



# **Affordable Housing and Community Infrastructure Levy: Viability Study**

Prepared for  
London Borough of Barnet

September 2011

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# 1 Executive Summary

- 1.1 This study has been commissioned to provide an evidence base to inform London Borough of Barnet's Community Infrastructure Levy ('CIL') draft charging schedule, as required by Regulation 14 of the CIL Regulations April 2010 (as amended).
- 1.2 The study adopts the residual land valuation methodology to determine the potential ability of commercial and residential developments to make contributions through CIL. This is a standard methodology which is widely used throughout the development industry and for planning policy viability testing.
- 1.3 The results of our appraisals of commercial schemes indicates a range of CIL levels could be secured, depending upon the rent levels that can be achieved, as dictated by locational factors. It is unlikely that office and industrial rents will be sufficiently high to generate sufficient surpluses from which CIL contributions could be paid. However, retail floorspace is likely to generate sufficient residual land values from which the Council could secure CIL contributions. The maximum levels of CIL range from £136 per sq m to £925 per sq m.
- 1.4 Residential schemes also generate surpluses above existing use in some cases, although the picture varies significantly. In setting a residential CIL rate, the Council will need to be mindful of the potentially adverse impact upon affordable housing delivery if rates are set at too high a level.
- 1.5 We therefore recommend that in lower value wards, a CIL of £210 could be secured; £250 in medium value wards; and £350 in higher value wards. These rates leave a sufficient margin below the maximum viable levels to account for specific site related issues.

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## 2 Introduction

- 2.1 This study has been commissioned to provide an evidence base to inform London Borough of Barnet's Community Infrastructure Levy ('CIL') draft charging schedule, as required by Regulation 14 of the CIL Regulations April 2010 (as amended). The aims of the study are summarised as follows:
- a to test the impact upon the economics of residential development of a range of levels of CIL;
  - b to test the ability of commercial schemes to make a contribution towards infrastructure; and
  - c for residential schemes, to test CIL alongside the Council's pre-existing requirements for affordable housing, which were previously tested by BNP Paribas Real Estate<sup>1</sup>. Since undertaking this study, there have been considerable changes to affordable housing provision and the availability of public subsidy. This report considers the impact of these changes on viability.
- 2.2 In terms of methodology, we adopted the standard residual valuation approach to make appropriate comparisons and evaluations. However, due to the extent and range of financial variables involved in residual valuations, they can only ever serve as a guide. Individual site characteristics (which are unique), mean that blanket requirements and conclusions must always be tempered by a level of flexibility in application of policy requirements on a site by site basis. With CIL operating as a fixed tariff (the Council has elected not to enable the 'exceptional circumstances exemption'), any exceptional scheme circumstances may inevitably impact on the quantum or mix of affordable housing that can be provided.

### Policy Context

#### 2.3 The Policy Context

The CIL regulations state that in setting a charge, local authorities must aim to strike an appropriate balance between revenue maximisation on the one hand and the potentially adverse impact upon the viability of development on the other. The regulations also state that local authorities should take account of other sources of available funding for infrastructure when setting CIL rates. This report deals with viability only and does not consider other sources of funding.

Local authorities must consult relevant stakeholders on the nature and amount of any proposed CIL. Following consultation, a charging schedule must be submitted for independent examination.

The regulations allow a number of exemptions from CIL. Firstly, affordable housing and buildings with other charitable uses (if controlled by a charity) are subject to relief. Secondly, local authorities may, if they chose, elect to offer an exemption on proven viability grounds. The exemption would be available for 12 months, after which time viability of the scheme concerned would need to be reviewed. To be eligible for exemption, regulation 55 states that the Applicant must enter into a Section 106 agreement (and the costs of complying with the agreement must exceed the amount of CIL that would have been payable); and that the Authority must be satisfied that granting relief

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<sup>1</sup> *Affordable Housing Viability Study: Final Report (May 2010)*

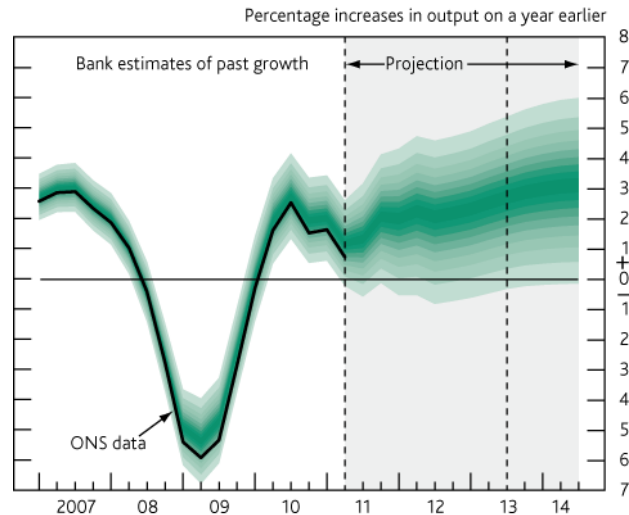
would not constitute state aid. As noted above, the Council will not be enabling this exemption.

The CIL regulations enable local authorities to set differential rates for different zones within which development would take place and also for different types of development. The 2010 regulations also set out very clear timescales for payment of CIL, which vary according to the size of the payment, which by implication is linked to the size of the scheme. The 2011 amendments to the regulations allow local authorities to set their own timescales for the payment of CIL if they chose to do so.

Several local authorities have undertaken viability assessments and have drafted a CIL charging schedule, which have been subject to examination in public. To date, no authority has yet completed this process and adopted a charging schedule, although Newark and Sherwood have received their Inspector's report and due to adopt CIL imminently.

### **Economic and housing market context**

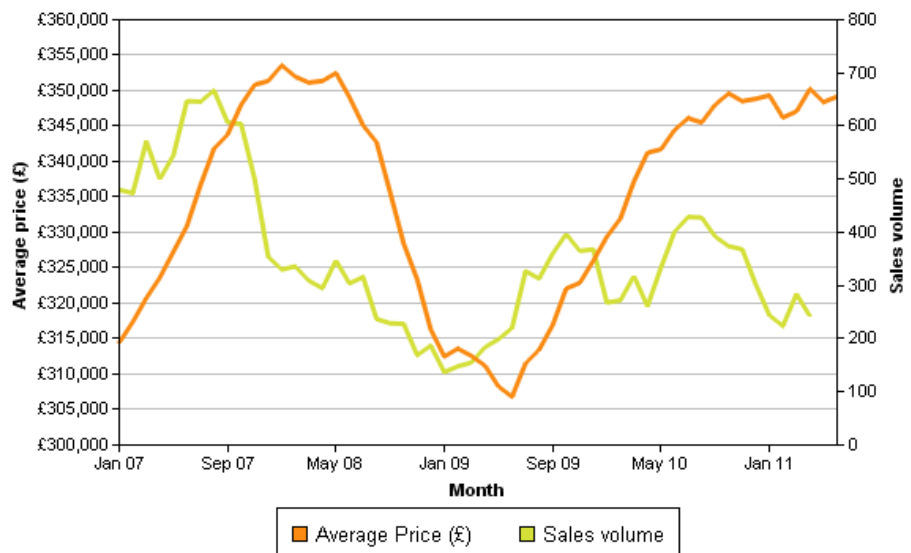
- 2.4 The historic highs achieved in the UK housing market by mid 2007 followed a prolonged period of real house price growth. However, a period of 'readjustment' began in the second half of 2007, triggered initially by rising interest rates and the emergence of the US sub prime lending problems in the last quarter of 2007. The subsequent reduction in inter-bank lending led to a general "credit crunch" including a tightening of mortgage availability. The real crisis of confidence, however, followed the collapse of Lehman Brothers in September 2008, which forced the government and the Bank of England to intervene in the market to relieve a liquidity crisis.
- 2.5 The combination of successive shocks to consumer confidence and the difficulties in obtaining finance led to a sharp reduction in transactions and a significant correction in house prices in the UK, which fell to a level some 21% lower than at their peak in August 2007 according to the Halifax House Price Index. Consequently, residential land values fell by some 50% from peak levels. One element of government intervention involved successive interest rate cuts and as the cost of servicing many people's mortgages is linked to the base rate, this financial burden has progressively eased for those still in employment. This, together with a return to economic growth early 2010 (see August 2011 Bank of England GDP fan chart below, showing the range of the Bank's predictions for GDP growth to 2014) has meant that consumer confidence has started to improve to some extent.



Source: Bank of England

- 2.6 Throughout the first half of 2010 there were some tentative indications that improved consumer confidence was feeding through into more positive interest from potential house purchasers. Against the background of a much reduced supply of new housing, this would lead one to expect some recovery in prices. However it is evident that this brief resurgence has abated, with the Nationwide and Halifax House Price Indices showing annual house price falls of 0.1% and 2.8% retrospectively in February 2011.
- 2.7 The balance of opinion is that house prices will remain flat in the short term, with continuing high levels of unemployment likely to result in increased repossessions and increased supply of homes into the market. At the same time, demand is expected to remain subdued, due to the continuing difficulties consumers face in securing mortgages.

#### House price and sales volume - Barnet London borough



Source: Land Registry

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- 2.8 According to Land Registry data residential sale prices in Barnet have recovered to a large extent, with prices climbing 13.6% between July 2009 (their lowest point in the recession) to April 2011. At that time, values were just 1% below their January 2008 peak level, suggesting a strong recovery in Barnet. Since April 2011, however, values have fallen back by 0.5% to June 2011.
- 2.9 Wider current housing market conditions present a difficult context within which the Council is testing the ability of sites to generate funding for infrastructure through CIL. After the adoption of the CIL charging schedule, however, the Council may review the CIL charging schedule to reflect improvements in market conditions. We understand that the Council intends to review its Charging Schedule after four years.
- 2.10 Medium term predictions are that properties in mainstream markets (i.e. non-prime) will return to growth in 2012. For example, Savills Research<sup>2</sup> predicts that non-prime values in London will fall by 1% in 2011, but increase by 6% in 2012, 8% in 2013, 7.5% in 2014 and 6% in 2015. This equates to cumulative growth of 29.1% between 2011-2015 inclusive.

### **Local Policy context**

- 2.11 The Council has calculated its Infrastructure requirements, indicating a requirement for funding of circa £19.69 million over the next 4 years, relating to the delivery of 2,041 additional homes.
- 2.12 In addition to financing infrastructure, the Council expects residential developments to provide a mix of affordable housing tenures, sizes and types to help meet identified housing needs and contribute to the creation of mixed, balanced and inclusive communities. The precise number, tenure, size and type of affordable units will be negotiated to reflect identified needs and economic viability, having regard to draft Core Strategy Policy CS4: Providing quality homes and housing choice in Barnet that sets a strategic Borough-wide 30% affordable housing target. In circumstances where site specific or market factors affect scheme viability, developers will be expected to provide viability assessments to demonstrate that the offered level of affordable housing is the maximum viable amount.

### **Development context**

- 2.13 Sites in the Borough are developed with a range of styles and densities, reflecting the types of land available and public transport accessibility (which varies significantly). Development sites in the Borough range from existing retail; offices; redevelopment of existing residential; and major regeneration sites. Over the past decade, development proposals in the Borough have increased in density, with the densest schemes located in the regeneration and town centre areas.

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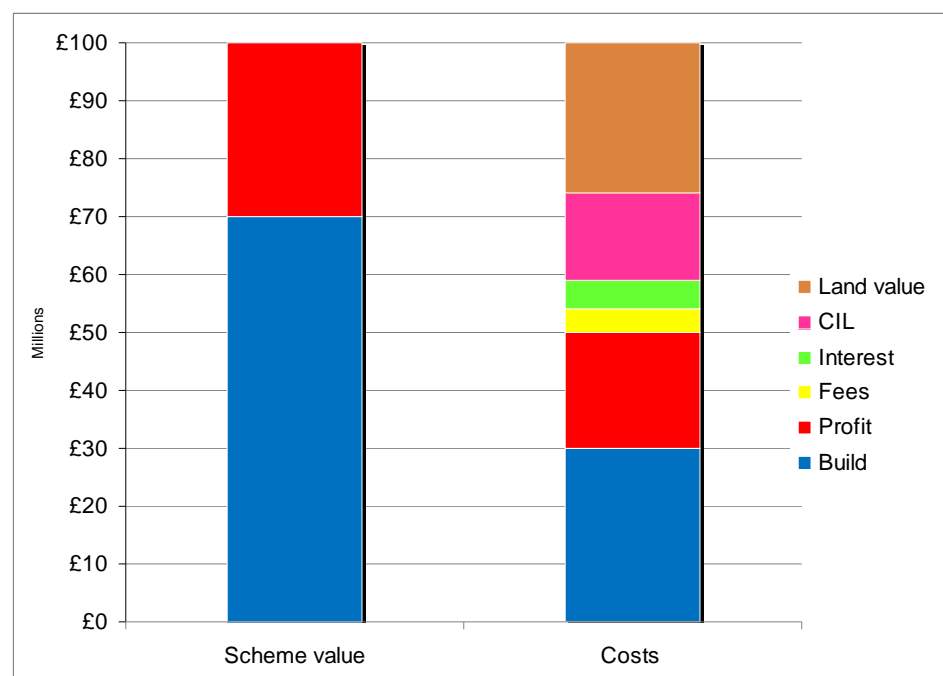
<sup>2</sup> *Savills Research: Residential Property Focus, May 2011*

## 3 Methodology

- 3.1 Our methodology follows standard development appraisal conventions, using assumptions that reflect local market and planning policy circumstances. The study is therefore specific to Barnet and reflects the policy requirements set out in the Core Strategy.

### Approach to testing development viability

- 3.2 Appraisal models can be summarised via the following diagram. The total scheme value is calculated, as represented by the left hand bar. This includes the sales receipts from the private housing and the payment from a Registered Social Landlord ('RSL') for the affordable housing units. The model then deducts the build costs, fees, interest, CIL (at varying levels) and developer's profit. A 'residual' amount is left after all these costs are deducted – this is the land value that the Developer would pay to the landowner. The residual land value is represented by the brown portion of the right hand bar in the diagram.



- 3.3 The Residual Land Value is normally a key variable in determining whether a scheme will proceed. If a proposal generates sufficient positive land value, it will be implemented. If not, the proposal will not go ahead, unless there are alternative funding sources to bridge the 'gap'.
- 3.4 When running a development appraisal, it is necessary to identify the key variables – sales values, costs etc – with some degree of accuracy in advance of implementation of a scheme. Even on the basis of the standard convention that current values and costs are adopted (not values and costs on completion), this can be very difficult. Problems with key appraisal variables can be summarised as follows:
- development costs are subject to national and local monitoring and can be reasonably accurately assessed in 'normal' circumstances. In boroughs like Barnet, many sites will be previously developed. These sites can sometimes encounter 'exceptional' costs such as decontamination. Such



costs can be very difficult to anticipate before detailed site surveys are undertaken;

- development value and costs will also be significantly affected by assumptions about the nature and type of affordable housing provision and other Planning Obligations. In addition, on major projects, assumptions about development phasing; and infrastructure required to facilitate each phase of the development will affect residual values. Where the delivery of the obligations are deferred, the less the real cost to the applicant (and the greater the scope for increased affordable housing and other planning obligations). This is because the interest cost is reduced if the costs are incurred later in the development cashflow; and
  - while Developer's Profit has to be assumed in any appraisal, its level is closely correlated with risk. The greater the risk, the higher the profit level required by lenders. While profit levels were typically up to around 15% of completed development value at the peak of the market in 2007, banks now require schemes to show a higher profit to reflect the current risk. We do not know when and if profit levels may begin to fall back.
- 3.5 Ultimately, the landowner will make a decision on implementing a project on the basis of return and the potential for market change, and whether alternative developments might yield a higher value. The landowner's 'bottom line' will be achieving a residual land value that sufficiently exceeds 'existing use value' or other appropriate benchmark to make development worthwhile. Margins above EUV may be considerably different on individual sites, where there might be particular reasons why the premium to the landowner should be lower or higher than other sites.
- 3.6 Developers will seek to mitigate the impact of 'unknown' development issues through the following strategies:
- When negotiating with the landowner, the developer will either attempt to reflect planning requirements in the offer for the land, or seek to negotiate an option, or complete a deal 'subject to planning' which will enable any additional unknown costs to be passed on to the landowner. It should be noted that such arrangements are not always possible. Ultimately, the landowner meets the cost through reduced land value, providing the basic condition for Residual Land Value to exceed existing use value (plus landowners' margin) or other appropriate benchmark is met; and/or,
  - The developer will seek to build in sufficient tolerance into the development appraisal to offset risks including, for example, design development where costs might be incurred to satisfy planning and design requirements etc. It would also be normal to have a contingency allowance which would generally equate to 2% to 5% of build costs.
  - The extent to which developers can successfully mitigate against all risks depends largely on the degree to which developers have to compete to purchase sites. In a competitive land market, the developer who is prepared to build in less contingency to mitigate against planning and development risks is likely to offer the winning bid.
- 3.7 Clearly, however, landowners have expectations of the value of their land which often exceed the value of the existing use. CIL will be a cost to the scheme and will impact on the residual land value. Ultimately, if landowners' expectations are not met, they will not voluntarily sell their land and (unless a Local Authority is prepared to use its compulsory purchase powers) some may simply hold on to their sites, in the hope that policy may change at some future point with reduced requirements. It is within the scope of those expectations

that developers have to formulate their offers for sites. The task of formulating an offer for a site is complicated further still during buoyant land markets, where developers have to compete with other developers to secure a site, often speculating on continued rises in value.

### Viability benchmark

- 3.8 The CIL Regulations provide no specific guidance on how local authorities should test the viability of their proposed charges. However, there is a range of good practice generated by both the Homes and Communities Agency and appeal decisions that assist in guiding planning authorities on how they should approach viability testing for planning policy purposes.
- 3.9 In 2009, the Homes and Communities Agency published a good practice guidance manual 'Investment and Planning Obligations: Responding to the Downturn'. This defines viability as follows: *"a viable development will support a residual land value at level sufficiently above the site's existing use value (EUV) or alternative use value (AUV) to support a land acquisition price acceptable to the landowner"*.
- 3.10 A number of planning appeal decisions provide guidance on the extent to which the residual land value should exceed existing use value to be considered viable:

**Barnet & Chase Farm: APP/Q5300/A/07/2043798/NWF**

*"the appropriate test is that the value generated by the scheme should exceed the value of the site in its current use. The logic is that, if the converse were the case, then sites would not come forward for development"*

**Bath Road, Bristol: APP/P0119/A/08/2069226**

*"The difference between the RLV and the existing site value provides a basis for ascertaining the viability of contributing towards affordable housing."*

**Beckenham: APP/G5180/A/08/2084559**

*"without an affordable housing contribution, the scheme will only yield less than 12% above the existing use value, 8% below the generally accepted margin necessary to induce such development to proceed."*

**Oxford Street, Woodstock: APP/D3125/A/09/2104658**

*"The main parties' valuations of the current existing value of the land are not dissimilar but the Appellant has sought to add a 10% premium. Though the site is owned by the Appellants it must be assumed, for valuation purposes, that the land is being acquired now. It is unreasonable to assume that an existing owner and user of the land would not require a premium over the actual value of the land to offset inconvenience and assist with relocation. The Appellants addition of the 10% premium is not unreasonable in these circumstances."*

- 3.11 It is clear from the planning appeal decisions above and HCA good practice publication that the most appropriate test of viability for planning policy purposes is to consider the residual value of schemes compared to the existing use value plus a premium. As discussed later in this report, our study adopts a premium above EUV as a viability benchmark.
- 3.12 It is important to stress that there is no single threshold land value at which land will come forward for development. The decision to bring land forward will depend on the type of owner and, in particular, whether the owner occupies the site or holds it as an asset; the strength of demand for the site's

current use in comparison to others; how offers received compare to the owner's perception of the value of the site, which in turn is influenced by prices achieved by other sites. Given the lack of a single threshold land value, it is difficult for policy makers to determine the minimum land value that sites should achieve.

## Overview of key appraisal variables

- 3.13 The key variables in any development appraisal are as follows:
- 3.14 **Sales values:** Sales values for residential and the investment value of commercial rents will vary between local authority areas (and within local authority areas) and are constantly changing. Developers will try to complete schemes in a rising or stable market, but movements in sales values are a development 'risk'. During times of falling house prices, local authorities may need to apply their policy requirements flexibly, or developers may cease bringing sites forward.
- 3.15 **Density:** Density is an important determinant of development value. Higher density development results in a higher quantum of units than a lower density development on the same site, resulting in an increase in gross development value. However, high density development often results in higher development costs, as a result of the need to develop taller buildings, which are more expensive to build than lower rise buildings and the need to often provide basements for car parking and plant. It should therefore not *automatically* be assumed that higher density development results in higher residual land values; while the gross development value of such schemes may be higher, this can be partially offset by increased build costs.
- 3.16 **Gross to net floor space:** The gross to net ratio measures the ratio of saleable space (ie the area inside residential units) compared to the total area of the building (ie including the communal spaces, such as entrance lobbies and stair and lift cores). The higher the density, the lower the gross to net floor space ratio; in taller flatted schemes, more floor space is taken up by common areas and stair and lift cores, and thus less space is available for renting or sale.
- 3.17 **Base construction costs:** While base construction costs will be affected by density and may be affected by other factors, such as flood risk, ground conditions etc., they are well documented and can be reasonably accurately determined in advance by the developer.
- 3.18 **Exceptional costs:** Exceptional costs can be an issue for development viability on previously developed land. Exceptional costs relate to works that are 'atypical', such as remediation of sites in former industrial use and that are over and above standard build costs. However, for the purposes of this exercise, it is not possible to provide a reliable estimate of what exceptional costs would be, as they will differ significantly from site to site. Our analysis therefore excludes exceptional costs, as to apply a blanket allowance would generate misleading results. An 'average' level of costs for decontamination, flood risk mitigation and 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.

- 3.19 **Developer's Profit:** Following standard practice, developer profits are based on an assumed percentage of gross development value. While developer profit ranged from 15% to 17% of private housing gross development value in 2007 (and 6% on the affordable housing), banks currently require a scheme to show higher profits. Higher profits reflect levels of perceived and actual risk. The higher the potential risk, the higher the profit margin in order to offset those risks. At the current time, development risk is high. This is unlikely to change in the first few years after the adoption of the Charging Schedule but should be kept under review thereafter. If conditions improve, it is possible (but by no means guaranteed) that banks will relax their lending criteria and reduce the amount of profit they require schemes to achieve.

### Existing Use Value

- 3.20 Existing Use Value ("EUV") Alternative Use Value ("AUV") and acquisition costs are key considerations in the assessment of development economics. Clearly, there is a point where the Residual Land Value (what the landowner receives from a developer) that results from a scheme may be less than the land's existing use value. Existing use values can vary significantly, depending on the demand for the type of building relative to other areas. Similarly, subject to planning permission, the potential development site may be capable of being used in different ways – as a hotel rather than residential for example; or at least a different mix of uses. EUV / AUV is effectively a 'bottom line' in a financial sense and a therefore a key factor in this study.
- 3.21 Our original Affordable Housing Viability Study arrived at a broad judgement on the likely existing use value of four main types of site; namely office, residential land, industrial and community uses. In each case, our estimates assumed that the landowner has made a judgement that the current use does not yield an optimum use of the site; for example, it has many fewer storeys than neighbouring buildings; or there is a general lack of demand for the type of space, resulting in low rentals, high yields and high vacancies (or in some cases no occupation at all over a lengthy period). We would not expect a building which makes optimum use of a site and that is attracting a reasonable rent to come forward for development, as residual value may not exceed existing use value in these circumstances.
- 3.22 In considering the value of commercial property, it is necessary to understand the concept of 'yields'. Yields form the basis of the calculation of a building's capital value, based on the net rental income that it generates. Yields are used to calculate the capital value of any building type which is rented, including both commercial and residential uses. Yields are used to calculate the number of times that the annual rental income will be multiplied to arrive at a capital value. Yields reflect the confidence of a potential purchaser of a building in the income stream (i.e. the rent) that the occupant will pay. They also reflect the quality of the building and its location, as well as general demand for property of that type. The lower the covenant strength of the occupier (or potential occupiers if the building is currently vacant), and the poorer the location of the building, the greater the risk that the tenant may not pay the rent. If this risk is perceived as being high, the yield will be high, resulting in a lower number of years rent purchased (i.e. a lower capital value).
- 3.23 Over the past three years, yields for commercial property have 'moved out' (i.e. increased), signalling lower confidence in the ability of existing tenants to pay their rent and in future demand for commercial space. This has the effect

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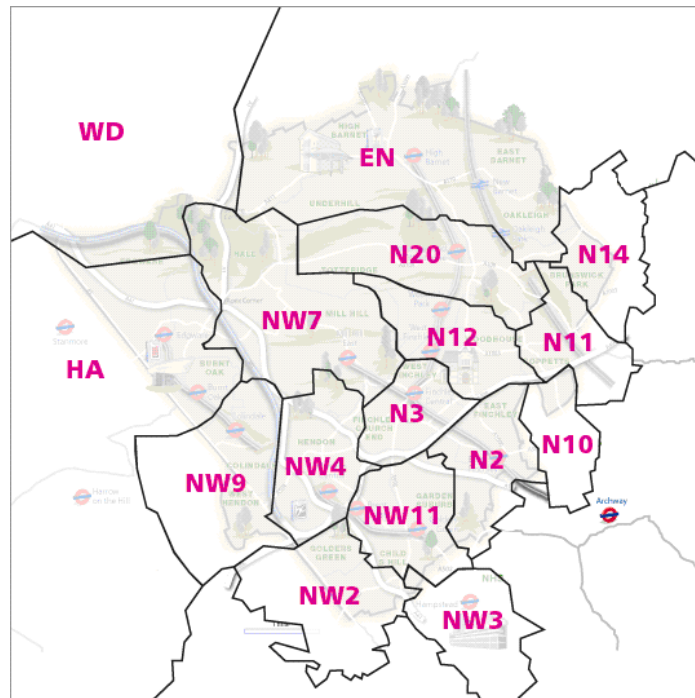
of depressing the capital value of commercial space. However, as the economy recovers, we would expect yields to improve (i.e. decrease), which will result in increased capital values. Consequently, EUVs might increase, increasing the base value of sites that might come forward, which may have implications for the amounts of CIL that developments can yield.

- 3.24 Redevelopment proposals that generate residual land values below EUV plus an appropriate margin to the landowner are unlikely to be delivered. While any such thresholds are only a guide in 'normal' development circumstances, it does not imply that individual landowners, in particular financial circumstances, will not bring sites forward at a lower return or indeed require a higher return. It is simply indicative. If proven existing use value justifies a higher EUV than those assumed, then appropriate adjustments may be necessary. Similarly, the margin above EUV that individual landowners may require will inevitably vary. As such, Existing Use Values should be regarded as benchmarks rather than definitive fixed variables on a site by site basis.
- 3.25 The EUVs used in this study therefore give a broad indication of likely land values across the Borough, but it is important to recognise that other site uses and values may exist on the ground. There can never be a single threshold land value at which we can say definitively that land will come forward for development.

## 4 Commercial development

- 4.1 CIL can apply to all types of development across the Borough, including commercial development. We have tested the ability of generic commercial developments to generate sufficient 'surplus' value to fund CIL contributions.
- 4.2 For the purpose of this exercise, we have assumed that each generic development involves an intensification of existing use. The existing floorspace forms the base site value that must be bettered by the replacement scheme. If the replacement scheme generated a lower value than the existing building due to the imposition of CIL, clearly the development would not proceed.
- 4.3 We have examined comparable data on all lettings of commercial space between January 2009 and July 2011 published by Focus (a database of commercial lettings), including new and second hand commercial space across the Borough, by postcode area, as illustrated in Figure 4.3 below.

**Figure 4.3: Postcode sectors within Barnet**



- 4.4 To identify any variations in capital values of commercial floorspace across the Borough, we grouped the comparable data by postcode sector. This information enables us to determine whether the viability of commercial development varies significantly between areas and, if it does, whether differential rates of CIL ought to be considered. The results of this analysis are summarised in Table 4.4.1. Average rents for each use type are shown in Table 4.4.2.

**Table 4.4.1 Commercial rent ranges by postcode sector**

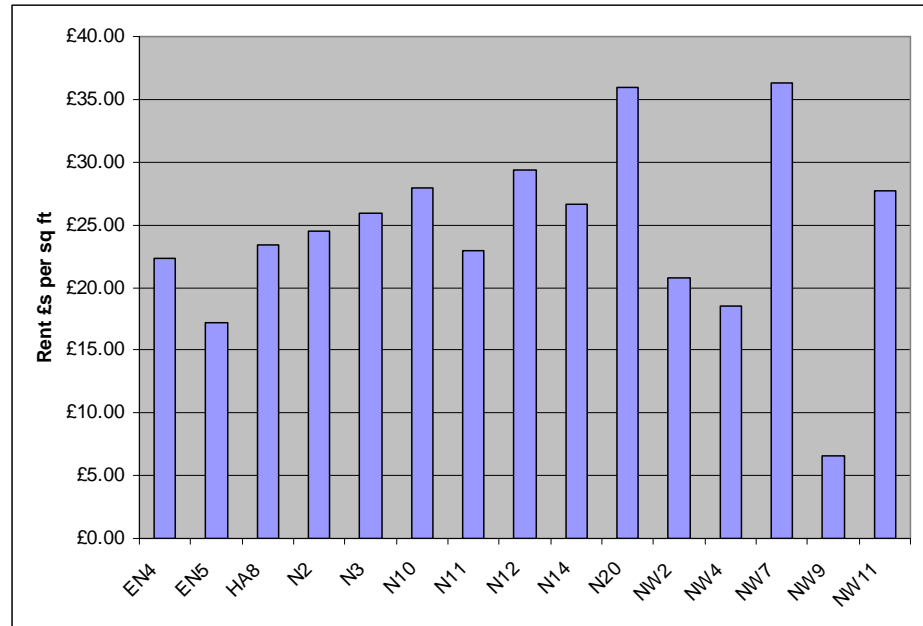
| Postcode sector | Retail          | Industrial/warehouse | B1 offices      |
|-----------------|-----------------|----------------------|-----------------|
| EN4             | £17.37 - £30.21 | n/a                  | £22.71          |
| EN5             | £17.18          | n/a                  | £12.55 - £21.00 |
| HA8             | £15.00 - £30.49 | £10.08               | £19.69          |
| N2              | £10.23 - £42.11 | n/a                  | n/a             |
| N3              | £19.73 - £34.78 | £7.77                | £14.18 - £18.97 |
| N10             | £28.00          | n/a                  | n/a             |
| N11             | £8.54 - £33.33  | £6.67 - £7.25        | n/a             |
| N12             | £12.86 - £46.67 | £11.00               | £13.00 - £17.40 |
| N14             | £26.58          | n/a                  | n/a             |
| N20             | £29.47 - £43.80 | n/a                  | £22.29 - £26.39 |
| NW2             | £14.07 - £27.50 | n/a                  | n/a             |
| NW4             | £13.10 - £23.00 | n/a                  | £12.59 - £20.48 |
| NW7             | £28.19 - £44.49 | n/a                  | £21.03          |
| NW9             | £6.54           | n/a                  | £25.00          |
| NW11            | £24.33 - £31.13 | n/a                  | £11.92 - £26.97 |

n/a – no lettings of this use type within this postcode sector

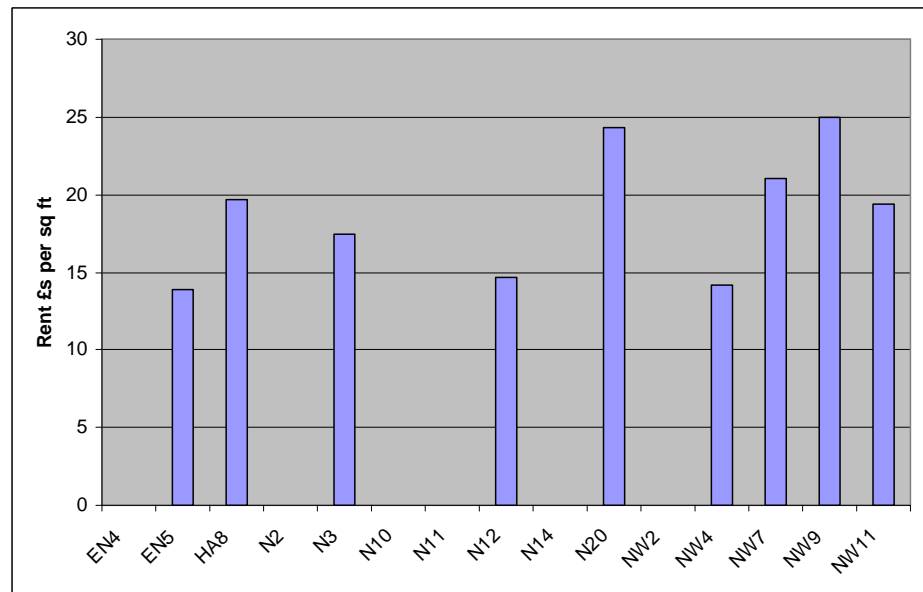
**Table 4.4.1 Average commercial rents by postcode sector**

| Postcode sector | Retail | Industrial/warehouse | B1 offices |
|-----------------|--------|----------------------|------------|
| EN4             | £22.29 | n/a                  | n/a        |
| EN5             | £17.18 | n/a                  | £13.85     |
| HA8             | £23.45 | £10.08               | £19.69     |
| N2              | 24.51  | n/a                  | n/a        |
| N3              | £25.90 | £7.77                | £17.42     |
| N10             | 28     | n/a                  | n/a        |
| N11             | 22.98  | 6.96                 | n/a        |
| N12             | 29.43  | 11                   | 14.69      |
| N14             | 26.58  | n/a                  | n/a        |
| N20             | 35.94  | n/a                  | 24.34      |
| NW2             | 20.78  | n/a                  | n/a        |
| NW4             | 18.48  | n/a                  | 14.14      |
| NW7             | 36.34  | n/a                  | 21.03      |
| NW9             | 6.54   | n/a                  | 25         |
| NW11            | 27.73  | n/a                  | 19.35      |

**Figure 4.4.1: Average retail rents by postcode sector**

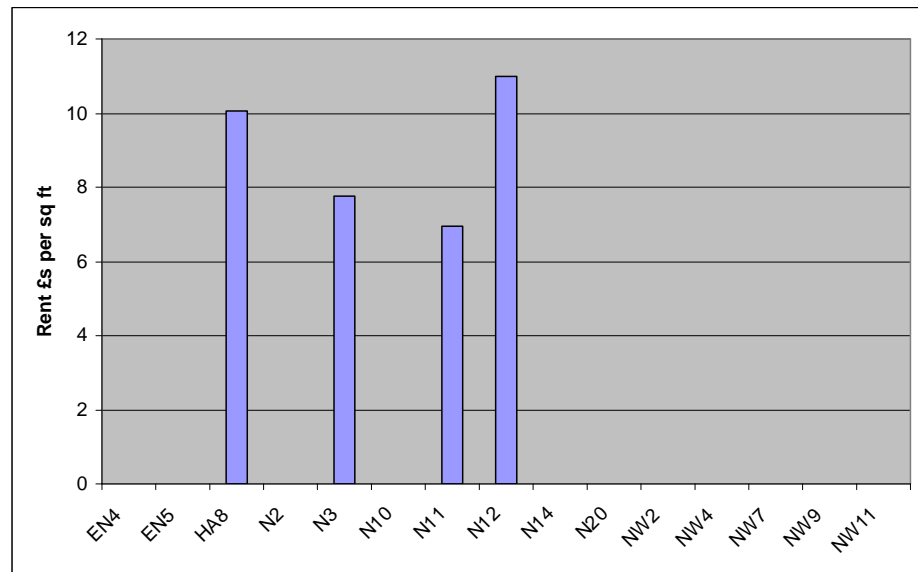


**Figure 4.4.2: Average office rents by postcode sector**





**Figure 4.4.3: Average industrial rents by postcode sector**



- 4.5 Based on the evidence above, we have adopted a range of rent levels to calculate capital values of commercial floorspace. For retail rents, we have assumed an overall range of £20 to £35 per sq ft (our judgement being that the letting in NW9 at £6.54 is an anomaly). For office rents, we have assumed an overall range of between £15 and £25 per sq ft. For industrial rents, we have assumed a range of £7 to £11 per sq ft. The rents assumed for each postcode sector are summarised in tables 4.5.1 to 4.5.3. Where no lettings of a particular use were completed in a particular postcode sector, commercial space is assumed to attract the lowest rent in the range. These postcode sectors are denoted with an asterisk.

**Table 4.5.1: rents assumed in retail appraisals**

| £20 psf | £25 psf | £30 psf | £35 psf |
|---------|---------|---------|---------|
| NW9     | N11     | N10     | N20     |
| NW4     | N2      | N12     | NW7     |
| NW2     | N14     | NW11    |         |
| EN4     | N3      |         |         |
| EN5     |         |         |         |
| HA8     |         |         |         |

**Table 4.5.1: rents assumed in office appraisals**

| £15 psf | £20 psf | £25 psf |
|---------|---------|---------|
| N12     | NW7     | N20     |
| NW4     | NW11    | NW9     |
| EN5     | HA8     |         |
| EN4*    |         |         |
| N2*     |         |         |
| N3      |         |         |
| N10*    |         |         |
| N11*    |         |         |
| N14*    |         |         |
| NW2*    |         |         |

**Table 4.5.1: rents assumed in industrial appraisals**

| £7 psf | £11 psf |
|--------|---------|
| N11    | N12     |
| N2*    | HA8     |
| N3*    |         |
| N10*   |         |
| N14*   |         |
| N20*   |         |
| NW2*   |         |
| NW4*   |         |
| NW7*   |         |
| NW9*   |         |
| NW11*  |         |
| EN4    |         |
| EN5    |         |

- 4.6 We have adopted the following capitalisation yields:
- Retail rents capitalised at 7% yield;
  - Office rents capitalised at 7.5% yield; and
  - Industrial rents capitalised at 9% yield.
- 4.7 We have relied upon the RICS *Building Cost Information Service* for commercial build costs. BCIS reports that the mean average build cost for retail space as at the 3<sup>rd</sup> quarter of 2011 is £901 per sq m; £758 for industrial floorspace; and £1,305 per sq m for office floorspace.
- 4.8 Our appraisals assume further cost allowances of 7% of costs for professional fees; 10% letting fee; Developer's profit of 20% on cost; and 6.5% finance costs. We assume a 12 month build period with a 6 month letting void and 12 month rent free period.
- 4.9 Each appraisal assumes that 15,000 sq ft (or 1,394 sq m) of qualifying space (i.e. in floorspace in excess of existing space, which qualifies for CIL) is added to each site.
- 4.10 Our appraisals assume that each site has pre-existing commercial floorspace totalling 15,000 sq ft (or 1,394 sq m) and that the rents achievable equate to two thirds of the rents assumed for new build floorspace (£13.20, £16.50, £19.80 and £23.10 respectively for retail; £9.90, £13.20 and £16.50 respectively for offices; and £4.62 and £7.26 respectively for industrial. The existing use values generated by capitalising these rents are shown in table 4.10.1. A 15% premium is added to the existing use values to incentivise the landowner to bring forward the development.

**Table 4.10.1: commercial existing use values**

| Use        | New build rent level<br>£s per sq<br>ft | Current building rent level<br>£s per sq<br>ft | Yield | Existing Use Value<br>£ millions |
|------------|---|--|-------|----------------------------------|
| Retail     | £20                                     | £13.20   | 8%    | £2.48 m                          |
|            | £25                                     | £16.50   | 8%    | £3.09 m                          |
|            | £30                                     | £19.80   | 8%    | £3.71 m                          |
|            | £35                                     | £23.10   | 8%    | £4.33 m                          |
| Office     | £15                                     | £9.90  | 8.5%  | £1.75 m                          |
|            | £20                                     | £13.20   | 8.5%  | £2.33 m                          |
|            | £25                                     | £16.50   | 8.5%  | £2.91 m                          |
| Industrial | £7                                      | £4.62  | 10%   | £0.69 m                          |
|            | £11                                     | £7.26  | 10%   | £1.09 m                          |

- 4.11 The residual site values under each of the rental scenarios is shown in table 4.11.1 below. The residual site values are compared to the existing use value (plus premium) to determine the amount of 'surplus' value that would be generated.
- 4.12 The results indicate that, with the exception of retail development, commercial development is unlikely to be able to support CIL contributions unless there is a significant increase in office rents. Given the substantial amount of stock available for letting in suburban London boroughs, significant increases in rent levels are unlikely over the next four years.

**Table 4.11.1: Residual site values compared to existing use values**

| Use        | New build rent level<br>£s per sq ft | Residual site value<br>£ millions | Existing Use Value<br>£ millions | Surplus value available to fund CIL<br>£ millions | Surplus value per qualifying square metre |
|------------|--------------------------------------|-----------------------------------|----------------------------------|---|---|
| Retail     | £20                                  | £2.49 m                           | £2.85 m                          | n/a   | n/a                                       |
|            | £25                                  | £3.75 m                           | £3.56 m                          | £0.19 m   | £136                                      |
|            | £30                                  | £5.00 m                           | £4.27 m                          | £0.73 m   | £524                                      |
|            | £35                                  | £6.27 m                           | £4.98 m                          | £1.29 m   | £925                                      |
| Office     | £15                                  | -£0.40m                           | £2.01 m                          | n/a   | n/a                                       |
|            | £20                                  | £0.73 m                           | £2.68 m                          | n/a   | n/a                                       |
|            | £25                                  | £1.83 m                           | £3.35 m                          | n/a   | n/a                                       |
| Industrial | £7                                   | -£0.95 m                          | £0.80 m                          | n/a   | n/a                                       |
|            | £11                                  | -£0.18 m                          | £1.25 m                          | n/a   | n/a                                       |

- 4.13 The results indicate that, with the exception of retail development, commercial development is unlikely to be able to support CIL contributions unless there is

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a significant increase in office rents. Given the substantial amount of stock available for letting in suburban London boroughs, significant increases in rent levels are unlikely over the next four years.

### Leisure uses (D2)

- 4.14 Given that a vast majority of D2 uses do not generate sufficient income streams to cover their costs of construction (swimming pools being a typical example), it does not appear likely that there is any significant scope for raising CIL against this use.

### Recommended maximum levels of CIL

- 4.15 In light of the results above, we recommend a **zero rate** on office and industrial development.
- 4.16 CIL is likely to be viable on retail development where rents exceed around £25 per sq ft. The *maximum* level of CIL that are likely to be viable are as follows:
- N11, N2 and N14 postcode sectors: up to £136 per sq m;
  - N10, N12 and NW11 postcode sectors: up to £524 per sq m; and
  - N20 and NW7 postcode sectors: up to £925 per sq m.
- 4.17 In setting a rate of CIL for retail development, we could advise the Council to be mindful of the limitations of development appraisals and the scope for site specific circumstances to produce a significantly different result. There is a need for a margin to account for these circumstances, as well as leaving scope for payment of the Mayoral CIL.
- 4.18 The Council's estimated CIL rate of £210 per sq m (or £245 incorporating the Mayoral CIL) appear to be comfortable in the N10, N12, NW11, N20 and NW7 postcode areas. However, a lower rate would need to be set in the N11, N2 and N14 postcode sectors, where the maximum level of CIL is considerably lower.
- 4.19 Although we have not explicitly tested the viability of community use, our experience indicates that this type of use always requires cross-subsidy from another use, or some form of public subsidy to be financially viable. We would recommend that the Council sets a zero CIL on community uses.

## 5 Affordable housing viability update

- 5.1 This section considers the ability of residential sites across the Borough to make contributions to CIL by using an update to the appraisals adopted in the Council's Affordable Housing Viability Study (May 2010). The variables adopted in that study had a base date of February 2010.
- 5.2 Since the study was completed, the government has introduced major changes to the delivery of affordable housing by substantially reducing the grant funding budget and introducing a new tenure ('Affordable Rent'), with rents set at up to 80% of market rents (including service charges). The Government's intention is that enhanced rental streams will enable RSLs to raise a higher loan against the stock and avoid substantial reductions to the price they pay for completed units. The updated appraisals also consider the impact of the new Affordable Rent tenure.

### Commentary on appraisal variables

- 5.3 This section summarises the individual assumptions used in the appraisals, including updates where necessary. Many variables remain unchanged from the May 2010 Viability Study, as market conditions have not changed markedly enough to shift the risk profile of residential development.

### Residential Sales Values

- 5.4 As noted in Section 2, residential values in the Borough reflect national trends in recent years in terms of a significant decrease, but have recovered much more strongly than outside London (and indeed than many other London boroughs). Our research and consultation with local agents on transacted property values at the base date of February 2010 indicated that sales values at that time ranged from £2,700 per sq m to £10,770 per sq m, as shown in table 5.4.1. Values are now at 98.75% of their 2007 peak level, suggesting a range today of between £3,200 per sq m to £12,762 per sq m.

**Table 5.4.1: Sales values (£s per square metre)**

| Ward                | 2011  |        | 2007  |        |
|---------------------|-------|--------|-------|--------|
|                     | Min   | Max    | Low   | High   |
| Brunswick Park      | 4,467 | 6,387  | 4,524 | 6,468  |
| Burnt Oak           | 3,200 | 5,747  | 3,240 | 5,820  |
| Childs Hill         | 5,107 | 7,655  | 5,172 | 7,752  |
| Colindale           | 3,200 | 5,747  | 3,240 | 5,820  |
| Coppetts            | 5,107 | 7,655  | 5,172 | 7,752  |
| East Finchley       | 6,387 | 12,762 | 6,468 | 12,924 |
| East Barnet         | 4,467 | 5,747  | 4,524 | 5,820  |
| Edgware             | 3,200 | 5,747  | 3,240 | 5,820  |
| Finchley Church End | 6,067 | 9,575  | 6,144 | 9,696  |

| Ward          | 2011  |        | 2007  |        |
|---------------|-------|--------|-------|--------|
| Garden Suburb | 4,467 | 6,387  | 4,524 | 6,468  |
| Golders Green | 6,067 | 12,762 | 6,144 | 12,924 |
| Hale          | 3,200 | 5,747  | 3,240 | 5,820  |
| Hendon        | 4,467 | 5,747  | 4,524 | 5,820  |
| High Barnet   | 3,828 | 10,594 | 3,876 | 10,728 |
| Mill Hill     | 4,467 | 6,387  | 4,524 | 6,468  |
| Oakleigh      | 4,467 | 6,387  | 4,524 | 6,468  |
| Totteridge    | 4,467 | 6,387  | 4,524 | 6,468  |
| Underhill     | 3,828 | 10,594 | 3,876 | 10,728 |
| West Finchley | 6,067 | 9,575  | 6,144 | 9,696  |
| West Hendon   | 4,467 | 6,387  | 4,524 | 6,468  |
| Woodhouse     | 5,107 | 7,655  | 5,172 | 7,752  |

## Unit mix

- 5.5 Unit mix assumptions remain unchanged from our 2010 study. Unit mix will vary with density, with a greater proportion of houses than flats in lower density schemes, and the reverse in higher density schemes. Table 5.5.1 shows the density assumed in our appraisal models, which is informed by the Council's Housing Needs Survey and the North London Strategic Market Assessment.

**Table 5.5.1: Unit mixes - all tenures**

| Density (units per hectare) | 1 bed flat | 2 bed flat | 3 bed flat | 4 bed flat | 2 bed house | 3 bed house | 4 bed house |
|-----------------------------|------------|------------|------------|------------|-------------|-------------|-------------|
| 40                          | -          | -          | -          | -          | 40%         | 35%         | 25%         |
| 70                          | -          | 20%        | -          | -          | 30%         | 30%         | 20%         |
| 100                         | 20%        | 20%        | 20%        | -          | 20%         | 15%         | 5%          |
| 130                         | 25%        | 25%        | 20%        | -          | 15%         | 10%         | 5%          |
| 160                         | 30%        | 35%        | 20%        | 5%         | 5%          | 5%          | -           |
| 190                         | 30%        | 35%        | 25%        | 10%        | -           | -           | -           |
| 220                         | 30%        | 30%        | 25%        | 15%        | -           | -           | -           |
| 250                         | 30%        | 35%        | 25%        | 10%        | -           | -           | -           |

## Density

- 5.6 Density assumptions remain unchanged from our 2010 study. We have run appraisals using the range of densities that are typically encountered across the Borough, as advised by the Council. Densities are assumed to range from 40 units per hectare – a modest suburban density – to 250 units per hectare – a higher, central urban density. The density bands are shown in table 5.6.1 below.

**Table 5.6.1: Density of hypothetical developments**

| Density Band | Density<br>units per hectare) |
|--------------|-------------------------------|
| 1            | 40                            |
| 2            | 70                            |
| 3            | 100                           |
| 4            | 130                           |
| 5            | 160                           |
| 6            | 190                           |
| 7            | 220                           |
| 8            | 250                           |

### Gross to Net Floor space

- 5.7 The higher the density in a development, the greater the amount of communal space, has to be provided, which generates no value. This is because flatted schemes require common areas and stair cores, whereas houses provide 100% 'saleable space'. In our model, as a greater quantum of flats is incorporated into the hypothetical development, the build costs increase, to reflect the cost of building the communal space in the blocks of flats.
- 5.8 In our model, we have adopted a gross to net ratio for flats of 85%. This reflects the typical ratio in schemes that BNP Paribas Real Estate has valued or appraised on behalf of developers, banks and local authorities. The gross to net ratio is reflected in the build cost when measured on the total saleable area (i.e. the area that excludes common areas). For example, if a building is comprised of 10 flats each with a net internal area (i.e. the floorspace inside the flat itself) of 100 square metres, the total net area of the building is 1,000 square metres. However, when the entrance lobbies, corridors and stair cores are taken into account, the total floor area (what is known as the gross internal area) is 1,200 square metres. The net area is 83% of the gross area. If the build cost is £1,500 per square metre of gross internal floorspace, this equates to £1,800 per square metre per net square metre. This is an important distinction when considering whether a build cost is reasonable – the unit of measurement (i.e. gross or net) needs to be consistent.

### Base Construction Costs

- 5.9 In February 2010, we assumed base construction costs from £1,022 per square metre to £2,010 per square metre (net). The latest available BCIS Housing Tender Price Index was for quarter 3 of 2010, which showed a very modest fall (1.5%) in comparison to quarter 1 of 2010. We have therefore retained the same level of build costs as in our original appraisals.

## Code for Sustainable Homes

- 5.10 Since the election of the Coalition government in May 2010, there has been a degree of uncertainty about the level of commitment to – and definition of – the various Code for Sustainable Homes requirements. We have therefore retained our original assumptions, as shown in table 5.10.1. These assumptions rely upon the Communities and Local Government/Cyril Sweet study ('Costs Analysis of the Code for Sustainable Homes – Final Report' July 2008) to estimate these additional costs.

