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Plan Viability & CIL Review Study  
Regulation 19 Stage

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Babergh & Mid Suffolk District Councils

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October 2020

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## Quality Assurance

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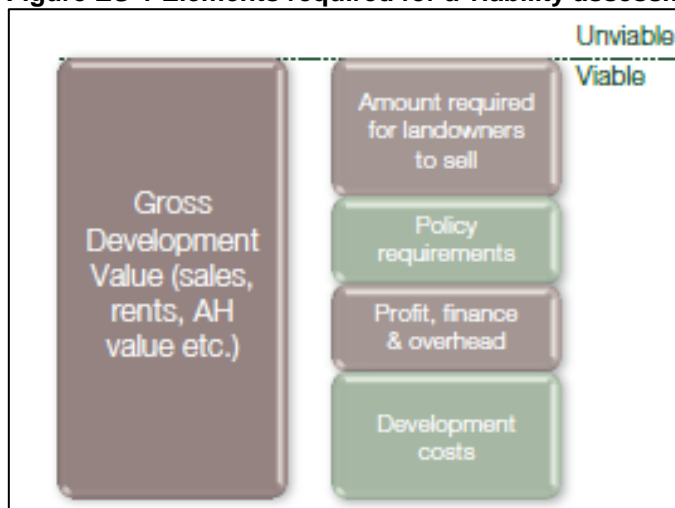
## Executive Summary

- ES 1 The main objective in this viability assessment is to provide Babergh District Council & Mid Suffolk District Council, (the 'Districts') with an evidence base to assist in identifying the viability impacts of emerging planning policies in its Joint Local Plan. This report builds on our previous Plan Viability & CIL Review report dated, June 2019 for Regulation 18 Stage.
- ES 2 The viability testing has been an evidenced based approach and followed best practice set out in the revised National Planning Policy Framework (NPPF), CIL Regulations and revised Planning Practice Guidance (PPG).

## Approach to Study

- ES 3 As best practice recommends that it is not appropriate to test every site planned, a typology approach has been undertaken. These typologies are based on the planned development identified in the Councils emerging Joint Local Plan, including greenfield and brownfield development and residential and commercial uses. Development appraisals have been undertaken to test the viability of proposed allocations against the Councils proposed policies. A bespoke viability model has been created in Microsoft Excel. The model calculates the Residual Land Value (RLV) for each scenario with results displayed in a series of tables. Figure ES-1 illustrates the principles of a RLV appraisal.

**Figure ES-1 Elements required for a viability assessment**



Source: Harman Report<sup>1</sup>

- ES 4 In order to advise on the ability of the proposed uses/scheme to support affordable housing and, other policy obligations. The residual land values in the appraisals have been assessed against

<sup>1</sup> Harman report, 2012, Viability Testing Local Plans, Advice for planning practitioners, page 30

suitable benchmark land value. The benchmark land values have been calculated on the Existing Use Value plus Premium method as recommended in the PPG.

How to interpret the viability appraisals

ES 5 The results of the appraisals are interpreted as follows:

- If the 'balance' is positive (i.e. the residual land values equals or exceeds the benchmark land value), then the policy is viable. We describe this as being 'viable for plan making purposes herein'.
- If the 'balance' is negative, then the policy is not viable for plan making purposes and the affordable housing targets should be reviewed.

ES 6 This is illustrated in Table ES-1 of a hypothetical appraisal. In this case the RLV at £1.528 million is £128,000 higher than the assumed threshold land value of £1.4 million meaning the balance is positive.

**Table ES- 1 Example Appraisal Viability Summary**

|                             |                    |                      |                |                  |
|-----------------------------|--------------------|----------------------|----------------|------------------|
| <b>RESIDUAL LAND VALUE</b>  |                    |                      |                |                  |
| Residual Land Value (gross) |                    |                      |                | 1,756,089        |
| SDLT                        | 1,756,089 @        | 5.0%                 |                | (87,804)         |
| Acquisition Agent fees      | 1,756,089 @        | 1.0%                 |                | (17,561)         |
| Acquisition Legal fees      | 1,756,089 @        | 0.5%                 |                | (8,780)          |
| Interest on Land            | 1,756,089 @        | 6.5%                 |                | (114,165)        |
| Residual Land Value (net)   | 190,975 per plot   |                      |                | <b>1,527,798</b> |
|                             | 6,684,114 £ per ha | 2,705,024 £ per acre |                |                  |
| <b>TRESHOLD LAND VALUE</b>  |                    |                      |                |                  |
| Residential Density         | 35 dph             |                      |                |                  |
| Site Area                   | 0.23 ha            | 0.56 acres           |                |                  |
|                             | density check      | 3,150 sqm/ha         | 13,722 sqft/ac |                  |
| Threshold Land Value        | 6,125,000 £ per ha | 2,478,754 £ per acre |                | <b>1,400,000</b> |
|                             | 175,000 £ per plot |                      |                |                  |
| <b>BALANCE</b>              |                    |                      |                |                  |
| Surplus/(Deficit)           | 559,114 £ per ha   | 226,271 £ per acre   |                | <b>127,798</b>   |

