 6.6% | 7.2% | 7.7% | 8.3% | 8.8% | 9.4% | 9.9% | 10.5% | 11.0% |

## Brownfield

**Retail Warehouse**

| CIL | £/m2 | 0 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RESIDUAL VALUE | Site | 5,395,062 | 5,312,262 | 5,270,862 | 5,229,462 | 5,188,062 | 5,146,662 | 5,105,262 | 5,063,862 | 5,022,462 | 4,981,062 | 4,939,662 | 4,898,262 | 4,856,862 | 4,815,462 | 4,774,062 |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 6,743,828 | 6,640,328 | 6,588,578 | 6,536,828 | 6,485,078 | 6,433,328 | 6,381,578 | 6,329,828 | 6,278,078 | 6,226,328 | 6,174,578 | 6,122,828 | 6,071,078 | 6,019,328 | 5,967,578 |
| Additional Profit | | 3,475,062 | | | | | | | | | | | | | | |
| | | 869 | | | | | | | | | | | | | | |
| CIL as % | dual Value | 0.0% | 1.5% | 2.3% | 3.1% | 3.9% | 4.7% | 5.5% | 6.3% | 7.2% | 8.0% | 8.9% | 9.8% | 10.7% | 11.6% | 12.6% |
| | GDV | 0.0% | 0.6% | 0.8% | 1.1% | 1.4% | 1.7% | 1.9% | 2.2% | 2.5% | 2.8% | 3.0% | 3.3% | 3.6% | 3.9% | 4.1% |

| CIL | £/m2 | 160 | 170 | 180 | 190 | 200 | 220 | 240 | 260 | 280 | 300 | 320 | 340 | 360 | 380 | 400 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RESIDUAL VALUE | Site | 4,732,662 | 4,691,262 | 4,649,862 | 4,608,462 | 4,567,062 | 4,484,262 | 4,401,462 | 4,318,662 | 4,235,862 | 4,153,062 | 4,070,262 | 3,987,462 | 3,904,662 | 3,821,862 | 3,739,062 |
| Existing Use Value | £/ha | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Benchmark Land Va | £/ha | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 | 3,120,000 |
| Residual Value | £/ha | 5,915,828 | 5,864,078 | 5,812,328 | 5,760,578 | 5,708,828 | 5,605,328 | 5,501,828 | 5,398,328 | 5,294,828 | 5,191,328 | 5,087,828 | 4,984,328 | 4,880,828 | 4,777,328 | 4,673,828 |
| Additional Profit | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| CIL as % | dual Value | 13.5% | 14.5% | 15.5% | 16.5% | 17.5% | 19.6% | 21.8% | 24.1% | 26.4% | 28.9% | 31.4% | 34.1% | 36.9% | 39.8% | 42.8% |
| | GDV | 4.4% | 4.7% | 5.0% | 5.2% | 5.5% | 6.1% | 6.6% | 7.2% | 7.7% | 8.3% | 8.8% | 9.4% | 9.9% | 10.5% | 11.0% |

**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.
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- Local and Strategic Housing Market Assessments and Housing Needs Assessments

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