**Table 5.10.1: uplift in base construction costs to meet CSH levels 3 and 4**

| Code Level             | Additional build cost |
|------------------------|-----------------------|
| 3 (private housing)    | 5%                    |
| 4 (affordable housing) | 11%                   |

## Developer's profit

- 5.11 Developer's profit is closely correlated with the perceived risk of residential development. The greater the risk, the greater the profit level, which helps to mitigate against the risk, but also to ensure that the potential rewards are sufficiently attractive for a bank to fund a scheme. In 2007, profit levels were at between 15 to 17% of Gross Development Value (GDV). However, following the impact of the credit crunch and the collapse in interbank lending and the various government bailouts of the banking sector, profit margins have increased. It is important to emphasise that the level of minimum profit is not necessarily determined by developers (although they will have their own view and the Boards of the major housebuilders will set targets for minimum profit).
- 5.12 The views of the banks which fund development are more important; if the banks decline an application by a developer to borrow to fund a development, it is very unlikely to proceed, as developers do not necessarily carry sufficient cash to fund it themselves. Consequently, future movements in profit levels will largely be determined by the attitudes of the banks towards residential development. Nothing has changed since our 2010 study was published to warrant a reduction in profit levels.
- 5.13 The near collapse of the global banking system in the final quarter of 2008 is likely to result in a much tighter regulatory system, with UK banks having to take a much more cautious approach to all lending. In this context, the banks may not allow profit levels to decrease much lower than their current level, if at all.
- 5.14 The minimum generally acceptable profit level is currently around 20% of GDV. Our appraisals therefore show the viability of varying levels of affordable housing at 15%, 20% and 25% profit on the private housing (and 6% of GDV on the affordable housing in both cases). A lower return on the affordable housing is appropriate as there is very limited sales risk on these units for the developer; there is often a pre-sale of the units to an RSL prior to commencement. A reduced profit level on the affordable housing reflects the Homes and Communities Agency's guidelines in its Economic Appraisal Tool.



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## Planning Obligations and CIL

- 5.15 The 2010 study included planning obligations at the following indicative levels:
- £4,500 per unit;
  - £10,000 per unit; and
  - £15,000 per unit.

- 5.16 The range of obligations tested in the study is wide and should accommodate a majority of development scenarios. The level of obligations applied to individual sites may, however, be higher or lower than the levels indicated by these ranges. We comment further on the relationship with CIL in Section 6 of this report.

## Affordable housing values

- 5.17 In our 2010 study, we calculated the value of social rented housing by capitalising the net target rents, set in accordance with government 'Target Rent' formulae. This results in a value of £970 per square metre, assuming that no grant is made available.
- 5.18 We calculated the value of intermediate housing with reference to market values and an assumption that 25% of the equity is sold to the occupier, with the RSL charging a rent of 1% on the retained equity. The values in the model were capped to ensure that, when market values increase, the actual price paid by the RSL would still allow end purchasers on modest incomes to afford the combined mortgage and rent payment. This approach is unchanged in our updated appraisals.
- 5.19 The requirement in PPS 3 Para 29 to take into account in its viability study an "informed assessment of the likely level of finance available for affordable housing including public subsidy" now takes on a rather different meaning. As noted earlier, the grant funding budget has been substantially reduced. Notwithstanding this reduction, the government has firmly guided that it will not grant fund affordable housing units delivered through Section 106 agreements. Our updated appraisals reflect this position.
- 5.20 Our 2010 report noted that whilst delivery of the Council's proposed affordable housing targets did not depend on particular levels of public subsidy being made available. However, we noted that the range of circumstances in which affordable housing is viable would narrow if grant was unavailable.
- 5.21 In February 2011, the Department for Communities and Local Government ('CLG') and the Homes and Communities Agency ('HCA') published its '*2011-15 Affordable Homes Programme – Framework*' document. This document sets out the government's intentions regarding grant funding for affordable housing and changes to affordable housing tenures. This document was clearly published after the publication of the Council's Affordable Housing Viability Study, which was published in 2010. Our revised appraisals update the Viability Study to reflect the changes in the government's framework document.
- 5.22 The Framework document is pertinent to the delivery of affordable housing through planning obligations for the following reasons:

- Firstly, the amount of grant funding has been substantially reduced (from £2.8 billion per annum in the 2008-2011 programme to £0.55 billion per annum) and the first two years funding is already committed;
  - Secondly, the Framework document (paragraph 5.14 and 5.15) states that affordable housing delivered through Section 106 agreements will not receive grant support. The effect is that the landowner/developer will bear full responsibility for providing the subsidy to deliver affordable housing; and
  - Thirdly, the Framework document sets out the government's intention to largely replace social rented housing with the new *Affordable Rent* tenure, to be let at rents of up to 80% of market rents. In contrast, social rents are significantly lower (typically between 40% to 50% of market rents). The increased rental income will, in principle, enable registered social landlords to pay higher capital values for affordable rented units than would otherwise be the case if the affordable housing was provided as social rented units (without grant).
- 5.23 Our updated appraisals therefore consider the impact on viability of the new 'Affordable Rent' tenure at 80% of market rents (or up to the Local Housing Allowance).

### Existing use values

- 5.24 In our 2010 study, we researched values of sites with a range of uses, which the Council advised were being brought forward for residential development in the Borough. These existing use types are shown in table 5.22.1 below, along with our estimates of indicative values.

**Table 5.24.1: Existing use values**



| Property Type             | Estimate of capital value (£ millions per hectare) |
|---------------------------|--|
| Office (B1)               | 22.8   |
| Existing residential (C3) | 27.0   |
| Industrial (B2/B8)        | 4.5  |
| Community space/buildings | 2.0  |

- 5.25 The scope of our analysis was limited to secondary properties only, on the assumption that these are the most likely candidates for redevelopment. In the current market, there is limited transactional evidence and, where necessary, we have derived values from historic transactions in the area. In all cases, our values specifically exclude any hope value.

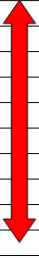

### Results

- 5.26 The full results of our updated analysis are attached at Appendix 1. The results indicate that adoption of the Affordable Rent tenure at 60% of market rents would result in a comparable viability position to the original results assuming 70% social rent (with grant) and 30% shared ownership. The two excerpts from the data below illustrate the viability of 30% affordable housing on the basis of the original and revised tenures.

**Table 5.2.6.1: Viability of 30% affordable housing (70% social rent and 30% shared ownership, with grant)**

| RLVs less existing use value |               | £22,794,353 per hectare<br>£9,228,483 per acre |               |               |               |               |               |               | Offices               |   |   |  |  |
|------------------------------|---------------|--|---------------|---------------|---------------|---------------|---------------|---------------|-----------------------|---|---|--|--|
| Density - units/ha ->        | 40 uph        | 70 uph   | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                       |   |   |  |  |
| Build costs->                | £1023 per sqm | £1346 per sqm                                  | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                       |   |   |  |  |
| Sales value £per sq m        |               |  |               |               |               |               |               |               | Sales value £per sq m | Market value range 2010   | Market value range 2007   |  |  |
| £2,691                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691                |  |  |  |  |
| £3,563                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563                |   |   |  |  |
| £4,435                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435                |   |   |  |  |
| £5,307                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307                |   |   |  |  |
| £6,179                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179                |   |   |  |  |
| £7,050                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050                |   |   |  |  |
| £7,922                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922                |   |   |  |  |
| £8,794                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794                |   |   |  |  |
| £9,666                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666                |   |   |  |  |
| £10,538                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538               |   |   |  |  |
| £11,410                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410               |   |   |  |  |
| £12,282                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282               |   |   |  |  |
| £13,154                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154               |   |   |  |  |
| £13,993                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993               |   |   |  |  |

**Table 5.2.6.1: Viability of 30% affordable housing (70% affordable rent at 50% of market values) and 30% shared ownership, no grant**

| RLVs less existing use value |               | £22,794,353 per hectare<br>£9,228,483 per acre |               |               |               |               |               |               | Offices               |   |   |  |  |
|------------------------------|---------------|--|---------------|---------------|---------------|---------------|---------------|---------------|-----------------------|---|---|--|--|
| Density - units/ha ->        | 40 uph        | 70 uph   | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                       |   |   |  |  |
| Build costs->                | £1023 per sqm | £1346 per sqm                                  | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                       |   |   |  |  |
| Sales value £per sq m        |               |  |               |               |               |               |               |               | Sales value £per sq m | Market value range 2010   | Market value range 2007   |  |  |
| £2,691                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691                |  |  |  |  |
| £3,563                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563                |   |   |  |  |
| £4,435                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435                |   |   |  |  |
| £5,307                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307                |   |   |  |  |
| £6,179                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179                |   |   |  |  |
| £7,050                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050                |   |   |  |  |
| £7,922                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922                |   |   |  |  |
| £8,794                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794                |   |   |  |  |
| £9,666                       | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666                |   |   |  |  |
| £10,538                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538               |   |   |  |  |
| £11,410                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410               |   |   |  |  |
| £12,282                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282               |   |   |  |  |
| £13,154                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154               |   |   |  |  |
| £13,993                      | ⊗             | ⊗  | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993               |   |   |  |  |

5.27 At rents of 60% of market rents, RSLs could adopt a range of rent levels to ensure that larger units remain within the maximum allowable housing costs implied by the Universal Credit of up to £26,000. Where schemes are comprised wholly of smaller units, rent levels could be set at a higher rent (up to 80% of market rents) which would further improve viability.

## 6 Implications of the results for CIL

- 6.1 The full outputs from our appraisals of residential development are attached as Appendix 1. The results most useful to the understanding of what level of CIL could be levied without adversely impacting on development viability is in the following scenarios:
- 30% affordable housing without grant funding
  - 60% social rent and 40% intermediate **affordable housing tenure split**
- 6.2 The 2010 viability report tested the impact of three levels of Planning Obligations, which when recognised that all affordable housing is exempted from a CIL charge, would equate to the following CIL charge for each equivalent private sale unit:

| S.106 charge per unit | Equivalent CIL charge per unit, assuming 30% affordable housing |
|-----------------------|---|
| £4,500                | £6,429  |
| £10,000               | £14,286   |
| £15,000               | £21,429   |

- 6.3 Viability is generally unaffected by an increase to £15,000 per unit from the lower starting point of £4,500 per unit. For example, on schemes with a density of 130 units per hectare, at sales values of £6,179 per square metre, the residual land value is £7.71 million, compared to an existing use value benchmark of £5.22 million (including landowner premium), after a deduction of £4,500 per unit CIL. There is a surplus above the existing use value benchmark of £2.48 million. If the increased level of £15,000 CIL per unit is charged, the residual land value decreases to £6.28 million, leaving a surplus above existing use value of £1.05 million. By implication, a CIL levied at equivalent rates on private housing (i.e. £21,429 per unit) would have a similar impact upon viability.
- 6.4 Given that there are considerable surpluses above the existing use value benchmarks, it is important to consider whether a higher level of CIL could be achieved in different value bands than was tested in relation to Planning Obligations alone. We have therefore re-tested a number of scenarios by reducing the Section 106 requirement to zero, thus establishing the 'unencumbered' residual land value. All the scenarios are applied to a scheme density of 130 units per hectare and then compared to each existing use benchmark.
- 6.5 In arriving at these unencumbered residual values, our assumptions are as follows: 30% affordable housing provided as 60% Affordable Rent and 40% Shared Ownership; a residual level of Planning Obligations for localised requirements of £20 /sqm; and minimum on site open space requirements accounted for within the proposed scheme density and included within the build costs. The results are summarised in table 6.5.1. The net private floor area for the scheme is 4,745 sq m. An indication of the maximum viable level of CIL can be determined by dividing the 'surplus' residual value above EUV by the private floor area in the scheme, as shown in the final column of tables 6.6.1 to 6.6.4.

- 6.6 The results are summarised in tables 6.6.1 to 6.6.4. The potential levels of CIL can be determined by reference to the 'surplus' value the scheme generates above the existing use value benchmark. In the tables, this 'surplus' is divided by the net floor area to determine a potential CIL rate.

**Table 6.6.1: maximum amounts of CIL in different value bands: office existing use value**

| Sales values per sqm | Residual land value £ | Existing use value benchmark £ | 'Surplus' £ | 'Surplus' divided by net floor area £ (4,745 sqm) |
|----------------------|-----------------------|--------------------------------|-------------|---|
| £4,435               | 4,411,192             | 26,213,506                     | -21,802,314 | -4,595  |
| £5,307               | 7,839,740             | 26,213,506                     | -18,373,766 | -3,872  |
| £6,179               | 11,268,288            | 26,213,506                     | -14,945,218 | -3,150  |
| £7,050               | 14,696,835            | 26,213,506                     | -11,516,671 | -2,427  |
| £7,922               | 18,125,383            | 26,213,506                     | - 8,088,123 | -1,705  |
| £8,794               | 21,537,639            | 26,213,506                     | - 4,675,867 | -985  |
| £9,666               | 24,935,921            | 26,213,506                     | - 1,277,585 | -269  |
| £10,538              | 28,040,186            | 26,213,506                     | 1,826,680   | 385   |
| £11,410              | 31,144,451            | 26,213,506                     | 4,930,945   | 1,039   |
| £12,282              | 34,248,175            | 26,213,506                     | 8,034,669   | 1,693   |

**Table 6.6.2: maximum amounts of CIL in different value bands: residential existing use value**

| Sales values per sqm | Residual land value £ | Existing use value benchmark £ | 'Surplus' £ | 'Surplus' divided by net floor area £ (4,745 sqm) |
|----------------------|-----------------------|--------------------------------|-------------|---|
| £4,435               | 4,411,192             | 31,053,266                     | -26,642,074 | -5,615  |
| £5,307               | 7,839,740             | 31,053,266                     | -23,213,526 | -4,892  |
| £6,179               | 11,268,288            | 31,053,266                     | -19,784,978 | -4,170  |
| £7,050               | 14,696,835            | 31,053,266                     | -16,356,431 | -3,447  |
| £7,922               | 18,125,383            | 31,053,266                     | -12,927,883 | -2,725  |
| £8,794               | 21,537,639            | 31,053,266                     | - 9,515,627 | -2,005  |
| £9,666               | 24,935,921            | 31,053,266                     | - 6,117,345 | -1,289  |
| £10,538              | 28,040,186            | 31,053,266                     | - 3,013,080 | -635  |
| £11,410              | 31,144,451            | 31,053,266                     | 91,185      | 19  |
| £12,282              | 34,248,175            | 31,053,266                     | 3,194,909   | 673   |

**Table 6.6.3: maximum amounts of CIL in different value bands:  
industrial/warehouse existing use value**

| Sales values per sqm | Residual land value £ | Existing use value benchmark £ | 'Surplus' £ | 'Surplus' divided by net floor area £ (4,745 sqm) |
|----------------------|-----------------------|--------------------------------|-------------|---|
| £4,435               | 4,411,192             | 5,226,520                      | - 815,328   | - 172   |
| £5,307               | 7,839,740             | 5,226,520                      | 2,613,220   | 551   |
| £6,179               | 11,268,288            | 5,226,520                      | 6,041,768   | 1,273   |
| £7,050               | 14,696,835            | 5,226,520                      | 9,470,315   | 1,996   |
| £7,922               | 18,125,383            | 5,226,520                      | 12,898,863  | 2,718   |
| £8,794               | 21,537,639            | 5,226,520                      | 16,311,119  | 3,438   |
| £9,666               | 24,935,921            | 5,226,520                      | 19,709,401  | 4,154   |
| £10,538              | 28,040,186            | 5,226,520                      | 22,813,666  | 4,808   |
| £11,410              | 31,144,451            | 5,226,520                      | 25,917,931  | 5,462   |
| £12,282              | 34,248,175            | 5,226,520                      | 29,021,655  | 6,116   |

**Table 6.6.4: maximum amounts of CIL in different value bands:  
community space and buildings existing use value**

| Sales values per sqm | Residual land value £ millions | Existing use value benchmark £ millions | 'Surplus' £ millions | 'Surplus' divided by net floor area (4,745 sqm) |
|----------------------|--------------------------------|---|----------------------|---|
| £4,435               | 4,411,192                      | 2,300,000                               | 2,111,192            | 445   |
| £5,307               | 7,839,740                      | 2,300,000                               | 5,539,740            | 1,167   |
| £6,179               | 11,268,288                     | 2,300,000                               | 8,968,288            | 1,890   |
| £7,050               | 14,696,835                     | 2,300,000                               | 12,396,835           | 2,613   |
| £7,922               | 18,125,383                     | 2,300,000                               | 15,825,383           | 3,335   |
| £8,794               | 21,537,639                     | 2,300,000                               | 19,237,639           | 4,054   |
| £9,666               | 24,935,921                     | 2,300,000                               | 22,635,921           | 4,770   |
| £10,538              | 28,040,186                     | 2,300,000                               | 25,740,186           | 5,425   |
| £11,410              | 31,144,451                     | 2,300,000                               | 28,844,451           | 6,079   |
| £12,282              | 34,248,175                     | 2,300,000                               | 31,948,175           | 6,733   |

6.7 In determining an appropriate CIL rate (or rates), the Council will need to be mindful of the variances indicated by the results above. The Council has considered the existing uses of the sites in its housing trajectory and land supply information and identified a predominance of two situations:

- major development sites, where affordable housing is required, are mostly existing industrial and community sites or existing commercial sites where the density of development is being substantially increased
- minor development sites, where affordable housing is not required, as

mostly existing residential sites where the density of development is being increased through conversion or complete demolition and rebuild as flats, and in some cases densification through garden-grabbing.

The Council can therefore confidently adopt a high rate of CIL without impacting on the viability of development and affordable housing delivery.

### **Future trajectory of market values**

- 6.8 Savills predict that sales values in London will increase by 29.1% by 2015. As noted previously, values in the Borough are almost at their 2007 peak, so these further increases (if realised) will assist in improving viability.
- 6.9 Cluttons predict similar levels of sales value growth in their June 2011 residential property forecast, with cumulative growth of 35% to the end of 2015.
- 6.10 It should be noted that these forecasts are *nominal* growth rates and do not take account of any potential increases in build costs over the same period. Build costs historically follow a similar pattern to market values, albeit at a slower rate of growth. We recommend that the Council plans for build cost growth running at about half the level of the predicted increases in market values. This would suggest real growth in the order of 15% over the next four years.
- 6.11 All such predictions come with a health warning, as there are many macro-economic factors that can affect house prices. The London housing market is increasingly subject to factors that affect the wider global economy, as many buyers are now from overseas.
- 6.12 We understand that the Council intends to review its Charging Schedule after four years. This is a relatively short period of time and given the inherent difficulties in accurately forecasting the future trajectory of house prices, we would advise against building in any enhanced levels of CIL based on forecasts. Over the four year period of the Charging Schedule, real house price growth will ensure that affordable housing targets can be met in an increasing number of development scenarios.

### **Other residential accommodation**

- 6.13 Hotels in outer London typically transact at around £100,000 to £125,000 per room. This would be equivalent to £300,000 to £375,000 per three rooms, which correlates to a two bed flat (which has three habitable rooms). Although this generates a 'sales value' of between £4,200 to £5,300 per square metre, suggesting a lower CIL rate ought to be applied, viability is much improved due to the absence of affordable housing requirements. Hotel developments could therefore readily accommodate a level of CIL at the lower end of the range shown in tables 6.6.1 to 6.6.4.
- 6.14 The value generated by residential institutions will vary significantly, depending on the type of occupant. For example, student housing might generate additional value, although the rent level is a critical variable. The private sector model of self contained, high rent, accommodation is focused mainly on central London and more recently zone 2. Student accommodation in Barnet is most likely to be run by the universities with modest rents and therefore limited capital value and ability to make CIL contributions.

- 6.15 Similarly, residential institutions such as nurses and key work accommodation is, in the main, let on modest rents to assist public sector employers in the recruitment and retention of staff. Such developments are typically only marginally viable, often relying on cross-subsidy from land sales or dowries. Imposition of any rate of CIL on such buildings would either prevent them from coming forward, or would necessitate an increase in rent levels.



## 7 Summary and conclusions

- 7.1 This study considers the impact of the Affordable Rent model on the ability to deliver affordable housing, as well as the ability of commercial and residential development to viably fund contributions to community infrastructure over the next four years, enabling the Council to establish an appropriate balance between revenue maximisation and viability.
- 7.2 The ability of commercial development to contribute towards CIL varies between different types of use. Office and industrial uses are unlikely to be able to make contributions at the present time and our view is that capital values are unlikely to grow sufficiently over the next four years to materially alter this position. Retail schemes generate higher capital values and our appraisals indicate that the following *maximum* levels of CIL could be secured:
- N11, N2 and N14 postcode sectors: up to £136 per sq m;
  - N10, N12 and NW11 postcode sectors: up to £524 per sq m; and
  - N20 and NW7 postcode sectors: up to £925 per sq m.
- 7.3 Circumstances on individual commercial sites can vary significantly and the Council is advised to leave a sufficient margin to allow for higher costs that might be incurred in bringing developments forward. A risk margin of 15 to 20% should be sufficient to address variances in the vast majority of circumstances.
- 7.4 The ability of residential sites to make contributions towards infrastructure is more complex, due to the Council's policy requirements for affordable housing and varying underlying site values. In general terms, the appraisals suggest that a CIL rate of £210 (plus the Mayoral CIL of £35) can be accommodated in most circumstances.
- 7.5 As CIL operates as a fixed tariff (with no exemption for viability), the Council will need to have regard to the least valuable sites when setting rates. We understand that the Council proposes to address the wide range of values across the Borough by setting differential rates. However, within each of these areas, the Council would need to set the rate of CIL on the basis of the lowest values achieved in those particular areas. This would suggest that a rate around £210 would be viable in most circumstances in the lowest value areas, but that a modest uplift could be achieved in higher value areas. The rate at which CIL should be set is ultimately a matter of informed judgement, rather than an exact science. The recommended rates below leave sufficient margin for site-specific circumstances and for continued potential volatility in the housing market over the next four years.

| Area   | Recommended CIL rate<br>(exclusive of Mayoral CIL) |
|--|--|
| Lower Value Wards - Edgware, Hale, Burnt Oak, Colindale  | £210   |
| Medium Value Wards - Brunswick Park, Childs Hill, Coppetts, East Barnet, Garden Suburb, Hendon, High Barnet, Mill Hill, Oakleigh, Totteridge, Underhill, West Hendon and Woodhouse | £250   |
| High Value Wards - East Finchley, Finchley Church End, Golders Green and West Finchley   | £350   |

# Appendix 1 Commercial appraisal summaries

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****LB Barnet Commercial Site CIL Viability  
Industrial Floorspace****Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 27,000                | £7.00                      | 189,000          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 189,000   | YP @      | 9.0000% | 11.1111 |
| (1yr Rent Free)   |           | PV 1yr @  | 9.0000% | 0.9174  |
| Renewal Rent Free | (189,000) | YP 1yr @  | 9.0000% | 0.9174  |
|                   |           | PV 5yrs @ | 9.0000% | 0.6499  |

**NET REALISATION****1,813,911****OUTLAY****ACQUISITION COSTS**

|                    |  |  |           |           |
|--------------------|--|--|-----------|-----------|
| Residualised Price |  |  | (954,634) | (954,634) |
|--------------------|--|--|-----------|-----------|

**CONSTRUCTION COSTS**

|                       |                       |                            |             |                  |
|-----------------------|-----------------------|----------------------------|-------------|------------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |                  |
| Qualifying floorspace | 30,000                | £70.41                     | 2,112,300   | <b>2,112,300</b> |
| Contingency           |                       | 5.00%                      | 105,615     | 105,615          |

**PROFESSIONAL FEES**

|                   |  |       |         |         |
|-------------------|--|-------|---------|---------|
| Professional fees |  | 6.00% | 126,738 | 126,738 |
|-------------------|--|-------|---------|---------|

**MARKETING & LETTING**

|                   |  |        |        |        |
|-------------------|--|--------|--------|--------|
| Letting Legal Fee |  | 10.00% | 18,900 | 18,900 |
|-------------------|--|--------|--------|--------|

**DISPOSAL FEES**

|                 |  |       |        |        |
|-----------------|--|-------|--------|--------|
| Sales Agent Fee |  | 1.00% | 18,139 |        |
| Sales Legal Fee |  | 0.75% | 13,604 | 31,743 |

**FINANCE**

|  |  |  |          |        |
|--|--|--|----------|--------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |          |        |
| Land   |  |  | (74,871) |        |
| Construction                                 |  |  | 145,800  |        |
| Total Finance Cost                           |  |  |          | 70,929 |

**TOTAL COSTS****1,511,592****PROFIT****302,319****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 12.50%        |
| Equivalent Yield% (Nominal)          | 9.00%         |
| Equivalent Yield% (True)             | 9.53%         |
| Gross Initial Yield%                 | 10.42%        |
| Net Initial Yield%                   | 10.42%        |
|                                      | 44.40%        |
| Rent Cover                           | 1 yr 7 mths   |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

LB Barnet Commercial Site CIL Viability  
Industrial (higher rent band)

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 27,000                | £11.00                     | 297,000          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 297,000   | YP @      | 9.0000% | 11.1111 |
| (1yr Rent Free)   |           | PV 1yr @  | 9.0000% | 0.9174  |
| Renewal Rent Free | (297,000) | YP 1yr @  | 9.0000% | 0.9174  |
|                   |           | PV 5yrs @ | 9.0000% | 0.6499  |

**NET REALISATION****2,850,432****OUTLAY****ACQUISITION COSTS**

|                    |  |  |           |           |
|--------------------|--|--|-----------|-----------|
| Residualised Price |  |  | (178,403) | (178,403) |
|--------------------|--|--|-----------|-----------|

**CONSTRUCTION COSTS**

|                       |                       |                            |             |                  |
|-----------------------|-----------------------|----------------------------|-------------|------------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |                  |
| Qualifying floorspace | 30,000                | £70.41                     | 2,112,300   | <b>2,112,300</b> |
| Contingency           |                       | 5.00%                      | 105,615     | 105,615          |

|                          |  |       |         |         |
|--------------------------|--|-------|---------|---------|
| <b>PROFESSIONAL FEES</b> |  |       |         |         |
| Professional fees        |  | 6.00% | 126,738 | 126,738 |

**MARKETING & LETTING**

|                   |  |        |        |        |
|-------------------|--|--------|--------|--------|
| Letting Legal Fee |  | 10.00% | 29,700 | 29,700 |
|-------------------|--|--------|--------|--------|

**DISPOSAL FEES**

|                 |  |       |        |        |
|-----------------|--|-------|--------|--------|
| Sales Agent Fee |  | 1.00% | 28,504 |        |
| Sales Legal Fee |  | 0.75% | 21,378 | 49,883 |

**FINANCE**

|  |  |  |          |         |
|--|--|--|----------|---------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |          |         |
| Land   |  |  | (16,273) |         |
| Construction                                 |  |  | 145,800  |         |
| Total Finance Cost                           |  |  |          | 129,527 |

**TOTAL COSTS****2,375,359****PROFIT****475,072****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 12.50%        |
| Equivalent Yield% (Nominal)          | 9.00%         |
| Equivalent Yield% (True)             | 9.53%         |
| Gross Initial Yield%                 | 10.42%        |
| Net Initial Yield%                   | 10.42%        |
|                                      | 28.49%        |
| Rent Cover                           | 1 yr 7 mths   |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

LB Barnet Commercial Site CIL Viability  
Office floorspace (low rent band)

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 27,000                | £15.00                     | 405,000          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 405,000   | YP @      | 7.5000% | 13.3333 |
| (1yr Rent Free)   |           | PV 1yr @  | 7.5000% | 0.9302  |
| Renewal Rent Free | (405,000) | YP 1yr @  | 7.5000% | 0.9302  |
|                   |           | PV 5yrs @ | 7.5000% | 0.6966  |

**NET REALISATION****4,760,831****OUTLAY****ACQUISITION COSTS**

|                    |  |  |           |           |
|--------------------|--|--|-----------|-----------|
| Residualised Price |  |  | (400,469) | (400,469) |
|--------------------|--|--|-----------|-----------|

**CONSTRUCTION COSTS**

|                       |                       |                            |             |                  |
|-----------------------|-----------------------|----------------------------|-------------|------------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |                  |
| Qualifying floorspace | 30,000                | £121.00                    | 3,630,000   | <b>3,630,000</b> |
| Contingency           |                       | 5.00%                      | 181,500     | 181,500          |

|                          |  |       |         |         |
|--------------------------|--|-------|---------|---------|
| <b>PROFESSIONAL FEES</b> |  |       |         |         |
| Professional fees        |  | 6.00% | 217,800 | 217,800 |

**MARKETING & LETTING**

|                   |  |        |        |        |
|-------------------|--|--------|--------|--------|
| Letting Legal Fee |  | 10.00% | 40,500 | 40,500 |
|-------------------|--|--------|--------|--------|

**DISPOSAL FEES**

|                 |  |       |        |        |
|-----------------|--|-------|--------|--------|
| Sales Agent Fee |  | 1.00% | 47,608 |        |
| Sales Legal Fee |  | 0.75% | 35,706 | 83,315 |

**FINANCE**

|  |  |  |          |         |
|--|--|--|----------|---------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |          |         |
| Land   |  |  | (35,845) |         |
| Construction                                 |  |  | 250,559  |         |
| Total Finance Cost                           |  |  |          | 214,713 |

**TOTAL COSTS****3,967,359****PROFIT****793,472****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 10.21%        |
| Equivalent Yield% (Nominal)          | 7.50%         |
| Equivalent Yield% (True)             | 7.87%         |
| Gross Initial Yield%                 | 8.51%         |
| Net Initial Yield%                   | 8.51%         |
|                                      | 28.83%        |
| Rent Cover                           | 1 yr 12 mths  |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

LB Barnet Commercial Site CIL Viability  
Office floorspace (medium rent band)

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 27,000                | £20.00                     | 540,000          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 540,000   | YP @      | 7.5000% | 13.3333 |
| (1yr Rent Free)   |           | PV 1yr @  | 7.5000% | 0.9302  |
| Renewal Rent Free | (540,000) | YP 1yr @  | 7.5000% | 0.9302  |
|                   |           | PV 5yrs @ | 7.5000% | 0.6966  |

**NET REALISATION****6,347,775****OUTLAY****ACQUISITION COSTS**

|                    |  |       |         |
|--------------------|--|-------|---------|
| Residualised Price |  |       | 729,165 |
| Stamp Duty         |  | 4.00% | 29,167  |
| Agent Fee          |  | 1.00% | 7,292   |
| Legal Fee          |  | 0.75% | 5,469   |
|                    |  |       | 771,092 |

**CONSTRUCTION COSTS**

|                       |                       |                            |             |
|-----------------------|-----------------------|----------------------------|-------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |
| Qualifying floorspace | 30,000                | £121.00                    | 3,630,000   |

|             |  |       |         |
|-------------|--|-------|---------|
| Contingency |  | 5.00% | 181,500 |
|             |  |       | 181,500 |

**PROFESSIONAL FEES**

|                   |  |       |         |
|-------------------|--|-------|---------|
| Professional fees |  | 6.00% | 217,800 |
|                   |  |       | 217,800 |

**MARKETING & LETTING**

|                   |  |        |        |
|-------------------|--|--------|--------|
| Letting Legal Fee |  | 10.00% | 54,000 |
|                   |  |        | 54,000 |

**DISPOSAL FEES**

|                 |  |       |         |
|-----------------|--|-------|---------|
| Sales Agent Fee |  | 1.00% | 63,478  |
| Sales Legal Fee |  | 0.75% | 47,608  |
|                 |  |       | 111,086 |

**FINANCE**

|  |  |  |         |
|--|--|--|---------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |         |
| Land   |  |  | 73,775  |
| Construction                                 |  |  | 250,559 |
| Total Finance Cost                           |  |  | 324,334 |

**TOTAL COSTS****5,289,812****PROFIT****1,057,963****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 10.21%        |
| Equivalent Yield% (Nominal)          | 7.50%         |
| Equivalent Yield% (True)             | 7.87%         |
| Gross Initial Yield%                 | 8.51%         |
| Net Initial Yield%                   | 8.51%         |
|                                      | 25.77%        |
| Rent Cover                           | 1 yr 12 mths  |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

LB Barnet Commercial Site CIL Viability  
Office floorspace (higher rent band)

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 27,000                | £25.00                     | 675,000          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 675,000   | YP @      | 7.5000% | 13.3333 |
| (1yr Rent Free)   |           | PV 1yr @  | 7.5000% | 0.9302  |
| Renewal Rent Free | (675,000) | YP 1yr @  | 7.5000% | 0.9302  |
|                   |           | PV 5yrs @ | 7.5000% | 0.6966  |

**NET REALISATION****7,934,719****OUTLAY****ACQUISITION COSTS**

|                    |  |       |                  |
|--------------------|--|-------|------------------|
| Residualised Price |  |       | 1,834,893        |
| Stamp Duty         |  | 4.00% | 73,396           |
| Agent Fee          |  | 1.00% | 18,349           |
| Legal Fee          |  | 0.75% | 13,762           |
|                    |  |       | <b>1,940,399</b> |

**CONSTRUCTION COSTS**

|                       |                       |                            |             |
|-----------------------|-----------------------|----------------------------|-------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |
| Qualifying floorspace | 30,000                | £121.00                    | 3,630,000   |

|             |  |       |                |
|-------------|--|-------|----------------|
| Contingency |  | 5.00% | 181,500        |
|             |  |       | <b>181,500</b> |

**PROFESSIONAL FEES**

|                   |  |       |                |
|-------------------|--|-------|----------------|
| Professional fees |  | 6.00% | 217,800        |
|                   |  |       | <b>217,800</b> |

**MARKETING & LETTING**

|                   |  |        |               |
|-------------------|--|--------|---------------|
| Letting Legal Fee |  | 10.00% | 67,500        |
|                   |  |        | <b>67,500</b> |

**DISPOSAL FEES**

|                 |  |       |                |
|-----------------|--|-------|----------------|
| Sales Agent Fee |  | 1.00% | 79,347         |
| Sales Legal Fee |  | 0.75% | 59,510         |
|                 |  |       | <b>138,858</b> |

**FINANCE**

|  |  |  |                |
|--|--|--|----------------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |                |
| Land   |  |  | 185,651        |
| Construction                                 |  |  | 250,559        |
| Total Finance Cost                           |  |  | <b>436,209</b> |

**TOTAL COSTS****6,612,266****PROFIT****1,322,453****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 10.21%        |
| Equivalent Yield% (Nominal)          | 7.50%         |
| Equivalent Yield% (True)             | 7.87%         |
| Gross Initial Yield%                 | 8.51%         |
| Net Initial Yield%                   | 8.51%         |
|                                      | 24.38%        |
| Rent Cover                           | 1 yr 12 mths  |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

LB Barnet Commercial Site CIL Viability  
Retail floorspace (low rental band £20psf)

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 28,500                | £20.00                     | 570,000          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 570,000   | YP @      | 7.0000% | 14.2857 |
| (1yr Rent Free)   |           | PV 1yr @  | 7.0000% | 0.9346  |
| Renewal Rent Free | (570,000) | YP 1yr @  | 7.0000% | 0.9346  |
|                   |           | PV 5yrs @ | 7.0000% | 0.7130  |

**NET REALISATION****7,230,332****OUTLAY****ACQUISITION COSTS**

|                    |  |       |                  |
|--------------------|--|-------|------------------|
| Residualised Price |  |       | 2,486,640        |
| Stamp Duty         |  | 4.00% | 99,466           |
| Agent Fee          |  | 1.00% | 24,866           |
| Legal Fee          |  | 0.75% | 18,650           |
|                    |  |       | <b>2,629,622</b> |

**CONSTRUCTION COSTS**

|                       |                       |                            |             |
|-----------------------|-----------------------|----------------------------|-------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |
| Qualifying floorspace | 30,000                | £83.70                     | 2,511,000   |

|             |  |       |                |
|-------------|--|-------|----------------|
| Contingency |  | 5.00% | 125,550        |
|             |  |       | <b>125,550</b> |

**PROFESSIONAL FEES**

|                   |  |       |                |
|-------------------|--|-------|----------------|
| Professional fees |  | 6.00% | 150,660        |
|                   |  |       | <b>150,660</b> |

**MARKETING & LETTING**

|                   |  |        |               |
|-------------------|--|--------|---------------|
| Letting Legal Fee |  | 10.00% | 57,000        |
|                   |  |        | <b>57,000</b> |

**DISPOSAL FEES**

|                 |  |       |                |
|-----------------|--|-------|----------------|
| Sales Agent Fee |  | 1.00% | 72,303         |
| Sales Legal Fee |  | 0.75% | 54,227         |
|                 |  |       | <b>126,531</b> |

**FINANCE**

|  |  |  |                |
|--|--|--|----------------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |                |
| Land   |  |  | 251,593        |
| Construction                                 |  |  | 173,320        |
| Total Finance Cost                           |  |  | <b>424,913</b> |

**TOTAL COSTS****6,025,276****PROFIT****1,205,055****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 9.46%         |
| Equivalent Yield% (Nominal)          | 7.00%         |
| Equivalent Yield% (True)             | 7.32%         |
| Gross Initial Yield%                 | 7.88%         |
| Net Initial Yield%                   | 7.88%         |
|                                      | 23.21%        |
| Rent Cover                           | 2 yrs 1 mth   |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**LB Barnet Commercial Site CIL Viability**  
**Retail floorspace (medium rent band 1 - £25psf)**

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 28,500                | £25.00                     | 712,500          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 712,500   | YP @      | 7.0000% | 14.2857 |
| (1yr Rent Free)   |           | PV 1yr @  | 7.0000% | 0.9346  |
| Renewal Rent Free | (712,500) | YP 1yr @  | 7.0000% | 0.9346  |
|                   |           | PV 5yrs @ | 7.0000% | 0.7130  |

**NET REALISATION****9,037,915****OUTLAY****ACQUISITION COSTS**

|                    |  |       |                  |
|--------------------|--|-------|------------------|
| Residualised Price |  |       | 3,747,072        |
| Stamp Duty         |  | 4.00% | 149,883          |
| Agent Fee          |  | 1.00% | 37,471           |
| Legal Fee          |  | 0.75% | 28,103           |
|                    |  |       | <b>3,962,529</b> |

**CONSTRUCTION COSTS**

|                       |                       |                            |             |
|-----------------------|-----------------------|----------------------------|-------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |
| Qualifying floorspace | 30,000                | £83.70                     | 2,511,000   |

|             |  |       |                |
|-------------|--|-------|----------------|
| Contingency |  | 5.00% | 125,550        |
|             |  |       | <b>125,550</b> |

**PROFESSIONAL FEES**

|                   |  |       |                |
|-------------------|--|-------|----------------|
| Professional fees |  | 6.00% | 150,660        |
|                   |  |       | <b>150,660</b> |

**MARKETING & LETTING**

|                   |  |        |               |
|-------------------|--|--------|---------------|
| Letting Legal Fee |  | 10.00% | 71,250        |
|                   |  |        | <b>71,250</b> |

**DISPOSAL FEES**

|                 |  |       |                |
|-----------------|--|-------|----------------|
| Sales Agent Fee |  | 1.00% | 90,379         |
| Sales Legal Fee |  | 0.75% | 67,784         |
|                 |  |       | <b>158,164</b> |

**FINANCE**

|  |  |  |                |
|--|--|--|----------------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |                |
| Land   |  |  | 379,121        |
| Construction                                 |  |  | 173,320        |
| Total Finance Cost                           |  |  | <b>552,441</b> |

**TOTAL COSTS****7,531,594****PROFIT****1,506,321****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 9.46%         |
| Equivalent Yield% (Nominal)          | 7.00%         |
| Equivalent Yield% (True)             | 7.32%         |
| Gross Initial Yield%                 | 7.88%         |
| Net Initial Yield%                   | 7.88%         |
|                                      | 22.56%        |
| Rent Cover                           | 2 yrs 1 mth   |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**LB Barnet Commercial Site CIL Viability**  
**Retail floorspace (medium rent band 2 - £30psf)**

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 28,500                | £30.00                     | 855,000          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 855,000   | YP @      | 7.0000% | 14.2857 |
| (1yr Rent Free)   |           | PV 1yr @  | 7.0000% | 0.9346  |
| Renewal Rent Free | (855,000) | YP 1yr @  | 7.0000% | 0.9346  |
|                   |           | PV 5yrs @ | 7.0000% | 0.7130  |

**NET REALISATION****10,845,498****OUTLAY****ACQUISITION COSTS**

|                    |  |       |                  |
|--------------------|--|-------|------------------|
| Residualised Price |  |       | 5,007,507        |
| Stamp Duty         |  | 4.00% | 200,300          |
| Agent Fee          |  | 1.00% | 50,075           |
| Legal Fee          |  | 0.75% | 37,556           |
|                    |  |       | <b>5,295,439</b> |

**CONSTRUCTION COSTS**

|                       |                       |                            |             |
|-----------------------|-----------------------|----------------------------|-------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |
| Qualifying floorspace | 30,000                | £83.70                     | 2,511,000   |

|             |  |       |                |
|-------------|--|-------|----------------|
| Contingency |  | 5.00% | 125,550        |
|             |  |       | <b>125,550</b> |

**PROFESSIONAL FEES**

|                   |  |       |                |
|-------------------|--|-------|----------------|
| Professional fees |  | 6.00% | 150,660        |
|                   |  |       | <b>150,660</b> |

**MARKETING & LETTING**

|                   |  |        |               |
|-------------------|--|--------|---------------|
| Letting Legal Fee |  | 10.00% | 85,500        |
|                   |  |        | <b>85,500</b> |

**DISPOSAL FEES**

|                 |  |       |                |
|-----------------|--|-------|----------------|
| Sales Agent Fee |  | 1.00% | 108,455        |
| Sales Legal Fee |  | 0.75% | 81,341         |
|                 |  |       | <b>189,796</b> |

**FINANCE**

|  |  |  |                |
|--|--|--|----------------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |                |
| Land   |  |  | 506,649        |
| Construction                                 |  |  | 173,320        |
| Total Finance Cost                           |  |  | <b>679,969</b> |

**TOTAL COSTS****9,037,914****PROFIT****1,807,584****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 9.46%         |
| Equivalent Yield% (Nominal)          | 7.00%         |
| Equivalent Yield% (True)             | 7.32%         |
| Gross Initial Yield%                 | 7.88%         |
| Net Initial Yield%                   | 7.88%         |
|                                      | 22.16%        |
| Rent Cover                           | 2 yrs 1 mth   |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

LB Barnet Commercial Site CIL Viability  
Retail floorspace (High rental band - £35psf)

**Summary Appraisal for Phase 1****REVENUE**

|                            |                       |                            |                  |
|----------------------------|-----------------------|----------------------------|------------------|
| <b>Rental Area Summary</b> | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Gross MRV</b> |
| Qualifying floorspace      | 28,500                | £35.00                     | 997,500          |

**Investment Valuation****Qualifying floorspace**

|                   |           |           |         |         |
|-------------------|-----------|-----------|---------|---------|
| Market Rent       | 997,500   | YP @      | 7.0000% | 14.2857 |
| (1yr Rent Free)   |           | PV 1yr @  | 7.0000% | 0.9346  |
| Renewal Rent Free | (997,500) | YP 1yr @  | 7.0000% | 0.9346  |
|                   |           | PV 5yrs @ | 7.0000% | 0.7130  |

**NET REALISATION****12,653,081****OUTLAY****ACQUISITION COSTS**

|                    |  |       |           |
|--------------------|--|-------|-----------|
| Residualised Price |  |       | 6,267,939 |
| Stamp Duty         |  | 4.00% | 250,718   |
| Agent Fee          |  | 1.00% | 62,679    |
| Legal Fee          |  | 0.75% | 47,010    |
|                    |  |       | 6,628,346 |

**CONSTRUCTION COSTS**

|                       |                       |                            |             |
|-----------------------|-----------------------|----------------------------|-------------|
| <b>Construction</b>   | <b>ft<sup>2</sup></b> | <b>Rate ft<sup>2</sup></b> | <b>Cost</b> |
| Qualifying floorspace | 30,000                | £83.70                     | 2,511,000   |

|             |  |       |         |
|-------------|--|-------|---------|
| Contingency |  | 5.00% | 125,550 |
|             |  |       | 125,550 |

**PROFESSIONAL FEES**

|                   |  |       |         |
|-------------------|--|-------|---------|
| Professional fees |  | 6.00% | 150,660 |
|                   |  |       | 150,660 |

**MARKETING & LETTING**

|                   |  |        |        |
|-------------------|--|--------|--------|
| Letting Legal Fee |  | 10.00% | 99,750 |
|                   |  |        | 99,750 |

**DISPOSAL FEES**

|                 |  |       |         |
|-----------------|--|-------|---------|
| Sales Agent Fee |  | 1.00% | 126,531 |
| Sales Legal Fee |  | 0.75% | 94,898  |
|                 |  |       | 221,429 |

**FINANCE**

|  |  |  |         |
|--|--|--|---------|
| Debit Rate 6.50% Credit Rate 0.00% (Nominal) |  |  |         |
| Land   |  |  | 634,177 |
| Construction                                 |  |  | 173,320 |
| Total Finance Cost                           |  |  | 807,497 |

**TOTAL COSTS****10,544,232****PROFIT****2,108,849****Performance Measures**

|                                      |               |
|--------------------------------------|---------------|
| Profit on Cost%                      | 20.00%        |
| Profit on GDV%                       | 16.67%        |
| Profit on NDV%                       | 16.67%        |
| Development Yield% (on Rent)         | 9.46%         |
| Equivalent Yield% (Nominal)          | 7.00%         |
| Equivalent Yield% (True)             | 7.32%         |
| Gross Initial Yield%                 | 7.88%         |
| Net Initial Yield%                   | 7.88%         |
|                                      | 21.89%        |
| Rent Cover                           | 2 yrs 1 mth   |
| Profit Erosion (finance rate 6.500%) | 2 yrs 10 mths |

## Appendix 2 Updated Affordable Housing Viability appraisals

**LB Barnet Updated Affordable Housing Viability Study**

|                          | AH percentage | Tenure |                 |              | Section 106 (per unit) | CSH     |            | Grant | Profit | EUV  | Build costs | Wheelchair (costs +15%) |
|--------------------------|---------------|--------|-----------------|--------------|------------------------|---------|------------|-------|--------|------|-------------|-------------------------|
|                          |               | Social | Affordable Rent | Intermediate |                        | Private | Affordable |       |        |      |             |                         |
| <a href="#">Model 1</a>  | 30%           | 70%    | 0%              | 30%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 2</a>  | 30%           | 70%    | 0%              | 30%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 3</a>  | 30%           | 70%    | 0%              | 30%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 4</a>  | 30%           | 60%    | 0%              | 40%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 5</a>  | 30%           | 60%    | 0%              | 40%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 6</a>  | 30%           | 60%    | 0%              | 40%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 7</a>  | 30%           | 0%     | 70%             | 30%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 8</a>  | 30%           | 0%     | 70%             | 30%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 9</a>  | 30%           | 0%     | 70%             | 30%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 10</a> | 30%           | 0%     | 60%             | 40%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 11</a> | 30%           | 0%     | 60%             | 40%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 12</a> | 30%           | 0%     | 60%             | 40%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 13</a> | 40%           | 70%    | 0%              | 30%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 14</a> | 40%           | 70%    | 0%              | 30%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 15</a> | 40%           | 70%    | 0%              | 30%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 16</a> | 40%           | 60%    | 0%              | 40%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 17</a> | 40%           | 60%    | 0%              | 40%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 18</a> | 40%           | 60%    | 0%              | 40%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 19</a> | 40%           | 0%     | 70%             | 30%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 20</a> | 40%           | 0%     | 70%             | 30%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 21</a> | 40%           | 0%     | 70%             | 30%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 22</a> | 40%           | 0%     | 60%             | 40%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 23</a> | 40%           | 0%     | 60%             | 40%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 24</a> | 40%           | 0%     | 60%             | 40%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 25</a> | 50%           | 70%    | 0%              | 30%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 26</a> | 50%           | 70%    | 0%              | 30%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 27</a> | 50%           | 70%    | 0%              | 30%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 28</a> | 50%           | 60%    | 0%              | 40%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 29</a> | 50%           | 60%    | 0%              | 40%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 30</a> | 50%           | 60%    | 0%              | 40%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 31</a> | 50%           | 0%     | 70%             | 30%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 32</a> | 50%           | 0%     | 70%             | 30%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 33</a> | 50%           | 0%     | 70%             | 30%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 34</a> | 50%           | 0%     | 60%             | 40%          | £4,500                 | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 35</a> | 50%           | 0%     | 60%             | 40%          | £10,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |
| <a href="#">Model 36</a> | 50%           | 0%     | 60%             | 40%          | £15,000                | Level 3 | Level 4    | No    | 20%    | Base | Base        | 10% of all units        |

**MODEL**

Density - units/ha ->

|                |               |               |               |               |               |               |               |               |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs -> | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 30%             |
| % SR                      | 70%             |
| % SO                      | 30%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

Sales value per sm

|         |            |            |            |            |            |            |            |            |         |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| £2,691  | 1,149,399  | 397,092    | 3,245,298  | 5,191,763  | 6,770,044  | 8,803,271  | 11,883,910 | 14,317,274 | £2,691  |
| £3,563  | 2,719,075  | 2,173,383  | 86,667     | 1,220,459  | 2,267,577  | 3,437,006  | 5,557,214  | 7,403,121  | £3,563  |
| £4,435  | 4,286,027  | 4,728,649  | 3,036,505  | 2,696,096  | 2,186,929  | 1,881,524  | 731,383    | 515,996    | £4,435  |
| £5,307  | 5,852,980  | 7,274,408  | 6,159,676  | 6,567,127  | 6,609,237  | 7,162,209  | 6,914,384  | 6,303,308  | £5,307  |
| £6,179  | 7,419,932  | 9,820,169  | 9,282,847  | 10,438,158 | 11,002,788 | 12,398,663 | 13,078,876 | 13,122,611 | £6,179  |
| £7,050  | 8,986,885  | 12,365,928 | 12,390,059 | 14,309,191 | 15,396,340 | 17,635,117 | 19,243,368 | 19,904,815 | £7,050  |
| £7,922  | 10,553,837 | 14,911,687 | 15,489,943 | 18,180,222 | 19,789,891 | 22,871,569 | 25,396,027 | 26,662,300 | £7,922  |
| £8,794  | 12,120,789 | 17,457,448 | 18,589,827 | 22,051,253 | 24,183,443 | 28,108,023 | 31,514,501 | 33,419,784 | £8,794  |
| £9,666  | 13,682,376 | 19,997,409 | 21,682,659 | 25,910,859 | 28,555,090 | 33,328,338 | 37,618,696 | 40,161,329 | £9,666  |
| £10,538 | 15,153,346 | 22,390,902 | 24,597,385 | 29,532,503 | 32,658,388 | 38,218,853 | 43,362,260 | 46,500,289 | £10,538 |
| £11,410 | 16,624,316 | 24,784,396 | 27,512,109 | 33,154,143 | 36,761,687 | 43,109,368 | 49,105,824 | 52,839,248 | £11,410 |
| £12,282 | 18,095,287 | 27,177,889 | 30,426,834 | 36,775,785 | 40,864,985 | 47,999,883 | 54,849,388 | 59,178,207 | £12,282 |
| £13,154 | 19,566,258 | 29,671,382 | 33,341,559 | 40,397,427 | 44,968,283 | 52,890,398 | 60,592,952 | 65,517,166 | £13,154 |
| £13,993 | 20,982,747 | 31,874,112 | 36,148,330 | 43,884,935 | 48,919,607 | 57,599,783 | 66,123,791 | 71,621,350 | £13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