Source: AspinallVerdi

ES 7 In addition to the above, a series of sensitivity scenarios has been prepared for each of the typologies. Examples of the sensitivity results are set out in Tables ES- 2 and ES- 3. This is to assist in the analysis of the viability (and particularly the viability buffer); by examining the sensitivity of the appraisals to key variables such as affordable housing, TLV, profit, density and build rate. These sensitivity appraisals should be interpreted as follows:

- In each sensitivity table there are two variables, in the two examples in Tables ES- 2 and ES- 3, the variable across the top is the percentage of affordable housing. Down the left-hand side, we have assumed differing levels of profit in the first sensitivity output and differing TLV in the second sensitivity output. Each coloured cell represents the scheme



surplus/deficit for a given sensitivity scenario. In each sensitivity testing cell table, you will find the corresponding scheme surplus/deficit from the appraisal, which we have circled in red in for reference.

- The example in Table ES- 2 assumes 40% affordable housing, with 17.5% profit on market housing GDV and a TLV of £6.12m per hectare – this produces a surplus of £127,796 . This same surplus is circled in the sensitivity results in and Table ES- 3 because they represent the same assumption in the appraisal. The sensitivity testing in Table ES- 2 shows that when a higher profit margin is sought from 17.5% to 20% the scheme surplus reduces to £76,000 with 40% affordable housing. In the second scenario (and Table ES- 3) when TLV increases, but all other assumptions remain the same, viability becomes more marginal. At £8.625 million per net hectare TLV development is unviable even with 10% affordable housing because the scheme generated a deficit of £149,000 per net hectare.

**Table ES- 2 Example 1 of development appraisal sensitivity tables**

| Balance (RLV - TLV)    | 127,798 | AH - % on site |         |         |         |         |         |         |
|------------------------|---------|----------------|---------|---------|---------|---------|---------|---------|
|                        |         | 10%            | 15%     | 20%     | 25%     | 30%     | 35%     | 40%     |
| 15.0%                  |         | 498,580        | 439,429 | 380,278 | 321,128 | 301,082 | 240,540 | 179,998 |
| 16.0%                  |         | 467,980        | 410,529 | 353,078 | 335,525 | 276,722 | 217,920 | 159,118 |
| Profit (private sales) |         |                |         |         |         |         |         |         |
| 17.5%                  |         | 422,080        | 367,179 | 312,278 | 296,375 | 240,182 | 183,990 | 127,796 |
| 18.0%                  |         | 406,780        | 352,729 | 338,647 | 283,325 | 228,002 | 172,680 | 117,358 |
| 19.0%                  |         | 376,180        | 323,829 | 310,807 | 257,225 | 203,642 | 150,060 | 96,478  |
| 20.0%                  |         | 345,580        | 334,810 | 282,967 | 231,125 | 179,282 | 127,440 | 75,598  |

Source: AspinallVerdi

**Table ES- 3 Example 2 of development appraisal sensitivity tables**

| Balance (RLV - TLV) | 127,798 | AH - % on site |           |           |           |           |           |           |
|---------------------|---------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |         | 10%            | 15%       | 20%       | 25%       | 30%       | 35%       | 40%       |
| 4,125,000           |         | 879,222        | 824,322   | 769,421   | 753,518   | 697,325   | 641,133   | 584,940   |
| 4,625,000           |         | 764,937        | 710,036   | 655,135   | 639,232   | 583,040   | 526,847   | 470,655   |
| TLV (per ha)        |         |                |           |           |           |           |           |           |
| 5,125,000           |         | 650,651        | 595,750   | 540,850   | 524,946   | 468,754   | 412,561   | 356,369   |
| 5,625,000           |         | 536,365        | 481,465   | 426,564   | 410,661   | 354,468   | 298,276   | 242,083   |
| 6,125,000           |         | 422,080        | 367,179   | 312,278   | 296,375   | 240,182   | 183,990   | 127,796   |
| 6,625,000           |         | 307,794        | 252,893   | 197,993   | 182,089   | 125,897   | 69,704    | 15,312    |
| 7,125,000           |         | 193,508        | 138,607   | 83,707    | 67,803    | 11,611    | (44,581)  | (100,774) |
| 7,625,000           |         | 79,222         | 24,322    | (30,579)  | (46,482)  | (102,675) | (158,867) | (215,060) |
| 8,125,000           |         | (35,063)       | (89,964)  | (144,865) | (160,768) | (216,960) | (273,153) | (329,345) |
| 8,625,000           |         | (149,349)      | (204,250) | (259,150) | (275,054) | (331,246) | (387,439) | (443,631) |