Density - units/ha ->

|                |               |               |               |               |               |               |               |               |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs -> | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

Sales value per sq m

|         |            |            |            |            |            |            |            |            |         |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| £2,691  | 21,644,954 | 23,191,445 | 26,039,651 | 27,986,116 | 29,564,397 | 31,597,624 | 34,678,263 | 37,111,627 | £2,691  |
| £3,563  | 20,075,278 | 20,620,970 | 22,881,020 | 24,014,812 | 25,061,930 | 26,231,359 | 28,351,567 | 30,197,474 | £3,563  |
| £4,435  | 18,508,326 | 18,065,704 | 19,757,848 | 20,098,257 | 20,607,424 | 20,912,829 | 22,062,970 | 23,310,349 | £4,435  |
| £5,307  | 16,941,373 | 15,519,945 | 16,634,677 | 16,227,226 | 16,185,116 | 15,632,144 | 15,879,969 | 16,491,045 | £5,307  |
| £6,179  | 15,374,421 | 12,974,184 | 13,511,506 | 12,356,195 | 11,791,565 | 10,395,690 | 9,715,477  | 9,671,742  | £6,179  |
| £7,050  | 13,807,468 | 10,428,425 | 10,404,294 | 8,485,162  | 7,398,013  | 5,159,236  | 3,550,985  | 2,889,538  | £7,050  |
| £7,922  | 12,240,516 | 7,882,666  | 7,304,410  | 4,614,131  | 3,004,462  | 77,216     | 2,601,674  | 3,867,947  | £7,922  |
| £8,794  | 10,673,564 | 5,336,905  | 4,204,526  | 743,100    | 1,389,090  | 5,313,670  | 8,720,148  | 10,625,431 | £8,794  |
| £9,666  | 9,111,977  | 2,795,944  | 1,111,694  | 3,116,506  | 5,760,737  | 10,533,985 | 14,824,343 | 17,366,976 | £9,666  |
| £10,538 | 7,641,007  | 403,451    | 1,803,032  | 6,738,148  | 9,864,035  | 15,424,500 | 20,567,907 | 23,705,936 | £10,538 |
| £11,410 | 6,170,037  | 1,990,043  | 4,717,756  | 10,359,790 | 13,967,334 | 20,315,015 | 26,311,471 | 30,044,895 | £11,410 |
| £12,282 | 4,699,066  | 4,383,536  | 7,632,481  | 13,981,432 | 18,070,632 | 25,205,530 | 32,055,035 | 36,383,854 | £12,282 |
| £13,154 | 3,228,095  | 6,777,029  | 10,547,206 | 17,603,074 | 22,173,930 | 30,096,045 | 37,798,599 | 42,722,813 | £13,154 |
| £13,993 | 1,811,606  | 9,079,759  | 13,353,977 | 21,090,582 | 26,125,254 | 34,805,430 | 43,329,438 | 48,826,997 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↓                       |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

Density - units/ha ->

|                |               |               |               |               |               |               |               |               |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs -> | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

Sales value per sq m

|         |            |            |            |            |            |            |            |            |         |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| £2,691  | 25,853,441 | 27,399,932 | 30,248,138 | 32,194,603 | 33,772,884 | 35,806,111 | 38,886,750 | 41,320,114 | £2,691  |
| £3,563  | 24,283,765 | 24,829,457 | 27,089,507 | 28,223,299 | 29,270,417 | 30,439,846 | 32,560,054 | 34,405,961 | £3,563  |
| £4,435  | 22,716,813 | 22,274,191 | 23,966,335 | 24,306,744 | 24,815,911 | 25,121,316 | 26,271,457 | 27,518,836 | £4,435  |
| £5,307  | 21,149,860 | 19,728,432 | 20,843,164 | 20,435,713 | 20,393,603 | 19,840,631 | 20,088,456 | 20,699,532 | £5,307  |
| £6,179  | 19,582,908 | 17,182,671 | 17,719,993 | 16,564,682 | 16,000,052 | 14,604,177 | 13,923,964 | 13,880,229 | £6,179  |
| £7,050  | 18,015,955 | 14,636,912 | 14,612,781 | 12,693,649 | 11,606,500 | 9,367,723  | 7,759,472  | 7,098,025  | £7,050  |
| £7,922  | 16,449,003 | 12,091,153 | 11,512,897 | 8,822,618  | 7,212,949  | 4,131,271  | 1,606,813  | 340,540    | £7,922  |
| £8,794  | 14,882,051 | 9,545,392  | 8,413,013  | 4,951,587  | 2,819,397  | 1,105,184  | 4,511,662  | 6,416,945  | £8,794  |
| £9,666  | 13,320,464 | 7,005,431  | 5,320,181  | 1,091,981  | 1,552,251  | 6,325,499  | 10,615,857 | 13,158,490 | £9,666  |
| £10,538 | 11,849,494 | 4,611,938  | 2,405,455  | 2,529,662  | 5,655,549  | 11,216,014 | 16,359,421 | 19,497,450 | £10,538 |
| £11,410 | 10,378,524 | 2,218,444  | 509,270    | 6,151,304  | 9,758,848  | 16,106,529 | 22,102,985 | 25,836,409 | £11,410 |
| £12,282 | 8,907,553  | 175,050    | 3,423,995  | 9,772,946  | 13,862,146 | 20,997,044 | 27,846,549 | 32,175,368 | £12,282 |
| £13,154 | 7,436,582  | 2,568,543  | 6,338,720  | 13,394,588 | 17,965,444 | 25,887,559 | 33,590,113 | 38,514,327 | £13,154 |
| £13,993 | 6,020,093  | 4,871,273  | 9,145,491  | 16,882,096 | 21,916,768 | 30,596,944 | 39,120,952 | 44,618,511 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↓                       |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

Density - units/ha ->

|                |               |               |               |               |               |               |               |               |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs -> | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

Sales value per sq m

|         |            |            |            |            |            |            |            |            |         |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| £2,691  | 3,395,401  | 4,941,892  | 7,790,098  | 9,736,563  | 11,314,844 | 13,348,071 | 16,428,710 | 18,862,074 | £2,691  |
| £3,563  | 1,825,725  | 2,371,417  | 4,631,467  | 5,765,259  | 6,812,377  | 7,981,806  | 10,102,014 | 11,947,921 | £3,563  |
| £4,435  | 258,773    | 183,849    | 1,508,295  | 1,848,704  | 2,357,871  | 2,663,276  | 3,813,417  | 5,060,796  | £4,435  |
| £5,307  | 1,308,180  | 2,729,608  | 1,614,876  | 2,022,327  | 2,064,437  | 2,617,409  | 2,369,584  | 1,758,508  | £5,307  |
| £6,179  | 2,875,132  | 5,275,369  | 4,738,047  | 5,893,358  | 6,457,988  | 7,853,863  | 8,534,076  | 8,577,811  | £6,179  |
| £7,050  | 4,442,085  | 7,821,128  | 7,845,259  | 9,764,391  | 10,851,540 | 13,090,317 | 14,698,568 | 15,360,015 | £7,050  |
| £7,922  | 6,009,037  | 10,366,887 | 10,945,143 | 13,635,422 | 15,245,091 | 18,326,769 | 20,851,227 | 22,117,500 | £7,922  |
| £8,794  | 7,575,989  | 12,912,648 | 14,045,027 | 17,506,453 | 19,638,643 | 23,563,223 | 26,969,701 | 28,874,984 | £8,794  |
| £9,666  | 9,137,576  | 15,452,609 | 17,137,859 | 21,366,059 | 24,010,290 | 28,783,538 | 33,073,896 | 35,616,529 | £9,666  |
| £10,538 | 10,608,546 | 17,846,102 | 20,052,585 | 24,987,701 | 28,113,588 | 33,674,053 | 38,817,460 | 41,955,489 | £10,538 |
| £11,410 | 12,079,516 | 20,239,596 | 22,967,309 | 28,609,343 | 32,216,887 | 38,564,568 | 44,561,024 | 48,294,448 | £11,410 |
| £12,282 | 13,550,487 | 22,633,089 | 25,882,034 | 32,230,985 | 36,320,185 | 43,455,083 | 50,304,588 | 54,633,407 | £12,282 |
| £13,154 | 15,021,458 | 25,026,582 | 28,796,759 | 35,852,627 | 40,423,483 | 48,345,598 | 56,048,152 | 60,972,366 | £13,154 |
| £13,993 | 16,437,947 | 27,329,312 | 31,603,530 | 39,340,135 | 44,374,807 | 53,054,983 | 61,578,991 | 67,076,550 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↓                       |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

Density - units/ha ->

|                |               |               |               |               |               |               |               |               |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs -> | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

Sales value per sq m

|        |           |            |            |            |            |            |            |            |        |
|--------|-----------|------------|------------|------------|------------|------------|------------|------------|--------|
| £2,691 | 1,550,601 | 3,097,092  | 5,945,298  | 7,891,763  | 9,470,044  | 11,503,271 | 14,583,910 | 17,017,274 | £2,691 |
| £3,563 | 19,075    | 528,617    | 2,786,667  | 3,920,459  | 4,967,577  | 6,137,006  | 8,257,214  | 10,103,121 | £3,563 |
| £4,435 | 1,586,027 | 2,028,649  | 336,505    | 3,904      | 513,071    | 818,476    | 1,968,617  | 3,215,996  | £4,435 |
| £5,307 | 3,152,980 | 4,574,408  | 3,459,676  | 3,867,127  | 3,909,237  | 4,462,209  | 4,214,384  | 3,603,308  | £5,307 |
| £6,179 | 4,719,932 | 7,120,169  | 6,582,847  | 7,738,158  | 8,302,788  | 9,698,663  | 10,378,876 | 10,422,611 | £6,179 |
| £7,050 | 6,286,885 | 9,665,928  | 9,690,059  | 11,609,191 | 12,696,340 | 14,935,117 | 16,543,368 | 17,204,815 | £7,050 |
| £7,922 | 7,853,837 | 12,211,687 | 12,789,943 | 15,480,222 | 17,089,891 | 20,171,569 | 22,696,027 | 23,962,300 | £7,9   |

**MODEL** 1

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |
| Sales value psm       | £2,691        | 1,149,399     | 397,092       | 3,245,298     | 5,191,763     | 6,770,044     | 8,803,271     | 11,883,910    | 14,317,274 |
|                       | £3,563        | 2,719,075     | 2,173,383     | 86,667        | 1,220,459     | 2,267,577     | 3,437,006     | 5,557,214     | 7,403,121  |
|                       | £4,435        | 4,286,027     | 4,728,649     | 3,036,505     | 2,696,096     | 2,186,929     | 1,881,524     | 731,383       | 515,996    |
|                       | £5,307        | 5,852,980     | 7,274,408     | 6,159,676     | 6,567,127     | 6,609,237     | 7,162,209     | 6,914,384     | 6,303,308  |
|                       | £6,179        | 7,419,932     | 9,820,169     | 9,282,847     | 10,438,158    | 11,002,788    | 12,396,663    | 13,078,876    | 13,122,611 |
|                       | £7,050        | 8,986,885     | 12,365,928    | 12,390,059    | 14,309,191    | 15,396,340    | 17,635,117    | 19,243,368    | 19,904,815 |
|                       | £7,922        | 10,553,837    | 14,911,687    | 15,489,943    | 18,180,222    | 19,789,891    | 22,871,569    | 25,396,027    | 26,662,300 |
|                       | £8,794        | 12,120,789    | 17,457,448    | 18,589,827    | 22,051,253    | 24,183,443    | 28,108,023    | 31,514,501    | 33,419,784 |
|                       | £9,666        | 13,682,376    | 19,997,409    | 21,682,659    | 25,910,859    | 28,555,090    | 33,328,338    | 37,618,696    | 40,161,329 |
|                       | £10,538       | 15,153,346    | 22,390,902    | 24,597,385    | 29,532,501    | 32,658,388    | 38,218,853    | 43,362,260    | 46,500,289 |
|                       | £11,410       | 16,624,316    | 24,784,396    | 27,512,109    | 33,154,143    | 36,761,687    | 43,109,368    | 49,105,824    | 52,839,248 |
|                       | £12,282       | 18,095,287    | 27,177,889    | 30,426,834    | 36,775,785    | 40,864,985    | 47,999,883    | 54,849,388    | 59,178,207 |
|                       | £13,154       | 19,566,258    | 29,571,382    | 33,341,559    | 40,397,427    | 44,968,283    | 52,890,398    | 60,592,952    | 65,517,166 |
|                       | £13,993       | 20,982,747    | 31,874,112    | 36,148,330    | 43,884,935    | 48,919,607    | 57,599,783    | 66,123,791    | 71,621,350 |

|                         |                 |
|-------------------------|-----------------|
| Aff Hsg                 | 30%             |
| % SR                    | 70%             |
| % SO                    | 30%             |
| S106 (private)          | £4,500 per unit |
| S106 (affordable)       | £4,500 per unit |
| CIL                     |                 |
| CSH (average unit cost) | £9,376 per unit |
| Grant                   | No              |
| Developer's profit      | 20%             |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |                         |
| Sales value psm       | £2,691        | 1,149,399     | 397,092       | 3,245,298     | 5,191,763     | 6,770,044     | 8,803,271     | 11,883,910    | 14,317,274 | 2,691  | Market value range 2011 |
|                       | £3,563        | 2,719,075     | 2,173,383     | 86,667        | 1,220,459     | 2,267,577     | 3,437,006     | 5,557,214     | 7,403,121  | 3,563  | Market value range 2007 |
|                       | £4,435        | 4,286,027     | 4,728,649     | 3,036,505     | 2,696,096     | 2,186,929     | 1,881,524     | 731,383       | 515,996    | 4,435  |                         |
|                       | £5,307        | 5,852,980     | 7,274,408     | 6,159,676     | 6,567,127     | 6,609,237     | 7,162,209     | 6,914,384     | 6,303,308  | 5,307  |                         |
|                       | £6,179        | 7,419,932     | 9,820,169     | 9,282,847     | 10,438,158    | 11,002,788    | 12,396,663    | 13,078,876    | 13,122,611 | 6,179  |                         |
|                       | £7,050        | 8,986,885     | 12,365,928    | 12,390,059    | 14,309,191    | 15,396,340    | 17,635,117    | 19,243,368    | 19,904,815 | 7,050  |                         |
|                       | £7,922        | 10,553,837    | 14,911,687    | 15,489,943    | 18,180,222    | 19,789,891    | 22,871,569    | 25,396,027    | 26,662,300 | 7,922  |                         |
|                       | £8,794        | 12,120,789    | 17,457,448    | 18,589,827    | 22,051,253    | 24,183,443    | 28,108,023    | 31,514,501    | 33,419,784 | 8,794  |                         |
|                       | £9,666        | 13,682,376    | 19,997,409    | 21,682,659    | 25,910,859    | 28,555,090    | 33,328,338    | 37,618,696    | 40,161,329 | 9,666  |                         |
|                       | £10,538       | 15,153,346    | 22,390,902    | 24,597,385    | 29,532,501    | 32,658,388    | 38,218,853    | 43,362,260    | 46,500,289 | 10,538 |                         |
|                       | £11,410       | 16,624,316    | 24,784,396    | 27,512,109    | 33,154,143    | 36,761,687    | 43,109,368    | 49,105,824    | 52,839,248 | 11,410 |                         |
|                       | £12,282       | 18,095,287    | 27,177,889    | 30,426,834    | 36,775,785    | 40,864,985    | 47,999,883    | 54,849,388    | 59,178,207 | 12,282 |                         |
|                       | £13,154       | 19,566,258    | 29,571,382    | 33,341,559    | 40,397,427    | 44,968,283    | 52,890,398    | 60,592,952    | 65,517,166 | 13,154 |                         |
|                       | £13,993       | 20,982,747    | 31,874,112    | 36,148,330    | 43,884,935    | 48,919,607    | 57,599,783    | 66,123,791    | 71,621,350 | 13,993 |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |                         |
| Sales value psm       | £2,691        | 1,149,399     | 397,092       | 3,245,298     | 5,191,763     | 6,770,044     | 8,803,271     | 11,883,910    | 14,317,274 | 2,691  | Market value range 2011 |
|                       | £3,563        | 2,719,075     | 2,173,383     | 86,667        | 1,220,459     | 2,267,577     | 3,437,006     | 5,557,214     | 7,403,121  | 3,563  | Market value range 2007 |
|                       | £4,435        | 4,286,027     | 4,728,649     | 3,036,505     | 2,696,096     | 2,186,929     | 1,881,524     | 731,383       | 515,996    | 4,435  |                         |
|                       | £5,307        | 5,852,980     | 7,274,408     | 6,159,676     | 6,567,127     | 6,609,237     | 7,162,209     | 6,914,384     | 6,303,308  | 5,307  |                         |
|                       | £6,179        | 7,419,932     | 9,820,169     | 9,282,847     | 10,438,158    | 11,002,788    | 12,396,663    | 13,078,876    | 13,122,611 | 6,179  |                         |
|                       | £7,050        | 8,986,885     | 12,365,928    | 12,390,059    | 14,309,191    | 15,396,340    | 17,635,117    | 19,243,368    | 19,904,815 | 7,050  |                         |
|                       | £7,922        | 10,553,837    | 14,911,687    | 15,489,943    | 18,180,222    | 19,789,891    | 22,871,569    | 25,396,027    | 26,662,300 | 7,922  |                         |
|                       | £8,794        | 12,120,789    | 17,457,448    | 18,589,827    | 22,051,253    | 24,183,443    | 28,108,023    | 31,514,501    | 33,419,784 | 8,794  |                         |
|                       | £9,666        | 13,682,376    | 19,997,409    | 21,682,659    | 25,910,859    | 28,555,090    | 33,328,338    | 37,618,696    | 40,161,329 | 9,666  |                         |
|                       | £10,538       | 15,153,346    | 22,390,902    | 24,597,385    | 29,532,501    | 32,658,388    | 38,218,853    | 43,362,260    | 46,500,289 | 10,538 |                         |
|                       | £11,410       | 16,624,316    | 24,784,396    | 27,512,109    | 33,154,143    | 36,761,687    | 43,109,368    | 49,105,824    | 52,839,248 | 11,410 |                         |
|                       | £12,282       | 18,095,287    | 27,177,889    | 30,426,834    | 36,775,785    | 40,864,985    | 47,999,883    | 54,849,388    | 59,178,207 | 12,282 |                         |
|                       | £13,154       | 19,566,258    | 29,571,382    | 33,341,559    | 40,397,427    | 44,968,283    | 52,890,398    | 60,592,952    | 65,517,166 | 13,154 |                         |
|                       | £13,993       | 20,982,747    | 31,874,112    | 36,148,330    | 43,884,935    | 48,919,607    | 57,599,783    | 66,123,791    | 71,621,350 | 13,993 |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |                         |
| Sales value psm       | £2,691        | 1,149,399     | 397,092       | 3,245,298     | 5,191,763     | 6,770,044     | 8,803,271     | 11,883,910    | 14,317,274 | 2,691  | Market value range 2011 |
|                       | £3,563        | 2,719,075     | 2,173,383     | 86,667        | 1,220,459     | 2,267,577     | 3,437,006     | 5,557,214     | 7,403,121  | 3,563  | Market value range 2007 |
|                       | £4,435        | 4,286,027     | 4,728,649     | 3,036,505     | 2,696,096     | 2,186,929     | 1,881,524     | 731,383       | 515,996    | 4,435  |                         |
|                       | £5,307        | 5,852,980     | 7,274,408     | 6,159,676     | 6,567,127     | 6,609,237     | 7,162,209     | 6,914,384     | 6,303,308  | 5,307  |                         |
|                       | £6,179        | 7,419,932     | 9,820,169     | 9,282,847     | 10,438,158    | 11,002,788    | 12,396,663    | 13,078,876    | 13,122,611 | 6,179  |                         |
|                       | £7,050        | 8,986,885     | 12,365,928    | 12,390,059    | 14,309,191    | 15,396,340    | 17,635,117    | 19,243,368    | 19,904,815 | 7,050  |                         |
|                       | £7,922        | 10,553,837    | 14,911,687    | 15,489,943    | 18,180,222    | 19,789,891    | 22,871,569    | 25,396,027    | 26,662,300 | 7,922  |                         |
|                       | £8,794        | 12,120,789    | 17,457,448    | 18,589,827    | 22,051,253    | 24,183,443    | 28,108,023    | 31,514,501    | 33,419,784 | 8,794  |                         |
|                       | £9,666        | 13,682,376    | 19,997,409    | 21,682,659    | 25,910,859    | 28,555,090    | 33,328,338    | 37,618,696    | 40,161,329 | 9,666  |                         |
|                       | £10,538       | 15,153,346    | 22,390,902    | 24,597,385    | 29,532,501    | 32,658,388    | 38,218,853    | 43,362,260    | 46,500,289 | 10,538 |                         |
|                       | £11,410       | 16,624,316    | 24,784,396    | 27,512,109    | 33,154,143    | 36,761,687    | 43,109,368    | 49,105,824    | 52,839,248 | 11,410 |                         |
|                       | £12,282       | 18,095,287    | 27,177,889    | 30,426,834    | 36,775,785    | 40,864,985    | 47,999,883    | 54,849,388    | 59,178,207 | 12,282 |                         |
|                       | £13,154       | 19,566,258    | 29,571,382    | 33,341,559    | 40,397,427    | 44,968,283    | 52,890,398    | 60,592,952    | 65,517,166 | 13,154 |                         |
|                       | £13,993       | 20,982,747    | 31,874,112    | 36,148,330    | 43,884,935    | 48,919,607    | 57,599,783    | 66,123,791    | 71,621,350 | 13,993 |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |       |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|-------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |       |                         |
| Sales value psm       | £2,691        | 1,149,399     | 397,092       | 3,245,298     | 5,191,763     | 6,770,044     | 8,803,271     | 11,883,910    | 14,317,274 | 2,691 | Market value range 2011 |
|                       | £3,563        | 2,719,075     | 2,173,383     | 86,667        | 1,220,459     | 2,267,577     | 3,437,006     | 5,557,214     | 7,403,121  | 3,563 | Market value range 2007 |
|                       | £4,435        | 4,286,027     | 4,728,649     | 3,036,505     | 2,696,096     | 2,186,929     | 1,881,524     | 731,383       | 515,996    | 4,435 |                         |
|                       | £5,307        | 5,852,980     | 7,274,408     | 6,159,676     | 6,567,127     | 6,609,237     | 7,162,209     | 6,914,384     | 6,303,308  | 5,307 |                         |
|                       | £6,179        | 7,419,932     | 9,820,169     | 9,282,847     | 10,438,158    | 11,002,788    | 12,396,663    | 13,078,876    | 13,122,611 | 6,179 |                         |
|                       | £7,050        | 8,986,885     | 12,365,928    | 12,390,059    | 14,309,191    | 15,396,340    | 17,635,117    | 19,243,368    | 19,904,815 | 7,050 |                         |
| </                    |               |               |               |               |               |               |               |               |            |       |                         |







**MODEL 2**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |
| Sales value psm       | £2,691        | 922,054       | 804,444       | 3,828,012     | 5,958,608     | 7,725,311     | 9,937,650     | 13,213,142    | 15,827,764 |
|                       | £3,563        | 2,494,603     | 1,770,505     | 662,208       | 1,987,304     | 3,222,844     | 4,571,385     | 6,886,446     | 8,913,612  |
|                       | £4,435        | 4,061,556     | 4,330,795     | 2,460,964     | 1,943,285     | 1,243,120     | 760,751       | 582,109       | 2,008,599  |
|                       | £5,307        | 5,628,508     | 6,876,555     | 5,584,135     | 5,818,924     | 5,676,895     | 6,053,627     | 5,616,647     | 4,810,704  |
|                       | £6,179        | 7,195,461     | 9,422,315     | 8,707,306     | 9,689,956     | 10,070,447    | 11,291,507    | 11,781,139    | 11,630,008 |
|                       | £7,050        | 8,762,413     | 11,968,074    | 11,821,696    | 13,560,987    | 14,463,998    | 16,527,960    | 17,945,631    | 18,430,113 |
|                       | £7,922        | 10,329,366    | 14,513,835    | 14,921,581    | 17,432,018    | 18,857,548    | 21,764,414    | 24,110,123    | 25,187,598 |
|                       | £8,794        | 11,896,318    | 17,059,594    | 18,021,465    | 21,303,049    | 23,251,100    | 27,000,867    | 30,232,531    | 31,945,083 |
|                       | £9,666        | 13,459,750    | 19,599,555    | 21,114,298    | 25,165,242    | 27,634,225    | 32,225,147    | 36,336,727    | 38,686,628 |
|                       | £10,538       | 14,931,752    | 21,993,049    | 24,029,022    | 28,793,631    | 31,737,523    | 37,125,325    | 42,080,290    | 45,025,588 |
|                       | £11,410       | 16,402,722    | 24,386,542    | 26,943,747    | 32,415,273    | 35,840,821    | 42,015,840    | 47,823,854    | 51,364,547 |
|                       | £12,282       | 17,873,693    | 26,780,036    | 29,858,472    | 36,036,914    | 39,944,119    | 46,906,355    | 53,567,417    | 57,703,506 |
|                       | £13,154       | 19,344,663    | 29,173,530    | 32,773,196    | 39,658,556    | 44,047,417    | 51,796,870    | 59,310,981    | 64,042,465 |
|                       | £13,993       | 20,761,152    | 31,478,375    | 35,579,969    | 43,146,064    | 47,998,741    | 56,506,255    | 64,841,821    | 70,146,648 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £10,000 per unit |
| S106 (affordable)       | £10,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        | 922,054       | 804,444       | 3,828,012     | 5,958,608     | 7,725,311     | 9,937,650     | 13,213,142    | 15,827,764      |                         |                         |
|                       | £3,563        | 2,494,603     | 1,770,505     | 662,208       | 1,987,304     | 3,222,844     | 4,571,385     | 6,886,446     | 8,913,612       |                         |                         |
|                       | £4,435        | 4,061,556     | 4,330,795     | 2,460,964     | 1,943,285     | 1,243,120     | 760,751       | 582,109       | 2,008,599       |                         |                         |
|                       | £5,307        | 5,628,508     | 6,876,555     | 5,584,135     | 5,818,924     | 5,676,895     | 6,053,627     | 5,616,647     | 4,810,704       |                         |                         |
|                       | £6,179        | 7,195,461     | 9,422,315     | 8,707,306     | 9,689,956     | 10,070,447    | 11,291,507    | 11,781,139    | 11,630,008      |                         |                         |
|                       | £7,050        | 8,762,413     | 11,968,074    | 11,821,696    | 13,560,987    | 14,463,998    | 16,527,960    | 17,945,631    | 18,430,113      |                         |                         |
|                       | £7,922        | 10,329,366    | 14,513,835    | 14,921,581    | 17,432,018    | 18,857,548    | 21,764,414    | 24,110,123    | 25,187,598      |                         |                         |
|                       | £8,794        | 11,896,318    | 17,059,594    | 18,021,465    | 21,303,049    | 23,251,100    | 27,000,867    | 30,232,531    | 31,945,083      |                         |                         |
|                       | £9,666        | 13,459,750    | 19,599,555    | 21,114,298    | 25,165,242    | 27,634,225    | 32,225,147    | 36,336,727    | 38,686,628      |                         |                         |
|                       | £10,538       | 14,931,752    | 21,993,049    | 24,029,022    | 28,793,631    | 31,737,523    | 37,125,325    | 42,080,290    | 45,025,588      |                         |                         |
|                       | £11,410       | 16,402,722    | 24,386,542    | 26,943,747    | 32,415,273    | 35,840,821    | 42,015,840    | 47,823,854    | 51,364,547      |                         |                         |
|                       | £12,282       | 17,873,693    | 26,780,036    | 29,858,472    | 36,036,914    | 39,944,119    | 46,906,355    | 53,567,417    | 57,703,506      |                         |                         |
|                       | £13,154       | 19,344,663    | 29,173,530    | 32,773,196    | 39,658,556    | 44,047,417    | 51,796,870    | 59,310,981    | 64,042,465      |                         |                         |
|                       | £13,993       | 20,761,152    | 31,478,375    | 35,579,969    | 43,146,064    | 47,998,741    | 56,506,255    | 64,841,821    | 70,146,648      |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        | 922,054       | 804,444       | 3,828,012     | 5,958,608     | 7,725,311     | 9,937,650     | 13,213,142    | 15,827,764      |                         |                         |
|                       | £3,563        | 2,494,603     | 1,770,505     | 662,208       | 1,987,304     | 3,222,844     | 4,571,385     | 6,886,446     | 8,913,612       |                         |                         |
|                       | £4,435        | 4,061,556     | 4,330,795     | 2,460,964     | 1,943,285     | 1,243,120     | 760,751       | 582,109       | 2,008,599       |                         |                         |
|                       | £5,307        | 5,628,508     | 6,876,555     | 5,584,135     | 5,818,924     | 5,676,895     | 6,053,627     | 5,616,647     | 4,810,704       |                         |                         |
|                       | £6,179        | 7,195,461     | 9,422,315     | 8,707,306     | 9,689,956     | 10,070,447    | 11,291,507    | 11,781,139    | 11,630,008      |                         |                         |
|                       | £7,050        | 8,762,413     | 11,968,074    | 11,821,696    | 13,560,987    | 14,463,998    | 16,527,960    | 17,945,631    | 18,430,113      |                         |                         |
|                       | £7,922        | 10,329,366    | 14,513,835    | 14,921,581    | 17,432,018    | 18,857,548    | 21,764,414    | 24,110,123    | 25,187,598      |                         |                         |
|                       | £8,794        | 11,896,318    | 17,059,594    | 18,021,465    | 21,303,049    | 23,251,100    | 27,000,867    | 30,232,531    | 31,945,083      |                         |                         |
|                       | £9,666        | 13,459,750    | 19,599,555    | 21,114,298    | 25,165,242    | 27,634,225    | 32,225,147    | 36,336,727    | 38,686,628      |                         |                         |
|                       | £10,538       | 14,931,752    | 21,993,049    | 24,029,022    | 28,793,631    | 31,737,523    | 37,125,325    | 42,080,290    | 45,025,588      |                         |                         |
|                       | £11,410       | 16,402,722    | 24,386,542    | 26,943,747    | 32,415,273    | 35,840,821    | 42,015,840    | 47,823,854    | 51,364,547      |                         |                         |
|                       | £12,282       | 17,873,693    | 26,780,036    | 29,858,472    | 36,036,914    | 39,944,119    | 46,906,355    | 53,567,417    | 57,703,506      |                         |                         |
|                       | £13,154       | 19,344,663    | 29,173,530    | 32,773,196    | 39,658,556    | 44,047,417    | 51,796,870    | 59,310,981    | 64,042,465      |                         |                         |
|                       | £13,993       | 20,761,152    | 31,478,375    | 35,579,969    | 43,146,064    | 47,998,741    | 56,506,255    | 64,841,821    | 70,146,648      |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        | 922,054       | 804,444       | 3,828,012     | 5,958,608     | 7,725,311     | 9,937,650     | 13,213,142    | 15,827,764      |                         |                         |
|                       | £3,563        | 2,494,603     | 1,770,505     | 662,208       | 1,987,304     | 3,222,844     | 4,571,385     | 6,886,446     | 8,913,612       |                         |                         |
|                       | £4,435        | 4,061,556     | 4,330,795     | 2,460,964     | 1,943,285     | 1,243,120     | 760,751       | 582,109       | 2,008,599       |                         |                         |
|                       | £5,307        | 5,628,508     | 6,876,555     | 5,584,135     | 5,818,924     | 5,676,895     | 6,053,627     | 5,616,647     | 4,810,704       |                         |                         |
|                       | £6,179        | 7,195,461     | 9,422,315     | 8,707,306     | 9,689,956     | 10,070,447    | 11,291,507    | 11,781,139    | 11,630,008      |                         |                         |
|                       | £7,050        | 8,762,413     | 11,968,074    | 11,821,696    | 13,560,987    | 14,463,998    | 16,527,960    | 17,945,631    | 18,430,113      |                         |                         |
|                       | £7,922        | 10,329,366    | 14,513,835    | 14,921,581    | 17,432,018    | 18,857,548    | 21,764,414    | 24,110,123    | 25,187,598      |                         |                         |
|                       | £8,794        | 11,896,318    | 17,059,594    | 18,021,465    | 21,303,049    | 23,251,100    | 27,000,867    | 30,232,531    | 31,945,083      |                         |                         |
|                       | £9,666        | 13,459,750    | 19,599,555    | 21,114,298    | 25,165,242    | 27,634,225    | 32,225,147    | 36,336,727    | 38,686,628      |                         |                         |
|                       | £10,538       | 14,931,752    | 21,993,049    | 24,029,022    | 28,793,631    | 31,737,523    | 37,125,325    | 42,080,290    | 45,025,588      |                         |                         |
|                       | £11,410       | 16,402,722    | 24,386,542    | 26,943,747    | 32,415,273    | 35,840,821    | 42,015,840    | 47,823,854    | 51,364,547      |                         |                         |
|                       | £12,282       | 17,873,693    | 26,780,036    | 29,858,472    | 36,036,914    | 39,944,119    | 46,906,355    | 53,567,417    | 57,703,506      |                         |                         |
|                       | £13,154       | 19,344,663    | 29,173,530    | 32,773,196    | 39,658,556    | 44,047,417    | 51,796,870    | 59,310,981    | 64,042,465      |                         |                         |
|                       | £13,993       | 20,761,152    | 31,478,375    | 35,579,969    | 43,146,064    | 47,998,741    | 56,506,255    | 64,841,821    | 70,146,648      |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        | 922,054       | 804,444       | 3,828,012     | 5,958,608     | 7,725,311     | 9,937,650     | 13,213,142    | 15,827,764      |                         |                         |
|                       | £3,563        | 2,494,603     | 1,770,505     | 662,208       | 1,987,304     | 3,222,844     | 4,571,385     | 6,886,446     | 8,913,612       |                         |                         |
|                       | £4,435        | 4,061,556     | 4,330,795     | 2,460,964     | 1,943,285     | 1,243,120     | 760,751       | 582,109       | 2,008,599       |                         |                         |
|                       | £5,307        | 5,628,508     | 6,876,555     | 5,584,135     | 5,818,924     | 5,676,895     | 6,053,627     | 5,616,647     | 4,810,704       |                         |                         |
|                       | £6,179        | 7,195,461     | 9,422,315     | 8,707,306     | 9,689,956     | 10,070,447    | 11,291,507    | 11,781,139    | 11,630,008      |                         |                         |
|                       | £7,050        | 8,762,413     | 11,968,074    | 11,821,696    | 13,560,987    | 14,463,998    | 16,527,960    | 17,945,631    | 18,430,113      |                         |                         |
|                       | £7,922        | 10,329,366    | 14,513,835    | 14,921,581    | 17,432,018    | 18,857,548    | 21,764,414    | 24,110,123    | 25,187,598      |                         |                         |
|                       | £8,794        | 11,896,318    | 17,059,594    | 18,021,465    | 21,303,049    | 23,251,100    | 27,000,867    | 30,232,531    | 3               |                         |                         |



**MODEL** 3

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |
| Sales value psm       | £2,691        | 715,377       | 1,175,262     | 4,357,751     | 6,655,740     | 8,593,735     | 10,968,904    | 14,421,535    | 17,200,938 |
|                       | £3,563        | 2,290,539     | 1,404,251     | 1,190,843     | 2,684,436     | 4,091,267     | 5,602,638     | 8,094,838     | 10,286,785 |
|                       | £4,435        | 3,857,491     | 3,969,111     | 1,937,745     | 1,254,623     | 385,112       | 258,134       | 1,776,192     | 3,372,633  |
|                       | £5,307        | 5,424,444     | 6,514,870     | 5,060,916     | 5,138,739     | 4,826,003     | 5,034,742     | 4,436,886     | 3,453,791  |
|                       | £6,179        | 6,991,396     | 9,060,630     | 8,184,088     | 9,009,771     | 9,222,863     | 10,285,001    | 10,601,378    | 10,273,095 |
|                       | £7,050        | 8,558,349     | 11,606,390    | 11,305,004    | 12,880,803    | 13,616,414    | 15,521,455    | 16,765,870    | 17,089,476 |
|                       | £7,922        | 10,125,301    | 14,152,149    | 14,404,888    | 16,751,834    | 18,009,965    | 20,757,908    | 22,930,361    | 23,846,961 |
|                       | £8,794        | 11,692,253    | 16,697,910    | 17,504,773    | 20,622,865    | 22,403,516    | 25,994,361    | 29,067,103    | 30,604,444 |
|                       | £9,666        | 13,255,686    | 19,237,870    | 20,597,605    | 24,485,058    | 26,786,854    | 31,218,641    | 35,171,299    | 37,345,990 |
|                       | £10,538       | 14,730,185    | 21,631,364    | 23,512,330    | 28,121,930    | 30,900,372    | 36,131,209    | 40,914,863    | 43,684,949 |
|                       | £11,410       | 16,201,272    | 24,024,858    | 26,427,054    | 31,743,572    | 35,003,671    | 41,021,724    | 46,658,427    | 50,023,909 |
|                       | £12,282       | 17,672,244    | 26,418,350    | 29,341,779    | 35,365,214    | 39,106,969    | 45,912,239    | 52,401,991    | 56,362,869 |
|                       | £13,154       | 19,143,214    | 28,811,844    | 32,256,504    | 38,986,857    | 43,210,267    | 50,802,754    | 58,145,554    | 62,701,828 |
|                       | £13,993       | 20,559,703    | 31,116,690    | 35,063,276    | 42,474,363    | 47,161,591    | 55,512,139    | 63,676,393    | 68,806,011 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |  |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|--|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |  |
| Sales value psm       | £2,691        | 715,377       | 1,175,262     | 4,357,751     | 6,655,740     | 8,593,735     | 10,968,904    | 14,421,535    | 17,200,938 | 2,691  |  |
|                       | £3,563        | 2,290,539     | 1,404,251     | 1,190,843     | 2,684,436     | 4,091,267     | 5,602,638     | 8,094,838     | 10,286,785 | 3,563  |  |
|                       | £4,435        | 3,857,491     | 3,969,111     | 1,937,745     | 1,254,623     | 385,112       | 258,134       | 1,776,192     | 3,372,633  | 4,435  |  |
|                       | £5,307        | 5,424,444     | 6,514,870     | 5,060,916     | 5,138,739     | 4,826,003     | 5,034,742     | 4,436,886     | 3,453,791  | 5,307  |  |
|                       | £6,179        | 6,991,396     | 9,060,630     | 8,184,088     | 9,009,771     | 9,222,863     | 10,285,001    | 10,601,378    | 10,273,095 | 6,179  |  |
|                       | £7,050        | 8,558,349     | 11,606,390    | 11,305,004    | 12,880,803    | 13,616,414    | 15,521,455    | 16,765,870    | 17,089,476 | 7,050  |  |
|                       | £7,922        | 10,125,301    | 14,152,149    | 14,404,888    | 16,751,834    | 18,009,965    | 20,757,908    | 22,930,361    | 23,846,961 | 7,922  |  |
|                       | £8,794        | 11,692,253    | 16,697,910    | 17,504,773    | 20,622,865    | 22,403,516    | 25,994,361    | 29,067,103    | 30,604,444 | 8,794  |  |
|                       | £9,666        | 13,255,686    | 19,237,870    | 20,597,605    | 24,485,058    | 26,786,854    | 31,218,641    | 35,171,299    | 37,345,990 | 9,666  |  |
|                       | £10,538       | 14,730,185    | 21,631,364    | 23,512,330    | 28,121,930    | 30,900,372    | 36,131,209    | 40,914,863    | 43,684,949 | 10,538 |  |
|                       | £11,410       | 16,201,272    | 24,024,858    | 26,427,054    | 31,743,572    | 35,003,671    | 41,021,724    | 46,658,427    | 50,023,909 | 11,410 |  |
|                       | £12,282       | 17,672,244    | 26,418,350    | 29,341,779    | 35,365,214    | 39,106,969    | 45,912,239    | 52,401,991    | 56,362,869 | 12,282 |  |
|                       | £13,154       | 19,143,214    | 28,811,844    | 32,256,504    | 38,986,857    | 43,210,267    | 50,802,754    | 58,145,554    | 62,701,828 | 13,154 |  |
|                       | £13,993       | 20,559,703    | 31,116,690    | 35,063,276    | 42,474,363    | 47,161,591    | 55,512,139    | 63,676,393    | 68,806,011 | 13,993 |  |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |  |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|--|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |  |
| Sales value psm       | £2,691        | 715,377       | 1,175,262     | 4,357,751     | 6,655,740     | 8,593,735     | 10,968,904    | 14,421,535    | 17,200,938 | 2,691  |  |
|                       | £3,563        | 2,290,539     | 1,404,251     | 1,190,843     | 2,684,436     | 4,091,267     | 5,602,638     | 8,094,838     | 10,286,785 | 3,563  |  |
|                       | £4,435        | 3,857,491     | 3,969,111     | 1,937,745     | 1,254,623     | 385,112       | 258,134       | 1,776,192     | 3,372,633  | 4,435  |  |
|                       | £5,307        | 5,424,444     | 6,514,870     | 5,060,916     | 5,138,739     | 4,826,003     | 5,034,742     | 4,436,886     | 3,453,791  | 5,307  |  |
|                       | £6,179        | 6,991,396     | 9,060,630     | 8,184,088     | 9,009,771     | 9,222,863     | 10,285,001    | 10,601,378    | 10,273,095 | 6,179  |  |
|                       | £7,050        | 8,558,349     | 11,606,390    | 11,305,004    | 12,880,803    | 13,616,414    | 15,521,455    | 16,765,870    | 17,089,476 | 7,050  |  |
|                       | £7,922        | 10,125,301    | 14,152,149    | 14,404,888    | 16,751,834    | 18,009,965    | 20,757,908    | 22,930,361    | 23,846,961 | 7,922  |  |
|                       | £8,794        | 11,692,253    | 16,697,910    | 17,504,773    | 20,622,865    | 22,403,516    | 25,994,361    | 29,067,103    | 30,604,444 | 8,794  |  |
|                       | £9,666        | 13,255,686    | 19,237,870    | 20,597,605    | 24,485,058    | 26,786,854    | 31,218,641    | 35,171,299    | 37,345,990 | 9,666  |  |
|                       | £10,538       | 14,730,185    | 21,631,364    | 23,512,330    | 28,121,930    | 30,900,372    | 36,131,209    | 40,914,863    | 43,684,949 | 10,538 |  |
|                       | £11,410       | 16,201,272    | 24,024,858    | 26,427,054    | 31,743,572    | 35,003,671    | 41,021,724    | 46,658,427    | 50,023,909 | 11,410 |  |
|                       | £12,282       | 17,672,244    | 26,418,350    | 29,341,779    | 35,365,214    | 39,106,969    | 45,912,239    | 52,401,991    | 56,362,869 | 12,282 |  |
|                       | £13,154       | 19,143,214    | 28,811,844    | 32,256,504    | 38,986,857    | 43,210,267    | 50,802,754    | 58,145,554    | 62,701,828 | 13,154 |  |
|                       | £13,993       | 20,559,703    | 31,116,690    | 35,063,276    | 42,474,363    | 47,161,591    | 55,512,139    | 63,676,393    | 68,806,011 | 13,993 |  |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |  |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|--|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |  |
| Sales value psm       | £2,691        | 715,377       | 1,175,262     | 4,357,751     | 6,655,740     | 8,593,735     | 10,968,904    | 14,421,535    | 17,200,938 | 2,691  |  |
|                       | £3,563        | 2,290,539     | 1,404,251     | 1,190,843     | 2,684,436     | 4,091,267     | 5,602,638     | 8,094,838     | 10,286,785 | 3,563  |  |
|                       | £4,435        | 3,857,491     | 3,969,111     | 1,937,745     | 1,254,623     | 385,112       | 258,134       | 1,776,192     | 3,372,633  | 4,435  |  |
|                       | £5,307        | 5,424,444     | 6,514,870     | 5,060,916     | 5,138,739     | 4,826,003     | 5,034,742     | 4,436,886     | 3,453,791  | 5,307  |  |
|                       | £6,179        | 6,991,396     | 9,060,630     | 8,184,088     | 9,009,771     | 9,222,863     | 10,285,001    | 10,601,378    | 10,273,095 | 6,179  |  |
|                       | £7,050        | 8,558,349     | 11,606,390    | 11,305,004    | 12,880,803    | 13,616,414    | 15,521,455    | 16,765,870    | 17,089,476 | 7,050  |  |
|                       | £7,922        | 10,125,301    | 14,152,149    | 14,404,888    | 16,751,834    | 18,009,965    | 20,757,908    | 22,930,361    | 23,846,961 | 7,922  |  |
|                       | £8,794        | 11,692,253    | 16,697,910    | 17,504,773    | 20,622,865    | 22,403,516    | 25,994,361    | 29,067,103    | 30,604,444 | 8,794  |  |
|                       | £9,666        | 13,255,686    | 19,237,870    | 20,597,605    | 24,485,058    | 26,786,854    | 31,218,641    | 35,171,299    | 37,345,990 | 9,666  |  |
|                       | £10,538       | 14,730,185    | 21,631,364    | 23,512,330    | 28,121,930    | 30,900,372    | 36,131,209    | 40,914,863    | 43,684,949 | 10,538 |  |
|                       | £11,410       | 16,201,272    | 24,024,858    | 26,427,054    | 31,743,572    | 35,003,671    | 41,021,724    | 46,658,427    | 50,023,909 | 11,410 |  |
|                       | £12,282       | 17,672,244    | 26,418,350    | 29,341,779    | 35,365,214    | 39,106,969    | 45,912,239    | 52,401,991    | 56,362,869 | 12,282 |  |
|                       | £13,154       | 19,143,214    | 28,811,844    | 32,256,504    | 38,986,857    | 43,210,267    | 50,802,754    | 58,145,554    | 62,701,828 | 13,154 |  |
|                       | £13,993       | 20,559,703    | 31,116,690    | 35,063,276    | 42,474,363    | 47,161,591    | 55,512,139    | 63,676,393    | 68,806,011 | 13,993 |  |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |       |  |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|-------|--|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |       |  |
| Sales value psm       | £2,691        | 715,377       | 1,175,262     | 4,357,751     | 6,655,740     | 8,593,735     | 10,968,904    | 14,421,535    | 17,200,938 | 2,691 |  |
|                       | £3,563        | 2,290,539     | 1,404,251     | 1,190,843     | 2,684,436     | 4,091,267     | 5,602,638     | 8,094,838     | 10,286,785 | 3,563 |  |
|                       | £4,435        | 3,857,491     | 3,969,111     | 1,937,745     | 1,254,623     | 385,112       | 258,134       | 1,776,192     | 3,372,633  | 4,435 |  |
|                       | £5,307        | 5,424,444     | 6,514,870     | 5,060,916     | 5,138,739     | 4,826,003     | 5,034,742     | 4,436,886     | 3,453,791  | 5,307 |  |
|                       | £6,179        | 6,991,396     | 9,060,630     | 8,184,088     | 9,009,771     | 9,222,863     | 10,285,001    | 10,601,378    | 10,273,095 | 6,179 |  |
|                       | £7,050        | 8,558,349     | 11,606,390    | 11,305,004    | 12,880,803    | 13,616,414    | 15,521,455    | 16,765,870    | 17,089,476 | 7,050 |  |
|                       | £7,922        | 10,125,301    | 14,152,149    | 14            |               |               |               |               |            |       |  |