Source: AspinallVerdi

ES 8 As you can see from the above, the typologies are very sensitive to small changes to key inputs and particularly affordable housing, TLV and profit.

ES 9 In making the recommendations regard is made to the appraisal results and sensitivities ‘in the round’. Therefore, if one particular scheme is not viable, whereas other similar typologies are highly viable, regard is made to the viable schemes in forming policy and cross checking the viability of the outlying scheme against the sensitivity tables (e.g. a small reduction in profit, or a small reduction in TLV which is within the margins of the ‘viability buffer’).

Typologies

ES 10 Based on our analysis of the type of development coming forward in the emerging Joint Local Plan we have devised the typologies set out in Table ES- 4.

**Table ES- 4 Generic scenarios**

| No. of dwellings                 | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha |
|----------------------------------|-----------|--------------------|--------------|---------|------------------|
| <b>Greenfield</b>                |           |                    |              |         |                  |
| 8 – rural & policy off scenarios | 20        | 0.4                | 90%          | 22      | 0.36             |
| 8 – low density                  | 8         | 1                  | 90%          | 9       | 0.90             |
| 15                               | 15        | 1                  | 90%          | 17      | 0.90             |
| 30                               | 16        | 1.9                | 80%          | 20      | 1.52             |
| 50                               | 18        | 2.8                | 80%          | 22      | 2.24             |
| 85                               | 18        | 4.7                | 80%          | 23      | 3.76             |
| 150                              | 18        | 8.3                | 70%          | 26      | 5.81             |
| 250                              | 18        | 13.9               | 70%          | 26      | 9.73             |
| <b>Brownfield</b>                |           |                    |              |         |                  |
| 8 - policy off scenarios         | 20        | 0.4                | 90%          | 22      | 0.36             |
| 8 – low density                  | 11        | 0.7                | 90%          | 13      | 0.63             |
| 15                               | 20        | 0.8                | 90%          | 21      | 0.72             |
| 40                               | 18        | 2.2                | 80%          | 23      | 1.76             |
| 40 (flats)                       | 70        | 0.6                | 80%          | 83      | 0.48             |
| 50                               | 20        | 2.5                | 80%          | 25      | 2.00             |
| 50 (flats)                       | 70        | 0.7                | 80%          | 89      | 0.56             |
| 70                               | 35        | 2                  | 80%          | 44      | 1.60             |
| <b>Greenfield – Large Sites</b>  |           |                    |              |         |                  |
| 350                              | 20        | 18                 | 70%          | 28      | 12.50            |
| 600                              | 24        | 25                 | 70%          | 34      | 18               |
| 1,000                            | 22        | 45                 | 65%          | 34      | 30               |

Source: AspinallVerdi, October 2020

ES 11 Some of the generic typologies above are based on a specific sites size and density. This is the case where a site is an outlier and cannot be grouped with other due to its number of units and/or

density. Though the number of units and density are site specific all other value and cost assumptions are not site specific and are consistent with our other testing.

ES 12 In addition to regular residential testing, we have also tested two elderly accommodation scenarios as follows

- Brownfield, 50 unit, 100dph Over 55 flatted accommodation scenario
- Greenfield, 50 unit, 100dph Extra care flatted accommodation scenario

ES 13 Based on the planned growth non-residential testing has also been undertaken of the following scenarios:

- Convenience retail budget - 2,000 sqm
- Convenience retail express - 350 sqm
- Comparison retail (town centre) - smaller format - 500 sqm
- Comparison retail (town centre) - larger format - 1,000 sqm
- Office – 500 sqm
- Industrial unit - 1,000 sqm

## Results of viability testing

### Residential

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ES 14 The analysis shows that that the Districts draft policies are viable with a 35% affordable housing contribution and the current indexed linked CIL of £143.29 psm. There is scope for the Districts to increase their current residential CIL charges to £200 psm and still maintain viable development. There is also a viability surplus to fund S.106 up to £10,100 per dwelling

ES 15 In general terms brownfield development is less viable than greenfield development. The results show that the Districts draft policies are generally viable with the lower S106 ask of £1,500 per dwelling, current indexed linked CIL of £143.29 psm and 35% affordable housing. But once the S106 increases then the current indexed linked CIL of £143.29 psm and 35% affordable housing is unviable. A reduced affordable housing ask of 15% enables viable development with the enhanced S106 costs, whilst also leaving a 30% viability buffer.