**MODEL**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                    |         |            |            |            |            |            |            |            |            |         |
|--------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sm | £2,691  | 1,151,687  | 393,325    | 3,240,655  | 5,185,945  | 6,763,323  | 8,795,260  | 11,874,391 | 14,306,786 | £2,691  |
|                    | £3,563  | 2,752,149  | 2,228,591  | 19,529     | 1,135,199  | 2,169,080  | 3,319,613  | 5,417,720  | 7,249,434  | £3,563  |
|                    | £4,435  | 4,349,918  | 4,833,877  | 3,166,200  | 2,856,491  | 2,374,738  | 2,105,364  | 997,395    | 222,934    | £4,435  |
|                    | £5,307  | 5,947,689  | 7,430,392  | 6,351,928  | 6,804,887  | 6,883,979  | 7,489,661  | 7,303,578  | 6,737,724  | £5,307  |
|                    | £6,179  | 7,545,458  | 10,026,907 | 9,537,655  | 10,753,283 | 11,366,929 | 12,832,663 | 13,594,710 | 13,698,383 | £6,179  |
|                    | £7,050  | 9,143,228  | 12,623,423 | 12,703,178 | 14,701,680 | 15,849,878 | 18,175,666 | 19,885,840 | 20,612,574 | £7,050  |
|                    | £7,922  | 10,740,998 | 15,219,938 | 15,864,782 | 18,650,075 | 20,332,828 | 23,518,668 | 26,154,999 | 27,509,567 | £7,922  |
|                    | £8,794  | 12,338,768 | 17,816,453 | 19,026,385 | 22,598,471 | 24,815,777 | 28,861,670 | 32,398,443 | 34,406,560 | £8,794  |
|                    | £9,666  | 13,926,845 | 20,405,236 | 22,178,588 | 26,524,863 | 29,264,231 | 34,173,527 | 38,622,849 | 41,282,301 | £9,666  |
|                    | £10,538 | 15,397,815 | 22,798,730 | 25,093,312 | 30,146,505 | 33,367,528 | 39,064,042 | 44,366,413 | 47,621,260 | £10,538 |
|                    | £11,410 | 16,868,786 | 25,192,223 | 28,008,037 | 33,768,147 | 37,470,826 | 43,954,556 | 50,109,977 | 53,960,219 | £11,410 |
|                    | £12,282 | 18,339,756 | 27,585,717 | 30,922,761 | 37,389,788 | 41,574,125 | 48,845,072 | 55,853,541 | 60,299,179 | £12,282 |
|                    | £13,154 | 19,810,726 | 29,977,394 | 33,837,486 | 41,011,430 | 45,677,423 | 53,735,587 | 61,597,104 | 66,638,138 | £13,154 |
|                    | £13,993 | 21,227,216 | 32,276,722 | 36,644,259 | 44,498,938 | 49,628,747 | 58,444,972 | 67,127,943 | 72,742,322 | £13,993 |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 30%             |
| % SR                      | 60%             |
| % SO                      | 40%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 21,642,666 | 23,187,678 | 26,035,008 | 27,980,298 | 29,557,676 | 31,589,613 | 34,668,744 | 37,101,139 | £2,691  |
|                      | £3,563  | 20,042,204 | 20,565,762 | 22,813,882 | 23,929,552 | 24,963,433 | 26,113,966 | 28,212,073 | 30,043,787 | £3,563  |
|                      | £4,435  | 18,444,435 | 17,960,476 | 19,628,153 | 19,937,862 | 20,419,615 | 20,688,989 | 21,796,958 | 23,017,287 | £4,435  |
|                      | £5,307  | 16,846,664 | 15,363,961 | 16,442,425 | 15,989,466 | 15,910,374 | 15,304,692 | 15,490,775 | 16,056,629 | £5,307  |
|                      | £6,179  | 15,248,895 | 12,767,446 | 13,256,698 | 12,041,070 | 11,427,244 | 9,961,690  | 9,199,643  | 9,095,970  | £6,179  |
|                      | £7,050  | 13,651,125 | 10,170,930 | 10,091,175 | 8,092,673  | 6,944,475  | 4,618,687  | 2,908,513  | 2,181,779  | £7,050  |
|                      | £7,922  | 12,053,355 | 7,574,415  | 6,929,571  | 4,144,278  | 2,461,625  | 724,315    | 3,360,846  | 4,715,214  | £7,922  |
|                      | £8,794  | 10,455,585 | 4,977,900  | 3,767,968  | 195,882    | 2,021,424  | 6,067,317  | 9,604,090  | 11,612,207 | £8,794  |
|                      | £9,666  | 8,867,508  | 2,389,117  | 615,765    | 3,730,510  | 6,469,878  | 11,379,174 | 15,828,496 | 18,487,948 | £9,666  |
|                      | £10,538 | 7,396,538  | 4,377      | 2,298,959  | 7,352,152  | 10,573,175 | 16,269,689 | 21,572,060 | 24,826,907 | £10,538 |
|                      | £11,410 | 5,925,567  | 2,397,870  | 5,213,684  | 10,973,974 | 14,676,473 | 21,160,203 | 27,315,624 | 31,165,866 | £11,410 |
|                      | £12,282 | 4,454,597  | 4,791,364  | 8,128,408  | 14,595,435 | 18,779,772 | 26,050,719 | 33,059,188 | 37,504,826 | £12,282 |
|                      | £13,154 | 2,983,627  | 7,183,041  | 11,043,133 | 18,217,077 | 22,883,070 | 30,941,234 | 38,802,751 | 43,843,785 | £13,154 |
|                      | £13,993 | 1,567,137  | 9,482,369  | 13,849,906 | 21,704,585 | 26,834,394 | 35,650,619 | 44,333,590 | 49,947,969 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 25,851,153 | 27,396,165 | 30,243,495 | 32,188,785 | 33,766,163 | 35,798,100 | 38,877,231 | 41,309,626 | £2,691  |
|                      | £3,563  | 24,250,691 | 24,774,249 | 27,022,369 | 28,138,039 | 29,171,920 | 30,322,453 | 32,420,560 | 34,252,274 | £3,563  |
|                      | £4,435  | 22,652,922 | 22,168,963 | 23,836,640 | 24,146,349 | 24,628,102 | 24,897,476 | 26,005,445 | 27,225,774 | £4,435  |
|                      | £5,307  | 21,055,151 | 19,572,448 | 20,650,912 | 20,197,953 | 20,118,861 | 19,513,179 | 19,699,262 | 20,265,116 | £5,307  |
|                      | £6,179  | 19,457,382 | 16,975,933 | 17,465,185 | 16,249,557 | 15,635,911 | 14,170,177 | 13,408,130 | 13,304,457 | £6,179  |
|                      | £7,050  | 17,859,612 | 14,379,417 | 14,299,662 | 12,301,160 | 11,152,962 | 8,827,174  | 7,117,000  | 6,390,266  | £7,050  |
|                      | £7,922  | 16,261,842 | 11,782,902 | 11,138,058 | 8,352,765  | 6,670,012  | 3,484,172  | 847,841    | 506,728    | £7,922  |
|                      | £8,794  | 14,664,072 | 9,186,387  | 7,976,455  | 4,404,369  | 2,187,063  | 1,858,831  | 5,395,604  | 7,403,721  | £8,794  |
|                      | £9,666  | 13,075,995 | 6,597,604  | 4,824,252  | 477,977    | 2,261,392  | 7,170,688  | 11,620,010 | 14,279,462 | £9,666  |
|                      | £10,538 | 11,605,025 | 4,204,110  | 1,909,528  | 3,143,666  | 6,364,689  | 12,061,203 | 17,363,574 | 20,618,421 | £10,538 |
|                      | £11,410 | 10,134,054 | 1,810,617  | 1,005,198  | 6,765,308  | 10,467,987 | 16,951,717 | 23,107,138 | 26,957,380 | £11,410 |
|                      | £12,282 | 8,663,084  | 582,878    | 3,919,922  | 10,386,949 | 14,571,286 | 21,842,233 | 28,850,702 | 33,296,340 | £12,282 |
|                      | £13,154 | 7,192,114  | 2,974,555  | 6,834,647  | 14,008,591 | 18,674,584 | 26,732,748 | 34,594,265 | 39,635,299 | £13,154 |
|                      | £13,993 | 5,775,624  | 5,273,883  | 9,641,420  | 17,496,099 | 22,625,908 | 31,442,133 | 40,125,104 | 45,739,483 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 3,393,113  | 4,938,125  | 7,785,455  | 9,730,745  | 11,308,123 | 13,340,060 | 16,419,191 | 18,851,586 | £2,691  |
|                      | £3,563  | 1,792,651  | 2,316,209  | 4,564,329  | 5,679,999  | 6,713,880  | 7,864,413  | 9,962,520  | 11,794,234 | £3,563  |
|                      | £4,435  | 194,882    | 289,077    | 1,378,600  | 1,688,309  | 2,170,062  | 2,439,436  | 3,547,405  | 4,767,734  | £4,435  |
|                      | £5,307  | 1,402,889  | 2,885,592  | 1,807,128  | 2,260,087  | 2,339,179  | 2,944,861  | 2,758,778  | 2,192,924  | £5,307  |
|                      | £6,179  | 3,000,658  | 5,482,107  | 4,992,855  | 6,208,483  | 6,822,129  | 8,287,863  | 9,049,910  | 9,153,583  | £6,179  |
|                      | £7,050  | 4,598,428  | 8,623,623  | 8,158,378  | 10,156,880 | 11,305,078 | 13,630,866 | 15,341,040 | 16,067,774 | £7,050  |
|                      | £7,922  | 6,196,198  | 10,675,138 | 11,319,982 | 14,105,275 | 15,788,028 | 18,973,868 | 21,610,199 | 22,964,767 | £7,922  |
|                      | £8,794  | 7,793,968  | 13,271,653 | 14,481,585 | 18,053,671 | 20,270,977 | 24,316,870 | 27,853,643 | 29,861,760 | £8,794  |
|                      | £9,666  | 9,382,045  | 15,860,436 | 17,633,788 | 21,980,063 | 24,719,431 | 29,628,727 | 34,078,049 | 36,737,501 | £9,666  |
|                      | £10,538 | 10,853,015 | 18,253,930 | 20,548,512 | 25,601,705 | 28,822,728 | 34,519,242 | 39,821,613 | 43,076,460 | £10,538 |
|                      | £11,410 | 12,323,986 | 20,647,423 | 23,463,237 | 29,223,347 | 32,926,026 | 39,409,756 | 45,565,177 | 49,415,419 | £11,410 |
|                      | £12,282 | 13,794,956 | 23,040,917 | 26,377,961 | 32,844,988 | 37,029,325 | 44,300,272 | 51,308,741 | 55,754,379 | £12,282 |
|                      | £13,154 | 15,265,926 | 25,432,594 | 29,292,686 | 36,466,630 | 41,132,623 | 49,190,787 | 57,052,304 | 62,093,338 | £13,154 |
|                      | £13,993 | 16,682,416 | 27,731,922 | 32,099,459 | 39,954,138 | 45,083,947 | 53,900,172 | 62,583,143 | 68,197,522 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |        |           |           |           |           |           |            |            |            |        |
|----------------------|--------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|--------|
| Sales value per sq m | £2,691 | 1,548,313 | 3,093,325 | 5,940,655 | 7,885,945 | 9,463,323 | 11,495,260 | 14,574,391 | 17,006,786 | £2,691 |
|                      | £3,563 | 52,149    | 471,409   | 2,719,529 | 3,835,199 | 4,869,080 | 6,019,613  | 8,117,720  | 9,949,434  | £3,563 |
|                      | £4,435 | 1,649,918 | 2,133,877 | 466,200   | 156,491   | 325,262   | 594,636    | 1,702,605  | 2,922,934  | £4,435 |
|                      | £5,307 | 3,247,689 | 4,730,392 | 3,651,928 | 4,104,887 | 4,183,979 | 4,789,661  | 4,603,578  | 4,037,724  | £5,3   |



**MODEL** 4

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                 |
|-------------------------|-----------------|
| Aff Hsg                 | 30%             |
| % SR                    | 60%             |
| % SO                    | 40%             |
| S106 (private)          | £4,500 per unit |
| S106 (affordable)       | £4,500 per unit |
| CIL                     |                 |
| CSH (average unit cost) | £9,376 per unit |
| Grant                   | No              |
| Developer's profit      | 20%             |

|         |            |            |            |            |            |            |            |            |        |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|
| £2,691  | 1,151,687  | 393,325    | 3,240,655  | 5,185,945  | 6,763,323  | 8,795,260  | 11,874,391 | 14,306,786 | 2,691  |
| £3,563  | 2,752,149  | 2,228,591  | 19,529     | 1,135,199  | 2,169,080  | 3,319,613  | 5,417,720  | 7,249,434  | 3,563  |
| £4,435  | 4,349,918  | 4,833,877  | 3,166,200  | 2,856,491  | 2,374,738  | 2,105,364  | 997,395    | 222,934    | 4,435  |
| £5,307  | 5,947,689  | 7,430,392  | 6,351,928  | 6,804,887  | 6,883,979  | 7,489,661  | 7,303,578  | 6,737,724  | 5,307  |
| £6,179  | 7,545,458  | 10,026,907 | 9,537,655  | 10,753,283 | 11,366,929 | 12,832,663 | 13,594,710 | 13,698,383 | 6,179  |
| £7,050  | 9,143,228  | 12,623,423 | 12,703,178 | 14,701,680 | 15,849,878 | 18,175,666 | 19,885,840 | 20,612,574 | 7,050  |
| £7,922  | 10,740,998 | 15,219,938 | 15,864,782 | 18,650,075 | 20,332,828 | 23,518,668 | 26,154,999 | 27,509,567 | 7,922  |
| £8,794  | 12,338,768 | 17,816,453 | 19,026,385 | 22,598,471 | 24,815,777 | 28,861,670 | 32,398,443 | 34,406,560 | 8,794  |
| £9,666  | 13,926,845 | 20,405,236 | 22,178,588 | 26,524,863 | 29,264,231 | 34,173,527 | 38,622,849 | 41,282,301 | 9,666  |
| £10,538 | 15,397,815 | 22,798,730 | 25,093,312 | 30,146,505 | 33,367,528 | 39,064,042 | 44,366,413 | 47,621,260 | 10,538 |
| £11,410 | 16,868,786 | 25,192,223 | 28,008,037 | 33,768,147 | 37,470,826 | 43,954,556 | 50,109,977 | 53,960,219 | 11,410 |
| £12,282 | 18,339,756 | 27,585,717 | 30,922,761 | 37,389,788 | 41,574,125 | 48,845,072 | 55,853,541 | 60,299,179 | 12,282 |
| £13,154 | 19,810,726 | 29,977,394 | 33,837,486 | 41,011,430 | 45,677,423 | 53,735,587 | 61,597,104 | 66,638,138 | 13,154 |
| £13,993 | 21,227,216 | 32,276,722 | 36,644,259 | 44,498,938 | 49,628,747 | 58,444,972 | 67,127,943 | 72,742,322 | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

MODEL 5

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 924,342    | 800,626    | 3,823,369  | 5,952,789  | 7,718,589  | 9,929,639  | 13,203,623 | 15,817,277 |
| £3,563               | 2,527,678  | 1,825,713  | 595,070    | 1,902,044  | 3,124,346  | 4,453,992  | 6,746,952  | 8,759,925  |
| £4,435               | 4,125,448  | 4,436,023  | 2,590,658  | 2,105,834  | 1,430,929  | 984,591    | 316,096    | 1,715,538  |
| £5,307               | 5,723,218  | 7,032,538  | 5,776,386  | 6,056,684  | 5,951,637  | 6,382,504  | 6,005,840  | 5,245,121  |
| £6,179               | 7,320,988  | 9,629,054  | 8,962,115  | 10,005,080 | 10,434,586 | 11,725,507 | 12,296,972 | 12,205,779 |
| £7,050               | 8,918,758  | 12,225,569 | 12,134,816 | 13,953,476 | 14,917,536 | 17,068,510 | 18,588,104 | 19,137,872 |
| £7,922               | 10,516,527 | 14,822,084 | 15,296,420 | 17,901,872 | 19,400,485 | 22,411,512 | 24,873,029 | 26,034,865 |
| £8,794               | 12,114,297 | 17,418,599 | 18,458,024 | 21,850,269 | 23,883,435 | 27,754,515 | 31,116,473 | 32,931,859 |
| £9,666               | 13,705,251 | 20,007,382 | 21,610,225 | 25,785,992 | 28,343,365 | 33,079,999 | 37,340,879 | 39,807,600 |
| £10,538              | 15,176,221 | 22,400,876 | 24,524,950 | 29,407,634 | 32,446,663 | 37,970,514 | 43,084,442 | 46,146,559 |
| £11,410              | 16,647,191 | 24,794,370 | 27,439,675 | 33,029,276 | 36,549,961 | 42,861,029 | 48,828,006 | 52,485,518 |
| £12,282              | 18,118,161 | 27,187,863 | 30,354,400 | 36,650,918 | 40,653,260 | 47,751,544 | 54,571,570 | 58,824,478 |
| £13,154              | 19,589,131 | 29,581,357 | 33,269,125 | 40,272,560 | 44,756,558 | 52,642,059 | 60,315,134 | 65,163,437 |
| £13,993              | 21,005,622 | 31,883,898 | 36,075,896 | 43,760,067 | 48,707,882 | 57,351,444 | 65,845,973 | 71,267,620 |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 30%              |
| % SR                      | 60%              |
| % SO                      | 40%              |
| S106 (private)            | £10,000 per unit |
| S106 (affordable)         | £10,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 21,870,011 | 23,594,979 | 26,617,722 | 28,747,142 | 30,512,942 | 32,723,992 | 35,997,976 | 38,611,630 |
| £3,563               | 20,266,675 | 20,968,640 | 23,389,423 | 24,696,397 | 25,918,699 | 27,248,345 | 29,541,305 | 31,554,278 |
| £4,435               | 18,668,905 | 18,358,330 | 20,203,695 | 20,688,519 | 21,363,424 | 21,809,762 | 23,110,449 | 24,509,891 |
| £5,307               | 17,071,135 | 15,761,815 | 17,017,967 | 16,737,669 | 16,842,716 | 16,411,849 | 16,788,513 | 17,549,232 |
| £6,179               | 15,473,365 | 13,165,299 | 13,832,238 | 12,789,273 | 12,359,767 | 11,068,846 | 10,497,381 | 10,588,574 |
| £7,050               | 13,875,595 | 10,568,784 | 10,659,537 | 8,840,877  | 7,876,817  | 5,725,843  | 4,206,249  | 3,656,481  |
| £7,922               | 12,277,826 | 7,972,269  | 7,497,933  | 4,892,481  | 3,393,868  | 382,841    | 2,078,676  | 3,240,512  |
| £8,794               | 10,680,056 | 5,375,754  | 4,336,329  | 944,084    | 1,089,082  | 4,960,162  | 8,322,120  | 10,137,506 |
| £9,666               | 9,089,102  | 2,786,971  | 1,184,128  | 2,991,639  | 5,549,012  | 10,285,646 | 14,546,526 | 17,013,247 |
| £10,538              | 7,618,132  | 393,477    | 1,730,597  | 6,613,281  | 9,652,310  | 15,176,161 | 20,290,089 | 23,352,206 |
| £11,410              | 6,147,162  | 2,000,017  | 4,645,322  | 10,234,923 | 13,755,608 | 20,066,676 | 26,033,653 | 29,691,165 |
| £12,282              | 4,676,192  | 4,393,510  | 7,560,047  | 13,856,565 | 17,858,907 | 24,957,191 | 31,777,217 | 36,030,125 |
| £13,154              | 3,205,222  | 6,787,004  | 10,474,772 | 17,478,207 | 21,962,205 | 29,847,706 | 37,520,781 | 42,369,084 |
| £13,993              | 1,788,731  | 9,089,545  | 13,281,543 | 20,965,714 | 25,913,529 | 34,557,091 | 43,051,620 | 48,473,267 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 26,078,498 | 27,803,466 | 30,826,209 | 32,955,629 | 34,721,429 | 36,932,479 | 40,206,463 | 42,820,117 |
| £3,563               | 24,475,162 | 25,177,127 | 27,597,910 | 28,904,884 | 30,127,186 | 31,456,832 | 33,749,792 | 35,762,765 |
| £4,435               | 22,877,392 | 22,566,817 | 24,412,182 | 24,897,006 | 25,571,911 | 26,018,249 | 27,318,936 | 28,718,378 |
| £5,307               | 21,279,622 | 19,970,302 | 21,226,454 | 20,946,156 | 21,051,203 | 20,620,336 | 20,997,000 | 21,757,719 |
| £6,179               | 19,681,852 | 17,373,786 | 18,040,725 | 16,997,760 | 16,568,254 | 15,277,333 | 14,705,868 | 14,797,061 |
| £7,050               | 18,084,082 | 14,777,271 | 14,868,024 | 13,049,364 | 12,085,304 | 9,934,330  | 8,414,736  | 7,864,968  |
| £7,922               | 16,486,313 | 12,180,756 | 11,706,420 | 9,100,968  | 7,602,355  | 4,591,328  | 2,129,811  | 967,975    |
| £8,794               | 14,888,543 | 9,584,241  | 8,544,816  | 5,152,571  | 3,119,405  | 751,676    | 4,113,634  | 5,929,020  |
| £9,666               | 13,297,589 | 6,995,458  | 5,392,615  | 1,216,848  | 1,340,526  | 6,077,160  | 10,338,040 | 12,804,761 |
| £10,538              | 11,826,619 | 4,601,964  | 2,477,890  | 2,404,795  | 5,443,824  | 10,967,675 | 16,081,603 | 19,143,720 |
| £11,410              | 10,355,649 | 2,208,470  | 436,836    | 6,026,437  | 9,547,122  | 15,858,190 | 21,825,167 | 25,482,679 |
| £12,282              | 8,884,679  | 185,024    | 3,351,561  | 9,648,079  | 13,650,421 | 20,748,705 | 27,568,731 | 31,821,639 |
| £13,154              | 7,413,709  | 2,578,518  | 6,266,286  | 13,269,721 | 17,753,719 | 25,639,220 | 33,312,295 | 38,160,598 |
| £13,993              | 5,997,218  | 4,881,059  | 9,073,057  | 16,757,228 | 21,705,043 | 30,348,605 | 38,843,134 | 44,264,781 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 3,620,458  | 5,345,426  | 8,368,169  | 10,497,589 | 12,263,389 | 14,474,439 | 17,748,423 | 20,362,077 |
| £3,563               | 2,017,122  | 2,719,087  | 5,139,870  | 6,446,844  | 7,669,146  | 8,998,792  | 11,291,752 | 13,304,725 |
| £4,435               | 419,352    | 108,777    | 1,954,142  | 2,438,966  | 3,113,871  | 3,560,209  | 4,860,896  | 6,260,338  |
| £5,307               | 1,178,418  | 2,487,738  | 1,231,586  | 1,511,884  | 1,406,837  | 1,837,704  | 1,461,040  | 700,321    |
| £6,179               | 2,776,188  | 5,084,254  | 4,417,315  | 5,460,280  | 5,889,786  | 7,180,707  | 7,752,172  | 7,660,979  |
| £7,050               | 4,373,958  | 7,680,769  | 7,590,016  | 9,408,676  | 10,372,736 | 12,523,710 | 14,043,304 | 14,593,072 |
| £7,922               | 5,971,727  | 10,277,284 | 10,751,620 | 13,357,072 | 14,855,685 | 17,866,712 | 20,328,229 | 21,490,065 |
| £8,794               | 7,569,497  | 12,873,799 | 13,913,224 | 17,305,469 | 19,338,635 | 23,209,715 | 26,571,673 | 28,387,059 |
| £9,666               | 9,160,451  | 15,462,582 | 17,065,425 | 21,241,192 | 23,798,565 | 28,535,199 | 32,796,079 | 35,262,800 |
| £10,538              | 10,631,421 | 17,856,076 | 19,980,150 | 24,862,834 | 27,901,863 | 33,425,714 | 38,539,642 | 41,601,759 |
| £11,410              | 12,102,391 | 20,249,570 | 22,894,875 | 28,484,476 | 32,005,161 | 38,316,229 | 44,283,206 | 47,940,718 |
| £12,282              | 13,573,361 | 22,643,063 | 25,809,600 | 32,106,118 | 36,108,460 | 43,206,744 | 50,026,770 | 54,279,678 |
| £13,154              | 15,044,331 | 25,036,557 | 28,724,325 | 35,727,760 | 40,211,758 | 48,097,259 | 55,770,334 | 60,618,637 |
| £13,993              | 16,460,822 | 27,339,098 | 31,531,096 | 39,215,267 | 44,163,082 | 52,806,644 | 61,301,173 | 66,722,820 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 1,775,658  | 3,500,626  | 6,523,369  | 8,652,789  | 10,418,589 | 12,629,639 | 15,903,623 | 18,517,277 |
| £3,563               | 172,322    | 874,287    | 3,295,070  | 4,602,044  | 5,824,346  | 7,153,992  | 9,446,952  | 11,459,925 |
| £4,435               | 1,425,448  | 1,736,023  | 109,342    | 594,166    | 1,269,071  | 1,715,409  | 3,016,096  | 4,415,538  |
| £5,307               | 3,023,218  | 4,332,538  | 3,076,386  | 3,356,684  | 3,251,637  | 3,682,504  | 3,305,840  | 2,545,121  |
| £6,179               | 4,620,988  | 6,929,054  | 6,262,115  | 7,305,080  | 7,734,586  | 9,025,507  | 9,596,972  | 9,505,779  |
| £7,050               | 6,218,758  | 9,525,569  | 9,434,816  | 11,253,476 | 12,217,536 | 14,368,510 | 15,888,104 | 16,437,872 |
| £7,922               | 7,816,527  | 12,122,084 | 12,596,420 | 15,201,872 | 16,700,485 | 19,711,512 | 22,173,029 | 23,334,865 |
| £8,794               | 9,414,297  | 14,718,599 | 15,758,024 | 19,150,269 | 21,183,435 | 25,054,515 | 28,416,473 | 30,231,859 |
| £9,666               | 11,005,251 | 17,307,382 | 18,910,225 | 23,085,992 | 25,643,365 | 30,379,999 | 34,640,879 | 37,107,600 |
| £10,                 |            |            |            |            |            |            |            |            |

MODEL 5

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                 |         |            |            |            |            |            |            |            |            |        |
|-----------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|
| Sales value psm | £2,691  | 924,342    | 800,626    | 3,823,369  | 5,952,789  | 7,718,589  | 9,929,639  | 13,203,623 | 15,817,277 | 2,691  |
|                 | £3,563  | 2,527,678  | 1,825,713  | 595,070    | 1,902,044  | 3,124,346  | 4,453,992  | 6,746,952  | 8,759,925  | 3,563  |
|                 | £4,435  | 4,125,448  | 4,436,023  | 2,590,658  | 2,105,834  | 1,430,929  | 984,591    | 316,096    | 1,715,538  | 4,435  |
|                 | £5,307  | 5,723,218  | 7,032,538  | 5,776,386  | 6,056,684  | 5,951,637  | 6,382,504  | 6,005,840  | 5,245,121  | 5,307  |
|                 | £6,179  | 7,320,988  | 9,629,054  | 8,962,115  | 10,005,080 | 10,434,586 | 11,725,507 | 12,296,972 | 12,205,779 | 6,179  |
|                 | £7,050  | 8,918,758  | 12,225,569 | 12,134,816 | 13,953,476 | 14,917,536 | 17,068,510 | 18,588,104 | 19,137,872 | 7,050  |
|                 | £7,922  | 10,516,527 | 14,822,084 | 15,296,420 | 17,901,872 | 19,400,485 | 22,411,512 | 24,873,029 | 26,034,865 | 7,922  |
|                 | £8,794  | 12,114,297 | 17,418,599 | 18,458,024 | 21,850,269 | 23,883,435 | 27,754,515 | 31,116,473 | 32,931,859 | 8,794  |
|                 | £9,666  | 13,705,251 | 20,007,382 | 21,610,225 | 25,785,992 | 28,343,365 | 33,079,999 | 37,340,879 | 39,807,600 | 9,666  |
|                 | £10,538 | 15,176,221 | 22,400,876 | 24,524,950 | 29,407,634 | 32,446,663 | 37,970,514 | 43,084,442 | 46,146,559 | 10,538 |
|                 | £11,410 | 16,647,191 | 24,794,370 | 27,439,675 | 33,029,276 | 36,549,961 | 42,861,029 | 48,828,006 | 52,485,518 | 11,410 |
|                 | £12,282 | 18,118,161 | 27,187,863 | 30,354,400 | 36,650,918 | 40,653,260 | 47,751,544 | 54,571,570 | 58,824,478 | 12,282 |
|                 | £13,154 | 19,589,131 | 29,581,357 | 33,269,125 | 40,272,560 | 44,756,558 | 52,642,059 | 60,315,134 | 65,163,437 | 13,154 |
|                 | £13,993 | 21,005,622 | 31,883,898 | 36,075,896 | 43,760,067 | 48,707,882 | 57,351,444 | 65,845,973 | 71,267,620 | 13,993 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £10,000 per unit |
| S106 (affordable)       | £10,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                 |         |            |            |            |            |            |            |            |            |        |                         |                         |
|-----------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|-------------------------|-------------------------|
| Sales value psm | £2,691  | 924,342    | 800,626    | 3,823,369  | 5,952,789  | 7,718,589  | 9,929,639  | 13,203,623 | 15,817,277 | 2,691  | Market value range 2011 | Market value range 2007 |
|                 | £3,563  | 2,527,678  | 1,825,713  | 595,070    | 1,902,044  | 3,124,346  | 4,453,992  | 6,746,952  | 8,759,925  | 3,563  |                         |                         |
|                 | £4,435  | 4,125,448  | 4,436,023  | 2,590,658  | 2,105,834  | 1,430,929  | 984,591    | 316,096    | 1,715,538  | 4,435  |                         |                         |
|                 | £5,307  | 5,723,218  | 7,032,538  | 5,776,386  | 6,056,684  | 5,951,637  | 6,382,504  | 6,005,840  | 5,245,121  | 5,307  |                         |                         |
|                 | £6,179  | 7,320,988  | 9,629,054  | 8,962,115  | 10,005,080 | 10,434,586 | 11,725,507 | 12,296,972 | 12,205,779 | 6,179  |                         |                         |
|                 | £7,050  | 8,918,758  | 12,225,569 | 12,134,816 | 13,953,476 | 14,917,536 | 17,068,510 | 18,588,104 | 19,137,872 | 7,050  |                         |                         |
|                 | £7,922  | 10,516,527 | 14,822,084 | 15,296,420 | 17,901,872 | 19,400,485 | 22,411,512 | 24,873,029 | 26,034,865 | 7,922  |                         |                         |
|                 | £8,794  | 12,114,297 | 17,418,599 | 18,458,024 | 21,850,269 | 23,883,435 | 27,754,515 | 31,116,473 | 32,931,859 | 8,794  |                         |                         |
|                 | £9,666  | 13,705,251 | 20,007,382 | 21,610,225 | 25,785,992 | 28,343,365 | 33,079,999 | 37,340,879 | 39,807,600 | 9,666  |                         |                         |
|                 | £10,538 | 15,176,221 | 22,400,876 | 24,524,950 | 29,407,634 | 32,446,663 | 37,970,514 | 43,084,442 | 46,146,559 | 10,538 |                         |                         |
|                 | £11,410 | 16,647,191 | 24,794,370 | 27,439,675 | 33,029,276 | 36,549,961 | 42,861,029 | 48,828,006 | 52,485,518 | 11,410 |                         |                         |
|                 | £12,282 | 18,118,161 | 27,187,863 | 30,354,400 | 36,650,918 | 40,653,260 | 47,751,544 | 54,571,570 | 58,824,478 | 12,282 |                         |                         |
|                 | £13,154 | 19,589,131 | 29,581,357 | 33,269,125 | 40,272,560 | 44,756,558 | 52,642,059 | 60,315,134 | 65,163,437 | 13,154 |                         |                         |
|                 | £13,993 | 21,005,622 | 31,883,898 | 36,075,896 | 43,760,067 | 48,707,882 | 57,351,444 | 65,845,973 | 71,267,620 | 13,993 |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                 |         |            |            |            |            |            |            |            |            |        |                         |                         |
|-----------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|-------------------------|-------------------------|
| Sales value psm | £2,691  | 924,342    | 800,626    | 3,823,369  | 5,952,789  | 7,718,589  | 9,929,639  | 13,203,623 | 15,817,277 | 2,691  | Market value range 2011 | Market value range 2007 |
|                 | £3,563  | 2,527,678  | 1,825,713  | 595,070    | 1,902,044  | 3,124,346  | 4,453,992  | 6,746,952  | 8,759,925  | 3,563  |                         |                         |
|                 | £4,435  | 4,125,448  | 4,436,023  | 2,590,658  | 2,105,834  | 1,430,929  | 984,591    | 316,096    | 1,715,538  | 4,435  |                         |                         |
|                 | £5,307  | 5,723,218  | 7,032,538  | 5,776,386  | 6,056,684  | 5,951,637  | 6,382,504  | 6,005,840  | 5,245,121  | 5,307  |                         |                         |
|                 | £6,179  | 7,320,988  | 9,629,054  | 8,962,115  | 10,005,080 | 10,434,586 | 11,725,507 | 12,296,972 | 12,205,779 | 6,179  |                         |                         |
|                 | £7,050  | 8,918,758  | 12,225,569 | 12,134,816 | 13,953,476 | 14,917,536 | 17,068,510 | 18,588,104 | 19,137,872 | 7,050  |                         |                         |
|                 | £7,922  | 10,516,527 | 14,822,084 | 15,296,420 | 17,901,872 | 19,400,485 | 22,411,512 | 24,873,029 | 26,034,865 | 7,922  |                         |                         |
|                 | £8,794  | 12,114,297 | 17,418,599 | 18,458,024 | 21,850,269 | 23,883,435 | 27,754,515 | 31,116,473 | 32,931,859 | 8,794  |                         |                         |
|                 | £9,666  | 13,705,251 | 20,007,382 | 21,610,225 | 25,785,992 | 28,343,365 | 33,079,999 | 37,340,879 | 39,807,600 | 9,666  |                         |                         |
|                 | £10,538 | 15,176,221 | 22,400,876 | 24,524,950 | 29,407,634 | 32,446,663 | 37,970,514 | 43,084,442 | 46,146,559 | 10,538 |                         |                         |
|                 | £11,410 | 16,647,191 | 24,794,370 | 27,439,675 | 33,029,276 | 36,549,961 | 42,861,029 | 48,828,006 | 52,485,518 | 11,410 |                         |                         |
|                 | £12,282 | 18,118,161 | 27,187,863 | 30,354,400 | 36,650,918 | 40,653,260 | 47,751,544 | 54,571,570 | 58,824,478 | 12,282 |                         |                         |
|                 | £13,154 | 19,589,131 | 29,581,357 | 33,269,125 | 40,272,560 | 44,756,558 | 52,642,059 | 60,315,134 | 65,163,437 | 13,154 |                         |                         |
|                 | £13,993 | 21,005,622 | 31,883,898 | 36,075,896 | 43,760,067 | 48,707,882 | 57,351,444 | 65,845,973 | 71,267,620 | 13,993 |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                 |         |            |            |            |            |            |            |            |            |        |                         |                         |
|-----------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|-------------------------|-------------------------|
| Sales value psm | £2,691  | 924,342    | 800,626    | 3,823,369  | 5,952,789  | 7,718,589  | 9,929,639  | 13,203,623 | 15,817,277 | 2,691  | Market value range 2011 | Market value range 2007 |
|                 | £3,563  | 2,527,678  | 1,825,713  | 595,070    | 1,902,044  | 3,124,346  | 4,453,992  | 6,746,952  | 8,759,925  | 3,563  |                         |                         |
|                 | £4,435  | 4,125,448  | 4,436,023  | 2,590,658  | 2,105,834  | 1,430,929  | 984,591    | 316,096    | 1,715,538  | 4,435  |                         |                         |
|                 | £5,307  | 5,723,218  | 7,032,538  | 5,776,386  | 6,056,684  | 5,951,637  | 6,382,504  | 6,005,840  | 5,245,121  | 5,307  |                         |                         |
|                 | £6,179  | 7,320,988  | 9,629,054  | 8,962,115  | 10,005,080 | 10,434,586 | 11,725,507 | 12,296,972 | 12,205,779 | 6,179  |                         |                         |
|                 | £7,050  | 8,918,758  | 12,225,569 | 12,134,816 | 13,953,476 | 14,917,536 | 17,068,510 | 18,588,104 | 19,137,872 | 7,050  |                         |                         |
|                 | £7,922  | 10,516,527 | 14,822,084 | 15,296,420 | 17,901,872 | 19,400,485 | 22,411,512 | 24,873,029 | 26,034,865 | 7,922  |                         |                         |
|                 | £8,794  | 12,114,297 | 17,418,599 | 18,458,024 | 21,850,269 | 23,883,435 | 27,754,515 | 31,116,473 | 32,931,859 | 8,794  |                         |                         |
|                 | £9,666  | 13,705,251 | 20,007,382 | 21,610,225 | 25,785,992 | 28,343,365 | 33,079,999 | 37,340,879 | 39,807,600 | 9,666  |                         |                         |
|                 | £10,538 | 15,176,221 | 22,400,876 | 24,524,950 | 29,407,634 | 32,446,663 | 37,970,514 | 43,084,442 | 46,146,559 | 10,538 |                         |                         |
|                 | £11,410 | 16,647,191 | 24,794,370 | 27,439,675 | 33,029,276 | 36,549,961 | 42,861,029 | 48,828,006 | 52,485,518 | 11,410 |                         |                         |
|                 | £12,282 | 18,118,161 | 27,187,863 | 30,354,400 | 36,650,918 | 40,653,260 | 47,751,544 | 54,571,570 | 58,824,478 | 12,282 |                         |                         |
|                 | £13,154 | 19,589,131 | 29,581,357 | 33,269,125 | 40,272,560 | 44,756,558 | 52,642,059 | 60,315,134 | 65,163,437 | 13,154 |                         |                         |
|                 | £13,993 | 21,005,622 | 31,883,898 | 36,075,896 | 43,760,067 | 48,707,882 | 57,351,444 | 65,845,973 | 71,267,620 | 13,993 |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                 |        |           |           |           |           |           |           |            |            |       |                         |                         |
|-----------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|-------|-------------------------|-------------------------|
| Sales value psm | £2,691 | 924,342   | 800,626   | 3,823,369 | 5,952,789 | 7,718,589 | 9,929,639 | 13,203,623 | 15,817,277 | 2,691 | Market value range 2011 | Market value range 2007 |
|                 | £3,563 | 2,527,678 | 1,825,713 | 595,070   | 1,902,044 | 3,124,346 | 4,453,992 | 6,746,952  | 8,759,925  | 3,563 |                         |                         |
|                 | £4,435 | 4,125,448 | 4,436,023 | 2,590,658 | 2,105,834 | 1,430,929 | 984,591   | 316,096    | 1,715,538  | 4,435 |                         |                         |
|                 | £5,307 | 5,723,218 | 7,032,538 | 5,776,386 | 6,056,684 | 5,951,637 | 6,382,504 | 6,005,840  |            |       |                         |                         |

**MODEL** 6

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 717,665    | 1,171,445  | 4,353,109  | 6,649,922  | 8,587,013  | 10,960,892 | 14,412,015 | 17,190,451 |
| £3,563               | 2,323,614  | 1,459,459  | 1,122,807  | 2,599,176  | 3,992,770  | 5,485,245  | 7,955,345  | 10,133,098 |
| £4,435               | 3,921,383  | 4,074,339  | 2,067,440  | 1,417,173  | 572,921    | 34,294     | 1,510,179  | 3,075,746  |
| £5,307               | 5,519,154  | 6,670,854  | 5,253,168  | 5,376,500  | 5,104,053  | 5,366,549  | 4,826,079  | 3,888,208  |
| £6,179               | 7,116,923  | 9,267,369  | 8,438,896  | 9,324,895  | 9,587,003  | 10,719,002 | 11,117,211 | 10,848,867 |
| £7,050               | 8,714,693  | 11,863,884 | 11,618,123 | 13,273,292 | 14,069,952 | 16,062,004 | 17,408,343 | 17,797,235 |
| £7,922               | 10,312,463 | 14,460,400 | 14,779,727 | 17,221,688 | 18,552,901 | 21,405,006 | 23,699,474 | 24,694,228 |
| £8,794               | 11,910,233 | 17,056,914 | 17,941,331 | 21,170,083 | 23,035,852 | 26,748,010 | 29,951,045 | 31,591,220 |
| £9,666               | 13,503,308 | 19,645,698 | 21,093,533 | 25,106,695 | 27,505,183 | 32,074,781 | 36,175,452 | 38,466,962 |
| £10,538              | 14,974,771 | 22,039,191 | 24,008,257 | 28,735,933 | 31,609,513 | 36,976,398 | 41,919,015 | 44,805,921 |
| £11,410              | 16,445,741 | 24,432,685 | 26,922,982 | 32,357,575 | 35,712,811 | 41,866,913 | 47,662,579 | 51,144,880 |
| £12,282              | 17,916,712 | 26,826,179 | 29,837,707 | 35,979,217 | 39,816,109 | 46,757,428 | 53,406,142 | 57,483,839 |
| £13,154              | 19,387,682 | 29,219,672 | 32,752,432 | 39,600,859 | 43,919,407 | 51,647,943 | 59,149,706 | 63,822,799 |
| £13,993              | 20,804,172 | 31,524,518 | 35,559,204 | 43,088,367 | 47,870,731 | 56,357,328 | 64,680,546 | 69,926,982 |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 30%              |
| % SR                      | 60%              |
| % SO                      | 40%              |
| S106 (private)            | £15,000 per unit |
| S106 (affordable)         | £15,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 22,076,688 | 23,965,798 | 27,147,462 | 29,444,275 | 31,381,366 | 33,755,245 | 37,206,368 | 39,984,804 |
| £3,563               | 20,470,739 | 21,334,894 | 23,917,160 | 25,393,529 | 26,787,123 | 28,279,598 | 30,749,698 | 32,927,451 |
| £4,435               | 18,872,970 | 18,720,014 | 20,726,913 | 21,377,180 | 22,221,432 | 22,828,647 | 24,304,532 | 25,870,099 |
| £5,307               | 17,275,199 | 16,123,499 | 17,541,185 | 17,417,853 | 17,690,300 | 17,427,804 | 17,968,274 | 18,906,145 |
| £6,179               | 15,677,430 | 13,526,984 | 14,355,457 | 13,469,458 | 13,207,350 | 12,075,351 | 11,677,142 | 11,945,486 |
| £7,050               | 14,079,660 | 10,930,469 | 11,176,230 | 9,521,061  | 8,724,401  | 6,732,349  | 5,386,010  | 4,997,118  |
| £7,922               | 12,481,890 | 8,333,953  | 8,014,626  | 5,572,665  | 4,241,452  | 1,389,347  | 905,121    | 1,899,875  |
| £8,794               | 10,884,120 | 5,737,439  | 4,853,022  | 1,624,270  | 241,499    | 3,953,657  | 7,156,892  | 8,796,867  |
| £9,666               | 9,291,045  | 3,148,655  | 1,700,820  | 2,312,342  | 4,710,830  | 9,280,428  | 13,381,099 | 15,672,609 |
| £10,538              | 7,819,582  | 755,162    | 1,213,904  | 5,941,550  | 8,815,160  | 14,182,045 | 19,124,662 | 22,011,568 |
| £11,410              | 6,348,612  | 1,638,332  | 4,128,629  | 9,563,222  | 12,918,458 | 19,072,560 | 24,868,226 | 28,350,527 |
| £12,282              | 4,877,641  | 4,031,826  | 7,043,354  | 13,184,864 | 17,021,756 | 23,963,075 | 30,611,789 | 34,689,486 |
| £13,154              | 3,406,671  | 6,425,319  | 9,958,079  | 16,806,506 | 21,125,054 | 28,853,590 | 36,355,353 | 41,028,446 |
| £13,993              | 1,990,181  | 8,730,165  | 12,764,851 | 20,294,014 | 25,076,378 | 33,562,975 | 41,886,193 | 47,132,629 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| £2,691                  | £2,691                  |
| £3,563                  | £3,563                  |
| £4,435                  | £4,435                  |
| £5,307                  | £5,307                  |
| £6,179                  | £6,179                  |
| £7,050                  | £7,050                  |
| £7,922                  | £7,922                  |
| £8,794                  | £8,794                  |
| £9,666                  | £9,666                  |
| £10,538                 | £10,538                 |
| £11,410                 | £11,410                 |
| £12,282                 | £12,282                 |
| £13,154                 | £13,154                 |
| £13,993                 | £13,993                 |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 26,285,175 | 28,174,285 | 31,355,949 | 33,652,762 | 35,589,853 | 37,963,732 | 41,414,855 | 44,193,291 |
| £3,563               | 24,679,226 | 25,543,381 | 28,125,647 | 29,602,016 | 30,995,610 | 32,488,085 | 34,958,185 | 37,135,938 |
| £4,435               | 23,081,457 | 22,928,501 | 24,935,400 | 25,585,667 | 26,429,919 | 27,037,134 | 28,513,019 | 30,078,586 |
| £5,307               | 21,483,686 | 20,331,986 | 21,749,672 | 21,626,340 | 21,898,787 | 21,636,291 | 22,176,761 | 23,114,632 |
| £6,179               | 19,885,917 | 17,735,471 | 18,563,944 | 17,677,945 | 17,415,837 | 16,283,838 | 15,885,629 | 16,153,973 |
| £7,050               | 18,288,147 | 15,138,956 | 15,384,717 | 13,729,548 | 12,932,888 | 10,940,836 | 9,594,497  | 9,205,605  |
| £7,922               | 16,690,377 | 12,542,440 | 12,223,113 | 9,781,152  | 8,449,939  | 5,597,834  | 3,303,366  | 2,308,612  |
| £8,794               | 15,092,607 | 9,945,926  | 9,061,509  | 5,832,757  | 3,966,988  | 254,830    | 2,948,206  | 4,588,381  |
| £9,666               | 13,499,532 | 7,357,142  | 5,909,307  | 1,896,145  | 502,344    | 5,071,942  | 9,172,613  | 11,464,123 |
| £10,538              | 12,028,069 | 4,963,649  | 2,994,583  | 1,733,904  | 4,606,674  | 9,973,559  | 14,916,176 | 17,803,082 |
| £11,410              | 10,557,099 | 2,570,155  | 79,858     | 5,354,736  | 8,709,972  | 14,864,074 | 20,659,740 | 24,142,041 |
| £12,282              | 9,086,128  | 176,661    | 2,834,868  | 8,976,378  | 12,813,270 | 19,754,589 | 26,403,303 | 30,481,000 |
| £13,154              | 7,615,158  | 2,216,833  | 5,749,593  | 12,598,020 | 16,916,568 | 24,645,104 | 32,146,867 | 36,819,960 |
| £13,993              | 6,198,668  | 4,521,679  | 8,556,365  | 16,085,528 | 20,867,892 | 29,354,489 | 37,677,707 | 42,924,143 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| £2,691                  | £2,691                  |
| £3,563                  | £3,563                  |
| £4,435                  | £4,435                  |
| £5,307                  | £5,307                  |
| £6,179                  | £6,179                  |
| £7,050                  | £7,050                  |
| £7,922                  | £7,922                  |
| £8,794                  | £8,794                  |
| £9,666                  | £9,666                  |
| £10,538                 | £10,538                 |
| £11,410                 | £11,410                 |
| £12,282                 | £12,282                 |
| £13,154                 | £13,154                 |
| £13,993                 | £13,993                 |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph     | 70 uph     | 100 uph    | 130 uph    | 160 uph    | 190 uph    | 220 uph    | 250 uph    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| £2,691               | 3,827,135  | 5,716,245  | 8,897,909  | 11,194,722 | 13,131,813 | 15,505,692 | 18,956,815 | 21,735,251 |
| £3,563               | 2,221,186  | 3,085,341  | 5,667,607  | 7,143,976  | 8,537,570  | 10,030,045 | 12,500,145 | 14,677,898 |
| £4,435               | 623,417    | 470,461    | 2,477,360  | 3,127,627  | 3,971,879  | 4,579,094  | 6,054,979  | 7,620,546  |
| £5,307               | 974,354    | 2,126,054  | 708,368    | 831,700    | 559,253    | 821,749    | 281,279    | 656,592    |
| £6,179               | 2,572,123  | 4,722,569  | 3,894,096  | 4,780,095  | 5,042,203  | 6,174,202  | 6,572,411  | 6,304,067  |
| £7,050               | 4,169,893  | 7,319,084  | 7,073,323  | 8,728,492  | 9,525,152  | 11,517,204 | 12,863,543 | 13,252,435 |
| £7,922               | 5,767,663  | 9,915,600  | 10,234,927 | 12,676,888 | 14,008,101 | 16,860,206 | 19,154,674 | 20,149,428 |
| £8,794               | 7,365,433  | 12,512,114 | 13,396,531 | 16,625,283 | 18,491,052 | 22,203,210 | 25,406,245 | 27,046,420 |
| £9,666               | 8,958,508  | 15,100,898 | 16,548,733 | 20,561,895 | 22,960,383 | 27,529,981 | 31,630,652 | 33,922,162 |
| £10,538              | 10,429,971 | 17,494,391 | 19,463,457 | 24,191,133 | 27,064,713 | 32,431,598 | 37,374,215 | 40,261,121 |
| £11,410              | 11,900,941 | 19,887,885 | 22,378,182 | 27,812,775 | 31,168,011 | 37,322,113 | 43,117,779 | 46,600,080 |
| £12,282              | 13,371,912 | 22,281,379 | 25,292,907 | 31,434,417 | 35,271,309 | 42,212,628 | 48,861,342 | 52,939,039 |
| £13,154              | 14,842,882 | 24,674,872 | 28,207,632 | 35,056,059 | 39,374,607 | 47,103,143 | 54,604,906 | 59,277,999 |
| £13,993              | 16,259,372 | 26,979,718 | 31,014,404 | 38,543,567 | 43,325,931 | 51,812,528 | 60,135,746 | 65,382,182 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| £2,691                  | £2,691                  |
| £3,563                  | £3,563                  |
| £4,435                  | £4,435                  |
| £5,307                  | £5,307                  |
| £6,179                  | £6,179                  |
| £7,050                  | £7,050                  |
| £7,922                  | £7,922                  |
| £8,794                  | £8,794                  |
| £9,666                  | £9,666                  |
| £10,538                 | £10,538                 |
| £11,410                 | £11,410                 |
| £12,282                 | £12,282                 |
| £13,154                 | £13,154                 |
| £13,993                 | £13,993                 |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | 40 uph | 70 uph | 100 uph | 130 uph</ |
|----------------------|--------|--------|---------|-----------|
|----------------------|--------|--------|---------|-----------|



MODEL 6

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |
| Sales value psm       | £2,691        | 717,665       | 1,171,445     | 4,353,109     | 6,649,922     | 8,587,013     | 10,960,892    | 14,412,015    | 17,190,451 | 2,691  |
|                       | £3,563        | 2,323,614     | 1,459,459     | 1,122,807     | 2,599,176     | 3,992,770     | 5,485,245     | 7,955,345     | 10,133,098 | 3,563  |
|                       | £4,435        | 3,921,383     | 4,074,339     | 2,067,440     | 1,417,173     | 572,921       | 34,294        | 1,510,179     | 3,075,746  | 4,435  |
|                       | £5,307        | 5,519,154     | 6,670,854     | 5,253,168     | 5,376,500     | 5,104,053     | 5,366,549     | 4,826,079     | 3,888,208  | 5,307  |
|                       | £6,179        | 7,116,923     | 9,267,369     | 8,438,896     | 9,324,895     | 9,587,003     | 10,719,002    | 11,117,211    | 10,848,867 | 6,179  |
|                       | £7,050        | 8,714,693     | 11,863,884    | 11,618,123    | 13,273,292    | 14,069,952    | 16,062,004    | 17,408,343    | 17,797,235 | 7,050  |
|                       | £7,922        | 10,312,463    | 14,460,400    | 14,779,727    | 17,221,688    | 18,552,901    | 21,405,006    | 23,699,474    | 24,694,228 | 7,922  |
|                       | £8,794        | 11,910,233    | 17,056,914    | 17,941,331    | 21,170,083    | 23,035,852    | 26,748,010    | 29,951,045    | 31,591,220 | 8,794  |
|                       | £9,666        | 13,503,308    | 19,645,698    | 21,093,533    | 25,106,695    | 27,505,183    | 32,074,781    | 36,175,452    | 38,466,962 | 9,666  |
|                       | £10,538       | 14,974,771    | 22,039,191    | 24,008,257    | 28,735,933    | 31,609,513    | 36,976,398    | 41,919,015    | 44,805,921 | 10,538 |
|                       | £11,410       | 16,445,741    | 24,432,685    | 26,922,982    | 32,357,575    | 35,712,811    | 41,866,913    | 47,662,579    | 51,144,880 | 11,410 |
|                       | £12,282       | 17,916,712    | 26,826,179    | 29,837,707    | 35,979,217    | 39,816,109    | 46,757,428    | 53,406,142    | 57,483,839 | 12,282 |
|                       | £13,154       | 19,387,682    | 29,219,672    | 32,752,432    | 39,600,859    | 43,919,407    | 51,647,943    | 59,149,706    | 63,822,799 | 13,154 |
|                       | £13,993       | 20,804,172    | 31,524,518    | 35,559,204    | 43,088,367    | 47,870,731    | 56,357,328    | 64,680,546    | 69,926,982 | 13,993 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |

**MODEL**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sm    |               |               |               |               |               |               |               |               |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 30%             |
| % SR                      | 70%             |
| % SO                      | 30%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

**RLVs less existing use value** **£22,794,353 per hectare**  
**£9,228,483 per acre** **Offices**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |

**RLVs less existing use value** **£27,002,840 per hectare**  
**£10,932,324 per acre** **Residential**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |

**RLVs less existing use value** **£4,544,800 per hectare**  
**£1,840,000 per acre** **Industrial / warehousing**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |

**RLVs less existing use value** **£2,000,000 per hectare**  
**£809,717 per acre** **Community space/buildings**  
£700,000 infrastructure per ha

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |

**MODEL 7**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |              |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |              |
| Sales value psm       | £2,691        | 2,033,246     | 1,073,685     | 1,432,784     | - 2,920,376   | - 4,146,017   | - 5,675,825   | - 8,167,700   | - 10,222,945 |
|                       | £3,563        | 3,600,198     | 3,634,075     | 1,701,938     | 1,025,525     | 336,091       | 324,397       | 1,841,004     | 3,308,792    |
|                       | £4,435        | 5,167,151     | 6,179,835     | 4,825,110     | 4,908,088     | 4,771,737     | 4,968,479     | 4,370,741     | 3,525,585    |
|                       | £5,307        | 6,734,103     | 8,725,595     | 7,948,282     | 8,779,119     | 9,165,288     | 10,208,640    | 10,535,233    | 10,344,889   |
|                       | £6,179        | 8,301,056     | 11,271,355    | 11,054,851    | 12,650,150    | 13,558,840    | 15,445,092    | 16,699,725    | 17,136,120   |
|                       | £7,050        | 9,868,008     | 13,817,115    | 14,154,735    | 16,521,181    | 17,952,391    | 20,681,546    | 22,850,663    | 23,893,605   |
|                       | £7,922        | 11,431,263    | 16,362,874    | 17,254,620    | 20,392,213    | 22,345,943    | 25,918,000    | 28,969,136    | 30,651,090   |
|                       | £8,794        | 12,993,508    | 18,908,634    | 20,354,503    | 24,253,533    | 26,720,469    | 31,141,745    | 35,087,610    | 37,408,573   |
|                       | £9,666        | 14,552,277    | 21,448,595    | 23,447,336    | 28,095,688    | 31,078,448    | 36,335,801    | 41,191,806    | 44,150,119   |
|                       | £10,538       | 16,023,247    | 23,842,089    | 26,362,061    | 31,717,330    | 35,181,747    | 41,226,317    | 46,935,369    | 50,489,078   |
|                       | £11,410       | 17,494,218    | 26,231,878    | 29,276,786    | 35,338,972    | 39,285,044    | 46,116,831    | 52,678,933    | 56,828,038   |
|                       | £12,282       | 18,965,188    | 28,619,641    | 32,191,511    | 38,960,614    | 43,388,342    | 51,007,346    | 58,422,497    | 63,166,997   |
|                       | £13,154       | 20,436,158    | 31,007,406    | 35,106,235    | 42,582,256    | 47,491,640    | 55,897,862    | 64,166,061    | 69,505,957   |
|                       | £13,993       | 21,852,649    | 33,306,733    | 37,913,008    | 46,069,763    | 51,442,964    | 60,607,246    | 69,696,900    | 75,588,575   |

|                         |                 |
|-------------------------|-----------------|
| Aff Hsg                 | 30%             |
| % SR                    | 70%             |
| % SO                    | 30%             |
| S106 (private)          | £4,500 per unit |
| S106 (affordable)       | £4,500 per unit |
| CIL                     |                 |
| CSH (average unit cost) | £9,376 per unit |
| Grant                   | No              |
| Developer's profit      | 20%             |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

**MODEL** 8

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sm | £2,691    | £3,563    | £4,435    | £5,307    | £6,179    | £7,050    | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|
|                    | 1,808,775 | 3,375,728 | 4,942,680 | 6,509,633 | 8,076,585 | 9,643,537 | 11,209,669 | 12,771,914 | 14,330,682 | 15,891,652 | 17,452,623 | 19,013,594 | 20,574,564 | 22,135,535 |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 30%              |
| % SR                      | 70%              |
| % SO                      | 30%              |
| S106 (private)            | £10,000 per unit |
| S106 (affordable)         | £10,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

**RLVs less existing use value**      **£22,794,353 per hectare**      **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666    | £10,538   | £11,410   | £12,282   | £13,154   | £13,993   |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                      | 20,985,578 | 19,418,625 | 17,851,673 | 16,284,720 | 14,717,768 | 13,150,816 | 11,584,684 | 10,022,439 | 8,463,671 | 6,992,701 | 5,521,730 | 4,050,759 | 2,579,789 | 1,163,299 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value**      **£27,002,840 per hectare**      **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410   | £12,282   | £13,154   | £13,993   |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|-----------|-----------|-----------|
|                      | 25,194,065 | 23,627,112 | 22,060,160 | 20,493,207 | 18,926,255 | 17,359,303 | 15,793,171 | 14,230,926 | 12,672,158 | 11,201,188 | 9,730,217 | 8,259,246 | 6,788,276 | 5,371,786 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value**      **£4,544,800 per hectare**      **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691    | £3,563    | £4,435  | £5,307    | £6,179    | £7,050    | £7,922    | £8,794    | £9,666    | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|
|                      | 2,736,025 | 1,169,072 | 397,880 | 1,964,833 | 3,531,785 | 5,098,737 | 6,664,869 | 8,227,114 | 9,785,882 | 11,256,852 | 12,727,823 | 14,198,794 | 15,669,764 | 17,086,254 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value**      **£2,000,000 per hectare**      **Community space/buildings**  
**£809,717 per acre**      £700,000 infrastructure per ha

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691  | £3,563  | £4,435    | £5,307    | £6,179    | £7,050    | £7,922    | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|---------|---------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|
|                      | 891,225 | 675,728 | 2,242,680 | 3,809,633 | 5,376,585 | 6,943,537 | 8,509,669 | 10,071,914 | 11,630,682 | 13,191,652 | 14,752,623 | 16,313,594 | 17,874,564 | 19,435,535 |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |
| ↓                       | ↓                       |



**MODEL** 8

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |              |        |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |              |        |
| Sales value psm       | £2,691        | 1,808,775     | 670,806       | 2,015,498     | - 3,687,220   | - 5,101,283   | - 6,810,203   | - 9,496,933   | - 11,733,436 | 2,691  |
|                       | £3,563        | 3,375,728     | 3,236,222     | 1,126,398     | 267,997       | 607,718       | 1,445,170     | 3,170,236     | 4,819,283    | 3,563  |
|                       | £4,435        | 4,942,680     | 5,781,982     | 4,249,569     | 4,159,884     | 3,833,174     | 3,847,706     | 3,073,004     | 2,032,982    | 4,435  |
|                       | £5,307        | 6,509,633     | 8,327,741     | 7,372,740     | 8,030,915     | 8,232,947     | 9,101,483     | 9,237,496     | 8,852,285    | 5,307  |
|                       | £6,179        | 8,076,585     | 10,873,502    | 10,486,490    | 11,901,947    | 12,626,498    | 14,337,937    | 15,401,988    | 15,661,419   | 6,179  |
|                       | £7,050        | 9,643,537     | 13,419,261    | 13,586,373    | 15,772,979    | 17,020,050    | 19,574,390    | 21,566,480    | 22,418,903   | 7,050  |
|                       | £7,922        | 11,209,669    | 15,965,021    | 16,686,258    | 19,644,010    | 21,413,601    | 24,810,843    | 27,687,167    | 29,176,388   | 7,922  |
|                       | £8,794        | 12,771,914    | 18,510,781    | 19,786,142    | 23,514,662    | 25,799,604    | 30,047,297    | 33,805,640    | 35,933,872   | 8,794  |
|                       | £9,666        | 14,330,682    | 21,050,741    | 22,878,974    | 27,356,817    | 30,157,582    | 35,242,274    | 39,909,835    | 42,675,418   | 9,666  |
|                       | £10,538       | 15,801,652    | 23,444,235    | 25,793,699    | 30,978,459    | 34,260,881    | 40,132,789    | 45,653,399    | 49,014,377   | 10,538 |
|                       | £11,410       | 17,272,623    | 25,837,729    | 28,708,424    | 34,600,101    | 38,364,179    | 45,023,303    | 51,396,963    | 55,353,337   | 11,410 |
|                       | £12,282       | 18,743,594    | 28,226,818    | 31,623,148    | 38,221,743    | 42,467,477    | 49,913,819    | 57,140,527    | 61,692,296   | 12,282 |
|                       | £13,154       | 20,214,564    | 30,614,581    | 34,537,874    | 41,843,386    | 46,570,775    | 54,804,334    | 62,884,090    | 68,031,255   | 13,154 |
|                       | £13,993       | 21,631,054    | 32,913,910    | 37,344,645    | 45,330,892    | 50,522,099    | 59,513,719    | 68,414,930    | 74,131,791   | 13,993 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £10,000 per unit |
| S106 (affordable)       | £10,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993         |                         |                         |



MODEL 9

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |            |            |             |             |             |              |              |        |
|---------|------------|------------|------------|-------------|-------------|-------------|--------------|--------------|--------|
| £2,691  | 1,604,711  | 304,553    | 2,545,237  | - 4,384,352 | - 5,969,706 | - 7,841,457 | - 10,705,325 | - 13,106,610 | 2,691  |
| £3,563  | 3,171,663  | 2,874,537  | 603,179    | - 420,664   | - 1,467,240 | - 2,475,193 | - 4,378,629  | - 6,192,457  | 3,563  |
| £4,435  | 4,738,616  | 5,420,297  | 3,726,350  | 3,479,700   | 2,975,165   | 2,828,821   | 1,892,357    | 676,069      | 4,435  |
| £5,307  | 6,305,568  | 7,966,057  | 6,849,522  | 7,350,731   | 7,385,363   | 8,094,978   | 8,057,735    | 7,495,373    | 5,307  |
| £6,179  | 7,872,521  | 10,511,817 | 9,969,797  | 11,221,762  | 11,778,914  | 13,331,432  | 14,222,227   | 14,314,677   | 6,179  |
| £7,050  | 9,439,473  | 13,057,576 | 13,069,680 | 15,092,793  | 16,172,466  | 18,567,884  | 20,386,719   | 21,078,266   | 7,050  |
| £7,922  | 11,006,425 | 15,603,336 | 16,169,565 | 18,963,825  | 20,566,017  | 23,804,338  | 26,521,739   | 27,835,750   | 7,922  |
| £8,794  | 12,570,464 | 18,149,096 | 19,269,449 | 22,834,857  | 24,959,569  | 29,040,791  | 32,640,212   | 34,593,234   | 8,794  |
| £9,666  | 14,129,232 | 20,689,057 | 22,362,282 | 26,685,117  | 29,320,432  | 34,248,158  | 38,744,408   | 41,334,780   | 9,666  |
| £10,538 | 15,600,203 | 23,082,551 | 25,277,006 | 30,306,759  | 33,423,730  | 39,138,673  | 44,487,972   | 47,673,740   | 10,538 |
| £11,410 | 17,071,174 | 25,476,044 | 28,191,731 | 33,928,401  | 37,527,029  | 44,029,187  | 50,231,536   | 54,012,699   | 11,410 |
| £12,282 | 18,542,144 | 27,869,537 | 31,106,456 | 37,550,043  | 41,630,327  | 48,919,703  | 55,975,100   | 60,351,659   | 12,282 |
| £13,154 | 20,013,114 | 30,257,469 | 34,021,180 | 41,171,685  | 45,733,625  | 53,810,218  | 61,718,663   | 66,690,618   | 13,154 |
| £13,993 | 21,429,604 | 32,556,796 | 36,827,953 | 44,659,192  | 49,684,949  | 58,519,603  | 67,249,502   | 72,794,801   | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

| MODEL                 | 10            |               |               |               |               |               |               |               |                    |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                    |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                    |
| Sales value per sm    |               |               |               |               |               |               |               |               | Sales value per sm |
| £2,691                | 1,909,628     | 867,341       | 1,687,071     | 3,239,042     | 4,514,157     | 6,114,591     | 8,689,069     | 10,797,362    | £2,691             |
| £3,563                | 3,507,398     | 3,481,236     | 1,513,562     | 789,428       | 63,305        | 649,516       | 2,232,398     | 3,740,010     | £3,563             |
| £4,435                | 5,105,168     | 6,077,751     | 4,699,290     | 4,752,484     | 4,591,931     | 4,751,326     | 4,116,031     | 3,241,278     | £4,435             |
| £5,307                | 6,702,937     | 8,674,266     | 7,885,018     | 8,700,880     | 9,074,880     | 10,100,887    | 10,407,162    | 10,201,937    | £5,307             |
| £6,179                | 8,300,708     | 11,270,782    | 11,054,154    | 12,649,276    | 13,557,830    | 15,443,889    | 16,698,294    | 17,134,544    | £6,179             |
| £7,050                | 9,898,477     | 13,867,297    | 14,215,758    | 16,597,672    | 18,040,780    | 20,786,891    | 22,974,221    | 24,031,537    | £7,050             |
| £7,922                | 11,491,769    | 16,463,811    | 17,377,362    | 20,546,068    | 22,523,729    | 26,129,894    | 29,217,664    | 30,928,530    | £7,922             |
| £8,794                | 13,084,439    | 19,060,326    | 20,538,966    | 24,481,913    | 26,984,236    | 31,456,116    | 35,461,107    | 37,825,522    | £8,794             |
| £9,666                | 14,672,474    | 21,649,110    | 23,691,167    | 28,397,573    | 31,427,109    | 36,751,352    | 41,685,514    | 44,701,264    | £9,666             |
| £10,538               | 16,143,444    | 24,042,065    | 26,605,892    | 32,019,215    | 35,530,406    | 41,641,868    | 47,429,078    | 51,040,223    | £10,538            |
| £11,410               | 17,614,415    | 26,429,828    | 29,520,617    | 35,640,857    | 39,633,705    | 46,532,382    | 53,172,642    | 57,379,182    | £11,410            |
| £12,282               | 19,085,385    | 28,817,592    | 32,435,342    | 39,262,499    | 43,737,003    | 51,422,897    | 58,916,206    | 63,718,141    | £12,282            |
| £13,154               | 20,556,355    | 31,205,355    | 35,350,067    | 42,884,141    | 47,840,301    | 56,313,413    | 64,659,769    | 70,050,605    | £13,154            |
| £13,993               | 21,972,846    | 33,504,683    | 38,156,838    | 46,371,647    | 51,791,625    | 61,022,798    | 70,190,608    | 76,132,909    | £13,993            |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 30%             |
| % SR                      | 60%             |
| % SO                      | 40%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 20,884,725    | 21,927,012    | 24,481,424    | 26,033,395    | 27,308,510    | 28,908,944    | 31,483,422    | 33,591,715    | £2,691               |
| £3,563                | 19,286,955    | 19,313,117    | 21,280,791    | 22,004,925    | 22,731,048    | 23,443,869    | 25,026,751    | 26,534,363    | £3,563               |
| £4,435                | 17,689,185    | 16,716,602    | 18,095,063    | 18,041,869    | 18,202,422    | 18,043,027    | 18,678,322    | 19,553,075    | £4,435               |
| £5,307                | 16,091,416    | 14,120,087    | 14,909,335    | 14,093,473    | 13,719,473    | 12,693,466    | 12,387,191    | 12,592,416    | £5,307               |
| £6,179                | 14,493,645    | 11,523,571    | 11,740,199    | 10,145,077    | 9,236,523     | 7,350,464     | 6,096,059     | 5,659,809     | £6,179               |
| £7,050                | 12,895,876    | 8,927,056     | 8,578,595     | 6,196,681     | 4,753,573     | 2,007,462     | 179,868       | 1,237,184     | £7,050               |
| £7,922                | 11,302,584    | 6,330,542     | 5,416,991     | 2,248,285     | 270,624       | 3,335,541     | 6,423,311     | 8,134,177     | £7,922               |
| £8,794                | 9,709,914     | 3,734,027     | 2,255,387     | 1,687,560     | 4,189,883     | 8,661,763     | 12,666,754    | 15,031,169    | £8,794               |
| £9,666                | 8,121,879     | 1,145,243     | 896,814       | 5,603,220     | 8,632,756     | 13,956,999    | 18,891,161    | 21,906,911    | £9,666               |
| £10,538               | 6,650,909     | 1,247,712     | 3,811,539     | 9,224,862     | 12,736,053    | 18,847,515    | 24,634,725    | 28,245,870    | £10,538              |
| £11,410               | 5,179,938     | 3,635,475     | 6,726,264     | 12,846,504    | 16,839,352    | 23,738,029    | 30,378,289    | 34,584,829    | £11,410              |
| £12,282               | 3,708,968     | 6,023,239     | 9,640,989     | 16,468,146    | 20,942,660    | 28,628,544    | 36,121,853    | 40,923,788    | £12,282              |
| £13,154               | 2,237,998     | 8,411,002     | 12,555,714    | 20,089,788    | 25,045,948    | 33,519,060    | 41,865,416    | 47,256,252    | £13,154              |
| £13,993               | 821,507       | 10,710,330    | 15,362,485    | 23,577,294    | 28,997,272    | 38,228,445    | 47,396,255    | 53,338,556    | £13,993              |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 25,093,212    | 26,135,499    | 28,689,911    | 30,241,882    | 31,516,997    | 33,117,431    | 35,691,909    | 37,800,202    | £2,691               |
| £3,563                | 23,495,442    | 23,521,604    | 25,489,278    | 26,213,412    | 26,939,535    | 27,652,356    | 29,235,238    | 30,742,850    | £3,563               |
| £4,435                | 21,897,672    | 20,925,089    | 22,303,550    | 22,250,356    | 22,410,909    | 22,251,514    | 22,886,809    | 23,761,562    | £4,435               |
| £5,307                | 20,299,903    | 18,328,574    | 19,117,822    | 18,301,960    | 17,927,960    | 16,901,953    | 16,595,678    | 16,800,903    | £5,307               |
| £6,179                | 18,702,132    | 15,732,058    | 15,948,686    | 14,353,564    | 13,445,010    | 11,558,951    | 10,304,546    | 9,868,296     | £6,179               |
| £7,050                | 17,104,363    | 13,135,543    | 12,787,082    | 10,405,168    | 8,962,060     | 6,215,949     | 4,028,619     | 2,971,303     | £7,050               |
| £7,922                | 15,511,071    | 10,539,029    | 9,625,478     | 6,456,772     | 4,479,111     | 872,946       | 2,214,825     | 3,925,691     | £7,922               |
| £8,794                | 13,918,401    | 7,942,514     | 6,463,874     | 2,520,927     | 18,604        | 4,453,277     | 8,458,268     | 10,822,683    | £8,794               |
| £9,666                | 12,330,366    | 5,353,730     | 3,311,673     | 1,394,734     | 4,424,270     | 9,748,513     | 14,682,675    | 17,698,425    | £9,666               |
| £10,538               | 10,859,396    | 2,960,775     | 396,948       | 5,016,376     | 8,527,567     | 14,639,029    | 20,426,239    | 24,037,384    | £10,538              |
| £11,410               | 9,388,425     | 573,012       | 2,517,778     | 6,638,018     | 12,630,866    | 19,529,543    | 26,169,803    | 30,376,343    | £11,410              |
| £12,282               | 7,917,455     | 1,814,753     | 5,432,503     | 12,259,660    | 16,734,164    | 24,420,058    | 31,913,367    | 36,715,302    | £12,282              |
| £13,154               | 6,446,485     | 4,202,516     | 8,347,228     | 15,881,302    | 20,837,462    | 29,310,574    | 37,656,930    | 43,047,766    | £13,154              |
| £13,993               | 5,029,994     | 6,501,844     | 11,153,999    | 19,368,808    | 24,788,786    | 34,019,959    | 43,187,769    | 49,130,070    | £13,993              |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 2,635,172     | 3,677,459     | 6,231,871     | 7,783,842     | 9,058,957     | 10,659,391    | 13,233,869    | 15,342,162    | £2,691               |
| £3,563                | 1,037,402     | 1,063,564     | 3,031,238     | 3,755,372     | 4,481,495     | 5,194,316     | 6,777,198     | 8,284,810     | £3,563               |
| £4,435                | 560,368       | 1,532,951     | 154,490       | 207,684       | 47,131        | 206,526       | 428,769       | 1,303,522     | £4,435               |
| £5,307                | 2,158,137     | 4,129,466     | 3,340,218     | 4,156,080     | 4,530,080     | 5,556,087     | 5,862,362     | 5,657,137     | £5,307               |
| £6,179                | 3,755,908     | 6,725,982     | 6,509,354     | 8,104,476     | 9,013,030     | 10,899,089    | 12,153,494    | 12,589,744    | £6,179               |
| £7,050                | 5,353,677     | 9,322,497     | 9,670,958     | 12,052,872    | 13,495,980    | 16,242,091    | 18,429,421    | 19,486,737    | £7,050               |
| £7,922                | 6,946,969     | 11,919,011    | 12,832,562    | 16,001,268    | 17,978,929    | 21,585,094    | 24,672,864    | 26,383,730    | £7,922               |
| £8,794                | 8,539,639     | 14,515,526    | 15,994,166    | 19,937,113    | 22,439,436    | 26,911,316    | 30,916,307    | 33,280,722    | £8,794               |
| £9,666                | 10,127,674    | 17,104,310    | 19,146,367    | 23,852,773    | 26,882,309    | 32,206,552    | 37,140,714    | 40,156,464    | £9,666               |
| £10,538               | 11,598,644    | 19,497,265    | 22,061,092    | 27,474,415    | 30,985,606    | 37,097,068    | 42,884,278    | 46,495,423    | £10,538              |
| £11,410               | 13,069,615    | 21,885,028    | 24,975,817    | 31,096,057    | 35,088,905    | 41,987,582    | 48,627,842    | 52,834,382    | £11,410              |
| £12,282               | 14,540,585    | 24,272,792    | 27,890,542    | 34,717,699    | 39,192,203    | 46,878,097    | 54,371,406    | 59,173,341    | £12,282              |
| £13,154               | 16,011,555    | 26,660,555    | 30,805,267    | 38,339,341    | 43,295,501    | 51,768,613    | 60,114,969    | 65,505,805    | £13,154              |
| £13,993               | 17,428,046    | 28,959,883    | 33,612,038    | 41,826,847    | 47,246,825    | 56,477,998    | 65,645,808    | 71,588,109    | £13,993              |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 790,372       | 1,832,659     | 4,387,071     | 5,939,042     | 7,214,157     | 8,814,591     | 11,389,069    | 13,497,362    | £2,691               |
| £3,563                | 807,398       | 781,236       | 1,186,438     | 1,910,572     | 2,636,695     | 3,349,516     | 4,932,398     | 6,440,010     | £3,563               |
| £4,435                | 2,405,168     | 3,377,751     | 1,999,290     | 2,052,484     | 1,891,931     | 2,051,326     | 1,416,031     | 541,278       | £4,435               |
| £5,307                | 4,002,937     | 5,974,266     | 5,185,018     | 6,000,880     | 6,374,880     | 7,400,887     | 7,707,162     | 7,501,937     | £5,307               |
| £6,179                | 5,600,708     | 8,570,782     | 8,354,154     | 9,949,276     | 10,857,830    | 12,743,889    | 13,998,294    | 14,434,544    | £6,179               |
| £7,050                | 7,198,477     | 11,167,297    | 11,515,758    | 13,897,672    | 15,340,780    | 18,086,891    | 20,274,221    | 21,331,537    | £7,050               |
| £7,922                | 8,791,769     | 13,763,811    | 14,677,362    | 17,846,068    | 19,823,729    | 23,429,894    | 26,517,664    | 28,228,530    | £7,922               |
| £8,794                | 10,384,439    | 16,360,326    | 17,838,966    | 21,781,913    | 24,284,236    | 28,756,116    | 32,761,107    | 35,125,522    | £8,794               |
| £9,666                | 11,972,474    | 18,949,110    | 20,991,167    | 25,697,573    | 28,727,109    | 34,051,352    | 38,985,514    | 42,001,264    | £9,666               |
| £10,538               | 13,443,444    | 21,342,065    | 23,905,892    | 29,319,215    | 32,830,406    | 38,941,868    | 44,729,078    | 48,340,223    | £10,538              |
| £11,410               | 14,914,415    | 23,729,828    | 26,820,617    | 32,940,857    | 36,933,705    | 43,832,382    | 50,472,642    | 54,679,182    | £11,410              |
| £12,282               | 16,385,385    | 26,117,592    | 29,735,342    | 36,562,499    | 41,037,003    | 48,722,897    | 56,216,206    | 61,018,141    | £12,282              |







MODEL 11

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £10,000 per unit |
| S106 (affordable)       | £10,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |            |            |            |            |            |            |            |        |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|
| £2,691  | 1,685,157  | 464,462    | 2,269,785  | 4,005,886  | 5,469,423  | 7,248,970  | 10,018,300 | 12,307,853 | 2,691  |
| £3,563  | 3,282,927  | 3,083,382  | 938,021    | 31,900     | 880,504    | 1,773,323  | 3,561,629  | 5,250,500  | 3,563  |
| £4,435  | 4,880,697  | 5,679,897  | 4,123,749  | 4,004,281  | 3,650,975  | 3,630,552  | 2,818,294  | 1,748,675  | 4,435  |
| £5,307  | 6,478,467  | 8,276,413  | 7,309,477  | 7,952,676  | 8,142,538  | 8,993,730  | 9,109,426  | 8,709,333  | 5,307  |
| £6,179  | 8,076,236  | 10,872,928 | 10,485,792 | 11,901,073 | 12,625,488 | 14,336,733 | 15,400,557 | 15,659,842 | 6,179  |
| £7,050  | 9,674,007  | 13,469,443 | 13,647,396 | 15,849,469 | 17,108,437 | 19,679,736 | 21,691,688 | 22,556,836 | 7,050  |
| £7,922  | 11,270,175 | 16,065,959 | 16,809,000 | 19,797,865 | 21,591,387 | 25,022,738 | 27,935,694 | 29,453,828 | 7,922  |
| £8,794  | 12,862,844 | 18,662,474 | 19,970,603 | 23,743,042 | 26,063,371 | 30,362,588 | 34,179,138 | 36,350,821 | 8,794  |
| £9,666  | 14,450,879 | 21,251,257 | 23,122,806 | 27,658,703 | 30,506,243 | 35,657,825 | 40,403,543 | 43,226,563 | 9,666  |
| £10,538 | 15,921,849 | 23,644,750 | 26,037,530 | 31,280,344 | 34,609,542 | 40,548,340 | 46,147,107 | 49,565,522 | 10,538 |
| £11,410 | 17,392,821 | 26,037,004 | 28,952,255 | 34,901,986 | 38,712,840 | 45,438,855 | 51,890,671 | 55,904,481 | 11,410 |
| £12,282 | 18,863,791 | 28,424,768 | 31,866,980 | 38,523,628 | 42,816,138 | 50,329,370 | 57,634,235 | 62,243,440 | 12,282 |
| £13,154 | 20,334,761 | 30,812,531 | 34,781,704 | 42,145,270 | 46,919,435 | 55,219,885 | 63,377,799 | 68,582,400 | 13,154 |
| £13,993 | 21,751,251 | 33,111,859 | 37,588,477 | 45,632,777 | 50,870,760 | 59,929,270 | 68,908,638 | 74,676,124 | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

MODEL 12

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sm    |               |               |               |               |               |               |               |               |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 30%              |
| % SR                      | 60%              |
| % SO                      | 40%              |
| S106 (private)            | £15,000 per unit |
| S106 (affordable)         | £15,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

RLVs less existing use value **£22,794,353 per hectare** **£9,228,483 per acre** **Offices**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |

RLVs less existing use value **£27,002,840 per hectare** **£10,932,324 per acre** **Residential**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |

RLVs less existing use value **£4,544,800 per hectare** **£1,840,000 per acre** **Industrial / warehousing**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |

RLVs less existing use value **£2,000,000 per hectare** **£809,717 per acre** **Community space/buildings** **£700,000 infrastructure per ha**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sq m  |               |               |               |               |               |               |               |               |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         | £2,691                  |
| £3,563               |                         | £3,563                  |
| £4,435               |                         | £4,435                  |
| £5,307               |                         | £5,307                  |
| £6,179               |                         | £6,179                  |
| £7,050               |                         | £7,050                  |
| £7,922               |                         | £7,922                  |
| £8,794               |                         | £8,794                  |
| £9,666               |                         | £9,666                  |
| £10,538              |                         | £10,538                 |
| £11,410              |                         | £11,410                 |
| £12,282              |                         | £12,282                 |
| £13,154              |                         | £13,154                 |
| £13,993              |                         | £13,993                 |



MODEL 12

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 30%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £9,376 per unit  |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |            |            |             |             |             |              |              |        |
|---------|------------|------------|------------|-------------|-------------|-------------|--------------|--------------|--------|
| £2,691  | 1,481,093  | 98,209     | 2,799,525  | - 4,703,018 | - 6,337,847 | - 8,280,223 | - 11,226,693 | - 13,681,027 | 2,691  |
| £3,563  | 3,078,863  | 2,720,126  | 414,802    | - 656,761   | - 1,743,604 | - 2,804,577 | - 4,770,023  | - 6,623,673  | 3,563  |
| £4,435  | 4,676,632  | 5,318,213  | 3,600,530  | 3,324,096   | 2,792,967   | 2,611,668   | 1,634,292    | 391,762      | 4,435  |
| £5,307  | 6,274,403  | 7,914,728  | 6,786,258  | 7,272,492   | 7,294,955   | 7,987,225   | 7,929,664    | 7,352,421    | 5,307  |
| £6,179  | 7,872,173  | 10,511,243 | 9,969,100  | 11,220,889  | 11,777,904  | 13,330,227  | 14,220,795   | 14,313,079   | 6,179  |
| £7,050  | 9,469,942  | 13,107,758 | 13,130,704 | 15,169,284  | 16,260,854  | 18,673,229  | 20,511,927   | 21,216,198   | 7,050  |
| £7,922  | 11,067,712 | 15,704,273 | 16,292,307 | 19,117,680  | 20,743,803  | 24,016,233  | 26,770,267   | 28,113,191   | 7,922  |
| £8,794  | 12,661,395 | 18,300,788 | 19,453,911 | 23,066,077  | 25,226,220  | 29,359,235  | 33,013,710   | 35,010,183   | 8,794  |
| £9,666  | 14,249,430 | 20,889,572 | 22,606,113 | 26,987,002  | 29,669,093  | 34,663,709  | 39,238,117   | 41,885,924   | 9,666  |
| £10,538 | 15,720,400 | 23,283,066 | 25,520,838 | 30,608,644  | 33,772,391  | 39,554,224  | 44,981,680   | 48,224,883   | 10,538 |
| £11,410 | 17,191,371 | 25,676,559 | 28,435,562 | 34,230,286  | 37,875,690  | 44,444,739  | 50,725,243   | 54,563,843   | 11,410 |
| £12,282 | 18,662,341 | 28,067,655 | 31,350,287 | 37,851,927  | 41,978,987  | 49,335,254  | 56,468,807   | 60,902,802   | 12,282 |
| £13,154 | 20,133,311 | 30,455,418 | 34,265,012 | 41,473,569  | 46,082,285  | 54,225,769  | 62,212,371   | 67,241,761   | 13,154 |
| £13,993 | 21,549,801 | 32,754,747 | 37,071,784 | 44,961,077  | 50,033,610  | 58,935,154  | 67,743,210   | 73,345,945   | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |



MODEL 13

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 40%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £4,500 per unit  |
| S106 (affordable)       | £4,500 per unit  |
| CIL                     |                  |
| CSH (average unit cost) | £10,203 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |             |             |             |             |              |              |              |        |
|---------|------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|--------|
| £2,691  | 782,972    | - 1,011,032 | - 4,021,515 | - 6,177,036 | - 7,884,756 | - 10,142,003 | - 13,457,963 | - 16,035,248 | 2,691  |
| £3,563  | 2,175,086  | 1,273,941   | 1,216,460   | 2,659,572   | 3,894,390   | 5,386,087    | 7,849,403    | 9,904,260    | 3,563  |
| £4,435  | 3,562,214  | 3,544,398   | 1,557,800   | 834,369     | 78,125      | 641,879      | 2,240,843    | 3,773,273    | 4,435  |
| £5,307  | 4,949,341  | 5,798,986   | 4,324,171   | 4,278,252   | 4,014,014   | 4,049,109    | 3,280,714    | 2,293,323    | 5,307  |
| £6,179  | 6,336,468  | 8,053,573   | 7,090,542   | 7,706,799   | 7,913,278   | 8,706,467    | 8,745,478    | 8,340,376    | 6,179  |
| £7,050  | 7,723,594  | 10,308,160  | 9,853,447   | 11,135,347  | 11,806,892  | 13,347,069   | 14,210,242   | 14,387,428   | 7,050  |
| £7,922  | 9,110,721  | 12,562,748  | 12,598,661  | 14,563,895  | 15,700,504  | 17,987,671   | 19,675,006   | 20,381,888   | 7,922  |
| £8,794  | 10,497,849 | 14,817,336  | 15,343,876  | 17,992,443  | 19,594,117  | 22,628,272   | 25,115,095   | 26,373,315   | 8,794  |
| £9,666  | 11,877,280 | 17,064,192  | 18,079,689  | 21,409,206  | 23,474,111  | 27,252,643   | 30,518,993   | 32,343,491   | 9,666  |
| £10,538 | 13,138,112 | 19,115,758  | 20,578,025  | 24,522,550  | 26,995,573  | 31,459,725   | 35,442,048   | 37,776,884   | 10,538 |
| £11,410 | 14,398,944 | 21,167,323  | 23,076,359  | 27,626,815  | 30,512,685  | 35,651,596   | 40,365,103   | 43,210,278   | 11,410 |
| £12,282 | 15,659,775 | 23,218,889  | 25,574,695  | 30,731,080  | 34,029,798  | 39,843,466   | 45,288,157   | 48,643,672   | 12,282 |
| £13,154 | 16,920,607 | 25,270,455  | 28,073,031  | 33,835,344  | 37,546,911  | 44,035,336   | 50,211,212   | 54,077,066   | 13,154 |
| £13,993 | 18,134,741 | 27,246,037  | 30,478,835  | 36,824,636  | 40,933,760  | 48,071,951   | 54,951,931   | 59,309,222   | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |





MODEL 14

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |
| Sales value psm       | £2,691        | 555,627       | 1,418,932     | 4,604,228     | 6,943,880     | 8,840,022     | 11,276,382    | 14,787,195    | 17,545,739 |
|                       | £3,563        | 1,950,616     | 871,063       | 1,799,174     | 3,426,416     | 4,849,657     | 6,520,466     | 9,178,635     | 11,414,751 |
|                       | £4,435        | 3,337,743     | 3,146,545     | 982,259       | 76,841        | 865,684       | 1,764,549     | 3,570,074     | 5,283,764  |
|                       | £5,307        | 4,724,870     | 5,401,132     | 3,748,630     | 3,530,048     | 3,070,205     | 2,928,336     | 1,982,227     | 800,719    |
|                       | £6,179        | 6,111,997     | 7,655,719     | 6,515,001     | 6,958,596     | 6,980,936     | 7,599,312     | 7,447,742     | 6,847,771  |
|                       | £7,050        | 7,499,124     | 9,910,307     | 9,281,371     | 10,387,145    | 10,874,549    | 12,239,913    | 12,912,505    | 12,894,824 |
|                       | £7,922        | 8,886,251     | 12,164,895    | 12,030,300    | 13,815,692    | 14,768,163    | 16,880,514    | 18,377,269    | 18,907,186 |
|                       | £8,794        | 10,273,378    | 14,419,482    | 14,775,514    | 17,244,240    | 18,661,775    | 21,521,117    | 23,833,126    | 24,898,613 |
|                       | £9,666        | 11,655,685    | 16,666,338    | 17,511,327    | 20,661,002    | 22,541,770    | 26,145,487    | 29,237,023    | 30,868,789 |
|                       | £10,538       | 12,916,518    | 18,717,904    | 20,009,662    | 23,780,092    | 26,074,707    | 30,359,892    | 34,160,077    | 36,302,183 |
|                       | £11,410       | 14,177,349    | 20,769,470    | 22,507,998    | 26,887,944    | 29,591,820    | 34,558,068    | 39,083,132    | 41,735,577 |
|                       | £12,282       | 15,438,181    | 22,821,035    | 25,006,334    | 29,992,209    | 33,108,933    | 38,749,938    | 44,006,186    | 47,168,970 |
|                       | £13,154       | 16,699,012    | 24,872,601    | 27,504,669    | 33,096,474    | 36,626,046    | 42,941,808    | 48,929,241    | 52,602,364 |
|                       | £13,993       | 17,913,147    | 26,848,183    | 29,910,473    | 36,085,765    | 40,012,895    | 46,978,423    | 53,669,960    | 57,834,521 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 40%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £10,000 per unit |
| S106 (affordable)       | £10,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £10,203 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |         |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |         |                         |                         |
| Sales value psm       | £2,691        | 555,627       | 1,418,932     | 4,604,228     | 6,943,880     | 8,840,022     | 11,276,382    | 14,787,195    | 17,545,739 | £2,691  | Market value range 2011 | Market value range 2007 |
|                       | £3,563        | 1,950,616     | 871,063       | 1,799,174     | 3,426,416     | 4,849,657     | 6,520,466     | 9,178,635     | 11,414,751 | £3,563  |                         |                         |
|                       | £4,435        | 3,337,743     | 3,146,545     | 982,259       | 76,841        | 865,684       | 1,764,549     | 3,570,074     | 5,283,764  | £4,435  |                         |                         |
|                       | £5,307        | 4,724,870     | 5,401,132     | 3,748,630     | 3,530,048     | 3,070,205     | 2,928,336     | 1,982,227     | 800,719    | £5,307  |                         |                         |
|                       | £6,179        | 6,111,997     | 7,655,719     | 6,515,001     | 6,958,596     | 6,980,936     | 7,599,312     | 7,447,742     | 6,847,771  | £6,179  |                         |                         |
|                       | £7,050        | 7,499,124     | 9,910,307     | 9,281,371     | 10,387,145    | 10,874,549    | 12,239,913    | 12,912,505    | 12,894,824 | £7,050  |                         |                         |
|                       | £7,922        | 8,886,251     | 12,164,895    | 12,030,300    | 13,815,692    | 14,768,163    | 16,880,514    | 18,377,269    | 18,907,186 | £7,922  |                         |                         |
|                       | £8,794        | 10,273,378    | 14,419,482    | 14,775,514    | 17,244,240    | 18,661,775    | 21,521,117    | 23,833,126    | 24,898,613 | £8,794  |                         |                         |
|                       | £9,666        | 11,655,685    | 16,666,338    | 17,511,327    | 20,661,002    | 22,541,770    | 26,145,487    | 29,237,023    | 30,868,789 | £9,666  |                         |                         |
|                       | £10,538       | 12,916,518    | 18,717,904    | 20,009,662    | 23,780,092    | 26,074,707    | 30,359,892    | 34,160,077    | 36,302,183 | £10,538 |                         |                         |
|                       | £11,410       | 14,177,349    | 20,769,470    | 22,507,998    | 26,887,944    | 29,591,820    | 34,558,068    | 39,083,132    | 41,735,577 | £11,410 |                         |                         |
|                       | £12,282       | 15,438,181    | 22,821,035    | 25,006,334    | 29,992,209    | 33,108,933    | 38,749,938    | 44,006,186    | 47,168,970 | £12,282 |                         |                         |
|                       | £13,154       | 16,699,012    | 24,872,601    | 27,504,669    | 33,096,474    | 36,626,046    | 42,941,808    | 48,929,241    | 52,602,364 | £13,154 |                         |                         |
|                       | £13,993       | 17,913,147    | 26,848,183    | 29,910,473    | 36,085,765    | 40,012,895    | 46,978,423    | 53,669,960    | 57,834,521 | £13,993 |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |         |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |         |                         |                         |
| Sales value psm       | £2,691        | 555,627       | 1,418,932     | 4,604,228     | 6,943,880     | 8,840,022     | 11,276,382    | 14,787,195    | 17,545,739 | £2,691  | Market value range 2011 | Market value range 2007 |
|                       | £3,563        | 1,950,616     | 871,063       | 1,799,174     | 3,426,416     | 4,849,657     | 6,520,466     | 9,178,635     | 11,414,751 | £3,563  |                         |                         |
|                       | £4,435        | 3,337,743     | 3,146,545     | 982,259       | 76,841        | 865,684       | 1,764,549     | 3,570,074     | 5,283,764  | £4,435  |                         |                         |
|                       | £5,307        | 4,724,870     | 5,401,132     | 3,748,630     | 3,530,048     | 3,070,205     | 2,928,336     | 1,982,227     | 800,719    | £5,307  |                         |                         |
|                       | £6,179        | 6,111,997     | 7,655,719     | 6,515,001     | 6,958,596     | 6,980,936     | 7,599,312     | 7,447,742     | 6,847,771  | £6,179  |                         |                         |
|                       | £7,050        | 7,499,124     | 9,910,307     | 9,281,371     | 10,387,145    | 10,874,549    | 12,239,913    | 12,912,505    | 12,894,824 | £7,050  |                         |                         |
|                       | £7,922        | 8,886,251     | 12,164,895    | 12,030,300    | 13,815,692    | 14,768,163    | 16,880,514    | 18,377,269    | 18,907,186 | £7,922  |                         |                         |
|                       | £8,794        | 10,273,378    | 14,419,482    | 14,775,514    | 17,244,240    | 18,661,775    | 21,521,117    | 23,833,126    | 24,898,613 | £8,794  |                         |                         |
|                       | £9,666        | 11,655,685    | 16,666,338    | 17,511,327    | 20,661,002    | 22,541,770    | 26,145,487    | 29,237,023    | 30,868,789 | £9,666  |                         |                         |
|                       | £10,538       | 12,916,518    | 18,717,904    | 20,009,662    | 23,780,092    | 26,074,707    | 30,359,892    | 34,160,077    | 36,302,183 | £10,538 |                         |                         |
|                       | £11,410       | 14,177,349    | 20,769,470    | 22,507,998    | 26,887,944    | 29,591,820    | 34,558,068    | 39,083,132    | 41,735,577 | £11,410 |                         |                         |
|                       | £12,282       | 15,438,181    | 22,821,035    | 25,006,334    | 29,992,209    | 33,108,933    | 38,749,938    | 44,006,186    | 47,168,970 | £12,282 |                         |                         |
|                       | £13,154       | 16,699,012    | 24,872,601    | 27,504,669    | 33,096,474    | 36,626,046    | 42,941,808    | 48,929,241    | 52,602,364 | £13,154 |                         |                         |
|                       | £13,993       | 17,913,147    | 26,848,183    | 29,910,473    | 36,085,765    | 40,012,895    | 46,978,423    | 53,669,960    | 57,834,521 | £13,993 |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |         |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |         |                         |                         |
| Sales value psm       | £2,691        | 555,627       | 1,418,932     | 4,604,228     | 6,943,880     | 8,840,022     | 11,276,382    | 14,787,195    | 17,545,739 | £2,691  | Market value range 2011 | Market value range 2007 |
|                       | £3,563        | 1,950,616     | 871,063       | 1,799,174     | 3,426,416     | 4,849,657     | 6,520,466     | 9,178,635     | 11,414,751 | £3,563  |                         |                         |
|                       | £4,435        | 3,337,743     | 3,146,545     | 982,259       | 76,841        | 865,684       | 1,764,549     | 3,570,074     | 5,283,764  | £4,435  |                         |                         |
|                       | £5,307        | 4,724,870     | 5,401,132     | 3,748,630     | 3,530,048     | 3,070,205     | 2,928,336     | 1,982,227     | 800,719    | £5,307  |                         |                         |
|                       | £6,179        | 6,111,997     | 7,655,719     | 6,515,001     | 6,958,596     | 6,980,936     | 7,599,312     | 7,447,742     | 6,847,771  | £6,179  |                         |                         |
|                       | £7,050        | 7,499,124     | 9,910,307     | 9,281,371     | 10,387,145    | 10,874,549    | 12,239,913    | 12,912,505    | 12,894,824 | £7,050  |                         |                         |
|                       | £7,922        | 8,886,251     | 12,164,895    | 12,030,300    | 13,815,692    | 14,768,163    | 16,880,514    | 18,377,269    | 18,907,186 | £7,922  |                         |                         |
|                       | £8,794        | 10,273,378    | 14,419,482    | 14,775,514    | 17,244,240    | 18,661,775    | 21,521,117    | 23,833,126    | 24,898,613 | £8,794  |                         |                         |
|                       | £9,666        | 11,655,685    | 16,666,338    | 17,511,327    | 20,661,002    | 22,541,770    | 26,145,487    | 29,237,023    | 30,868,789 | £9,666  |                         |                         |
|                       | £10,538       | 12,916,518    | 18,717,904    | 20,009,662    | 23,780,092    | 26,074,707    | 30,359,892    | 34,160,077    | 36,302,183 | £10,538 |                         |                         |
|                       | £11,410       | 14,177,349    | 20,769,470    | 22,507,998    | 26,887,944    | 29,591,820    | 34,558,068    | 39,083,132    | 41,735,577 | £11,410 |                         |                         |
|                       | £12,282       | 15,438,181    | 22,821,035    | 25,006,334    | 29,992,209    | 33,108,933    | 38,749,938    | 44,006,186    | 47,168,970 | £12,282 |                         |                         |
|                       | £13,154       | 16,699,012    | 24,872,601    | 27,504,669    | 33,096,474    | 36,626,046    | 42,941,808    | 48,929,241    | 52,602,364 | £13,154 |                         |                         |
|                       | £13,993       | 17,913,147    | 26,848,183    | 29,910,473    | 36,085,765    | 40,012,895    | 46,978,423    | 53,669,960    | 57,834,521 | £13,993 |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |        |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|--------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |        |                         |                         |
| Sales value psm       | £2,691        | 555,627       | 1,418,932     | 4,604,228     | 6,943,880     | 8,840,022     | 11,276,382    | 14,787,195    | 17,545,739 | £2,691 | Market value range 2011 | Market value range 2007 |
|                       | £3,563        | 1,950,616     | 871,063       | 1,799,174     | 3,426,416     | 4,849,657     | 6,520,466     | 9,178,635     | 11,414,751 | £3,563 |                         |                         |
|                       | £4,435        | 3,337,743     | 3,146,545     | 982,259       | 76,841        | 865,684       | 1,764,549     | 3,570,074     | 5,283,764  | £4,435 |                         |                         |
|                       | £5,307        | 4,724,870     | 5,401,132     | 3,748,630     | 3,530,048     | 3,070,205     | 2,928,336     | 1,982,227     | 800,719    | £5,307 |                         |                         |
|                       | £6,179        | 6,111,997     | 7,655,719     | 6,515,001     | 6,958,596     | 6,980,936     | 7,599         |               |            |        |                         |                         |

MODEL 15

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                    |         |            |            |            |            |            |            |            |            |         |
|--------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sm | £2,691  | 348,950    | 1,789,750  | 5,133,968  | 7,641,011  | 9,708,447  | 12,307,635 | 15,995,588 | 18,918,913 | £2,691  |
|                    | £3,563  | 1,746,551  | 504,810    | 2,328,914  | 4,123,549  | 5,718,081  | 7,551,719  | 10,387,028 | 12,787,925 | £3,563  |
|                    | £4,435  | 3,133,679  | 2,781,562  | 459,040    | 611,821    | 1,727,716  | 2,795,803  | 4,778,467  | 6,656,938  | £4,435  |
|                    | £5,307  | 4,520,806  | 5,039,448  | 3,225,411  | 2,849,864  | 2,212,197  | 1,909,451  | 788,144    | 556,194    | £5,307  |
|                    | £6,179  | 5,907,932  | 7,294,035  | 5,991,782  | 6,278,412  | 6,133,353  | 6,592,805  | 6,267,980  | 5,490,859  | £6,179  |
|                    | £7,050  | 7,295,059  | 9,548,622  | 8,758,152  | 9,706,959  | 10,026,965 | 11,233,408 | 11,732,744 | 11,537,913 | £7,050  |
|                    | £7,922  | 8,682,187  | 11,803,210 | 11,513,606 | 13,135,508 | 13,920,579 | 15,874,009 | 17,197,508 | 17,566,549 | £7,922  |
|                    | £8,794  | 10,069,314 | 14,057,797 | 14,258,821 | 16,564,055 | 17,814,192 | 20,514,611 | 22,662,272 | 23,557,976 | £8,794  |
|                    | £9,666  | 11,451,745 | 16,304,653 | 16,994,634 | 19,980,818 | 21,694,186 | 25,138,981 | 28,071,595 | 29,528,152 | £9,666  |
|                    | £10,538 | 12,715,068 | 18,356,219 | 19,492,970 | 23,099,907 | 25,230,206 | 29,353,386 | 32,994,650 | 34,961,545 | £10,538 |
|                    | £11,410 | 13,975,900 | 20,407,785 | 21,991,305 | 26,216,244 | 28,754,670 | 33,563,952 | 37,917,704 | 40,394,938 | £11,410 |
|                    | £12,282 | 15,236,731 | 22,459,351 | 24,489,641 | 29,320,509 | 32,271,782 | 37,755,822 | 42,840,759 | 45,828,332 | £12,282 |
|                    | £13,154 | 16,497,563 | 24,510,917 | 26,987,976 | 32,424,773 | 35,788,896 | 41,947,692 | 47,763,814 | 51,261,726 | £13,154 |
|                    | £13,993 | 17,711,698 | 26,486,499 | 29,393,780 | 35,414,064 | 39,175,745 | 45,984,307 | 52,504,534 | 56,493,883 | £13,993 |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 40%              |
| % SR                      | 70%              |
| % SO                      | 30%              |
| S106 (private)            | £15,000 per unit |
| S106 (affordable)         | £15,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