ES 16 Brownfield flatted development is unviable with a S106 cost of £1,500 per dwelling. The results show that the Districts draft policies are unviable with the current indexed linked CIL of £143.29 psm and 35% affordable housing. Even reducing affordable housing does not make these typologies viable. An increase in the cost of the S106 obligation would only make viability worse, given the unviable nature with the lower sum we have not tested the higher sum for this reason.

The unviable nature of development is not a concern as this type of development only forms a small element of the overall planned growth.

- ES 17 The greenfield rural exception scenario testing shows that development is not viable with 100% affordable housing and will require an element of market housing to cross-fund development. The appraisal results show that development starts to become marginally viable with 30% market housing. This is with a S106 contribution of £1,500 per dwelling
- ES 18 The results of our testing show that elderly accommodation development is unviable in the Districts on both greenfield and brownfield sites even with a 0% affordable housing contribution. Therefore, again the Councils will need to take a flexible approach with policy on these types of development.

### Non-residential testing

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- ES 19 Retail and office development are unviable and industrial development marginally viable. We therefore recommend that the Districts should not seek anything too onerous in terms of policy to help ensure viable development.
- ES 20 Again, due to the mixed viability picture of non-residential uses, we recommend that the Council seek Section 106 obligations on a scheme by scheme basis, subject to viability.

## Recommendations

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- ES 21 We have found that the emerging Joint Local Plan is generally viable. The bulk of generic typologies, representing most of the sites and proposed units in the Districts can viably provide their affordable housing target i.e. 35%. In addition, the scenarios show a viability surplus which can be used to fund section 106 contributions where appropriate.
- ES 22 A number of scenarios, including flatted, elderly and most commercial scenarios, are unviable. The allocations covered by these generic typologies do not constitute the bulk of development thus do not impact the overall viability of the plan. For these sites the Councils should take a flexible approach in terms of policy asks.
- ES 23 Our analysis has also shown that there is scope to increase the residential CIL charge for greenfield development to £200 psm but there is a need to reduce it on brownfield sites. Table ES- 5 sets out what the proposed new CIL rates would look like. As demonstrated in this report the CIL rates contain sufficient buffers to absorb changes in the market.

**Table ES- 5 Proposed new CIL rates**

| Use                                                                                                          | Affordable housing | CIL £ psm |
|--------------------------------------------------------------------------------------------------------------|--------------------|-----------|
| Greenfield development – residential                                                                         | 35%                | £200      |
| Greenfield smaller sites (9 dwellings or fewer) which trigger affordable housing                             | 35%                | £80       |
| Greenfield smaller sites (9 dwellings or fewer) which don't trigger affordable housing                       | N/a                | £200      |
| Brownfield housing development                                                                               | 20% /15%           | £10 / £45 |
| Brownfield flats development & smaller housing sites (9 dwellings or fewer) which trigger affordable housing | 0%                 | £0        |
| Brownfield smaller housing sites (9 dwellings or fewer) which don't trigger affordable housing               | N/a                | £90       |
| Elderly accommodation (includes age restricted and sheltered but not general needs housing adapted).         | 0%                 | £0        |
| All other uses                                                                                               | 0%                 | £0        |

Source: AspinallVerdi, October 2020

# 1 Introduction

---

1.1 The main objective in this viability assessment is to provide Babergh District Council & Mid Suffolk District Council, (the 'Districts') with an evidence base to assist in identifying the viability impacts of emerging planning policies in its Joint Local Plan. This report builds on our previous Plan Viability & CIL Review report dated, June 2019 for Regulation 18 Stage.