RLVs less existing use value **£22,794,353 per hectare** **£9,228,483 per acre** **Offices**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 22,445,403 | 24,584,103 | 27,928,321 | 30,435,364 | 32,502,800 | 35,101,988 | 38,789,941 | 41,713,266 | £2,691  |
|                      | £3,563  | 21,047,802 | 22,289,543 | 25,123,267 | 26,917,902 | 28,512,434 | 30,346,072 | 33,181,381 | 35,582,278 | £3,563  |
|                      | £4,435  | 19,660,674 | 20,012,791 | 22,335,313 | 23,406,174 | 24,522,069 | 25,590,156 | 27,572,820 | 29,451,291 | £4,435  |
|                      | £5,307  | 18,273,547 | 17,754,905 | 19,568,942 | 19,944,489 | 20,582,156 | 20,884,902 | 22,006,209 | 23,350,547 | £5,307  |
|                      | £6,179  | 16,886,421 | 15,500,318 | 16,802,571 | 16,515,941 | 16,661,000 | 16,201,548 | 16,526,373 | 17,303,494 | £6,179  |
|                      | £7,050  | 15,499,294 | 13,245,731 | 14,036,201 | 13,087,394 | 12,767,388 | 11,560,945 | 11,061,609 | 11,256,440 | £7,050  |
|                      | £7,922  | 14,112,166 | 10,991,143 | 11,280,747 | 9,658,845  | 8,873,774  | 6,920,344  | 5,596,845  | 5,227,804  | £7,922  |
|                      | £8,794  | 12,725,039 | 8,736,556  | 8,535,532  | 6,230,298  | 4,980,161  | 2,279,742  | 132,081    | 763,623    | £8,794  |
|                      | £9,666  | 11,342,608 | 6,489,700  | 5,799,719  | 2,813,535  | 1,100,167  | 2,344,628  | 5,277,242  | 6,733,799  | £9,666  |
|                      | £10,538 | 10,079,285 | 4,438,134  | 3,301,383  | 305,554    | 2,435,853  | 6,559,033  | 10,200,297 | 12,167,192 | £10,538 |
|                      | £11,410 | 8,818,453  | 2,386,568  | 803,048    | 3,421,891  | 5,960,317  | 10,769,599 | 15,123,351 | 17,600,585 | £11,410 |
|                      | £12,282 | 7,557,622  | 335,002    | 1,695,288  | 6,526,156  | 9,477,429  | 14,961,469 | 20,046,406 | 23,033,979 | £12,282 |
|                      | £13,154 | 6,296,790  | 1,716,564  | 4,193,623  | 9,630,420  | 12,994,543 | 19,153,339 | 24,969,461 | 28,467,373 | £13,154 |
|                      | £13,993 | 5,082,655  | 3,692,146  | 6,599,427  | 12,619,711 | 16,381,392 | 23,189,954 | 29,710,181 | 33,699,530 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

RLVs less existing use value **£27,002,840 per hectare** **£10,932,324 per acre** **Residential**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 26,653,890 | 28,792,590 | 32,136,808 | 34,643,851 | 36,711,287 | 39,310,475 | 42,998,428 | 45,921,753 | £2,691  |
|                      | £3,563  | 25,256,289 | 26,498,030 | 29,331,754 | 31,126,389 | 32,720,921 | 34,554,559 | 37,389,868 | 39,790,765 | £3,563  |
|                      | £4,435  | 23,869,161 | 24,221,278 | 26,543,800 | 27,614,661 | 28,730,556 | 29,798,643 | 31,781,307 | 33,659,778 | £4,435  |
|                      | £5,307  | 22,482,034 | 21,963,392 | 23,777,429 | 24,152,976 | 24,790,643 | 25,093,389 | 26,214,696 | 27,559,034 | £5,307  |
|                      | £6,179  | 21,094,908 | 19,708,805 | 21,011,058 | 20,724,428 | 20,869,487 | 20,410,035 | 20,734,860 | 21,511,981 | £6,179  |
|                      | £7,050  | 19,707,781 | 17,454,218 | 18,244,688 | 17,295,881 | 16,975,875 | 15,769,432 | 15,270,096 | 15,464,927 | £7,050  |
|                      | £7,922  | 18,320,653 | 15,199,630 | 15,489,234 | 13,867,332 | 13,082,261 | 11,128,831 | 9,805,332  | 9,436,291  | £7,922  |
|                      | £8,794  | 16,933,526 | 12,945,043 | 12,744,019 | 10,438,785 | 9,188,648  | 6,488,229  | 4,340,568  | 3,444,864  | £8,794  |
|                      | £9,666  | 15,551,095 | 10,698,187 | 10,008,206 | 7,022,022  | 5,308,654  | 1,863,859  | 1,068,756  | 2,525,313  | £9,666  |
|                      | £10,538 | 14,287,772 | 8,646,621  | 7,509,870  | 3,902,933  | 1,772,634  | 2,350,547  | 5,991,811  | 7,958,706  | £10,538 |
|                      | £11,410 | 13,026,940 | 6,595,055  | 5,011,535  | 786,596    | 1,751,831  | 6,561,113  | 10,914,865 | 13,392,099 | £11,410 |
|                      | £12,282 | 11,766,109 | 4,543,489  | 2,513,199  | 2,317,670  | 5,268,943  | 10,752,983 | 15,837,920 | 18,825,493 | £12,282 |
|                      | £13,154 | 10,505,277 | 2,491,923  | 14,864     | 5,421,934  | 8,786,057  | 14,944,853 | 20,760,975 | 24,258,887 | £13,154 |
|                      | £13,993 | 9,291,142  | 516,341    | 2,390,941  | 8,411,225  | 12,172,906 | 18,981,468 | 25,501,695 | 29,491,044 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

RLVs less existing use value **£4,544,800 per hectare** **£1,840,000 per acre** **Industrial / warehousing**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 4,195,850  | 6,334,550  | 9,678,768  | 12,185,811 | 14,253,247 | 16,852,435 | 20,540,388 | 23,463,713 | £2,691  |
|                      | £3,563  | 2,798,249  | 4,039,990  | 6,873,714  | 8,668,349  | 10,262,881 | 12,096,519 | 14,931,828 | 17,332,725 | £3,563  |
|                      | £4,435  | 1,411,121  | 1,763,238  | 4,085,760  | 5,156,621  | 6,272,516  | 7,340,603  | 9,323,267  | 11,201,738 | £4,435  |
|                      | £5,307  | 23,994     | 494,648    | 1,319,389  | 1,694,936  | 2,332,603  | 2,635,349  | 3,756,656  | 5,100,994  | £5,307  |
|                      | £6,179  | 1,363,132  | 2,749,235  | 1,446,982  | 1,733,612  | 1,588,553  | 2,048,005  | 1,723,180  | 946,059    | £6,179  |
|                      | £7,050  | 2,750,259  | 5,003,822  | 4,213,352  | 5,162,159  | 5,482,165  | 6,688,608  | 7,187,944  | 6,993,113  | £7,050  |
|                      | £7,922  | 4,137,387  | 7,258,410  | 6,968,806  | 8,590,708  | 9,375,779  | 11,329,209 | 12,652,708 | 13,021,749 | £7,922  |
|                      | £8,794  | 5,524,514  | 9,512,997  | 9,714,021  | 12,019,255 | 13,269,392 | 15,969,811 | 18,117,472 | 19,013,176 | £8,794  |
|                      | £9,666  | 6,906,945  | 11,759,853 | 12,449,834 | 15,436,018 | 17,149,386 | 20,594,181 | 23,526,795 | 24,983,352 | £9,666  |
|                      | £10,538 | 8,170,268  | 13,811,419 | 14,948,170 | 18,555,107 | 20,685,406 | 24,808,586 | 28,449,850 | 30,416,745 | £10,538 |
|                      | £11,410 | 9,431,100  | 15,862,985 | 17,446,505 | 21,671,444 | 24,209,870 | 29,019,152 | 33,372,904 | 35,850,138 | £11,410 |
|                      | £12,282 | 10,691,931 | 17,914,551 | 19,944,841 | 24,775,709 | 27,726,982 | 33,211,022 | 38,295,959 | 41,283,532 | £12,282 |
|                      | £13,154 | 11,952,763 | 19,966,117 | 22,443,176 | 27,879,973 | 31,244,096 | 37,402,892 | 43,219,014 | 46,716,926 | £13,154 |
|                      | £13,993 | 13,166,898 | 21,941,699 | 24,848,980 | 30,869,264 | 34,630,945 | 41,439,507 | 47,959,734 | 51,949,083 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

RLVs less existing use value **£2,000,000 per hectare** **£809,717 per acre** **Community space/buildings** **£700,000 infrastructure per ha**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |        |           |           |           |            |            |            |            |            |        |
|----------------------|--------|-----------|-----------|-----------|------------|------------|------------|------------|------------|--------|
| Sales value per sq m | £2,691 | 2,351,050 | 4,489,750 | 7,833,968 | 10,341,011 | 12,408,447 | 15,007,635 | 18,695,588 | 21,618,913 | £2,691 |
|                      | £3,563 | 953,449   | 2,195,190 | 5,028,914 | 6,823,549  | 8,418,081  | 10,251,719 | 13,087,028 | 15,487,925 | £3,563 |
|                      | £4,435 | 433,679   | 81,562    | 2,240,960 | 3,311,821  | 4,427,716  | 5,495,803  | 7,478,467  | 9,356,938  | £4,435 |
|                      | £5,307 | 1,820,806 | 2,339,448 | 525,411   | 149,864    | 487,803    | 790,549    | 1,911,856  | 3,256,194  | £5,307 |
|                      | £6,179 | 3,207,932 | 4,594,035 | 3,291,782 | 3,578,412  | 3,433,353  | 3,892,805  | 3,567,980  | 2,790,8    |        |



**MODEL** 16

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                    |         |            |            |            |            |            |            |            |            |         |
|--------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sm | £2,691  | 786,022    | 1,005,943  | 4,015,324  | 6,169,278  | 7,875,794  | 10,131,322 | 13,445,271 | 16,021,265 | £2,691  |
|                    | £3,563  | 2,219,186  | 1,347,553  | 1,125,746  | 2,545,891  | 3,763,061  | 5,229,562  | 7,663,411  | 9,699,345  | £3,563  |
|                    | £4,435  | 3,647,402  | 3,684,702  | 1,730,727  | 1,051,101  | 328,538    | 343,426    | 1,882,039  | 3,377,424  | £4,435  |
|                    | £5,307  | 5,075,620  | 6,006,963  | 4,580,506  | 4,595,264  | 4,385,209  | 4,491,519  | 3,799,639  | 2,872,545  | £5,307  |
|                    | £6,179  | 6,503,836  | 8,329,225  | 7,430,285  | 8,126,965  | 8,398,798  | 9,285,134  | 9,433,256  | 9,108,071  | £6,179  |
|                    | £7,050  | 7,932,054  | 10,651,487 | 10,270,939 | 11,658,667 | 12,411,609 | 14,067,802 | 15,066,873 | 15,334,139 | £7,050  |
|                    | £7,922  | 9,360,270  | 12,973,748 | 13,098,447 | 15,190,367 | 16,424,420 | 18,850,469 | 20,700,489 | 21,511,578 | £7,922  |
|                    | £8,794  | 10,786,321 | 15,296,009 | 15,925,954 | 18,722,068 | 20,437,230 | 23,633,137 | 26,293,685 | 27,689,017 | £8,794  |
|                    | £9,666  | 12,203,238 | 17,607,961 | 18,740,926 | 22,236,958 | 24,423,981 | 28,394,162 | 31,857,863 | 33,838,119 | £9,666  |
|                    | £10,538 | 13,464,070 | 19,659,527 | 21,239,262 | 25,341,222 | 27,941,094 | 32,586,644 | 36,780,917 | 39,271,513 | £10,538 |
|                    | £11,410 | 14,724,902 | 21,711,094 | 23,737,597 | 28,445,486 | 31,458,206 | 36,778,514 | 41,703,972 | 44,704,906 | £11,410 |
|                    | £12,282 | 15,985,733 | 23,762,660 | 26,235,932 | 31,549,750 | 34,975,319 | 40,970,385 | 46,627,027 | 50,138,300 | £12,282 |
|                    | £13,154 | 17,246,565 | 25,812,032 | 28,734,268 | 34,654,015 | 38,492,431 | 45,162,254 | 51,550,082 | 55,571,693 | £13,154 |
|                    | £13,993 | 18,460,699 | 27,782,885 | 31,140,073 | 37,643,307 | 41,879,281 | 49,198,869 | 56,290,801 | 60,803,850 | £13,993 |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 40%             |
| % SR                      | 60%             |
| % SO                      | 40%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 22,008,331 | 23,800,296 | 26,809,677 | 28,963,631 | 30,670,147 | 32,925,675 | 36,239,624 | 38,815,618 | £2,691  |
|                      | £3,563  | 20,575,167 | 21,446,800 | 23,920,099 | 25,340,244 | 26,557,414 | 28,023,915 | 30,457,764 | 32,493,698 | £3,563  |
|                      | £4,435  | 19,146,951 | 19,109,651 | 21,063,626 | 21,743,252 | 22,465,815 | 23,137,779 | 24,676,392 | 26,171,777 | £4,435  |
|                      | £5,307  | 17,718,733 | 16,787,390 | 18,213,847 | 18,199,089 | 18,409,144 | 18,302,834 | 18,994,714 | 19,921,808 | £5,307  |
|                      | £6,179  | 16,290,517 | 14,465,128 | 15,364,068 | 14,667,388 | 14,395,555 | 13,509,219 | 13,361,097 | 13,686,282 | £6,179  |
|                      | £7,050  | 14,862,299 | 12,142,866 | 12,523,414 | 11,135,686 | 10,382,744 | 8,726,551  | 7,727,480  | 7,460,214  | £7,050  |
|                      | £7,922  | 13,434,083 | 9,820,605  | 9,695,906  | 7,603,986  | 6,369,933  | 3,943,884  | 2,093,864  | 1,282,775  | £7,922  |
|                      | £8,794  | 12,008,032 | 7,498,344  | 6,868,399  | 4,072,285  | 2,357,123  | 838,784    | 3,499,332  | 4,894,664  | £8,794  |
|                      | £9,666  | 10,591,115 | 5,186,392  | 4,053,427  | 557,395    | 1,629,228  | 5,599,809  | 9,063,510  | 11,043,766 | £9,666  |
|                      | £10,538 | 9,330,283  | 3,134,826  | 1,555,091  | 2,546,669  | 5,146,741  | 9,792,291  | 13,986,564 | 16,477,160 | £10,538 |
|                      | £11,410 | 8,069,451  | 1,083,259  | 943,244    | 5,651,133  | 8,663,853  | 13,984,161 | 18,909,619 | 21,910,553 | £11,410 |
|                      | £12,282 | 6,808,620  | 968,307    | 3,441,579  | 8,755,397  | 12,180,966 | 18,176,032 | 23,832,674 | 27,343,947 | £12,282 |
|                      | £13,154 | 5,547,788  | 3,017,679  | 5,939,915  | 11,859,662 | 15,698,078 | 22,367,901 | 28,755,729 | 32,777,340 | £13,154 |
|                      | £13,993 | 4,333,654  | 4,988,532  | 8,345,720  | 14,848,954 | 19,084,928 | 26,404,516 | 33,496,448 | 38,009,497 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 26,216,818 | 28,008,783 | 31,018,164 | 33,172,118 | 34,878,634 | 37,134,162 | 40,448,111 | 43,024,105 | £2,691  |
|                      | £3,563  | 24,783,654 | 25,655,287 | 28,128,586 | 29,548,731 | 30,765,901 | 32,232,402 | 34,666,251 | 36,702,185 | £3,563  |
|                      | £4,435  | 23,355,438 | 23,318,138 | 25,272,113 | 25,951,739 | 26,674,302 | 27,346,266 | 28,884,879 | 30,380,264 | £4,435  |
|                      | £5,307  | 21,927,220 | 20,995,877 | 22,422,334 | 22,407,576 | 22,617,631 | 22,511,321 | 23,203,201 | 24,130,295 | £5,307  |
|                      | £6,179  | 20,499,004 | 18,673,615 | 19,572,555 | 18,875,875 | 18,604,042 | 17,717,706 | 17,569,584 | 17,894,769 | £6,179  |
|                      | £7,050  | 19,070,786 | 16,351,353 | 16,731,901 | 15,344,173 | 14,591,231 | 12,935,038 | 11,935,967 | 11,668,701 | £7,050  |
|                      | £7,922  | 17,642,570 | 14,029,092 | 13,904,393 | 11,812,473 | 10,578,420 | 8,152,371  | 6,302,351  | 5,491,262  | £7,922  |
|                      | £8,794  | 16,216,519 | 11,706,831 | 11,076,886 | 8,280,772  | 6,565,610  | 3,369,703  | 709,155    | 686,178    | £8,794  |
|                      | £9,666  | 14,799,602 | 9,394,879  | 8,261,914  | 4,765,882  | 2,578,859  | 1,391,323  | 4,855,024  | 6,835,280  | £9,666  |
|                      | £10,538 | 13,538,770 | 7,343,313  | 5,763,578  | 1,661,618  | 938,255    | 5,583,805  | 9,778,078  | 12,268,674 | £10,538 |
|                      | £11,410 | 12,277,938 | 5,291,746  | 3,265,243  | 1,442,647  | 4,455,367  | 9,775,675  | 14,701,133 | 17,702,067 | £11,410 |
|                      | £12,282 | 11,017,107 | 3,240,180  | 766,908    | 4,546,911  | 7,972,480  | 13,967,546 | 19,624,188 | 23,135,461 | £12,282 |
|                      | £13,154 | 9,756,275  | 1,190,808  | 1,731,429  | 7,651,176  | 11,489,592 | 18,159,415 | 24,547,243 | 28,568,854 | £13,154 |
|                      | £13,993 | 8,542,141  | 780,046    | 4,137,234  | 10,640,468 | 14,876,442 | 22,196,030 | 29,287,962 | 33,801,011 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 3,758,778  | 5,550,743  | 8,560,124  | 10,714,078 | 12,420,594 | 14,676,122 | 17,990,071 | 20,566,065 | £2,691  |
|                      | £3,563  | 2,325,614  | 3,197,247  | 5,670,546  | 7,090,691  | 8,307,861  | 9,774,362  | 12,208,211 | 14,244,145 | £3,563  |
|                      | £4,435  | 897,398    | 860,098    | 2,814,073  | 3,493,699  | 4,216,262  | 4,888,226  | 6,426,839  | 7,922,224  | £4,435  |
|                      | £5,307  | 530,820    | 1,462,163  | 35,706     | 50,464     | 159,591    | 53,281     | 745,161    | 1,672,255  | £5,307  |
|                      | £6,179  | 1,959,036  | 3,784,425  | 2,885,485  | 3,582,165  | 3,853,998  | 4,740,334  | 4,888,456  | 4,563,271  | £6,179  |
|                      | £7,050  | 3,387,254  | 6,106,687  | 5,726,139  | 7,113,867  | 7,866,809  | 9,523,002  | 10,522,073 | 10,789,339 | £7,050  |
|                      | £7,922  | 4,815,470  | 8,428,948  | 8,553,647  | 10,645,567 | 11,879,620 | 14,305,669 | 16,155,689 | 16,966,778 | £7,922  |
|                      | £8,794  | 6,241,521  | 10,751,209 | 11,381,154 | 14,177,268 | 15,892,430 | 19,088,337 | 21,748,885 | 23,144,217 | £8,794  |
|                      | £9,666  | 7,658,438  | 13,063,161 | 14,196,126 | 17,692,158 | 19,879,181 | 23,849,362 | 27,313,063 | 29,293,319 | £9,666  |
|                      | £10,538 | 8,919,270  | 15,114,727 | 16,694,462 | 20,796,422 | 23,396,294 | 28,041,844 | 32,236,117 | 34,726,713 | £10,538 |
|                      | £11,410 | 10,180,102 | 17,166,294 | 19,192,797 | 23,900,686 | 26,913,406 | 32,233,714 | 37,159,172 | 40,160,106 | £11,410 |
|                      | £12,282 | 11,440,933 | 19,217,860 | 21,691,132 | 27,004,950 | 30,430,519 | 36,425,585 | 42,082,227 | 45,593,500 | £12,282 |
|                      | £13,154 | 12,701,765 | 21,267,232 | 24,189,468 | 30,109,215 | 33,947,631 | 40,617,454 | 47,005,282 | 51,026,893 | £13,154 |
|                      | £13,993 | 13,915,899 | 23,238,085 | 26,595,273 | 33,098,507 | 37,334,481 | 44,654,069 | 51,746,001 | 56,259,050 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |
| ↓                       | ↓                       |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |        |           |           |           |           |            |            |            |            |        |
|----------------------|--------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|--------|
| Sales value per sq m | £2,691 | 1,913,978 | 3,705,943 | 6,715,324 | 8,869,278 | 10,575,794 | 12,831,322 | 16,145,271 | 18,721,265 | £2,691 |
|                      | £3,563 | 480,814   | 1,352,447 | 3,825,746 | 5,245,891 | 6,463,061  | 7,929,562  | 10,363,411 | 12,399,345 | £3,563 |
|                      | £4,435 | 947,402   | 984,702   | 969,273   | 1,648,899 | 2,371,462  | 3,043,426  | 4,582,039  | 6,077,424  | £4,435 |
|                      | £5,307 | 2,375,620 | 3,306,963 | 1,880,506 | 1,895,264 | 1,685,209  | 1,791,519  | 1,099,639  | 172,545    | £5,307 |
|                      |        |           |           |           |           |            |            |            |            |        |





MODEL 17

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691  | £3,563    | £4,435    | £5,307    | £6,179    | £7,050     | £7,922     | £8,794     | £9,666 | £10,538 | £11,410 | £12,282 | £13,154 | £13,993 |
|----------------------|---------|-----------|-----------|-----------|-----------|------------|------------|------------|--------|---------|---------|---------|---------|---------|
|                      | 558,678 | 1,413,842 | 4,598,038 | 6,936,122 | 8,831,060 | 11,265,701 | 14,774,504 | 17,531,755 | £2,691 |         |         |         |         |         |

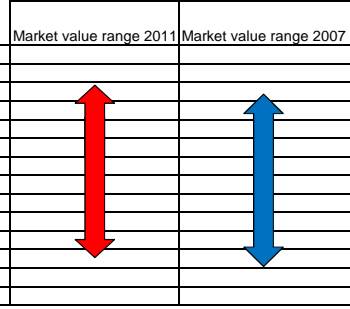
|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 40%              |
| % SR                      | 60%              |
| % SO                      | 40%              |
| S106 (private)            | £10,000 per unit |
| S106 (affordable)         | £10,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666 | £10,538 | £11,410 | £12,282 | £13,154 | £13,993 |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|--------|---------|---------|---------|---------|---------|
|                      | 22,235,675 | 24,208,195 | 27,392,391 | 29,730,475 | 31,625,413 | 34,060,054 | 37,568,857 | 40,326,108 | £2,691 |         |         |         |         |         |

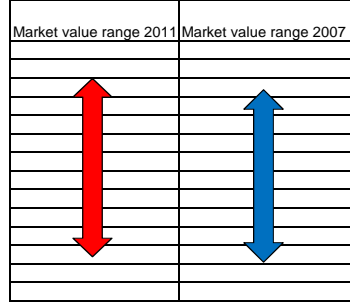


**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666 | £10,538 | £11,410 | £12,282 | £13,154 | £13,993 |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|--------|---------|---------|---------|---------|---------|
|                      | 26,444,162 | 28,416,682 | 31,600,878 | 33,938,962 | 35,833,900 | 38,268,541 | 41,777,344 | 44,534,595 | £2,691 |         |         |         |         |         |

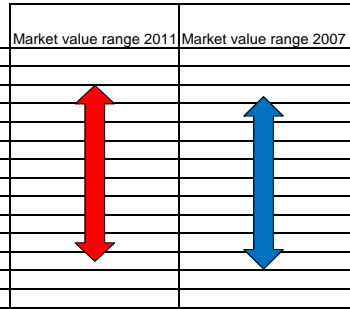


**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691    | £3,563    | £4,435    | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666 | £10,538 | £11,410 | £12,282 | £13,154 | £13,993 |
|----------------------|-----------|-----------|-----------|------------|------------|------------|------------|------------|--------|---------|---------|---------|---------|---------|
|                      | 3,986,122 | 5,958,642 | 9,142,838 | 11,480,922 | 13,375,860 | 15,810,501 | 19,319,304 | 22,076,555 | £2,691 |         |         |         |         |         |

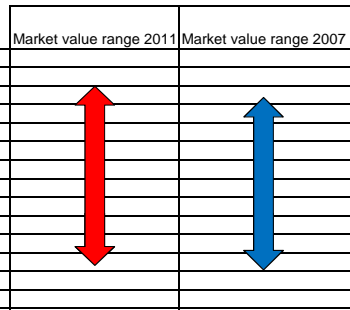


**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691    | £3,563    | £4,435    | £5,307    | £6,179     | £7,050     | £7,922     | £8,794     | £9,666 | £10,538 | £11,410 | £12,282 | £13,154 | £13,993 |
|----------------------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|--------|---------|---------|---------|---------|---------|
|                      | 2,141,322 | 4,113,842 | 7,298,038 | 9,636,122 | 11,531,060 | 13,965,701 | 17,474,504 | 20,231,755 | £2,691 |         |         |         |         |         |









MODEL 18

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | £2,691     | 352,001    | 1,784,660  | 5,127,778  | 7,633,255  | 9,699,484  | 12,296,954 | 15,982,896 | 18,904,929 | 2,691 |
|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------|
| £3,563          | 1,790,651  | 578,421    | 2,238,199  | 4,009,868  | 5,586,752  | 7,395,194  | 10,201,036 | 12,583,009 | 15,583,009 | 3,563 |
| £4,435          | 3,218,867  | 2,923,760  | 631,967    | 395,088    | 1,474,018  | 2,493,434  | 4,419,175  | 6,261,089  | 8,435      |       |
| £5,307          | 4,647,085  | 5,247,425  | 3,481,747  | 3,166,877  | 2,583,392  | 2,351,861  | 1,313,905  | 23,029     | 5,307      |       |
| £6,179          | 6,075,301  | 7,569,687  | 6,331,526  | 6,698,577  | 6,618,873  | 7,171,473  | 6,955,757  | 6,258,554  | 6,179      |       |
| £7,050          | 7,503,519  | 9,891,947  | 9,181,305  | 10,230,279 | 10,631,684 | 11,954,140 | 12,589,374 | 12,494,081 | 7,050      |       |
| £7,922          | 8,931,735  | 12,214,209 | 12,013,392 | 13,761,980 | 14,644,494 | 16,736,808 | 18,222,992 | 18,696,239 | 7,922      |       |
| £8,794          | 10,359,952 | 14,536,471 | 14,840,900 | 17,293,680 | 18,657,304 | 21,519,475 | 23,846,287 | 24,873,677 | 8,794      |       |
| £9,666          | 11,780,194 | 16,848,423 | 17,655,871 | 20,809,668 | 22,651,957 | 26,280,501 | 29,410,466 | 31,022,780 | 9,666      |       |
| £10,538         | 13,041,026 | 18,899,989 | 20,154,207 | 23,928,756 | 26,183,078 | 30,494,906 | 34,333,520 | 36,456,173 | 10,538     |       |
| £11,410         | 14,301,858 | 20,951,555 | 22,652,543 | 27,034,915 | 29,700,190 | 34,690,871 | 39,256,575 | 41,889,567 | 11,410     |       |
| £12,282         | 15,562,689 | 23,003,121 | 25,150,878 | 30,139,179 | 33,217,303 | 38,882,740 | 44,179,629 | 47,322,961 | 12,282     |       |
| £13,154         | 16,823,521 | 25,054,687 | 27,649,213 | 33,243,444 | 36,734,415 | 43,074,611 | 49,102,684 | 52,756,355 | 13,154     |       |
| £13,993         | 18,037,655 | 27,030,269 | 30,055,018 | 36,232,736 | 40,121,265 | 47,111,226 | 53,843,403 | 57,988,511 | 13,993     |       |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 40%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £10,203 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | £2,691     | 352,001    | 1,784,660  | 5,127,778  | 7,633,255  | 9,699,484  | 12,296,954 | 15,982,896 | 18,904,929 | 2,691 | Market value range 2011 | Market value range 2007 |
|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------|-------------------------|-------------------------|
| £3,563          | 1,790,651  | 578,421    | 2,238,199  | 4,009,868  | 5,586,752  | 7,395,194  | 10,201,036 | 12,583,009 | 15,583,009 | 3,563 |                         |                         |
| £4,435          | 3,218,867  | 2,923,760  | 631,967    | 395,088    | 1,474,018  | 2,493,434  | 4,419,175  | 6,261,089  | 8,435      |       |                         |                         |
| £5,307          | 4,647,085  | 5,247,425  | 3,481,747  | 3,166,877  | 2,583,392  | 2,351,861  | 1,313,905  | 23,029     | 5,307      |       |                         |                         |
| £6,179          | 6,075,301  | 7,569,687  | 6,331,526  | 6,698,577  | 6,618,873  | 7,171,473  | 6,955,757  | 6,258,554  | 6,179      |       |                         |                         |
| £7,050          | 7,503,519  | 9,891,947  | 9,181,305  | 10,230,279 | 10,631,684 | 11,954,140 | 12,589,374 | 12,494,081 | 7,050      |       |                         |                         |
| £7,922          | 8,931,735  | 12,214,209 | 12,013,392 | 13,761,980 | 14,644,494 | 16,736,808 | 18,222,992 | 18,696,239 | 7,922      |       |                         |                         |
| £8,794          | 10,359,952 | 14,536,471 | 14,840,900 | 17,293,680 | 18,657,304 | 21,519,475 | 23,846,287 | 24,873,677 | 8,794      |       |                         |                         |
| £9,666          | 11,780,194 | 16,848,423 | 17,655,871 | 20,809,668 | 22,651,957 | 26,280,501 | 29,410,466 | 31,022,780 | 9,666      |       |                         |                         |
| £10,538         | 13,041,026 | 18,899,989 | 20,154,207 | 23,928,756 | 26,183,078 | 30,494,906 | 34,333,520 | 36,456,173 | 10,538     |       |                         |                         |
| £11,410         | 14,301,858 | 20,951,555 | 22,652,543 | 27,034,915 | 29,700,190 | 34,690,871 | 39,256,575 | 41,889,567 | 11,410     |       |                         |                         |
| £12,282         | 15,562,689 | 23,003,121 | 25,150,878 | 30,139,179 | 33,217,303 | 38,882,740 | 44,179,629 | 47,322,961 | 12,282     |       |                         |                         |
| £13,154         | 16,823,521 | 25,054,687 | 27,649,213 | 33,243,444 | 36,734,415 | 43,074,611 | 49,102,684 | 52,756,355 | 13,154     |       |                         |                         |
| £13,993         | 18,037,655 | 27,030,269 | 30,055,018 | 36,232,736 | 40,121,265 | 47,111,226 | 53,843,403 | 57,988,511 | 13,993     |       |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | £2,691     | 352,001    | 1,784,660  | 5,127,778  | 7,633,255  | 9,699,484  | 12,296,954 | 15,982,896 | 18,904,929 | 2,691 | Market value range 2011 | Market value range 2007 |
|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------|-------------------------|-------------------------|
| £3,563          | 1,790,651  | 578,421    | 2,238,199  | 4,009,868  | 5,586,752  | 7,395,194  | 10,201,036 | 12,583,009 | 15,583,009 | 3,563 |                         |                         |
| £4,435          | 3,218,867  | 2,923,760  | 631,967    | 395,088    | 1,474,018  | 2,493,434  | 4,419,175  | 6,261,089  | 8,435      |       |                         |                         |
| £5,307          | 4,647,085  | 5,247,425  | 3,481,747  | 3,166,877  | 2,583,392  | 2,351,861  | 1,313,905  | 23,029     | 5,307      |       |                         |                         |
| £6,179          | 6,075,301  | 7,569,687  | 6,331,526  | 6,698,577  | 6,618,873  | 7,171,473  | 6,955,757  | 6,258,554  | 6,179      |       |                         |                         |
| £7,050          | 7,503,519  | 9,891,947  | 9,181,305  | 10,230,279 | 10,631,684 | 11,954,140 | 12,589,374 | 12,494,081 | 7,050      |       |                         |                         |
| £7,922          | 8,931,735  | 12,214,209 | 12,013,392 | 13,761,980 | 14,644,494 | 16,736,808 | 18,222,992 | 18,696,239 | 7,922      |       |                         |                         |
| £8,794          | 10,359,952 | 14,536,471 | 14,840,900 | 17,293,680 | 18,657,304 | 21,519,475 | 23,846,287 | 24,873,677 | 8,794      |       |                         |                         |
| £9,666          | 11,780,194 | 16,848,423 | 17,655,871 | 20,809,668 | 22,651,957 | 26,280,501 | 29,410,466 | 31,022,780 | 9,666      |       |                         |                         |
| £10,538         | 13,041,026 | 18,899,989 | 20,154,207 | 23,928,756 | 26,183,078 | 30,494,906 | 34,333,520 | 36,456,173 | 10,538     |       |                         |                         |
| £11,410         | 14,301,858 | 20,951,555 | 22,652,543 | 27,034,915 | 29,700,190 | 34,690,871 | 39,256,575 | 41,889,567 | 11,410     |       |                         |                         |
| £12,282         | 15,562,689 | 23,003,121 | 25,150,878 | 30,139,179 | 33,217,303 | 38,882,740 | 44,179,629 | 47,322,961 | 12,282     |       |                         |                         |
| £13,154         | 16,823,521 | 25,054,687 | 27,649,213 | 33,243,444 | 36,734,415 | 43,074,611 | 49,102,684 | 52,756,355 | 13,154     |       |                         |                         |
| £13,993         | 18,037,655 | 27,030,269 | 30,055,018 | 36,232,736 | 40,121,265 | 47,111,226 | 53,843,403 | 57,988,511 | 13,993     |       |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | £2,691     | 352,001    | 1,784,660  | 5,127,778  | 7,633,255  | 9,699,484  | 12,296,954 | 15,982,896 | 18,904,929 | 2,691 | Market value range 2011 | Market value range 2007 |
|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------|-------------------------|-------------------------|
| £3,563          | 1,790,651  | 578,421    | 2,238,199  | 4,009,868  | 5,586,752  | 7,395,194  | 10,201,036 | 12,583,009 | 15,583,009 | 3,563 |                         |                         |
| £4,435          | 3,218,867  | 2,923,760  | 631,967    | 395,088    | 1,474,018  | 2,493,434  | 4,419,175  | 6,261,089  | 8,435      |       |                         |                         |
| £5,307          | 4,647,085  | 5,247,425  | 3,481,747  | 3,166,877  | 2,583,392  | 2,351,861  | 1,313,905  | 23,029     | 5,307      |       |                         |                         |
| £6,179          | 6,075,301  | 7,569,687  | 6,331,526  | 6,698,577  | 6,618,873  | 7,171,473  | 6,955,757  | 6,258,554  | 6,179      |       |                         |                         |
| £7,050          | 7,503,519  | 9,891,947  | 9,181,305  | 10,230,279 | 10,631,684 | 11,954,140 | 12,589,374 | 12,494,081 | 7,050      |       |                         |                         |
| £7,922          | 8,931,735  | 12,214,209 | 12,013,392 | 13,761,980 | 14,644,494 | 16,736,808 | 18,222,992 | 18,696,239 | 7,922      |       |                         |                         |
| £8,794          | 10,359,952 | 14,536,471 | 14,840,900 | 17,293,680 | 18,657,304 | 21,519,475 | 23,846,287 | 24,873,677 | 8,794      |       |                         |                         |
| £9,666          | 11,780,194 | 16,848,423 | 17,655,871 | 20,809,668 | 22,651,957 | 26,280,501 | 29,410,466 | 31,022,780 | 9,666      |       |                         |                         |
| £10,538         | 13,041,026 | 18,899,989 | 20,154,207 | 23,928,756 | 26,183,078 | 30,494,906 | 34,333,520 | 36,456,173 | 10,538     |       |                         |                         |
| £11,410         | 14,301,858 | 20,951,555 | 22,652,543 | 27,034,915 | 29,700,190 | 34,690,871 | 39,256,575 | 41,889,567 | 11,410     |       |                         |                         |
| £12,282         | 15,562,689 | 23,003,121 | 25,150,878 | 30,139,179 | 33,217,303 | 38,882,740 | 44,179,629 | 47,322,961 | 12,282     |       |                         |                         |
| £13,154         | 16,823,521 | 25,054,687 | 27,649,213 | 33,243,444 | 36,734,415 | 43,074,611 | 49,102,684 | 52,756,355 | 13,154     |       |                         |                         |
| £13,993         | 18,037,655 | 27,030,269 | 30,055,018 | 36,232,736 | 40,121,265 | 47,111,226 | 53,843,403 | 57,988,511 | 13,993     |       |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | £2,691     | 352,001    | 1,784,660  | 5,127,778  | 7,633,255  | 9,699,484  | 12,296,954 | 15,982,896 | 18,904,929 | 2,691 | Market value range 2011 | Market value range 2007 |
|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------|-------------------------|-------------------------|
| £3,563          | 1,790,651  | 578,421    | 2,238,199  | 4,009,868  | 5,586,752  | 7,395,194  | 10,201,036 | 12,583,009 | 15,583,009 | 3,563 |                         |                         |
| £4,435          | 3,218,867  | 2,923,760  | 631,967    | 395,088    | 1,474,018  | 2,493,434  | 4,419,175  | 6,261,089  | 8,435      |       |                         |                         |
| £5,307          | 4,647,085  | 5,247,425  | 3,481,747  | 3,166,877  | 2,583,392  | 2,351,861  | 1,313,905  | 23,029     | 5,307      |       |                         |                         |
| £6,179          | 6,075,301  | 7,569,687  | 6,331,526  | 6,698,577  | 6,618,873  | 7,171,473  | 6,955,757  | 6,258,554  | 6,179      |       |                         |                         |
| £7,050          | 7,503,519  | 9,891,947  | 9,181,305  | 10,230,279 | 10,631,684 | 11,954,140 | 12,589,374 | 12,494,081 | 7,050      |       |                         |                         |
| £7,922          | 8,931,735  | 12,214,209 | 12,013,392 | 13,761,980 | 14,644,494 | 16,736,808 | 18,222,992 | 18,696,239 | 7,922      |       |                         |                         |
| £8,794          | 10,359,952 | 14,536,471 | 14,840,900 | 17,293,680 | 18,657,304 | 21,519,475 | 23,846,287 | 24,873,677 | 8,794      |       |                         |                         |
| £9,666          | 11,780,194 | 16,848,423 | 17,655,871 | 20,809,668 | 22,651,957 | 26,280,501 | 29,410,466 | 31,022,780 | 9,666      |       |                         |                         |
| £10,538         | 13,041,026 | 18,899,989 | 20,154,207 |            |            |            |            |            |            |       |                         |                         |

MODEL 19

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                    |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                    |
| Sales value per sm    |               |               |               |               |               |               |               |               | Sales value per sm |
| £2,691                | 1,962,792     | 958,227       | 1,604,829     | 3,148,518     | 4,386,053     | 5,972,074     | 8,503,017     | 10,576,143    | £2,691             |
| £3,563                | 3,349,919     | 3,224,726     | 1,176,236     | 353,880       | 404,359       | 1,216,929     | 2,894,457     | 4,445,156     | £3,563             |
| £4,435                | 4,737,046     | 5,479,313     | 3,942,608     | 3,799,025     | 3,531,531     | 3,474,061     | 2,643,749     | 1,635,045     | £4,435             |
| £5,307                | 6,124,173     | 7,733,901     | 6,708,978     | 7,227,574     | 7,427,735     | 8,127,772     | 8,108,513     | 7,682,098     | £5,307             |
| £6,179                | 7,511,300     | 9,988,489     | 9,461,135     | 10,656,122    | 11,321,348    | 12,768,374    | 13,573,277    | 13,717,420    | £6,179             |
| £7,050                | 8,894,189     | 12,243,076    | 12,206,350    | 14,084,669    | 15,214,960    | 17,408,975    | 19,033,373    | 19,708,847    | £7,050             |
| £7,922                | 10,276,720    | 14,497,663    | 14,951,564    | 17,513,217    | 19,108,573    | 22,049,577    | 24,456,307    | 25,700,275    | £7,922             |
| £8,794                | 11,659,251    | 16,752,251    | 17,696,779    | 20,933,108    | 22,986,250    | 26,681,215    | 29,879,242    | 31,691,702    | £8,794             |
| £9,666                | 13,037,148    | 18,998,761    | 20,432,591    | 24,331,391    | 26,842,937    | 31,277,807    | 35,283,139    | 37,661,877    | £9,666             |
| £10,538               | 14,297,979    | 21,045,416    | 22,930,927    | 27,435,656    | 30,360,050    | 35,469,677    | 40,206,193    | 43,095,271    | £10,538            |
| £11,410               | 15,558,811    | 23,092,071    | 25,429,263    | 30,539,920    | 33,877,163    | 39,661,547    | 45,129,248    | 48,528,664    | £11,410            |
| £12,282               | 16,819,643    | 25,138,725    | 27,927,597    | 33,644,184    | 37,394,276    | 43,853,418    | 50,052,302    | 53,962,058    | £12,282            |
| £13,154               | 18,080,474    | 27,185,380    | 30,425,933    | 36,748,448    | 40,911,388    | 48,045,287    | 54,975,357    | 59,395,452    | £13,154            |
| £13,993               | 19,294,608    | 29,156,232    | 32,831,738    | 39,737,741    | 44,298,237    | 52,081,903    | 59,716,076    | 64,613,467    | £13,993            |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 40%             |
| % SR                      | 70%             |
| % SO                      | 30%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 20,831,561    | 21,836,126    | 24,399,182    | 25,942,871    | 27,180,406    | 28,766,427    | 31,297,370    | 33,370,496    | £2,691               |
| £3,563                | 19,444,434    | 19,569,627    | 21,618,117    | 22,440,473    | 23,198,712    | 24,011,282    | 25,688,810    | 27,239,509    | £3,563               |
| £4,435                | 18,057,307    | 17,315,040    | 18,851,745    | 18,995,328    | 19,262,822    | 19,320,292    | 20,150,604    | 21,159,308    | £4,435               |
| £5,307                | 16,670,180    | 15,060,452    | 16,085,375    | 15,566,779    | 15,366,618    | 14,666,581    | 14,685,840    | 15,112,255    | £5,307               |
| £6,179                | 15,283,053    | 12,805,864    | 13,333,218    | 12,138,231    | 11,473,005    | 10,025,979    | 9,221,076     | 9,076,933     | £6,179               |
| £7,050                | 13,900,164    | 10,551,277    | 10,588,003    | 8,709,684     | 7,579,393     | 5,385,378     | 3,760,980     | 3,085,506     | £7,050               |
| £7,922                | 12,517,633    | 8,296,690     | 7,842,789     | 5,281,136     | 3,685,780     | 744,776       | 1,661,954     | 2,905,922     | £7,922               |
| £8,794                | 11,135,102    | 6,042,102     | 5,097,574     | 1,861,245     | 191,897       | 3,886,862     | 7,084,889     | 8,897,349     | £8,794               |
| £9,666                | 9,757,205     | 3,795,592     | 2,361,762     | 1,537,308     | 4,048,584     | 8,483,454     | 12,488,786    | 14,867,524    | £9,666               |
| £10,538               | 8,496,374     | 1,748,937     | 136,574       | 4,641,333     | 7,565,697     | 12,675,324    | 17,411,840    | 20,300,918    | £10,538              |
| £11,410               | 7,235,542     | 297,718       | 2,634,910     | 7,745,567     | 11,082,810    | 16,867,194    | 22,334,895    | 25,734,311    | £11,410              |
| £12,282               | 5,974,710     | 2,344,372     | 5,133,244     | 10,849,831    | 14,599,923    | 21,059,065    | 27,257,949    | 31,167,705    | £12,282              |
| £13,154               | 4,713,879     | 4,391,027     | 7,631,580     | 13,954,095    | 18,117,035    | 25,250,934    | 32,181,004    | 36,601,099    | £13,154              |
| £13,993               | 3,499,745     | 6,361,879     | 10,037,385    | 16,943,388    | 21,503,884    | 29,287,550    | 36,921,723    | 41,819,114    | £13,993              |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↓                       |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 25,040,048    | 26,044,613    | 28,607,669    | 30,151,358    | 31,388,893    | 32,974,914    | 35,505,857    | 37,578,983    | £2,691               |
| £3,563                | 23,652,921    | 23,778,114    | 25,826,604    | 26,648,960    | 27,407,199    | 28,219,769    | 29,897,297    | 31,447,996    | £3,563               |
| £4,435                | 22,265,794    | 21,523,527    | 23,060,232    | 23,203,815    | 23,471,309    | 23,528,779    | 24,359,091    | 25,367,795    | £4,435               |
| £5,307                | 20,878,667    | 19,268,939    | 20,293,862    | 19,775,266    | 19,575,105    | 18,875,068    | 18,894,327    | 19,320,742    | £5,307               |
| £6,179                | 19,491,540    | 17,014,351    | 17,541,705    | 16,346,718    | 15,681,492    | 14,234,466    | 13,429,563    | 13,285,420    | £6,179               |
| £7,050                | 18,108,651    | 14,759,764    | 14,796,490    | 12,918,171    | 11,787,880    | 9,593,865     | 7,969,467     | 7,293,993     | £7,050               |
| £7,922                | 16,726,120    | 12,505,177    | 12,051,276    | 9,489,623     | 7,894,277     | 4,953,263     | 2,546,533     | 1,302,565     | £7,922               |
| £8,794                | 15,343,589    | 10,250,589    | 9,306,061     | 6,069,732     | 4,016,590     | 321,625       | 2,876,403     | 4,688,863     | £8,794               |
| £9,666                | 13,965,692    | 8,004,079     | 6,570,249     | 2,671,449     | 159,903       | 4,274,968     | 8,280,300     | 10,659,038    | £9,666               |
| £10,538               | 12,704,861    | 5,957,424     | 4,071,913     | 432,817       | 3,357,211     | 8,466,838     | 13,203,354    | 16,092,432    | £10,538              |
| £11,410               | 11,444,029    | 3,910,769     | 1,573,577     | 3,537,081     | 6,874,324     | 12,658,708    | 18,126,409    | 21,525,825    | £11,410              |
| £12,282               | 10,183,197    | 1,864,115     | 924,758       | 6,641,345     | 10,391,437    | 16,850,579    | 23,049,463    | 26,959,219    | £12,282              |
| £13,154               | 8,922,366     | 182,541       | 3,423,094     | 9,745,609     | 13,908,549    | 21,042,448    | 27,972,518    | 32,392,613    | £13,154              |
| £13,993               | 7,708,232     | 2,153,393     | 5,828,899     | 12,734,902    | 17,295,398    | 25,079,064    | 32,713,237    | 37,610,628    | £13,993              |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↓                       |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 2,582,008     | 3,586,573     | 6,149,629     | 7,693,318     | 8,930,853     | 10,516,874    | 13,047,817    | 15,120,943    | £2,691               |
| £3,563                | 1,194,881     | 1,320,074     | 3,368,564     | 4,190,920     | 4,949,159     | 5,761,729     | 7,439,257     | 8,989,956     | £3,563               |
| £4,435                | 192,246       | 934,513       | 602,192       | 745,775       | 1,013,269     | 1,070,739     | 1,901,051     | 2,909,755     | £4,435               |
| £5,307                | 1,579,373     | 3,189,101     | 2,164,178     | 2,682,774     | 2,882,935     | 3,582,972     | 3,563,713     | 3,137,298     | £5,307               |
| £6,179                | 2,966,500     | 5,443,689     | 4,916,335     | 6,111,322     | 6,776,548     | 8,223,574     | 9,028,477     | 9,172,620     | £6,179               |
| £7,050                | 4,349,389     | 7,698,276     | 7,661,550     | 9,539,869     | 10,670,160    | 12,864,175    | 14,488,573    | 15,164,047    | £7,050               |
| £7,922                | 5,731,920     | 9,952,863     | 10,406,764    | 12,968,417    | 14,563,773    | 17,504,777    | 19,911,507    | 21,155,475    | £7,922               |
| £8,794                | 7,114,451     | 12,207,451    | 13,151,979    | 16,388,308    | 18,441,450    | 22,136,415    | 25,334,442    | 27,146,902    | £8,794               |
| £9,666                | 8,492,348     | 14,453,961    | 15,887,791    | 19,786,591    | 22,298,137    | 26,733,007    | 30,738,339    | 33,117,077    | £9,666               |
| £10,538               | 9,753,179     | 16,500,616    | 18,386,127    | 22,890,856    | 25,815,250    | 30,924,877    | 35,661,393    | 38,550,471    | £10,538              |
| £11,410               | 11,014,011    | 18,547,271    | 20,884,463    | 25,995,120    | 29,332,363    | 35,116,747    | 40,584,448    | 43,983,864    | £11,410              |
| £12,282               | 12,274,843    | 20,593,925    | 23,382,797    | 29,099,384    | 32,849,476    | 39,308,618    | 45,507,502    | 49,417,258    | £12,282              |
| £13,154               | 13,535,674    | 22,640,580    | 25,881,133    | 32,203,648    | 36,366,588    | 43,500,487    | 50,430,557    | 54,850,652    | £13,154              |
| £13,993               | 14,749,808    | 24,611,432    | 28,286,938    | 35,192,941    | 39,753,437    | 47,537,103    | 55,171,276    | 60,068,667    | £13,993              |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| ↑                       | ↓                       |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** **£700,000 infrastructure per ha**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m |
| £2,691                | 737,208       | 1,741,773     | 4,304,829     | 5,848,518     | 7,086,053     | 8,672,074     | 11,203,017    | 13,276,143    | £2,691               |
| £3,563                | 649,919       | 524,726       | 1,523,764     | 2,346,120     | 3,104,359     | 3,916,929     | 5,594,457     | 7,145,156     | £3,563               |
| £4,435                | 2,037,046     | 2,779,313     | 1,242,608     | 1,099,025     | 831,531       | 774,061       | 56,251        | 1,064,955     | £4,435               |
| £5,307                | 3,424,173     | 5,033,901     | 4,008,978     | 4,527,574     | 4,727,735     | 5,427,772     | 5,408,513     | 4,982,098     | £5,307               |
| £6,179                | 4,811,300     | 7,288,489     | 6,761,135     | 7,956,122     | 8,621,348     | 10,068,374    | 10,873,277    | 11            |                      |









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| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 40%              |
| % SR                      | 70%              |
| % SO                      | 30%              |
| S106 (private)            | £15,000 per unit |
| S106 (affordable)         | £15,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sqm   | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |
| Sales value per sm    | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |

RLVs less existing use value **£22,794,353 per hectare** **£9,228,483 per acre** **Offices**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sqm   | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |
| Sales value per sm    | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| £2,691                  | £2,691                  |
| £3,563                  | £3,563                  |
| £4,435                  | £4,435                  |
| £5,307                  | £5,307                  |
| £6,179                  | £6,179                  |
| £7,050                  | £7,050                  |
| £7,922                  | £7,922                  |
| £8,794                  | £8,794                  |
| £9,666                  | £9,666                  |
| £10,538                 | £10,538                 |
| £11,410                 | £11,410                 |
| £12,282                 | £12,282                 |
| £13,154                 | £13,154                 |
| £13,993                 | £13,993                 |

RLVs less existing use value **£27,002,840 per hectare** **£10,932,324 per acre** **Residential**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sqm   | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |
| Sales value per sm    | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| £2,691                  | £2,691                  |
| £3,563                  | £3,563                  |
| £4,435                  | £4,435                  |
| £5,307                  | £5,307                  |
| £6,179                  | £6,179                  |
| £7,050                  | £7,050                  |
| £7,922                  | £7,922                  |
| £8,794                  | £8,794                  |
| £9,666                  | £9,666                  |
| £10,538                 | £10,538                 |
| £11,410                 | £11,410                 |
| £12,282                 | £12,282                 |
| £13,154                 | £13,154                 |
| £13,993                 | £13,993                 |