1.2 The draft Joint Local Plan sets out the vision for Babergh & Mid-Suffolk District Councils as follows:

- *'Enabling sustainable economic growth;*
- *Enhancing and protecting the environment;*
- *Delivering appropriate housing; and*
- *Supporting strong and healthy communities & delivering Infrastructure.*<sup>2</sup>

1.3 To achieve the vision the draft Local Plan sets out the following objectives:<sup>3</sup>

- **Housing:**
  - Delivery of the right types of homes, of the right tenure in the right place meeting need.
- **Economy:**
  - Encourage the development of employment sites and other business growth, of the right type, in the right place and encourage investment in infrastructure, skills and innovation in order to increase productivity.
  - To encourage inward investment to the Districts by supporting infrastructure improvements that will enable the continued growth of The Port of Felixstowe and strengthen the Districts' links to The Port of Felixstowe and the rest of the UK.
- **Environment:**
  - To protect and enhance environmental assets (including designated sites, landscapes, heritage, biodiversity net gains, green spaces, air and water quality, and river corridors) for current and future generations.
  - Ensure new development avoids areas of flood risk and reduces future flood risk.
  - To reduce the drivers of climate change as much as possible from a social, economic and environmental perspective, with the ambition to be carbon neutral by 2030.
- **Healthy Communities & Infrastructure**

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<sup>2</sup> Babergh District Council & Mid Suffolk District Council, Joint Local Plan, Paragraph 03.01

<sup>3</sup> Babergh District Council & Mid Suffolk District Council, Joint Local Plan, Paragraph 03.03

- To enable all communities to thrive, grow, be healthy, active and self-sufficient through supporting the provision of the necessary infrastructure, and encouraging more sustainable travel.
- To support communities to deliver plans and projects at the district and neighbourhood levels, specifically providing opportunities for the District Councils supporting communities on the development on neighbourhood plans.
- To work with the communities of Hadleigh and Sudbury in Babergh and Eye, Needham Market and Stowmarket in Mid Suffolk in the development of a vision and strategy for these towns.

1.4 The viability assessment is based on the ‘viability standards’ outlined in the revised National Planning Policy Framework (NPPF), Planning Practice Guidance (PPG), the Local Housing Delivery Group publication ‘Viability Testing Local Plans’, 2012; the Royal Institution of Chartered Surveyors (RICS) ‘Financial Viability in Planning 1st Edition’, 2012.; and the RICS Financial viability in planning: conduct and reporting. 1st Edition, May 2019.

1.5 The remainder of this report is structured as follows:

|                                              |                                                                                                                                                                                                                                                                                              |
|----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Section 2 – National Planning Policy Context | This section sets out the statutory requirements for the Local Plan and CIL viability including the NPPF, CIL Regulations and PPG.                                                                                                                                                           |
| Section 3 – Methodology                      | This section sets out our methodology to establish the viability of the various land uses and development typologies used in the testing. We also set out the professional guidance used when undertaking the economic viability appraisals and some important principles of land economics. |
| Section 4 – Local Plan Context               | This section sets out the details of the emerging planning policies of the Joint Local Plan and their associated costs. In addition, we set out details of the existing Community Infrastructure Charging Schedules.                                                                         |
| Section 5 – Developing viability scenarios   | This section sets out each of the scenarios that we have used in the viability testing and how they have been devised.                                                                                                                                                                       |
| Section 6 – Appraisal inputs & assumptions   | This section sets out our viability inputs and assumptions that have been used in the development appraisals. Also, the assessment of greenfield and brownfield land values that have been used in the viability testing.                                                                    |

- Section 7 – Viability testing results This section sets out our viability testing results across all the scenarios.
- Section 8 –Recommendations In the final section we set our policy recommendations based on our evidence gathered and the results of our viability testing.

## Declaration

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- 1.6 In accordance with Royal Institution of Chartered Surveyors (RICS) Financial viability in planning: conduct and reporting 1st edition, May 2019 we declare the following:

### Objectivity, impartiality and reasonableness

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- 1.7 We can confirm that we have undertaken our financial viability assessment with objectivity, impartiality and without interference. In doing so we have made reference to all appropriate sources of information to form our conclusions and recommendations.

### Conflict of interests

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- 1.8 We confirm that we have undertaken a conflict of interest check in relation to this instruction and we are not aware of any deemed conflicts in relation to this instruction. We confirm that we are currently acting on behalf of the Districts for site specific Section 106 assessments.

### Not formal valuations

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- 1.9 This report and the accompanying appraisals have been prepared in line with RICS valuation guidance. However, it is first and foremost a supporting document to support the delivery of the Joint Local Plan. The appraisals are not a formal ‘Red Book’ (RICS Valuation, Global Standards 2017) valuation and should not be relied upon as such.