RLVs less existing use value **£4,544,800 per hectare** **£1,840,000 per acre** **Industrial / warehousing**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sqm   | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |
| Sales value per sm    | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| £2,691                  | £2,691                  |
| £3,563                  | £3,563                  |
| £4,435                  | £4,435                  |
| £5,307                  | £5,307                  |
| £6,179                  | £6,179                  |
| £7,050                  | £7,050                  |
| £7,922                  | £7,922                  |
| £8,794                  | £8,794                  |
| £9,666                  | £9,666                  |
| £10,538                 | £10,538                 |
| £11,410                 | £11,410                 |
| £12,282                 | £12,282                 |
| £13,154                 | £13,154                 |
| £13,993                 | £13,993                 |

RLVs less existing use value **£2,000,000 per hectare** **£809,717 per acre** **Community space/buildings** **£700,000 infrastructure per ha**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |
| Sales value per sqm   | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |
| Sales value per sm    | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        |

| Market value range 2011 | Market value range 2007 |
|-------------------------|-------------------------|
| £2,691                  | £2,691                  |
| £3,563                  | £3,563                  |
| £4,435                  | £4,435                  |
| £5,307                  | £5,307                  |
| £6,179                  | £6,179                  |
| £7,050                  | £7,050                  |
| £7,922                  | £7,922                  |
| £8,794                  | £8,794                  |
| £9,666                  | £9,666                  |
| £10,538                 | £10,538                 |
| £11,410                 | £11,410                 |
| £12,282                 | £12,282                 |
| £13,154                 | £13,154                 |
| £13,993                 | £13,993                 |



MODEL 21

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 40%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £10,203 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |            |            |             |             |             |              |              |        |
|---------|------------|------------|------------|-------------|-------------|-------------|--------------|--------------|--------|
| £2,691  | 1,534,257  | 189,095    | 2,717,282  | - 4,612,495 | - 6,209,743 | - 8,137,706 | - 11,040,642 | - 13,459,808 | 2,691  |
| £3,563  | 2,921,383  | 2,465,187  | 77,476     | - 1,095,031 | - 2,219,377 | - 3,381,790 | - 5,432,082  | - 7,328,820  | 3,563  |
| £4,435  | 4,308,511  | 4,719,775  | 2,843,848  | 2,370,638   | 1,729,713   | 1,334,403   | 147,103      | - 1,214,472  | 4,435  |
| £5,307  | 5,695,638  | 6,974,362  | 5,610,218  | 5,799,186   | 5,647,809   | 6,014,110   | 5,631,014    | 4,832,582    | 5,307  |
| £6,179  | 7,082,765  | 9,228,950  | 8,376,079  | 9,227,734   | 9,541,422   | 10,654,712  | 11,095,779   | 10,879,635   | 6,179  |
| £7,050  | 8,469,891  | 11,483,538 | 11,121,295 | 12,656,281  | 13,435,035  | 15,295,314  | 16,560,543   | 16,893,508   | 7,050  |
| £7,922  | 9,853,676  | 13,738,125 | 13,866,510 | 16,084,829  | 17,328,648  | 19,935,916  | 22,008,909   | 22,884,935   | 7,922  |
| £8,794  | 11,236,207 | 15,992,712 | 16,611,724 | 19,513,378  | 21,222,260  | 24,576,517  | 27,431,843   | 28,876,362   | 8,794  |
| £9,666  | 12,614,103 | 18,239,568 | 19,347,536 | 22,920,820  | 25,084,922  | 29,190,164  | 32,835,741   | 34,846,538   | 9,666  |
| £10,538 | 13,874,936 | 20,291,134 | 21,845,872 | 26,025,084  | 28,602,034  | 33,382,033  | 37,758,795   | 40,279,932   | 10,538 |
| £11,410 | 15,135,767 | 22,342,134 | 24,344,208 | 29,129,349  | 32,119,147  | 37,573,904  | 42,681,850   | 45,713,325   | 11,410 |
| £12,282 | 16,396,599 | 24,388,789 | 26,842,543 | 32,233,613  | 35,636,260  | 41,765,773  | 47,604,905   | 51,146,719   | 12,282 |
| £13,154 | 17,657,430 | 26,435,443 | 29,340,879 | 35,337,877  | 39,153,373  | 45,957,643  | 52,527,959   | 56,580,113   | 13,154 |
| £13,993 | 18,871,564 | 28,406,296 | 31,746,683 | 38,327,169  | 42,540,221  | 49,994,259  | 57,268,679   | 61,812,270   | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |                      |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------------------|-------------------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |                      |                         |                         |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |                      |                         |                         |
| Sales value per sq m  |               |               |               |               |               |               |               |               | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £2,691               |                         |                         |
| £3,563                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £3,563               |                         |                         |
| £4,435                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £4,435               |                         |                         |
| £5,307                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £5,307               |                         |                         |
| £6,179                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £6,179               |                         |                         |
| £7,050                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,050               |                         |                         |
| £7,922                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £7,922               |                         |                         |
| £8,794                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £8,794               |                         |                         |
| £9,666                | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £9,666               |                         |                         |
| £10,538               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £10,538              |                         |                         |
| £11,410               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £11,410              |                         |                         |
| £12,282               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £12,282              |                         |                         |
| £13,154               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,154              |                         |                         |
| £13,993               | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | £13,993              |                         |                         |

MODEL 22

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                    |         |            |            |            |            |            |            |            |            |         |
|--------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sm | £2,691  | 1,797,968  | 683,101    | 1,943,880  | 3,573,407  | 4,876,906  | 6,557,097  | 9,198,175  | 11,342,032 | £2,691  |
|                    | £3,563  | 3,226,185  | 3,020,940  | 925,068    | 39,084     | 768,073    | 1,655,337  | 3,416,315  | 5,020,111  | £3,563  |
|                    | £4,435  | 4,654,401  | 5,343,201  | 3,774,847  | 3,591,555  | 3,288,599  | 3,184,523  | 2,304,135  | 1,255,969  | £4,435  |
|                    | £5,307  | 6,082,619  | 7,665,462  | 6,624,627  | 7,123,255  | 7,307,190  | 7,984,101  | 7,937,753  | 7,491,495  | £5,307  |
|                    | £6,179  | 7,510,835  | 9,987,723  | 9,460,205  | 10,654,956 | 11,320,001 | 12,766,769 | 13,571,369 | 13,715,317 | £6,179  |
|                    | £7,050  | 8,934,297  | 12,309,985 | 12,287,713 | 14,186,657 | 15,332,811 | 17,549,436 | 19,198,116 | 19,892,757 | £7,050  |
|                    | £7,922  | 10,357,395 | 14,632,247 | 15,115,220 | 17,718,357 | 19,345,621 | 22,332,103 | 24,787,677 | 26,070,195 | £7,922  |
|                    | £8,794  | 11,780,492 | 16,954,508 | 17,942,728 | 21,237,615 | 23,337,940 | 27,100,375 | 30,377,238 | 32,247,634 | £8,794  |
|                    | £9,666  | 13,197,411 | 19,262,695 | 20,757,699 | 24,733,904 | 27,307,819 | 31,831,875 | 35,941,416 | 38,396,737 | £9,666  |
|                    | £10,538 | 14,458,242 | 21,309,349 | 23,256,035 | 27,838,168 | 30,824,931 | 36,023,746 | 40,864,471 | 43,830,129 | £10,538 |
|                    | £11,410 | 15,719,074 | 23,356,004 | 25,754,370 | 30,942,433 | 34,342,044 | 40,215,615 | 45,787,526 | 49,263,523 | £11,410 |
|                    | £12,282 | 16,979,906 | 25,402,659 | 28,252,706 | 34,046,698 | 37,859,156 | 44,407,485 | 50,710,580 | 54,696,917 | £12,282 |
|                    | £13,154 | 18,240,737 | 27,449,313 | 30,751,042 | 37,150,962 | 41,376,269 | 48,599,356 | 55,633,635 | 60,125,841 | £13,154 |
|                    | £13,993 | 19,454,872 | 29,420,166 | 33,156,847 | 40,140,254 | 44,763,119 | 52,635,971 | 60,374,354 | 65,339,244 | £13,993 |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 40%             |
| % SR                      | 60%             |
| % SO                      | 40%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

RLVs less existing use value **£22,794,353 per hectare** **£9,228,483 per acre** **Offices**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 20,996,385 | 22,111,252 | 24,738,233 | 26,367,760 | 27,671,259 | 29,351,450 | 31,992,528 | 34,136,385 | £2,691  |
|                      | £3,563  | 19,568,168 | 19,773,413 | 21,869,285 | 22,755,269 | 23,562,426 | 24,449,690 | 26,210,668 | 27,814,464 | £3,563  |
|                      | £4,435  | 18,139,952 | 17,451,152 | 19,019,506 | 19,202,798 | 19,505,754 | 19,609,830 | 20,490,218 | 21,538,384 | £4,435  |
|                      | £5,307  | 16,711,734 | 15,128,891 | 16,169,726 | 15,671,098 | 15,487,163 | 14,810,252 | 14,856,600 | 15,302,858 | £5,307  |
|                      | £6,179  | 15,283,518 | 12,806,630 | 13,334,148 | 12,139,397 | 11,474,352 | 10,027,584 | 9,222,984  | 9,079,036  | £6,179  |
|                      | £7,050  | 13,860,056 | 10,484,368 | 10,506,640 | 8,607,696  | 7,461,542  | 5,244,917  | 3,596,237  | 2,901,596  | £7,050  |
|                      | £7,922  | 12,436,958 | 8,162,106  | 7,679,133  | 5,075,996  | 3,448,732  | 462,250    | 1,993,324  | 3,275,842  | £7,922  |
|                      | £8,794  | 11,013,861 | 5,839,845  | 4,851,625  | 1,556,738  | 543,587    | 4,306,022  | 7,582,885  | 9,453,281  | £8,794  |
|                      | £9,666  | 9,596,942  | 3,531,658  | 2,036,654  | 1,939,551  | 4,513,466  | 9,037,522  | 13,147,063 | 15,602,384 | £9,666  |
|                      | £10,538 | 8,336,111  | 1,485,004  | 461,682    | 5,043,515  | 8,030,578  | 13,229,393 | 18,070,118 | 21,035,776 | £10,538 |
|                      | £11,410 | 7,075,279  | 561,651    | 2,960,017  | 8,148,080  | 11,547,691 | 17,421,262 | 22,993,173 | 26,469,170 | £11,410 |
|                      | £12,282 | 5,814,447  | 2,608,306  | 5,458,353  | 11,252,345 | 15,064,803 | 21,613,132 | 27,916,227 | 31,902,564 | £12,282 |
|                      | £13,154 | 4,553,616  | 4,654,960  | 7,956,689  | 14,356,609 | 18,581,916 | 25,805,003 | 32,839,282 | 37,331,488 | £13,154 |
|                      | £13,993 | 3,339,481  | 6,625,813  | 10,362,494 | 17,345,501 | 21,968,766 | 29,841,618 | 37,580,001 | 42,544,891 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

RLVs less existing use value **£27,002,840 per hectare** **£10,932,324 per acre** **Residential**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 25,204,872 | 26,319,739 | 28,946,720 | 30,576,247 | 31,879,746 | 33,559,937 | 36,201,015 | 38,344,872 | £2,691  |
|                      | £3,563  | 23,776,655 | 23,981,900 | 26,077,772 | 26,963,756 | 27,770,913 | 28,658,177 | 30,419,155 | 32,022,951 | £3,563  |
|                      | £4,435  | 22,348,439 | 21,659,639 | 23,227,993 | 23,411,285 | 23,714,241 | 23,818,317 | 24,698,705 | 25,746,871 | £4,435  |
|                      | £5,307  | 20,920,221 | 19,337,378 | 20,378,213 | 19,879,585 | 19,695,650 | 19,018,739 | 19,065,087 | 19,511,345 | £5,307  |
|                      | £6,179  | 19,492,005 | 17,015,117 | 17,542,635 | 16,347,884 | 15,682,839 | 14,236,071 | 13,431,471 | 13,287,523 | £6,179  |
|                      | £7,050  | 18,068,543 | 14,692,855 | 14,715,127 | 12,816,183 | 11,670,029 | 9,453,404  | 7,804,724  | 7,110,083  | £7,050  |
|                      | £7,922  | 16,645,445 | 12,370,593 | 11,887,620 | 9,284,483  | 7,657,219  | 4,670,737  | 2,215,163  | 932,645    | £7,922  |
|                      | £8,794  | 15,222,348 | 10,048,332 | 9,060,112  | 5,765,225  | 3,664,900  | 97,536     | 3,374,399  | 5,244,795  | £8,794  |
|                      | £9,666  | 13,805,429 | 7,740,145  | 6,245,141  | 2,268,936  | 304,980    | 4,829,036  | 8,938,577  | 11,393,898 | £9,666  |
|                      | £10,538 | 12,544,598 | 5,693,491  | 3,746,805  | 835,329    | 3,822,092  | 9,020,907  | 13,861,632 | 16,827,290 | £10,538 |
|                      | £11,410 | 11,283,766 | 3,646,836  | 1,248,470  | 3,939,594  | 7,339,205  | 13,212,776 | 18,784,687 | 22,260,684 | £11,410 |
|                      | £12,282 | 10,022,934 | 1,600,181  | 1,249,867  | 7,043,859  | 10,856,317 | 17,404,646 | 23,707,741 | 27,694,078 | £12,282 |
|                      | £13,154 | 8,762,103  | 446,474    | 3,748,203  | 10,148,123 | 14,373,430 | 21,596,517 | 28,630,796 | 33,123,002 | £13,154 |
|                      | £13,993 | 7,547,968  | 2,417,327  | 6,154,008  | 13,137,415 | 17,760,280 | 25,633,132 | 33,371,515 | 38,336,405 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

RLVs less existing use value **£4,544,800 per hectare** **£1,840,000 per acre** **Industrial / warehousing**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |            |            |            |            |            |            |            |            |         |
|----------------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Sales value per sq m | £2,691  | 2,746,832  | 3,861,699  | 6,488,680  | 8,118,207  | 9,421,706  | 11,101,897 | 13,742,975 | 15,886,832 | £2,691  |
|                      | £3,563  | 1,318,615  | 1,523,860  | 3,619,732  | 4,505,716  | 5,312,873  | 6,200,137  | 7,961,115  | 9,564,911  | £3,563  |
|                      | £4,435  | 109,601    | 798,401    | 769,953    | 953,245    | 1,256,201  | 1,360,277  | 2,240,665  | 3,288,831  | £4,435  |
|                      | £5,307  | 1,537,819  | 3,120,662  | 2,079,827  | 2,578,455  | 2,762,390  | 3,439,301  | 3,392,953  | 2,946,695  | £5,307  |
|                      | £6,179  | 2,966,035  | 5,442,923  | 4,915,405  | 6,110,156  | 6,775,201  | 8,221,969  | 9,026,569  | 9,170,517  | £6,179  |
|                      | £7,050  | 4,389,497  | 7,765,185  | 7,742,913  | 9,641,857  | 10,788,011 | 13,004,636 | 14,653,316 | 15,347,957 | £7,050  |
|                      | £7,922  | 5,812,595  | 10,087,447 | 10,570,420 | 13,173,557 | 14,800,821 | 17,787,303 | 20,242,877 | 21,525,395 | £7,922  |
|                      | £8,794  | 7,235,692  | 12,409,708 | 13,397,928 | 16,692,815 | 18,793,140 | 22,555,575 | 25,832,438 | 27,702,834 | £8,794  |
|                      | £9,666  | 8,652,611  | 14,717,895 | 16,212,899 | 20,189,104 | 22,763,019 | 27,287,075 | 31,396,616 | 33,851,937 | £9,666  |
|                      | £10,538 | 9,913,442  | 16,764,549 | 18,711,235 | 23,293,368 | 26,280,131 | 31,478,946 | 36,319,671 | 39,285,329 | £10,538 |
|                      | £11,410 | 11,174,274 | 18,811,204 | 21,209,570 | 26,397,633 | 29,797,244 | 35,670,815 | 41,242,726 | 44,718,723 | £11,410 |
|                      | £12,282 | 12,435,106 | 20,857,859 | 23,707,906 | 29,501,898 | 33,314,356 | 39,862,685 | 46,165,780 | 50,152,117 | £12,282 |
|                      | £13,154 | 13,695,937 | 22,904,513 | 26,206,242 | 32,606,162 | 36,831,469 | 44,054,556 | 51,088,835 | 55,581,041 | £13,154 |
|                      | £13,993 | 14,910,072 | 24,875,366 | 28,612,047 | 35,595,454 | 40,218,319 | 48,091,171 | 55,829,554 | 60,794,444 | £13,993 |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

RLVs less existing use value **£2,000,000 per hectare** **£809,717 per acre** **Community space/buildings** **£700,000 infrastructure per ha**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |        |           |           |           |           |           |            |            |            |        |
|----------------------|--------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|--------|
| Sales value per sq m | £2,691 | 902,032   | 2,016,899 | 4,643,880 | 6,273,407 | 7,576,906 | 9,257,097  | 11,898,175 | 14,042,032 | £2,691 |
|                      | £3,563 | 526,185   | 320,940   | 1,774,932 | 2,660,916 | 3,468,073 | 4,355,337  | 6,116,315  | 7,720,111  | £3,563 |
|                      | £4,435 | 1,954,401 | 2,643,201 | 1,074,847 | 891,555   | 588,599   | 484,523    | 395,865    | 1,444,031  | £4,435 |
|                      | £5,307 | 3,382,619 | 4,965,462 | 3,924,627 | 4,423,255 | 4,607,190 | 5,284,101  | 5,237,753  | 4,791,495  | £5,307 |
|                      | £6,179 | 4,810,835 | 7,287,723 | 6,760,205 | 7,954,956 | 8,620,001 | 10,066,769 | 10,871,369 | 11,015,31  |        |



**MODEL** 23

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                    |            |            |            |            |            |            |            |            |                    |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------------|
| Sales value per sm |            |            |            |            |            |            |            |            | Sales value per sm |
| £2,691             | 1,573,497  | 280,223    | 2,526,594  | 4,340,251  | 5,832,172  | 7,691,476  | 10,527,407 | 12,852,523 | £2,691             |
| £3,563             | 3,001,715  | 2,623,086  | 349,526    | 718,444    | 1,719,439  | 2,789,716  | 4,745,547  | 6,530,602  | £3,563             |
| £4,435             | 4,429,931  | 4,945,347  | 3,199,306  | 2,843,351  | 2,344,790  | 2,063,750  | 997,098    | 236,634    | £4,435             |
| £5,307             | 5,858,147  | 7,267,609  | 6,049,086  | 6,375,052  | 6,374,849  | 6,876,945  | 6,640,015  | 5,998,892  | £5,307             |
| £6,179             | 7,286,365  | 9,589,871  | 8,891,843  | 9,906,752  | 10,387,658 | 11,659,612 | 12,273,632 | 12,234,417 | £6,179             |
| £7,050             | 8,712,703  | 11,912,132 | 11,719,350 | 13,438,453 | 14,400,469 | 16,442,280 | 17,907,248 | 18,418,055 | £7,050             |
| £7,922             | 10,135,801 | 14,234,393 | 14,546,858 | 16,970,155 | 18,413,279 | 21,224,947 | 23,505,707 | 24,595,493 | £7,922             |
| £8,794             | 11,558,898 | 16,556,654 | 17,374,365 | 20,498,744 | 22,417,074 | 26,006,848 | 29,095,268 | 30,772,932 | £8,794             |
| £9,666             | 12,975,816 | 18,868,607 | 20,189,338 | 23,995,033 | 26,386,953 | 30,738,348 | 34,659,446 | 36,922,035 | £9,666             |
| £10,538            | 14,236,648 | 20,916,525 | 22,687,673 | 27,099,298 | 29,904,066 | 34,930,218 | 39,582,500 | 42,355,428 | £10,538            |
| £11,410            | 15,497,479 | 22,963,180 | 25,186,008 | 30,203,562 | 33,421,178 | 39,122,087 | 44,505,555 | 47,788,822 | £11,410            |
| £12,282            | 16,758,311 | 25,009,834 | 27,684,344 | 33,307,827 | 36,938,291 | 43,313,958 | 49,428,609 | 53,222,215 | £12,282            |
| £13,154            | 18,019,143 | 27,056,489 | 30,182,679 | 36,412,092 | 40,455,403 | 47,505,827 | 54,351,665 | 58,655,609 | £13,154            |
| £13,993            | 19,233,277 | 29,027,341 | 32,588,484 | 39,401,383 | 43,842,253 | 51,542,444 | 59,092,383 | 63,882,460 | £13,993            |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 40%              |
| % SR                      | 60%              |
| % SO                      | 40%              |
| S106 (private)            | £10,000 per unit |
| S106 (affordable)         | £10,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |            |            |            |            |            |            |            |            |                      |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|----------------------|
| Sales value per sq m |            |            |            |            |            |            |            |            | Sales value per sq m |
| £2,691               | 21,220,856 | 22,514,130 | 25,320,947 | 27,134,604 | 28,626,525 | 30,485,829 | 33,321,760 | 35,646,876 | £2,691               |
| £3,563               | 19,792,638 | 20,171,267 | 22,444,827 | 23,512,797 | 24,513,792 | 25,584,069 | 27,539,900 | 29,324,955 | £3,563               |
| £4,435               | 18,364,422 | 17,849,006 | 19,595,047 | 19,951,002 | 20,449,563 | 20,730,603 | 21,797,255 | 23,030,987 | £4,435               |
| £5,307               | 16,936,206 | 15,526,744 | 16,745,267 | 16,419,301 | 16,419,504 | 15,917,408 | 16,154,338 | 16,795,461 | £5,307               |
| £6,179               | 15,507,988 | 13,204,482 | 13,902,510 | 12,887,601 | 12,406,695 | 11,134,741 | 10,520,721 | 10,559,936 | £6,179               |
| £7,050               | 14,081,650 | 10,882,221 | 11,075,003 | 9,355,900  | 8,393,884  | 6,352,073  | 4,887,105  | 4,376,298  | £7,050               |
| £7,922               | 12,658,552 | 8,559,960  | 8,247,495  | 5,824,198  | 4,381,074  | 1,569,406  | 711,354    | 1,801,140  | £7,922               |
| £8,794               | 11,235,455 | 6,237,699  | 5,419,988  | 2,295,609  | 377,279    | 3,212,495  | 6,300,915  | 7,978,579  | £8,794               |
| £9,666               | 9,818,537  | 3,925,746  | 2,605,015  | 1,200,680  | 3,592,600  | 7,943,995  | 11,865,093 | 14,127,682 | £9,666               |
| £10,538              | 8,557,705  | 1,877,828  | 106,680    | 4,304,945  | 7,109,713  | 12,135,865 | 16,788,147 | 19,561,075 | £10,538              |
| £11,410              | 7,296,874  | 168,827    | 2,391,655  | 7,409,209  | 10,626,825 | 16,327,734 | 21,711,202 | 24,994,469 | £11,410              |
| £12,282              | 6,036,042  | 2,215,481  | 4,889,991  | 10,513,474 | 14,143,938 | 20,519,605 | 26,634,256 | 30,427,862 | £12,282              |
| £13,154              | 4,775,210  | 4,262,136  | 7,388,326  | 13,617,739 | 17,661,050 | 24,711,474 | 31,557,312 | 35,861,256 | £13,154              |
| £13,993              | 3,561,076  | 6,232,988  | 9,794,131  | 16,607,030 | 21,047,900 | 28,748,091 | 36,298,030 | 41,088,107 | £13,993              |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |            |            |            |            |            |            |            |            |                      |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|----------------------|
| Sales value per sq m |            |            |            |            |            |            |            |            | Sales value per sq m |
| £2,691               | 25,429,343 | 26,722,617 | 29,529,434 | 31,343,091 | 32,835,012 | 34,694,316 | 37,530,247 | 39,855,363 | £2,691               |
| £3,563               | 24,001,125 | 24,379,754 | 26,653,314 | 27,721,284 | 28,722,279 | 29,792,556 | 31,748,387 | 33,533,442 | £3,563               |
| £4,435               | 22,572,909 | 22,057,493 | 23,803,534 | 24,159,489 | 24,658,050 | 24,939,090 | 26,005,742 | 27,239,474 | £4,435               |
| £5,307               | 21,144,693 | 19,735,231 | 20,953,754 | 20,627,788 | 20,627,991 | 20,125,895 | 20,362,825 | 21,003,948 | £5,307               |
| £6,179               | 19,716,475 | 17,412,969 | 18,110,997 | 17,096,088 | 16,615,182 | 15,343,228 | 14,729,208 | 14,768,423 | £6,179               |
| £7,050               | 18,290,137 | 15,090,708 | 15,283,490 | 13,564,387 | 12,602,371 | 10,560,560 | 9,095,592  | 8,584,785  | £7,050               |
| £7,922               | 16,867,039 | 12,768,447 | 12,455,982 | 10,032,685 | 8,589,561  | 5,777,893  | 3,497,133  | 2,407,347  | £7,922               |
| £8,794               | 15,443,942 | 10,446,186 | 9,628,475  | 6,504,096  | 4,585,766  | 995,992    | 2,092,429  | 3,770,093  | £8,794               |
| £9,666               | 14,027,024 | 8,134,233  | 6,813,502  | 3,007,807  | 615,887    | 3,735,509  | 7,656,607  | 9,919,196  | £9,666               |
| £10,538              | 12,766,192 | 6,086,315  | 4,315,167  | 96,459     | 2,901,227  | 7,927,379  | 12,579,661 | 15,352,589 | £10,538              |
| £11,410              | 11,505,361 | 4,039,660  | 1,816,832  | 3,200,723  | 6,418,339  | 12,119,248 | 17,502,716 | 20,785,983 | £11,410              |
| £12,282              | 10,244,529 | 1,993,006  | 681,505    | 6,304,988  | 9,935,452  | 16,311,119 | 22,425,770 | 26,219,376 | £12,282              |
| £13,154              | 8,983,697  | 53,650     | 3,179,840  | 9,409,253  | 13,452,564 | 20,502,988 | 27,348,826 | 31,652,770 | £13,154              |
| £13,993              | 7,769,563  | 2,024,502  | 5,585,645  | 12,398,544 | 16,839,414 | 24,539,605 | 32,089,544 | 36,879,621 | £13,993              |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |            |            |            |            |            |            |            |            |                      |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|----------------------|
| Sales value per sq m |            |            |            |            |            |            |            |            | Sales value per sq m |
| £2,691               | 2,971,303  | 4,264,577  | 7,071,394  | 8,885,051  | 10,376,972 | 12,236,276 | 15,072,207 | 17,397,323 | £2,691               |
| £3,563               | 1,543,085  | 1,921,714  | 4,195,274  | 5,263,244  | 6,264,239  | 7,334,516  | 9,290,347  | 11,075,402 | £3,563               |
| £4,435               | 114,869    | 400,547    | 1,345,494  | 1,701,449  | 2,200,010  | 2,481,050  | 3,547,702  | 4,781,434  | £4,435               |
| £5,307               | 1,313,347  | 2,722,809  | 1,504,286  | 1,830,252  | 1,830,252  | 2,332,145  | 2,095,215  | 1,454,092  | £5,307               |
| £6,179               | 2,741,565  | 5,045,071  | 4,347,043  | 5,361,952  | 5,842,858  | 7,114,812  | 7,728,832  | 7,689,617  | £6,179               |
| £7,050               | 4,167,903  | 7,367,332  | 7,174,550  | 8,893,653  | 9,855,669  | 11,897,480 | 13,362,448 | 13,873,255 | £7,050               |
| £7,922               | 5,591,001  | 9,889,593  | 10,002,058 | 12,425,355 | 13,868,479 | 16,680,147 | 18,960,907 | 20,050,693 | £7,922               |
| £8,794               | 7,014,098  | 12,011,854 | 12,829,565 | 15,953,944 | 17,872,274 | 21,462,048 | 24,550,468 | 26,228,132 | £8,794               |
| £9,666               | 8,431,016  | 14,323,807 | 15,644,538 | 19,450,233 | 21,842,153 | 26,193,548 | 30,114,646 | 32,377,235 | £9,666               |
| £10,538              | 9,691,848  | 16,371,725 | 18,142,873 | 22,554,498 | 25,359,266 | 30,385,418 | 35,037,700 | 37,810,628 | £10,538              |
| £11,410              | 10,952,679 | 18,418,380 | 20,641,208 | 25,658,762 | 28,876,378 | 34,577,287 | 39,960,755 | 43,244,022 | £11,410              |
| £12,282              | 12,213,511 | 20,465,034 | 23,139,544 | 28,763,027 | 32,393,491 | 38,769,158 | 44,883,809 | 48,677,415 | £12,282              |
| £13,154              | 13,474,343 | 22,511,689 | 25,637,879 | 31,867,292 | 35,910,603 | 42,961,027 | 49,806,865 | 54,110,809 | £13,154              |
| £13,993              | 14,688,477 | 24,482,541 | 28,043,684 | 34,856,583 | 39,297,453 | 46,997,644 | 54,547,583 | 59,337,660 | £13,993              |

|                         |                         |
|-------------------------|-------------------------|
| Market value range 2011 | Market value range 2007 |
| ↑                       | ↑                       |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre** £700,000 infrastructure per ha

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |           |           |           |            |            |            |            |            |                      |
|----------------------|-----------|-----------|-----------|------------|------------|------------|------------|------------|----------------------|
| Sales value per sq m |           |           |           |            |            |            |            |            | Sales value per sq m |
| £2,691               | 1,126,503 | 2,419,777 | 5,226,594 | 7,040,251  | 8,532,172  | 10,391,476 | 13,227,407 | 15,552,523 | £2,691               |
| £3,563               | 301,715   | 76,914    | 2,350,474 | 3,418,444  | 4,419,439  | 5,489,716  | 7,445,547  | 9,230,602  | £3,563               |
| £4,435               | 1,729,931 | 2,245,347 | 499,306   | 143,351    | 355,210    | 636,250    | 1,702,902  | 2,936,634  | £4,435               |
| £5,307               | 3,158,147 | 4,567,609 | 3,349,086 | 3,675,052  | 3,674,849  | 4,176,945  | 3,940,015  | 3,298,892  | £5,307               |
| £6,179               | 4,586,365 | 6,889,871 | 6,191,843 | 7,206,752  | 7,687,658  | 8,959,612  | 9,573,632  | 9,534,417  | £6,179               |
| £7,050               | 6,012,703 | 9,212,132 | 9,019,350 | 10,738,453 | 11,700,469 |            |            |            |                      |



MODEL 23

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |              |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |              |
| Sales value psm       | £2,691        | 1,573,497     | 280,223       | 2,526,594     | - 4,340,251   | - 5,832,172   | - 7,691,476   | - 10,527,407  | - 12,852,523 |
|                       | £3,563        | 3,001,715     | 2,623,086     | 349,526       | - 718,444     | - 1,719,439   | - 2,789,716   | - 4,745,547   | - 6,530,602  |
|                       | £4,435        | 4,429,931     | 4,943,347     | 3,199,306     | 2,843,351     | 2,344,790     | 2,063,750     | 997,098       | - 236,634    |
|                       | £5,307        | 5,858,147     | 7,267,609     | 6,049,086     | 6,375,052     | 6,374,849     | 6,876,945     | 6,640,015     | 5,998,892    |
|                       | £6,179        | 7,286,365     | 9,589,871     | 8,891,843     | 9,906,752     | 10,387,658    | 11,659,612    | 12,273,632    | 12,234,417   |
|                       | £7,050        | 8,712,703     | 11,912,132    | 11,719,350    | 13,438,453    | 14,400,469    | 16,442,280    | 17,907,248    | 18,418,055   |
|                       | £7,922        | 10,135,801    | 14,234,393    | 14,546,858    | 16,970,155    | 18,413,279    | 21,224,947    | 23,505,707    | 24,595,493   |
|                       | £8,794        | 11,558,898    | 16,556,654    | 17,374,365    | 20,498,744    | 22,417,074    | 26,006,848    | 29,095,268    | 30,772,932   |
|                       | £9,666        | 12,975,816    | 18,868,607    | 20,189,338    | 23,995,033    | 26,386,953    | 30,738,348    | 34,659,446    | 36,922,035   |
|                       | £10,538       | 14,236,648    | 20,916,525    | 22,687,673    | 27,099,298    | 29,904,066    | 34,930,218    | 39,582,500    | 42,355,428   |
|                       | £11,410       | 15,497,479    | 22,963,180    | 25,186,008    | 30,203,562    | 33,421,178    | 39,122,087    | 44,505,555    | 47,788,822   |
|                       | £12,282       | 16,758,311    | 25,009,834    | 27,684,344    | 33,307,827    | 36,938,291    | 43,313,958    | 49,428,609    | 53,222,215   |
|                       | £13,154       | 18,019,143    | 27,056,489    | 30,182,679    | 36,412,092    | 40,455,403    | 47,505,827    | 54,351,665    | 58,655,609   |
|                       | £13,993       | 19,233,277    | 29,027,341    | 32,588,484    | 39,401,383    | 43,842,253    | 51,542,444    | 59,092,383    | 63,882,460   |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 40%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £10,000 per unit |
| S106 (affordable)       | £10,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £10,203 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  | Market value range 2011 | Market value range 2007 |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  | Market value range 2011 | Market value range 2007 |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  | Market value range 2011 | Market value range 2007 |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |         |                         |                         |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |         |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               | £2,691  | Market value range 2011 | Market value range 2007 |
|                       | £3,563        |               |               |               |               |               |               |               | £3,563  |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               | £4,435  |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               | £5,307  |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               | £6,179  |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               | £7,050  |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               | £7,922  |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               | £8,794  |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               | £9,666  |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               | £10,538 |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               | £11,410 |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               | £12,282 |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               | £13,154 |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               | £13,993 |                         |                         |

MODEL 24

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

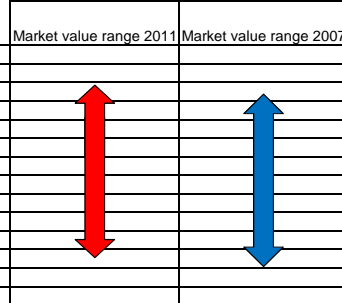
|                      | £2,691    | £3,563    | £4,435    | £5,307    | £6,179    | £7,050    | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 1,369,433 | 86,030    | 3,056,333 | 5,037,383 | 6,700,595 | 8,722,729 | 11,735,800 | 14,225,696 | 17,935,800 | 21,735,800 | 25,535,800 | 29,335,800 | 33,135,800 | 36,935,800 |
| Build costs per sq m | 2,797,650 | 2,259,309 | 173,692   | 1,413,996 | 2,587,863 | 3,820,969 | 5,953,939  | 7,903,776  | 9,903,776  | 11,903,776 | 13,903,776 | 15,903,776 | 17,903,776 | 19,903,776 |
| Net value per sq m   | 1,130,317 | 1,036,711 | 1,882,341 | 3,623,387 | 4,112,732 | 4,901,760 | 5,781,861  | 6,631,920  | 7,532,024  | 8,432,024  | 9,332,024  | 10,232,024 | 11,132,024 | 12,032,024 |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 40%              |
| % SR                      | 60%              |
| % SO                      | 40%              |
| S106 (private)            | £15,000 per unit |
| S106 (affordable)         | £15,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare**  
**£9,228,483 per acre** **Offices**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

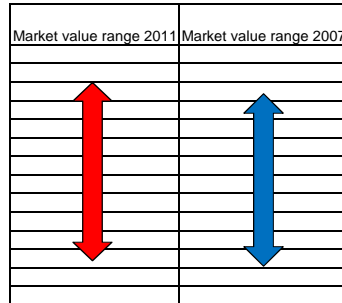
|                      | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 21,424,920 | 22,880,383 | 25,850,686 | 27,831,736 | 29,494,948 | 31,517,082 | 34,530,153 | 37,020,049 | 40,033,120 | 43,046,191 | 46,059,262 | 49,072,333 | 52,085,404 | 55,098,475 |
| Build costs per sq m | 19,996,703 | 20,535,044 | 22,968,045 | 24,208,349 | 25,382,216 | 26,615,322 | 28,748,292 | 30,698,129 | 32,648,066 | 34,597,903 | 36,547,740 | 38,497,577 | 40,447,414 | 42,397,251 |
| Net value per sq m   | 1,428,217  | 2,345,339  | 2,882,641  | 3,623,387  | 4,112,732  | 4,901,760  | 5,781,861  | 6,631,920  | 7,532,024  | 8,432,024  | 9,332,024  | 10,232,024 | 11,132,024 | 12,032,024 |



**RLVs less existing use value** **£27,002,840 per hectare**  
**£10,932,324 per acre** **Residential**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

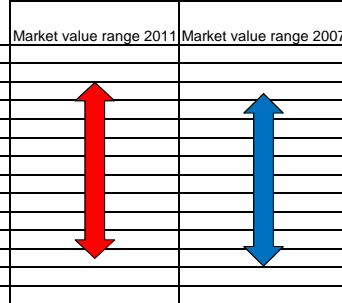
|                      | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 25,633,407 | 27,088,870 | 30,059,173 | 32,040,223 | 33,703,435 | 35,725,569 | 38,738,640 | 41,228,536 | 44,238,432 | 47,248,328 | 50,258,224 | 53,268,120 | 56,278,016 | 59,287,912 |
| Build costs per sq m | 24,205,190 | 24,743,531 | 27,176,532 | 28,416,836 | 29,590,703 | 30,823,809 | 32,956,779 | 34,906,616 | 36,956,453 | 38,906,290 | 40,956,127 | 42,905,964 | 44,955,801 | 46,905,638 |
| Net value per sq m   | 1,428,217  | 2,345,339  | 2,882,641  | 3,623,387  | 4,112,732  | 4,901,760  | 5,781,861  | 6,631,920  | 7,532,024  | 8,432,024  | 9,332,024  | 10,232,024 | 11,132,024 | 12,032,024 |



**RLVs less existing use value** **£4,544,800 per hectare**  
**£1,840,000 per acre** **Industrial / warehousing**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

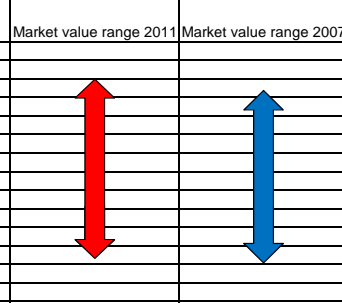
|                      | £2,691    | £3,563    | £4,435    | £5,307    | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 3,175,367 | 4,630,830 | 7,601,133 | 9,582,183 | 11,245,395 | 13,267,529 | 16,280,600 | 18,770,496 | 21,260,392 | 23,750,288 | 26,240,184 | 28,730,080 | 31,219,976 | 33,709,872 |
| Build costs per sq m | 1,747,150 | 2,285,491 | 4,718,492 | 5,958,796 | 7,132,663  | 8,365,769  | 10,498,739 | 12,448,576 | 14,448,413 | 16,448,250 | 18,448,087 | 20,447,924 | 22,447,761 | 24,447,598 |
| Net value per sq m   | 1,428,217 | 2,345,339 | 2,882,641 | 3,623,387 | 4,112,732  | 4,901,760  | 5,781,861  | 6,631,920  | 7,532,024  | 8,432,024  | 9,332,024  | 10,232,024 | 11,132,024 | 12,032,024 |



**RLVs less existing use value** **£2,000,000 per hectare**  
**£809,717 per acre** **Community space/buildings**  
£700,000 infrastructure per ha

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      | £2,691    | £3,563    | £4,435    | £5,307    | £6,179    | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 1,330,567 | 2,786,030 | 5,756,333 | 7,737,383 | 9,400,595 | 11,422,729 | 14,435,800 | 16,925,696 | 19,415,592 | 21,905,488 | 24,395,384 | 26,885,280 | 29,375,176 | 31,865,072 |
| Build costs per sq m | 97,650    | 440,691   | 2,873,692 | 4,113,996 | 5,287,863 | 6,520,969  | 8,653,939  | 10,603,776 | 12,553,613 | 14,503,450 | 16,453,287 | 18,403,124 | 20,352,961 | 22,302,798 |
| Net value per sq m   | 1,232,917 | 2,345,339 | 2,882,641 | 3,623,387 | 4,112,732 | 4,901,760  | 5,781,861  | 6,631,920  | 7,532,024  | 8,432,024  | 9,332,024  | 10,232,024 | 11,132,024 | 12,032,024 |



MODEL 24
Density - units/ha -> 40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph
Build costs -> £1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm
Sales value psm
£2,691, £3,563, £4,435, £5,307, £6,179, £7,050, £7,922, £8,794, £9,666, £10,538, £11,410, £12,282, £13,154, £13,993

Aff Hsg 40%
% SR 60%
% SO 40%
S106 (private) £15,000 per unit
S106 (affordable) £15,000 per unit
CIL
CSH (average unit cost) £10,203 per unit
Grant No
Developer's profit 20%

RLVs less existing use value £22,794,353 per hectare £9,228,483 per acre Offices

Density - units/ha -> 40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph
Build costs -> £1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm
Sales value per sq m
£2,691, £3,563, £4,435, £5,307, £6,179, £7,050, £7,922, £8,794, £9,666, £10,538, £11,410, £12,282, £13,154, £13,993
Market value range 2011, Market value range 2007

RLVs less existing use value £27,002,840 per hectare £10,932,324 per acre Residential

Density - units/ha -> 40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph
Build costs -> £1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm
Sales value per sq m
£2,691, £3,563, £4,435, £5,307, £6,179, £7,050, £7,922, £8,794, £9,666, £10,538, £11,410, £12,282, £13,154, £13,993
Market value range 2011, Market value range 2007

RLVs less existing use value £4,544,800 per hectare £1,840,000 per acre Industrial / warehousing

Density - units/ha -> 40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph
Build costs -> £1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm
Sales value per sq m
£2,691, £3,563, £4,435, £5,307, £6,179, £7,050, £7,922, £8,794, £9,666, £10,538, £11,410, £12,282, £13,154, £13,993
Market value range 2011, Market value range 2007

RLVs less existing use value £2,000,000 per hectare £809,717 per acre Community space/buildings

Density - units/ha -> 40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph
Build costs -> £1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm
Sales value per sq m
£2,691, £3,563, £4,435, £5,307, £6,179, £7,050, £7,922, £8,794, £9,666, £10,538, £11,410, £12,282, £13,154, £13,993
Market value range 2011, Market value range 2007



MODEL 25

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      | £2,691    | £3,563    | £4,435    | £5,307    | £6,179    | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 416,546   | 1,625,520 | 4,797,731 | 7,162,307 | 8,999,468 | 11,480,735 | 15,032,017 | 17,753,223 | 22,691,000 | 28,880,000 | 35,500,000 | 42,660,000 | 50,350,000 | 58,680,000 |
| Build costs per sq m | 1,631,099 | 374,500   | 2,354,531 | 4,098,685 | 5,521,204 | 7,335,166  | 10,141,592 | 12,405,400 | 15,032,017 | 17,753,223 | 20,474,430 | 23,222,638 | 26,000,000 | 28,811,000 |
| Profit               | 2,817,447 | 1,250,990 | 2,443,200 | 3,063,622 | 3,478,264 | 4,145,569  | 4,890,425  | 5,347,823  | 7,658,983  | 10,726,777 | 15,025,570 | 19,437,362 | 24,349,000 | 30,869,000 |

|                           |                 |
|---------------------------|-----------------|
| Aff Hsg                   | 50%             |
| % SR                      | 70%             |
| % SO                      | 30%             |
| S106 (private)            | £4,500 per unit |
| S106 (affordable)         | £4,500 per unit |
| CSH (% uplift on Private) | 5%              |
| CSH (% uplift on AH)      | 11%             |
| Grant                     | No              |
| Developer's profit        | 20%             |

RLVs less existing use value **£22,794,353 per hectare** **£9,228,483 per acre** **Offices**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 22,377,807 | 24,419,873 | 27,592,084 | 29,956,660 | 31,793,821 | 34,275,088 | 37,826,370 | 40,547,576 | 44,551,323 | 48,999,570 | 53,893,217 | 59,242,564 | 65,057,711 | 71,349,858 |
| Build costs per sq m | 21,163,254 | 22,419,853 | 25,148,884 | 26,893,038 | 28,315,557 | 30,129,519 | 32,935,945 | 35,199,753 | 38,119,931 | 41,149,877 | 44,299,905 | 47,569,933 | 50,959,961 | 54,469,989 |
| Profit               | 1,214,553  | 2,000,020  | 2,443,200  | 3,063,622  | 3,478,264  | 4,145,569  | 4,890,425  | 5,347,823  | 6,431,392  | 7,749,693  | 9,593,312  | 11,672,631 | 14,100,000 | 16,879,869 |

|                         |  |
|-------------------------|--|
| Market value range 2011 |  |
| Market value range 2007 |  |

RLVs less existing use value **£27,002,840 per hectare** **£10,932,324 per acre** **Residential**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 26,586,294 | 28,628,360 | 31,800,571 | 34,165,147 | 36,002,308 | 38,483,575 | 42,034,857 | 44,756,063 | 48,769,931 | 53,183,800 | 58,000,000 | 63,230,000 | 68,880,000 | 74,950,000 |
| Build costs per sq m | 25,371,741 | 26,628,340 | 29,357,371 | 31,101,525 | 32,524,044 | 34,338,006 | 37,144,432 | 39,408,240 | 42,119,931 | 45,000,000 | 48,000,000 | 51,100,000 | 54,300,000 | 57,600,000 |
| Profit               | 1,214,553  | 2,000,020  | 2,443,200  | 3,063,622  | 3,478,264  | 4,145,569  | 4,890,425  | 5,347,823  | 6,649,999  | 8,183,800  | 10,000,000 | 12,130,000 | 14,580,000 | 17,350,000 |

|                         |  |
|-------------------------|--|
| Market value range 2011 |  |
| Market value range 2007 |  |

RLVs less existing use value **£4,544,800 per hectare** **£1,840,000 per acre** **Industrial / warehousing**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      | £2,691    | £3,563    | £4,435    | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 4,128,254 | 6,170,320 | 9,342,531 | 11,707,107 | 13,544,268 | 16,025,535 | 19,576,817 | 22,298,023 | 26,299,000 | 30,670,000 | 35,420,000 | 40,560,000 | 46,090,000 | 52,020,000 |
| Build costs per sq m | 2,913,701 | 4,170,300 | 6,899,331 | 8,643,485  | 10,066,004 | 11,879,966 | 14,686,392 | 16,950,200 | 19,650,000 | 22,780,000 | 26,330,000 | 30,290,000 | 34,570,000 | 39,170,000 |
| Profit               | 1,214,553 | 2,000,020 | 2,443,200 | 3,063,622  | 3,478,264  | 4,145,569  | 4,890,425  | 5,347,823  | 6,649,999  | 7,890,000  | 9,090,000  | 10,270,000 | 11,520,000 | 12,850,000 |

|                         |  |
|-------------------------|--|
| Market value range 2011 |  |
| Market value range 2007 |  |

RLVs less existing use value **£2,000,000 per hectare** **£809,717 per acre** **Community space/buildings**  
£700,000 infrastructure per ha

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      | £2,691    | £3,563    | £4,435    | £5,307    | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales value per sq m | 2,283,454 | 4,325,520 | 7,497,731 | 9,862,307 | 11,699,468 | 14,180,735 | 17,732,017 | 20,453,223 | 24,551,323 | 29,140,000 | 34,230,000 | 39,820,000 | 45,910,000 | 52,500,000 |
| Build costs per sq m | 1,068,901 | 2,325,500 | 5,054,531 | 6,798,685 | 8,221,204  | 9,800,000  | 11,541,592 | 13,446,400 | 15,514,000 | 17,750,000 | 20,150,000 | 22,700,000 | 25,400,000 | 28,250,000 |
| Profit               | 1,214,553 | 2,000,020 | 2,443,200 | 3,063,622 | 3,478,264  | 4,380,735  | 6,190,425  | 7,006,823  | 9,037,323  | 11,390,000 | 14,080,000 | 17,120,000 | 20,510,000 | 24,250,000 |

|                         |  |
|-------------------------|--|
| Market value range 2011 |  |
| Market value range 2007 |  |

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £4,500 per unit  |
| S106 (affordable)       | £4,500 per unit  |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |            |            |            |            |            |            |            |        |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|
| £2,691  | 416,546    | 1,625,520  | 4,797,731  | 7,162,307  | 8,999,468  | 11,480,735 | 15,032,017 | 17,753,223 | 2,691  |
| £3,563  | 1,631,099  | 374,500    | 2,354,531  | 4,098,685  | 5,521,204  | 7,335,166  | 10,141,592 | 12,405,400 | 3,563  |
| £4,435  | 2,838,401  | 2,357,528  | 79,096     | 1,035,062  | 2,042,939  | 3,189,598  | 5,251,167  | 7,057,578  | 4,435  |
| £5,307  | 4,045,702  | 4,323,562  | 2,488,666  | 1,989,375  | 1,400,208  | 923,819    | 380,614    | 1,716,662  | 5,307  |
| £6,179  | 5,253,004  | 6,286,977  | 4,898,236  | 4,975,441  | 4,823,769  | 5,012,920  | 4,412,081  | 3,558,139  | 6,179  |
| £7,050  | 6,460,305  | 8,250,393  | 7,307,806  | 7,961,505  | 8,217,443  | 9,059,022  | 9,177,117  | 8,832,941  | 7,050  |
| £7,922  | 7,667,607  | 10,213,808 | 9,707,381  | 10,947,569 | 11,611,117 | 13,103,772 | 13,942,153 | 14,101,476 | 7,922  |
| £8,794  | 8,874,908  | 12,177,223 | 12,097,925 | 13,933,633 | 15,004,791 | 17,148,522 | 18,707,189 | 19,326,847 | 8,794  |
| £9,666  | 10,072,185 | 14,130,974 | 14,476,718 | 16,904,966 | 18,381,443 | 21,172,984 | 23,419,289 | 24,525,651 | 9,666  |
| £10,538 | 11,122,877 | 15,840,613 | 16,558,665 | 19,504,207 | 21,328,127 | 24,684,987 | 27,521,835 | 29,053,480 | 10,538 |
| £11,410 | 12,173,570 | 17,550,251 | 18,640,610 | 22,099,486 | 24,263,685 | 28,193,823 | 31,624,380 | 33,581,308 | 11,410 |
| £12,282 | 13,224,264 | 19,259,889 | 20,722,557 | 24,686,374 | 27,194,612 | 31,687,049 | 35,726,926 | 38,109,135 | 12,282 |
| £13,154 | 14,274,956 | 20,969,527 | 22,804,503 | 27,273,261 | 30,125,539 | 35,180,274 | 39,829,471 | 42,636,964 | 13,154 |
| £13,993 | 15,286,735 | 22,615,845 | 24,809,341 | 29,764,338 | 32,947,914 | 38,544,120 | 43,780,071 | 46,997,094 | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         |                         |
| £3,563               |                         |                         |
| £4,435               |                         |                         |
| £5,307               |                         |                         |
| £6,179               |                         |                         |
| £7,050               |                         |                         |
| £7,922               |                         |                         |
| £8,794               |                         |                         |
| £9,666               |                         |                         |
| £10,538              |                         |                         |
| £11,410              |                         |                         |
| £12,282              |                         |                         |
| £13,154              |                         |                         |
| £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         |                         |
| £3,563               |                         |                         |
| £4,435               |                         |                         |
| £5,307               |                         |                         |
| £6,179               |                         |                         |
| £7,050               |                         |                         |
| £7,922               |                         |                         |
| £8,794               |                         |                         |
| £9,666               |                         |                         |
| £10,538              |                         |                         |
| £11,410              |                         |                         |
| £12,282              |                         |                         |
| £13,154              |                         |                         |
| £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         |                         |
| £3,563               |                         |                         |
| £4,435               |                         |                         |
| £5,307               |                         |                         |
| £6,179               |                         |                         |
| £7,050               |                         |                         |
| £7,922               |                         |                         |
| £8,794               |                         |                         |
| £9,666               |                         |                         |
| £10,538              |                         |                         |
| £11,410              |                         |                         |
| £12,282              |                         |                         |
| £13,154              |                         |                         |
| £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | Market value range 2011 | Market value range 2007 |
|----------------------|-------------------------|-------------------------|
| £2,691               |                         |                         |
| £3,563               |                         |                         |
| £4,435               |                         |                         |
| £5,307               |                         |                         |
| £6,179               |                         |                         |
| £7,050               |                         |                         |
| £7,922               |                         |                         |
| £8,794               |                         |                         |
| £9,666               |                         |                         |
| £10,538              |                         |                         |
| £11,410              |                         |                         |
| £12,282              |                         |                         |
| £13,154              |                         |                         |
| £13,993              |                         |                         |







MODEL 27

Table with columns: Density - units/ha -> (40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph), Build costs -> (£1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm), Sales value per sq m, and rows of numerical data representing various cost and value scenarios.