## Impact of Covid-19

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- 1.10 Since our June 2019 study we have seen the emergence of the global pandemic caused by Covid-19. As a result of the global pandemic the UK entered a period of ‘lockdown’ with the government advising that to ‘unnecessary social contact’ should be avoided - this resulted in households self isolating. As a result of the government measures, people were encouraged to work from homes. Furthermore, the government introduced various initiatives such as the furlough scheme and the Coronavirus Act to help support businesses.



- 1.11 At the time of writing (August/September 2020) there has been an easing of social distancing measures. But depending on the number of new cases reported, areas are subject to potential 'local lockdowns.'
- 1.12 During the last few months we are starting to see a number of indicators as to the effect of the global pandemic has had on the UK economy. What is currently unclear is whether these are 'short-term shock' or more of a 'long-term structural' change.
- 1.13 Due to these significant uncertainties, when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is a larger 'viability buffer' than would usually be assumed. In essence a degree of caution should be taken when imposing onerous planning policies and more surplus should be left as the profitability and viability of development is likely to reduce.

## MHCLG – planning system reform consultations

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- 1.14 On the 06 August 2020, the government opened two consultations where they have suggested major changes to the UK planning system in the coming years. The two consultations are due to close in October and we currently do not know when any changes are likely to be implemented.
- 1.15 The first proposes changes to our current system to speed up housing delivery in the short term. The second looks longer-term and proposes a complete overhaul to the existing system. We summarise both these White Paper documents as follows:

### Changes to the current planning system consultation<sup>4</sup>

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- 1.16 This document outlines several changes to the existing planning system. The four main points are listed below.
- changes to the standard method for assessing local housing need.
  - securing of 'First Homes' through developer contributions in the short term until the transition to a new system.
  - supporting small and medium-sized builders by temporarily lifting the small sites threshold below which developers do not need to contribute to affordable housing.
  - extending the current Permission in Principle to major development.
- 1.17 The potential change with the greatest impact on this viability study would be the increase in the threshold for small sites which need to contribute towards affordable housing:

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<sup>4</sup> MHCLG, Changes to the current planning system consultation, August 2020

## Planning for the future consultation<sup>5</sup>

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- 1.18 This document outlines considerable long-term changes to the UK planning system. The outcome of this consultation will likely mean changes to primary legislation rather than just the NPPF.
- 1.19 A number of significant changes are proposed not least including the way local authorities' evidence and create local plans. Amongst other things, the way viability is considered in the planning system will be transformed with proposals including the removal of Section 106 agreements and community infrastructure levy (CIL). These would be replaced with a single consolidated 'Infrastructure Levy' which would include all planning gain developer contributions – including affordable housing.
- 1.20 These changes could have a significant impact on the Babergh District Council & Mid Suffolk District Council Local Plan and this viability assessment. We don't know what future plans may look like under the new system but it is likely that viability assessments such as this will change considerably.

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<sup>5</sup> MHCLG, Planning for the Future – White Paper, August 2020

## 2 National planning policy context

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- 2.1 Our economic viability appraisal has been carried out having regard to the NPPF, PPG on viability and CIL Regulations. We set out the pertinent points of these documents as follows:

### National Planning Policy Framework (NPPF) (February 2019)

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- 2.2 The NPPF sets out the Government's planning policies for England and how these are expected to be applied. It was first published on 27 March 2012 and the Ministry of Housing, Communities & Local Government (MHCLG) issued a revised version in July 2018 which was updated again in February 2019 to reflect the introduction of the standard method for assessing local housing need.

### Plans should be deliverable

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- 2.3 The NPPF requires local plans to be deliverable, paragraph 16 of the revised NPPF states: *'Plans should:*
- a) be prepared with the objective of contributing to the achievement of sustainable development;*
  - b) be prepared positively, in a way that is aspirational but deliverable;*
  - c) be shaped by early, proportionate and effective engagement between planmakers and communities, local organisations, businesses, infrastructure providers and operators and statutory consultees;*
  - d) contain policies that are clearly written and unambiguous, so it is evident how a decision maker should react to development proposals;*
  - e) be accessible through the use of digital tools to assist public involvement and policy presentation; and*
  - f) serve a clear purpose, avoiding unnecessary duplication of policies that apply to a particular area (including policies in this Framework, where relevant).'*<sup>6</sup>

### Planning contribution/obligations

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- 2.4 The setting of development contributions should not place the delivery of the plan at risk:
- 'Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure*

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<sup>6</sup> MHCLG, February 2019, National Planning Policy Framework, paragraph 16

*(such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.*<sup>7</sup>

- 2.5 The NPPF states that planning obligations must only be sought where they meet all of the following tests:

*'a) necessary to make the development acceptable in planning terms;*

*b) directly related to the development; and*

*c) fairly and reasonably related in scale and kind to the development.*<sup>8</sup>

## Affordable housing

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- 2.6 The NPPF sets a 10 units threshold for seeking affordable housing contributions, except in designated rural areas:

*'Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer).*<sup>9</sup>

- 2.7 The NPPF defines major development as follows:

*'For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m<sup>2</sup> or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.'*<sup>10</sup>

- 2.8 Where affordable housing is sought, local planning authorities should seek at least 10% provision where there is identified need:

*'Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:*

*a) provides solely for Build to Rent homes;*

*b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);*

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<sup>7</sup> Ibid, paragraph 34

<sup>8</sup> Ibid, paragraph 56

<sup>9</sup> Ibid, paragraph 63

<sup>10</sup> Ibid, page 68

- c) is proposed to be developed by people who wish to build or commission their own homes; or  
d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.’<sup>11</sup>

### Vacant building credit

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- 2.9 The NPPF allows for affordable housing obligations to be reduced if there are any existing buildings on site:

*‘To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.’<sup>12</sup>*

### Planning Practice Guidance (PPG) Viability

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- 2.10 Alongside the NPPF, updates to the PPG 'Viability and plan-making' were also applied. The guidance is now much more prescriptive on the methodology to determine the land value and as such Chapter 3 details our approach to land value taking into account those revisions.

### Viability to be resolved at planning making stage

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- 2.11 The PPG builds on the NPPF in that viability matters should be resolved at the plan making stage rather than decision-making stage, thus placing further weight on viability assessments early in the process:

*‘Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.’<sup>13</sup>*

### Setting of policy requirements for contributions

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- 2.12 The PPG explains that Plans should set out the contributions expected from development. The contributions should *‘include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure).’<sup>14</sup>*
- 2.13 When setting policies these will need to be informed through evidence, based on the infrastructure and affordable housing need for the area. There is also a need for clarity of policy requirements so that these can be reflected in the land value:

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<sup>11</sup> Ibid, paragraph 64

<sup>12</sup> Ibid, paragraph 63

<sup>13</sup> MHCLG, 09 May 2019, Planning Practice Guidance, Paragraph: 002 Reference ID: 10-002-20190509

<sup>14</sup> Ibid, Paragraph: 001 Reference ID: 10-001-20190509

*‘These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106. Policy requirements should be clear so that they can be accurately accounted for in the price paid for land. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range. Different requirements may be set for different types or location of site or types of development.’<sup>15</sup>*

2.14 In setting planning policy requirements local authorities need to have regard to the impact these have on development viability: *‘The role for viability assessment is primarily at the plan making stage. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and that the total cumulative cost of all relevant policies will not undermine deliverability of the plan.’<sup>16</sup>*

2.15 The PPG also places an emphasis on addressing education requirements when considering viability at plan-making stage:

*‘When considering viability it is recommended that plan makers and local authorities for education work collaboratively to identify which schools are likely to expand, and where new schools will be needed as a result of planned growth.*

*It is important that costs and land requirements for education provision are known to inform site typologies and site-specific viability assessments, with an initial assumption that development will provide both funding for construction and land for new schools required onsite, commensurate with the level of education need generated by the development.’<sup>17</sup>*

2.16 Ultimately the PPG is clear that total cumulative costs of policies should not render development unviable:

*‘The total cumulative cost of all relevant policies should not be of a scale that will make development unviable. Local planning authorities should set out future spending priorities for developer contributions in an Infrastructure Funding Statement.’<sup>18</sup>*

## Need for engagement

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2.17 The PPG places a greater emphasis on engagement at plan-making stage, from both plan makers and stakeholders:

<sup>15</sup>Ibid, Paragraph: 001 Reference ID: 10-001-20190509

<sup>16</sup> Ibid, Paragraph: 002 Reference ID: 10-002-20180724

<sup>17</sup>Ibid, Paragraph: 029 Reference ID: 10-029-20190509

<sup>18</sup> Ibid

*'Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*

*It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.'*<sup>19</sup>

## PPG for CIL

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2.18 There is a separate section of the PPG for CIL. The CIL PPG was first published in June 2014 and last updated in September 2019. The PPG is intended to provide clarity on the CIL Statutory Regulations which were first introduced in April 2010 and amended in February 2011, November 2012, April 2013, February 2014, and March 2015.<sup>20</sup> The Regulations have never been consolidated.