Summary table with columns: Aff Hsg, % SR, % SO, S106 (private), S106 (affordable), CSH (% uplift on Private), CSH (% uplift on AH), Grant, Developer's profit. Values include 50%, 70%, 30%, £15,000 per unit, £15,000 per unit, 5%, 11%, No, and 20%.

RLVs less existing use value £22,794,353 per hectare / £9,228,483 per acre Offices

Table for Offices: Density - units/ha -> (40 uph to 250 uph), Build costs -> (£1023 per sqm to £2013 per sqm), Sales value per sq m, and rows of numerical data.

Market value range 2011 vs Market value range 2007. Includes vertical double-headed arrows indicating value changes for various density scenarios.

RLVs less existing use value £27,002,840 per hectare / £10,932,324 per acre Residential

Table for Residential: Density - units/ha -> (40 uph to 250 uph), Build costs -> (£1023 per sqm to £2013 per sqm), Sales value per sq m, and rows of numerical data.

Market value range 2011 vs Market value range 2007. Includes vertical double-headed arrows for Residential scenarios.

RLVs less existing use value £4,544,800 per hectare / £1,840,000 per acre Industrial / warehousing

Table for Industrial / warehousing: Density - units/ha -> (40 uph to 250 uph), Build costs -> (£1023 per sqm to £2013 per sqm), Sales value per sq m, and rows of numerical data.

Market value range 2011 vs Market value range 2007. Includes vertical double-headed arrows for Industrial / warehousing scenarios.

RLVs less existing use value £2,000,000 per hectare / £809,717 per acre Community space/buildings

Table for Community space/buildings: Density - units/ha -> (40 uph to 250 uph), Build costs -> (£1023 per sqm to £2013 per sqm), Sales value per sq m, and rows of numerical data.

Market value range 2011 vs Market value range 2007. Includes vertical double-headed arrows for Community space/buildings scenarios.

MODEL 27

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                 |         |            |            |            |            |            |            |            |            |        |
|-----------------|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|
| Sales value psm | £2,691  | 17,476     | 2,404,238  | 5,910,185  | 8,626,284  | 10,823,158 | 13,646,367 | 17,569,642 | 20,636,887 | 2,691  |
|                 | £3,563  | 1,201,893  | 394,631    | 3,466,984  | 5,562,661  | 7,344,894  | 9,500,799  | 12,679,217 | 15,289,064 | 3,563  |
|                 | £4,435  | 2,409,865  | 1,588,396  | 1,023,784  | 2,499,038  | 3,866,630  | 5,355,230  | 7,788,792  | 9,941,242  | 4,435  |
|                 | £5,307  | 3,617,167  | 3,564,024  | 1,389,906  | 543,596    | 401,609    | 1,215,839  | 2,898,367  | 4,593,420  | 5,307  |
|                 | £6,179  | 4,824,468  | 5,527,439  | 3,799,476  | 3,547,053  | 3,029,278  | 2,873,262  | 1,934,582  | 708,623    | 6,179  |
|                 | £7,050  | 6,031,770  | 7,490,855  | 6,209,046  | 6,533,117  | 6,437,517  | 6,945,360  | 6,699,618  | 5,983,425  | 7,050  |
|                 | £7,922  | 7,239,071  | 9,454,270  | 8,618,616  | 9,519,181  | 9,831,192  | 10,990,110 | 11,464,655 | 11,258,228 | 7,922  |
|                 | £8,794  | 8,446,373  | 11,417,685 | 11,012,870 | 12,505,246 | 13,224,866 | 15,034,860 | 16,229,691 | 16,511,507 | 8,794  |
|                 | £9,666  | 9,647,806  | 13,371,436 | 13,391,663 | 15,476,579 | 16,601,517 | 19,059,322 | 20,970,612 | 21,710,312 | 9,666  |
|                 | £10,538 | 10,699,833 | 15,081,074 | 15,473,610 | 18,075,819 | 19,548,201 | 22,571,326 | 25,074,437 | 26,238,141 | 10,538 |
|                 | £11,410 | 11,750,526 | 16,790,713 | 17,555,556 | 20,675,060 | 22,494,884 | 26,083,329 | 29,176,983 | 30,765,968 | 11,410 |
|                 | £12,282 | 12,801,220 | 18,500,350 | 19,637,502 | 23,274,301 | 25,436,596 | 29,595,334 | 33,279,528 | 35,293,797 | 12,282 |
|                 | £13,154 | 13,851,912 | 20,209,989 | 21,719,449 | 25,862,689 | 28,367,523 | 33,092,630 | 37,382,074 | 39,821,625 | 13,154 |
|                 | £13,993 | 14,863,691 | 21,856,307 | 23,724,286 | 28,353,766 | 31,189,898 | 36,456,477 | 41,332,673 | 44,181,755 | 13,993 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |  |  |  |  |  |  |  |  |         |                         |                         |
|----------------------|---------|--|--|--|--|--|--|--|--|---------|-------------------------|-------------------------|
| Sales value per sq m | £2,691  |  |  |  |  |  |  |  |  | £2,691  | Market value range 2011 | Market value range 2007 |
|                      | £3,563  |  |  |  |  |  |  |  |  | £3,563  |                         |                         |
|                      | £4,435  |  |  |  |  |  |  |  |  | £4,435  |                         |                         |
|                      | £5,307  |  |  |  |  |  |  |  |  | £5,307  |                         |                         |
|                      | £6,179  |  |  |  |  |  |  |  |  | £6,179  |                         |                         |
|                      | £7,050  |  |  |  |  |  |  |  |  | £7,050  |                         |                         |
|                      | £7,922  |  |  |  |  |  |  |  |  | £7,922  |                         |                         |
|                      | £8,794  |  |  |  |  |  |  |  |  | £8,794  |                         |                         |
|                      | £9,666  |  |  |  |  |  |  |  |  | £9,666  |                         |                         |
|                      | £10,538 |  |  |  |  |  |  |  |  | £10,538 |                         |                         |
|                      | £11,410 |  |  |  |  |  |  |  |  | £11,410 |                         |                         |
|                      | £12,282 |  |  |  |  |  |  |  |  | £12,282 |                         |                         |
|                      | £13,154 |  |  |  |  |  |  |  |  | £13,154 |                         |                         |
|                      | £13,993 |  |  |  |  |  |  |  |  | £13,993 |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |  |  |  |  |  |  |  |  |         |                         |                         |
|----------------------|---------|--|--|--|--|--|--|--|--|---------|-------------------------|-------------------------|
| Sales value per sq m | £2,691  |  |  |  |  |  |  |  |  | £2,691  | Market value range 2011 | Market value range 2007 |
|                      | £3,563  |  |  |  |  |  |  |  |  | £3,563  |                         |                         |
|                      | £4,435  |  |  |  |  |  |  |  |  | £4,435  |                         |                         |
|                      | £5,307  |  |  |  |  |  |  |  |  | £5,307  |                         |                         |
|                      | £6,179  |  |  |  |  |  |  |  |  | £6,179  |                         |                         |
|                      | £7,050  |  |  |  |  |  |  |  |  | £7,050  |                         |                         |
|                      | £7,922  |  |  |  |  |  |  |  |  | £7,922  |                         |                         |
|                      | £8,794  |  |  |  |  |  |  |  |  | £8,794  |                         |                         |
|                      | £9,666  |  |  |  |  |  |  |  |  | £9,666  |                         |                         |
|                      | £10,538 |  |  |  |  |  |  |  |  | £10,538 |                         |                         |
|                      | £11,410 |  |  |  |  |  |  |  |  | £11,410 |                         |                         |
|                      | £12,282 |  |  |  |  |  |  |  |  | £12,282 |                         |                         |
|                      | £13,154 |  |  |  |  |  |  |  |  | £13,154 |                         |                         |
|                      | £13,993 |  |  |  |  |  |  |  |  | £13,993 |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |  |  |  |  |  |  |  |  |         |                         |                         |
|----------------------|---------|--|--|--|--|--|--|--|--|---------|-------------------------|-------------------------|
| Sales value per sq m | £2,691  |  |  |  |  |  |  |  |  | £2,691  | Market value range 2011 | Market value range 2007 |
|                      | £3,563  |  |  |  |  |  |  |  |  | £3,563  |                         |                         |
|                      | £4,435  |  |  |  |  |  |  |  |  | £4,435  |                         |                         |
|                      | £5,307  |  |  |  |  |  |  |  |  | £5,307  |                         |                         |
|                      | £6,179  |  |  |  |  |  |  |  |  | £6,179  |                         |                         |
|                      | £7,050  |  |  |  |  |  |  |  |  | £7,050  |                         |                         |
|                      | £7,922  |  |  |  |  |  |  |  |  | £7,922  |                         |                         |
|                      | £8,794  |  |  |  |  |  |  |  |  | £8,794  |                         |                         |
|                      | £9,666  |  |  |  |  |  |  |  |  | £9,666  |                         |                         |
|                      | £10,538 |  |  |  |  |  |  |  |  | £10,538 |                         |                         |
|                      | £11,410 |  |  |  |  |  |  |  |  | £11,410 |                         |                         |
|                      | £12,282 |  |  |  |  |  |  |  |  | £12,282 |                         |                         |
|                      | £13,154 |  |  |  |  |  |  |  |  | £13,154 |                         |                         |
|                      | £13,993 |  |  |  |  |  |  |  |  | £13,993 |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |         |  |  |  |  |  |  |  |  |         |                         |                         |
|----------------------|---------|--|--|--|--|--|--|--|--|---------|-------------------------|-------------------------|
| Sales value per sq m | £2,691  |  |  |  |  |  |  |  |  | £2,691  | Market value range 2011 | Market value range 2007 |
|                      | £3,563  |  |  |  |  |  |  |  |  | £3,563  |                         |                         |
|                      | £4,435  |  |  |  |  |  |  |  |  | £4,435  |                         |                         |
|                      | £5,307  |  |  |  |  |  |  |  |  | £5,307  |                         |                         |
|                      | £6,179  |  |  |  |  |  |  |  |  | £6,179  |                         |                         |
|                      | £7,050  |  |  |  |  |  |  |  |  | £7,050  |                         |                         |
|                      | £7,922  |  |  |  |  |  |  |  |  | £7,922  |                         |                         |
|                      | £8,794  |  |  |  |  |  |  |  |  | £8,794  |                         |                         |
|                      | £9,666  |  |  |  |  |  |  |  |  | £9,666  |                         |                         |
|                      | £10,538 |  |  |  |  |  |  |  |  | £10,538 |                         |                         |
|                      | £11,410 |  |  |  |  |  |  |  |  | £11,410 |                         |                         |
|                      | £12,282 |  |  |  |  |  |  |  |  | £12,282 |                         |                         |
|                      | £13,154 |  |  |  |  |  |  |  |  | £13,154 |                         |                         |
|                      | £13,993 |  |  |  |  |  |  |  |  | £13,993 |                         |                         |





|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £4,500 per unit  |
| S106 (affordable)       | £4,500 per unit  |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |            |            |            |            |            |            |            |        |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|--------|
| £2,691  | 420,359    | 1,619,158  | 4,789,993  | 7,152,611  | 8,988,265  | 11,467,383 | 15,016,152 | 17,735,744 | 2,691  |
| £3,563  | 1,686,223  | 466,514    | 2,241,139  | 3,956,584  | 5,357,042  | 7,139,511  | 9,909,102  | 12,149,255 | 3,563  |
| £4,435  | 2,944,887  | 2,535,275  | 295,253    | 761,159    | 1,725,818  | 2,811,638  | 4,802,053  | 6,562,767  | 4,435  |
| £5,307  | 4,203,551  | 4,583,535  | 2,809,084  | 2,385,642  | 1,864,203  | 1,476,831  | 276,588    | 992,634    | 5,307  |
| £6,179  | 5,462,214  | 6,631,542  | 5,322,916  | 5,500,648  | 5,430,669  | 5,737,605  | 5,271,803  | 4,517,759  | 6,179  |
| £7,050  | 6,720,879  | 8,679,550  | 7,836,747  | 8,615,654  | 8,973,340  | 9,959,938  | 10,247,905 | 10,028,152 | 7,050  |
| £7,922  | 7,979,542  | 10,727,558 | 10,332,112 | 11,730,658 | 12,516,012 | 14,182,270 | 15,224,007 | 15,513,589 | 7,922  |
| £8,794  | 9,233,831  | 12,775,566 | 12,825,523 | 14,845,664 | 16,058,683 | 18,404,602 | 20,188,927 | 20,971,472 | 8,794  |
| £9,666  | 10,479,632 | 14,810,687 | 15,303,265 | 17,941,028 | 19,578,657 | 22,599,882 | 25,092,877 | 26,393,937 | 9,666  |
| £10,538 | 11,530,324 | 16,520,326 | 17,385,211 | 20,535,938 | 22,514,659 | 26,109,247 | 29,195,422 | 30,921,765 | 10,538 |
| £11,410 | 12,581,018 | 18,229,963 | 19,467,157 | 23,122,826 | 25,445,586 | 29,602,472 | 33,297,968 | 35,449,594 | 11,410 |
| £12,282 | 13,631,711 | 19,939,602 | 21,549,103 | 25,709,713 | 28,376,513 | 33,095,697 | 37,400,513 | 39,977,421 | 12,282 |
| £13,154 | 14,682,404 | 21,646,670 | 23,631,050 | 28,296,599 | 31,307,440 | 36,588,922 | 41,503,059 | 44,505,250 | 13,154 |
| £13,993 | 15,694,183 | 23,289,047 | 25,635,887 | 30,787,676 | 34,129,815 | 39,952,768 | 45,453,658 | 48,865,380 | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare**  
**£9,228,483 per acre** **Offices**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £2,691               |                         |                         |
| £3,563               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £3,563               |                         |                         |
| £4,435               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £4,435               |                         |                         |
| £5,307               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £5,307               |                         |                         |
| £6,179               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £6,179               |                         |                         |
| £7,050               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,050               |                         |                         |
| £7,922               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,922               |                         |                         |
| £8,794               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £8,794               |                         |                         |
| £9,666               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £9,666               |                         |                         |
| £10,538              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £10,538              |                         |                         |
| £11,410              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £11,410              |                         |                         |
| £12,282              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £12,282              |                         |                         |
| £13,154              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,154              |                         |                         |
| £13,993              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare**  
**£10,932,324 per acre** **Residential**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £2,691               |                         |                         |
| £3,563               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £3,563               |                         |                         |
| £4,435               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £4,435               |                         |                         |
| £5,307               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £5,307               |                         |                         |
| £6,179               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £6,179               |                         |                         |
| £7,050               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,050               |                         |                         |
| £7,922               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,922               |                         |                         |
| £8,794               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £8,794               |                         |                         |
| £9,666               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £9,666               |                         |                         |
| £10,538              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £10,538              |                         |                         |
| £11,410              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £11,410              |                         |                         |
| £12,282              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £12,282              |                         |                         |
| £13,154              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,154              |                         |                         |
| £13,993              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare**  
**£1,840,000 per acre** **Industrial / warehousing**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £2,691               |                         |                         |
| £3,563               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £3,563               |                         |                         |
| £4,435               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £4,435               |                         |                         |
| £5,307               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £5,307               |                         |                         |
| £6,179               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £6,179               |                         |                         |
| £7,050               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,050               |                         |                         |
| £7,922               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,922               |                         |                         |
| £8,794               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £8,794               |                         |                         |
| £9,666               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £9,666               |                         |                         |
| £10,538              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £10,538              |                         |                         |
| £11,410              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £11,410              |                         |                         |
| £12,282              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £12,282              |                         |                         |
| £13,154              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,154              |                         |                         |
| £13,993              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare**  
**£809,717 per acre** **Community space/buildings**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £2,691               |                         |                         |
| £3,563               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £3,563               |                         |                         |
| £4,435               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £4,435               |                         |                         |
| £5,307               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £5,307               |                         |                         |
| £6,179               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £6,179               |                         |                         |
| £7,050               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,050               |                         |                         |
| £7,922               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £7,922               |                         |                         |
| £8,794               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £8,794               |                         |                         |
| £9,666               | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £9,666               |                         |                         |
| £10,538              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £10,538              |                         |                         |
| £11,410              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £11,410              |                         |                         |
| £12,282              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £12,282              |                         |                         |
| £13,154              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,154              |                         |                         |
| £13,993              | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | ☹ | £13,993              |                         |                         |



MODEL 29

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |            |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |            |
| Sales value psm       | £2,691        | 193,014       | 2,027,057     | 5,372,707     | 7,919,455     | 9,943,531     | 12,601,762    | 16,345,384    | 19,246,235 |
|                       | £3,563        | 1,461,752     | 63,635        | 2,823,852     | 4,723,429     | 6,312,309     | 8,273,890     | 11,238,334    | 13,659,746 |
|                       | £4,435        | 2,720,416     | 2,132,397     | 280,287       | 1,527,402     | 2,681,085     | 3,946,017     | 6,131,284     | 8,073,257  |
|                       | £5,307        | 3,979,080     | 4,185,681     | 2,233,544     | 1,633,847     | 920,394       | 356,057       | 1,036,904     | 2,486,769  |
|                       | £6,179        | 5,237,744     | 6,233,689     | 4,747,375     | 4,752,445     | 4,498,326     | 4,625,103     | 3,974,065     | 3,025,155  |
|                       | £7,050        | 6,496,407     | 8,281,697     | 7,261,207     | 7,867,450     | 8,040,998     | 8,852,782     | 8,950,168     | 8,535,549  |
|                       | £7,922        | 7,755,072     | 10,329,705    | 9,763,750     | 10,982,456    | 11,583,670    | 13,075,114    | 13,926,270    | 14,038,887 |
|                       | £8,794        | 9,012,236     | 12,377,712    | 12,257,161    | 14,097,461    | 15,126,341    | 17,297,446    | 18,902,372    | 19,496,771 |
|                       | £9,666        | 10,258,037    | 14,412,833    | 14,734,903    | 17,192,825    | 18,646,315    | 21,492,727    | 23,810,906    | 24,919,235 |
|                       | £10,538       | 11,308,730    | 16,122,472    | 16,816,848    | 19,792,066    | 21,592,998    | 25,004,730    | 27,913,452    | 29,447,064 |
|                       | £11,410       | 12,359,424    | 17,832,110    | 18,898,795    | 22,383,955    | 24,524,720    | 28,508,945    | 32,015,997    | 33,974,892 |
|                       | £12,282       | 13,410,116    | 19,541,748    | 20,980,742    | 24,970,842    | 27,455,648    | 32,002,169    | 36,118,543    | 38,502,720 |
|                       | £13,154       | 14,460,810    | 21,251,386    | 23,062,688    | 27,557,729    | 30,386,575    | 35,495,394    | 40,221,089    | 43,030,548 |
|                       | £13,993       | 15,472,588    | 22,896,223    | 25,067,525    | 30,048,806    | 33,208,949    | 38,859,240    | 44,171,689    | 47,390,678 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £10,000 per unit |
| S106 (affordable)       | £10,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |  | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |  |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               |  | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               |  | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               |  | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               |  | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               |  | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               |  | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               |  | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               |  | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               |  | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               |  | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               |  | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               |  | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               |  | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               |  | £13,993         |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |  | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |  |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               |  | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               |  | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               |  | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               |  | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               |  | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               |  | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               |  | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               |  | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               |  | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               |  | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               |  | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               |  | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               |  | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               |  | £13,993         |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |  | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |  |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               |  | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               |  | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               |  | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               |  | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               |  | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               |  | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               |  | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               |  | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               |  | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               |  | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               |  | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               |  | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               |  | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               |  | £13,993         |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |  | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |  |                 |                         |                         |
| Sales value psm       | £2,691        |               |               |               |               |               |               |               |  | £2,691          |                         |                         |
|                       | £3,563        |               |               |               |               |               |               |               |  | £3,563          |                         |                         |
|                       | £4,435        |               |               |               |               |               |               |               |  | £4,435          |                         |                         |
|                       | £5,307        |               |               |               |               |               |               |               |  | £5,307          |                         |                         |
|                       | £6,179        |               |               |               |               |               |               |               |  | £6,179          |                         |                         |
|                       | £7,050        |               |               |               |               |               |               |               |  | £7,050          |                         |                         |
|                       | £7,922        |               |               |               |               |               |               |               |  | £7,922          |                         |                         |
|                       | £8,794        |               |               |               |               |               |               |               |  | £8,794          |                         |                         |
|                       | £9,666        |               |               |               |               |               |               |               |  | £9,666          |                         |                         |
|                       | £10,538       |               |               |               |               |               |               |               |  | £10,538         |                         |                         |
|                       | £11,410       |               |               |               |               |               |               |               |  | £11,410         |                         |                         |
|                       | £12,282       |               |               |               |               |               |               |               |  | £12,282         |                         |                         |
|                       | £13,154       |               |               |               |               |               |               |               |  | £13,154         |                         |                         |
|                       | £13,993       |               |               |               |               |               |               |               |  | £13,993         |                         |                         |





MODEL 30

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |        |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |        |
| Sales value psm       | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        | £9,666 |
|                       | 13,663        | 2,397,876     | 5,902,447     | 8,616,588     | 10,811,956    | 13,633,016    | 17,553,777    | 20,619,408    | 2,691  |
|                       | 1,257,688     | 302,618       | 3,353,592     | 5,420,561     | 7,180,732     | 9,305,143     | 12,446,727    | 15,032,919    | 3,563  |
|                       | 2,516,352     | 1,766,143     | 804,737       | 2,224,535     | 3,549,509     | 4,977,270     | 7,339,677     | 9,446,431     | 4,435  |
|                       | 3,775,016     | 3,823,997     | 1,710,325     | 945,185       | 62,385        | 662,827       | 2,232,627     | 3,859,943     | 5,307  |
|                       | 5,033,679     | 5,872,004     | 4,224,156     | 4,072,260     | 3,644,252     | 3,606,219     | 2,794,304     | 1,668,243     | 6,179  |
|                       | 6,292,343     | 7,920,012     | 6,737,987     | 7,187,266     | 7,193,414     | 7,846,276     | 7,770,406     | 7,178,636     | 7,050  |
|                       | 7,551,007     | 9,968,019     | 9,247,057     | 10,302,271    | 10,736,086    | 12,068,608    | 12,746,509    | 12,689,029    | 7,922  |
|                       | 8,809,671     | 12,016,028    | 11,740,468    | 13,417,276    | 14,278,757    | 16,290,940    | 17,722,611    | 18,156,133    | 8,794  |
|                       | 10,056,588    | 14,051,149    | 14,218,210    | 16,512,640    | 17,798,732    | 20,486,221    | 22,645,479    | 23,578,598    | 9,666  |
|                       | 11,107,281    | 15,760,787    | 16,300,156    | 19,111,881    | 20,745,415    | 23,998,225    | 26,748,025    | 28,106,426    | 10,538 |
|                       | 12,157,974    | 17,470,425    | 18,382,102    | 21,711,122    | 23,687,570    | 27,510,229    | 30,850,570    | 32,634,254    | 11,410 |
|                       | 13,208,667    | 19,180,063    | 20,464,048    | 24,299,141    | 26,618,497    | 31,008,053    | 34,953,116    | 37,162,082    | 12,282 |
|                       | 14,259,360    | 20,889,702    | 22,545,995    | 26,886,028    | 29,549,424    | 34,501,278    | 39,055,661    | 41,689,911    | 13,154 |
|                       | 15,271,139    | 22,536,019    | 24,550,832    | 29,377,105    | 32,371,799    | 37,865,124    | 43,006,261    | 46,050,041    | 13,993 |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |        | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |        |                 |                         |                         |
| Sales value psm       | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        | £9,666 | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £3,563          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £4,435          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £5,307          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £6,179          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,050          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,922          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £8,794          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £9,666          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £10,538         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £11,410         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £12,282         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,154         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,993         |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |        | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |        |                 |                         |                         |
| Sales value psm       | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        | £9,666 | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £3,563          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £4,435          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £5,307          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £6,179          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,050          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,922          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £8,794          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £9,666          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £10,538         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £11,410         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £12,282         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,154         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,993         |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |        | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |        |                 |                         |                         |
| Sales value psm       | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        | £9,666 | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £3,563          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £4,435          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £5,307          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £6,179          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,050          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,922          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £8,794          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £9,666          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £10,538         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £11,410         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £12,282         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,154         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,993         |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |        | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------|-----------------|-------------------------|-------------------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |        |                 |                         |                         |
| Sales value psm       | £2,691        | £3,563        | £4,435        | £5,307        | £6,179        | £7,050        | £7,922        | £8,794        | £9,666 | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £2,691          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £3,563          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £4,435          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £5,307          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £6,179          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,050          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £7,922          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £8,794          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £9,666          |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £10,538         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £11,410         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £12,282         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,154         |                         |                         |
|                       | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗             | ⊗      | £13,993         |                         |                         |





MODEL 31

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £4,500 per unit  |
| S106 (affordable)       | £4,500 per unit  |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

|         |            |            |            |             |             |             |             |              |        |
|---------|------------|------------|------------|-------------|-------------|-------------|-------------|--------------|--------|
| £2,691  | 1,892,337  | 842,768    | 1,776,875  | - 3,376,662 | - 4,626,089 | - 6,268,324 | - 8,838,335 | - 10,929,341 | 2,691  |
| £3,563  | 3,099,639  | 2,815,376  | 650,534    | - 317,766   | - 1,147,825 | - 2,122,756 | - 3,947,910 | - 5,581,519  | 3,563  |
| £4,435  | 4,306,940  | 4,778,792  | 3,060,104  | 2,689,964   | 2,286,078   | 1,979,642   | 909,421     | 255,496      | 4,435  |
| £5,307  | 5,513,725  | 6,742,207  | 5,469,674  | 5,676,028   | 5,690,181   | 6,046,905   | 5,681,793   | 5,019,306    | 5,307  |
| £6,179  | 6,716,542  | 8,705,622  | 7,867,418  | 8,662,092   | 9,083,855   | 10,091,655  | 10,446,829  | 10,294,108   | 6,179  |
| £7,050  | 7,919,360  | 10,669,037 | 10,257,963 | 11,648,157  | 12,477,529  | 14,136,405  | 15,211,865  | 15,524,089   | 7,050  |
| £7,922  | 9,122,177  | 12,632,453 | 12,648,508 | 14,634,221  | 15,871,203  | 18,181,155  | 19,943,477  | 20,749,459   | 7,922  |
| £8,794  | 10,324,994 | 14,594,638 | 15,039,053 | 17,612,684  | 19,252,032  | 22,220,685  | 24,670,872  | 25,974,830   | 8,794  |
| £9,666  | 11,522,018 | 16,541,173 | 17,417,846 | 20,567,094  | 22,607,427  | 26,219,813  | 29,374,471  | 31,173,634   | 9,666  |
| £10,538 | 12,572,712 | 18,246,718 | 19,499,792 | 23,153,980  | 25,538,354  | 29,713,038  | 33,477,017  | 35,701,463   | 10,538 |
| £11,410 | 13,623,405 | 19,952,263 | 21,581,738 | 25,740,867  | 28,469,281  | 33,206,263  | 37,579,563  | 40,229,291   | 11,410 |
| £12,282 | 14,674,098 | 21,667,808 | 23,663,685 | 28,327,755  | 31,400,208  | 36,699,488  | 41,682,108  | 44,757,119   | 12,282 |
| £13,154 | 15,724,791 | 23,363,354 | 25,745,632 | 30,914,642  | 34,331,136  | 40,192,713  | 45,784,653  | 49,284,947   | 13,154 |
| £13,993 | 16,736,569 | 25,005,731 | 27,750,469 | 33,405,718  | 37,153,510  | 43,556,559  | 49,735,253  | 53,638,359   | 13,993 |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £2,691               |                         |                         |
| £3,563               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £3,563               |                         |                         |
| £4,435               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £4,435               |                         |                         |
| £5,307               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £5,307               |                         |                         |
| £6,179               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £6,179               |                         |                         |
| £7,050               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,050               |                         |                         |
| £7,922               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,922               |                         |                         |
| £8,794               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £8,794               |                         |                         |
| £9,666               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £9,666               |                         |                         |
| £10,538              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £10,538              |                         |                         |
| £11,410              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £11,410              |                         |                         |
| £12,282              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £12,282              |                         |                         |
| £13,154              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,154              |                         |                         |
| £13,993              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,993              |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £2,691               |                         |                         |
| £3,563               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £3,563               |                         |                         |
| £4,435               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £4,435               |                         |                         |
| £5,307               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £5,307               |                         |                         |
| £6,179               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £6,179               |                         |                         |
| £7,050               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,050               |                         |                         |
| £7,922               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,922               |                         |                         |
| £8,794               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £8,794               |                         |                         |
| £9,666               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £9,666               |                         |                         |
| £10,538              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £10,538              |                         |                         |
| £11,410              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £11,410              |                         |                         |
| £12,282              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £12,282              |                         |                         |
| £13,154              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,154              |                         |                         |
| £13,993              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,993              |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £2,691               |                         |                         |
| £3,563               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £3,563               |                         |                         |
| £4,435               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £4,435               |                         |                         |
| £5,307               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £5,307               |                         |                         |
| £6,179               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £6,179               |                         |                         |
| £7,050               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,050               |                         |                         |
| £7,922               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,922               |                         |                         |
| £8,794               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £8,794               |                         |                         |
| £9,666               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £9,666               |                         |                         |
| £10,538              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £10,538              |                         |                         |
| £11,410              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £11,410              |                         |                         |
| £12,282              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £12,282              |                         |                         |
| £13,154              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,154              |                         |                         |
| £13,993              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,993              |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|                      |   |   |   |   |   |   |   |   |                      |                         |                         |
|----------------------|---|---|---|---|---|---|---|---|----------------------|-------------------------|-------------------------|
| Sales value per sq m |   |   |   |   |   |   |   |   | Sales value per sq m | Market value range 2011 | Market value range 2007 |
| £2,691               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £2,691               |                         |                         |
| £3,563               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £3,563               |                         |                         |
| £4,435               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £4,435               |                         |                         |
| £5,307               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £5,307               |                         |                         |
| £6,179               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £6,179               |                         |                         |
| £7,050               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,050               |                         |                         |
| £7,922               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £7,922               |                         |                         |
| £8,794               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £8,794               |                         |                         |
| £9,666               | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £9,666               |                         |                         |
| £10,538              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £10,538              |                         |                         |
| £11,410              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £11,410              |                         |                         |
| £12,282              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £12,282              |                         |                         |
| £13,154              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,154              |                         |                         |
| £13,993              | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | ⊗ | £13,993              |                         |                         |









MODEL 33

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

|         | 40 uph     | 70 uph     | 100 uph    | 130 uph     | 160 uph     | 190 uph     | 220 uph      | 250 uph      | Sales value psm |
|---------|------------|------------|------------|-------------|-------------|-------------|--------------|--------------|-----------------|
| £2,691  | 1,463,802  | 73,637     | 2,889,328  | - 4,840,638 | - 6,449,779 | - 8,433,957 | - 11,375,960 | - 13,813,006 | 2,691           |
| £3,563  | 2,671,104  | 2,055,838  | - 448,226  | - 1,777,015 | - 2,971,515 | - 4,288,388 | - 6,485,535  | - 8,465,183  | 3,563           |
| £4,435  | 3,878,405  | 4,019,253  | 1,961,344  | 1,257,906   | 484,260     | - 160,016   | - 1,598,153  | - 3,117,361  | 4,435           |
| £5,307  | 5,085,707  | 5,982,669  | 4,370,914  | 4,247,640   | 3,910,255   | 3,929,086   | 3,204,295    | 2,169,791    | 5,307           |
| £6,179  | 6,293,008  | 7,946,084  | 6,780,484  | 7,233,704   | 7,303,929   | 7,977,993   | 7,969,330    | 7,444,593    | 6,179           |
| £7,050  | 7,496,315  | 9,909,499  | 9,172,909  | 10,219,769  | 10,697,604  | 12,022,743  | 12,734,367   | 12,708,750   | 7,050           |
| £7,922  | 8,699,133  | 11,872,915 | 11,563,453 | 13,205,833  | 14,091,278  | 16,067,493  | 17,496,080   | 17,934,120   | 7,922           |
| £8,794  | 9,901,950  | 13,836,330 | 13,953,999 | 16,191,898  | 17,484,953  | 20,112,243  | 22,223,474   | 23,159,490   | 8,794           |
| £9,666  | 11,098,974 | 15,790,080 | 16,332,792 | 19,156,522  | 20,849,411  | 24,132,170  | 26,927,073   | 28,358,295   | 9,666           |
| £10,538 | 12,149,668 | 17,496,781 | 18,414,737 | 21,743,409  | 23,780,338  | 27,625,394  | 31,029,619   | 32,886,124   | 10,538          |
| £11,410 | 13,200,361 | 19,202,326 | 20,496,684 | 24,330,296  | 26,711,266  | 31,118,620  | 35,132,164   | 37,413,951   | 11,410          |
| £12,282 | 14,251,054 | 20,907,872 | 22,578,630 | 26,917,184  | 29,642,193  | 34,611,844  | 39,234,710   | 41,941,780   | 12,282          |
| £13,154 | 15,301,747 | 22,613,418 | 24,660,577 | 29,504,070  | 32,573,120  | 38,105,070  | 43,337,256   | 46,469,608   | 13,154          |
| £13,993 | 16,313,525 | 24,255,795 | 26,665,414 | 31,995,146  | 35,395,494  | 41,468,916  | 47,287,855   | 50,829,738   | 13,993          |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 70%              |
| % SO                    | 30%              |
| S106 (private)          | £15,000 per unit |
| S106 (affordable)       | £15,000 per unit |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £2,691          |                         |                         |
| £3,563          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £3,563          |                         |                         |
| £4,435          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £4,435          |                         |                         |
| £5,307          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £5,307          |                         |                         |
| £6,179          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £6,179          |                         |                         |
| £7,050          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,050          |                         |                         |
| £7,922          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,922          |                         |                         |
| £8,794          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £8,794          |                         |                         |
| £9,666          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £9,666          |                         |                         |
| £10,538         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £10,538         |                         |                         |
| £11,410         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £11,410         |                         |                         |
| £12,282         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £12,282         |                         |                         |
| £13,154         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,154         |                         |                         |
| £13,993         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,993         |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £2,691          |                         |                         |
| £3,563          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £3,563          |                         |                         |
| £4,435          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £4,435          |                         |                         |
| £5,307          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £5,307          |                         |                         |
| £6,179          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £6,179          |                         |                         |
| £7,050          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,050          |                         |                         |
| £7,922          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,922          |                         |                         |
| £8,794          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £8,794          |                         |                         |
| £9,666          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £9,666          |                         |                         |
| £10,538         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £10,538         |                         |                         |
| £11,410         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £11,410         |                         |                         |
| £12,282         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £12,282         |                         |                         |
| £13,154         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,154         |                         |                         |
| £13,993         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,993         |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £2,691          |                         |                         |
| £3,563          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £3,563          |                         |                         |
| £4,435          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £4,435          |                         |                         |
| £5,307          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £5,307          |                         |                         |
| £6,179          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £6,179          |                         |                         |
| £7,050          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,050          |                         |                         |
| £7,922          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,922          |                         |                         |
| £8,794          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £8,794          |                         |                         |
| £9,666          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £9,666          |                         |                         |
| £10,538         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £10,538         |                         |                         |
| £11,410         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £11,410         |                         |                         |
| £12,282         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £12,282         |                         |                         |
| £13,154         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,154         |                         |                         |
| £13,993         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,993         |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

|                       |               |               |               |               |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £2,691          |                         |                         |
| £3,563          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £3,563          |                         |                         |
| £4,435          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £4,435          |                         |                         |
| £5,307          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £5,307          |                         |                         |
| £6,179          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £6,179          |                         |                         |
| £7,050          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,050          |                         |                         |
| £7,922          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £7,922          |                         |                         |
| £8,794          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £8,794          |                         |                         |
| £9,666          | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £9,666          |                         |                         |
| £10,538         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £10,538         |                         |                         |
| £11,410         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £11,410         |                         |                         |
| £12,282         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £12,282         |                         |                         |
| £13,154         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,154         |                         |                         |
| £13,993         | ☹      | ☹      | ☹       | ☹       | ☹       | ☹       | ☹       | ☹       | £13,993         |                         |                         |



MODEL 34

Table with 9 columns: Density - units/ha -> (40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph) and Build costs -> (£1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm)

Table with 2 columns: Aff Hsg (50%), % SR (60%), % SO (40%), S106 (private) (£4,500 per unit), S106 (affordable) (£4,500 per unit), CSH (% uplift on Private) (5%), CSH (% uplift on AH) (11%), Grant (No), Developer's profit (20%)

Main data table for Offices with 10 columns: Sales value per sq m (£2,691 to £13,993) and Sales value per sm (£2,691 to £13,993)

RLVs less existing use value £22,794,353 per hectare £9,228,483 per acre Offices

Table with 9 columns: Density - units/ha -> (40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph) and Build costs -> (£1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm)

Main data table for Offices with 10 columns: Sales value per sq m (£2,691 to £13,993) and Sales value per sm (£2,691 to £13,993), Market value range 2011, Market value range 2007, and vertical arrows

RLVs less existing use value £27,002,840 per hectare £10,932,324 per acre Residential

Table with 9 columns: Density - units/ha -> (40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph) and Build costs -> (£1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm)

Main data table for Residential with 10 columns: Sales value per sq m (£2,691 to £13,993) and Sales value per sm (£2,691 to £13,993), Market value range 2011, Market value range 2007, and vertical arrows

RLVs less existing use value £4,544,800 per hectare £1,840,000 per acre Industrial / warehousing

Table with 9 columns: Density - units/ha -> (40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph) and Build costs -> (£1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm)

Main data table for Industrial / warehousing with 10 columns: Sales value per sq m (£2,691 to £13,993) and Sales value per sm (£2,691 to £13,993), Market value range 2011, Market value range 2007, and vertical arrows

RLVs less existing use value £2,000,000 per hectare £809,717 per acre Community space/buildings £700,000 infrastructure per ha

Table with 9 columns: Density - units/ha -> (40 uph, 70 uph, 100 uph, 130 uph, 160 uph, 190 uph, 220 uph, 250 uph) and Build costs -> (£1023 per sqm, £1346 per sqm, £1679 per sqm, £1787 per sqm, £1830 per sqm, £1884 per sqm, £1959 per sqm, £2013 per sqm)

Main data table for Community space/buildings with 10 columns: Sales value per sq m (£2,691 to £13,993) and Sales value per sm (£2,691 to £13,993), Market value range 2011, Market value range 2007, and vertical arrows

MODEL 34

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph     | 70 uph     | 100 uph    | 130 uph     | 160 uph     | 190 uph     | 220 uph     | 250 uph      |
|-----------------|------------|------------|------------|-------------|-------------|-------------|-------------|--------------|
| £2,691          | 1,686,308  | 498,862    | 2,200,688  | - 3,907,771 | - 5,239,654 | - 6,999,603 | - 9,707,282 | - 11,886,703 |
| £3,563          | 2,944,972  | 2,560,643  | 336,573    | - 711,745   | - 1,608,432 | - 2,671,729 | - 4,600,232 | - 6,300,214  |
| £4,435          | 4,203,636  | 4,608,651  | 2,850,405  | 2,430,625   | 1,982,414   | 1,617,720   | 479,312     | 729,340      |
| £5,307          | 5,462,299  | 6,656,659  | 5,364,236  | 5,545,630   | 5,539,499   | 5,867,316   | 5,468,343   | 4,781,054    |
| £6,179          | 6,715,969  | 8,704,666  | 7,866,256  | 8,660,635   | 9,082,171   | 10,089,648  | 10,444,445  | 10,291,447   |
| £7,050          | 7,969,494  | 10,752,673 | 10,359,667 | 11,775,641  | 12,624,842  | 14,311,980  | 15,420,547  | 15,753,976   |
| £7,922          | 9,223,020  | 12,800,682 | 12,853,079 | 14,890,647  | 16,167,514  | 18,534,312  | 20,357,690  | 21,211,860   |
| £8,794          | 10,476,546 | 14,844,224 | 15,346,490 | 17,993,317  | 19,691,643  | 22,744,636  | 25,293,368  | 26,669,744   |
| £9,666          | 11,722,348 | 16,871,089 | 17,824,231 | 21,070,235  | 23,188,528  | 26,912,399  | 30,197,318  | 32,092,209   |
| £10,538         | 12,773,040 | 18,576,634 | 19,906,178 | 23,657,122  | 26,119,455  | 30,405,623  | 34,299,863  | 36,620,036   |
| £11,410         | 13,823,733 | 20,282,180 | 21,988,124 | 26,244,009  | 29,050,382  | 33,898,848  | 38,402,409  | 41,147,865   |
| £12,282         | 14,874,427 | 21,987,726 | 24,070,070 | 28,830,896  | 31,981,310  | 37,392,073  | 42,504,955  | 45,675,692   |
| £13,154         | 15,925,119 | 23,693,271 | 26,152,017 | 31,417,783  | 34,912,237  | 40,885,298  | 46,607,501  | 50,201,078   |
| £13,993         | 16,936,897 | 25,335,648 | 28,156,854 | 33,908,860  | 37,734,611  | 44,249,145  | 50,558,100  | 54,545,581   |

|                         |                  |
|-------------------------|------------------|
| Aff Hsg                 | 50%              |
| % SR                    | 60%              |
| % SO                    | 40%              |
| S106 (private)          | £4,500 per unit  |
| S106 (affordable)       | £4,500 per unit  |
| CIL                     |                  |
| CSH (average unit cost) | £11,031 per unit |
| Grant                   | No               |
| Developer's profit      | 20%              |

**RLVs less existing use value** **£22,794,353 per hectare** **Offices**  
**£9,228,483 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £2,691          |                         |                         |
| £3,563          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £3,563          |                         |                         |
| £4,435          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £4,435          |                         |                         |
| £5,307          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £5,307          |                         |                         |
| £6,179          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £6,179          |                         |                         |
| £7,050          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,050          |                         |                         |
| £7,922          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,922          |                         |                         |
| £8,794          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £8,794          |                         |                         |
| £9,666          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £9,666          |                         |                         |
| £10,538         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £10,538         |                         |                         |
| £11,410         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £11,410         |                         |                         |
| £12,282         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £12,282         |                         |                         |
| £13,154         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,154         |                         |                         |
| £13,993         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,993         |                         |                         |

**RLVs less existing use value** **£27,002,840 per hectare** **Residential**  
**£10,932,324 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £2,691          |                         |                         |
| £3,563          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £3,563          |                         |                         |
| £4,435          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £4,435          |                         |                         |
| £5,307          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £5,307          |                         |                         |
| £6,179          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £6,179          |                         |                         |
| £7,050          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,050          |                         |                         |
| £7,922          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,922          |                         |                         |
| £8,794          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £8,794          |                         |                         |
| £9,666          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £9,666          |                         |                         |
| £10,538         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £10,538         |                         |                         |
| £11,410         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £11,410         |                         |                         |
| £12,282         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £12,282         |                         |                         |
| £13,154         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,154         |                         |                         |
| £13,993         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,993         |                         |                         |

**RLVs less existing use value** **£4,544,800 per hectare** **Industrial / warehousing**  
**£1,840,000 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £2,691          |                         |                         |
| £3,563          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £3,563          |                         |                         |
| £4,435          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £4,435          |                         |                         |
| £5,307          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £5,307          |                         |                         |
| £6,179          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £6,179          |                         |                         |
| £7,050          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,050          |                         |                         |
| £7,922          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,922          |                         |                         |
| £8,794          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £8,794          |                         |                         |
| £9,666          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £9,666          |                         |                         |
| £10,538         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £10,538         |                         |                         |
| £11,410         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £11,410         |                         |                         |
| £12,282         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £12,282         |                         |                         |
| £13,154         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,154         |                         |                         |
| £13,993         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,993         |                         |                         |

**RLVs less existing use value** **£2,000,000 per hectare** **Community space/buildings**  
**£809,717 per acre**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value psm | 40 uph | 70 uph | 100 uph | 130 uph | 160 uph | 190 uph | 220 uph | 250 uph | Sales value psm | Market value range 2011 | Market value range 2007 |
|-----------------|--------|--------|---------|---------|---------|---------|---------|---------|-----------------|-------------------------|-------------------------|
| £2,691          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £2,691          |                         |                         |
| £3,563          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £3,563          |                         |                         |
| £4,435          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £4,435          |                         |                         |
| £5,307          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £5,307          |                         |                         |
| £6,179          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £6,179          |                         |                         |
| £7,050          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,050          |                         |                         |
| £7,922          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £7,922          |                         |                         |
| £8,794          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £8,794          |                         |                         |
| £9,666          | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £9,666          |                         |                         |
| £10,538         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £10,538         |                         |                         |
| £11,410         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £11,410         |                         |                         |
| £12,282         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £12,282         |                         |                         |
| £13,154         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,154         |                         |                         |
| £13,993         | ⊗      | ⊗      | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | ⊗       | £13,993         |                         |                         |







MODEL 36

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sm | £2,691    | £3,563    | £4,435    | £5,307    | £6,179    | £7,050    | £7,922    | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993    |
|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|
|                    | 1,257,773 | 2,516,436 | 3,775,101 | 5,033,764 | 6,292,428 | 7,546,450 | 8,799,976 | 10,053,502 | 11,299,303 | 12,549,996 | 13,800,689 | 15,051,383 | 16,302,075 | 17,552,767 |

|                           |                  |
|---------------------------|------------------|
| Aff Hsg                   | 50%              |
| % SR                      | 60%              |
| % SO                      | 40%              |
| S106 (private)            | £15,000 per unit |
| S106 (affordable)         | £15,000 per unit |
| CSH (% uplift on Private) | 5%               |
| CSH (% uplift on AH)      | 11%              |
| Grant                     | No               |
| Developer's profit        | 20%              |

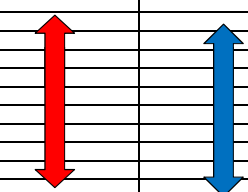
**RLVs less existing use value** **£22,794,353 per hectare**  
**£9,228,483 per acre** **Offices**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410   | £12,282   | £13,154   | £13,993   |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|-----------|-----------|-----------|
|                      | 21,536,580 | 20,277,917 | 19,019,252 | 17,760,589 | 16,501,925 | 15,247,903 | 13,994,377 | 12,740,851 | 11,486,325 | 10,232,800 | 8,979,274 | 7,725,748 | 6,472,222 | 5,218,696 |

Market value range 2011

Market value range 2007



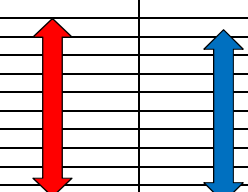
**RLVs less existing use value** **£27,002,840 per hectare**  
**£10,932,324 per acre** **Residential**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691     | £3,563     | £4,435     | £5,307     | £6,179     | £7,050     | £7,922     | £8,794     | £9,666     | £10,538    | £11,410    | £12,282    | £13,154    | £13,993   |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|
|                      | 25,745,067 | 24,486,404 | 23,227,739 | 21,969,076 | 20,710,412 | 19,456,390 | 18,202,864 | 16,949,338 | 15,703,537 | 14,452,844 | 13,202,151 | 12,002,457 | 10,802,763 | 9,603,069 |

Market value range 2011

Market value range 2007



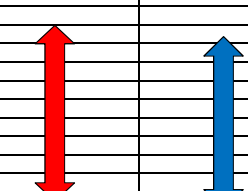
**RLVs less existing use value** **£4,544,800 per hectare**  
**£1,840,000 per acre** **Industrial / warehousing**

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691    | £3,563    | £4,435    | £5,307    | £6,179    | £7,050    | £7,922    | £8,794    | £9,666    | £10,538   | £11,410   | £12,282   | £13,154   | £13,993 |
|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|
|                      | 3,287,027 | 2,028,364 | 2,322,739 | 2,196,907 | 2,071,412 | 1,946,390 | 1,821,368 | 1,696,346 | 1,571,324 | 1,446,302 | 1,321,280 | 1,196,258 | 1,071,236 | 946,214 |

Market value range 2011

Market value range 2007



**RLVs less existing use value** **£2,000,000 per hectare**  
**£809,717 per acre** **Community space/buildings**  
£700,000 infrastructure per ha

| Density - units/ha -> | 40 uph        | 70 uph        | 100 uph       | 130 uph       | 160 uph       | 190 uph       | 220 uph       | 250 uph       |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Build costs ->        | £1023 per sqm | £1346 per sqm | £1679 per sqm | £1787 per sqm | £1830 per sqm | £1884 per sqm | £1959 per sqm | £2013 per sqm |

| Sales value per sq m | £2,691    | £3,563  | £4,435    | £5,307    | £6,179    | £7,050    | £7,922    | £8,794    | £9,666    | £10,538   | £11,410    | £12,282    | £13,154    | £13,993    |
|----------------------|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|
|                      | 1,442,227 | 183,564 | 1,075,101 | 2,333,764 | 3,592,428 | 4,846,450 | 6,099,976 | 7,353,502 | 8,599,303 | 9,845,104 | 11,090,905 | 12,336,706 | 13,582,507 | 14,828,308 |

Market value range 2011

Market value range 2007