2.19 The PPG requires that *'charging authorities should think strategically in their use of the levy to ensure that key infrastructure priorities are delivered to facilitate growth and the economic benefit of the wider area'*.<sup>21</sup> Also, *'when deciding the levy rates, an authority must strike an **appropriate balance** between additional investment to support development and the potential effect on the viability of developments.'*<sup>22</sup> (our emphasis)

2.20 In this respect, CIL Regulation 14 requires that -

A charging authority must strike what appears to the charging authority to be an *appropriate balance* between —

*(a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*

*(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*<sup>23</sup>

<sup>19</sup> Ibid, Paragraph: 006 Reference ID: 10-006-20190509

<sup>20</sup> <https://www.local.gov.uk/pas/pas-topics/infrastructure/cil-regulations-and-dclg-documents>

<sup>21</sup> MHCLG, 01 September 2019, PPG CIL, Paragraph: 012 Reference ID: 25-012-20190901

<sup>22</sup> Ibid, Paragraph: 010 Reference ID: 25-010-20190901

<sup>23</sup> The Community Infrastructure Levy Regulations 2010, 6 April 2010 under section 222(2)(b) of the Planning Act 2008 Regulation 14

2.21 Paragraph 019 of the CIL guidance state that, ‘a charging authority should be able to explain how their proposed levy rate or rates will contribute towards new infrastructure to support development across their area. Charging authorities will need to summarise their viability assessment. Viability assessments should be **proportionate, simple, transparent** and publicly available in accordance with the viability guidance... This evidence should ... [show] the potential effects of the proposed levy rate or rates on the economic viability of development across the authority’s area.’<sup>24</sup> – hence this report.

2.22 Paragraph 020 states that, ‘a charging authority must use ‘**appropriate available evidence**’ (as defined in the section 211(7A) of the Planning Act 2008) to inform the preparation of their draft charging schedule. It is recognised that the available data is **unlikely to be fully comprehensive**. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by ‘**appropriate available**’ evidence and consistent with that evidence across their area as a whole.’<sup>25</sup> (our emphasis)

‘In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in line with planning practice guidance on viability. This will require support from local developers’<sup>26</sup>.

‘Charging authorities that decide to set **differential rates** may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their differential rates. ..Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use.’<sup>27</sup> (our emphasis)

‘A charging authority’s proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be **appropriate to ensure that a ‘buffer’ or margin is included**, so that the levy rate is able to support development when economic circumstances adjust.’<sup>28</sup> (our emphasis)

2.23 Paragraph 022 confirms that ‘the regulations allow charging authorities to apply **differential rates** in a flexible way, to help ensure the viability of development is not put at risk’. And, ‘differential rates should not be used as a means to deliver policy objectives.’

‘Differential rates may be appropriate in relation to -

- geographical zones within the charging authority’s boundary
- **types** of development; and/or

<sup>24</sup> MHCLG, 01 September 2019, PPG CIL, Paragraph: 019 Reference ID: 25-019-20190901

<sup>25</sup> Ibid, Paragraph: 020 Reference ID: 25-020-20190901

<sup>26</sup> Ibid

<sup>27</sup> Ibid

<sup>28</sup> Ibid



- *scales of development.*<sup>29</sup> (our emphasis)

2.24 It is important to note that the CIL Regulations refer to ‘use’ here rather than ‘type’ of development. Regulation 13 states that –

*‘A charging authority may set differential rates—*

*(a) for different zones in which development would be situated [2010 Regulations];*

*(b) by reference to different intended **uses** of development [2010 Regulations];*

*(c) by reference to the intended gross internal area of development [2014 Regulations];*

*(d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission [2014 Regulations].’<sup>30</sup>*

2.25 This is important because development on brownfield land could be considered a ‘type’ of development, but it is not a ‘use’. Paragraph: 023<sup>31</sup> refers to ‘How can rates be set by type of use?’ This states that ‘the definition of ‘use’ for this purpose is not tied to the classes of development in the Town and Country Planning Act (Use Classes) Order 1987’.

2.26 The PPG also acknowledges that different existing land uses will result in a different uplift in values, and need to be considered when setting different CIL rates: ‘the uplift in land value that development creates is affected by the existing use of land and proposed use. For example, viability may be different if high value uses are created on land in an existing low value area compared to the creation of lower value uses or development on land already in a higher value area. Charging authorities can take these factors into account in the evidence used to set differential levy rates, in order to optimise the funding received through the levy’<sup>32</sup>.

2.27 PPG Paragraph 022 goes on, ‘a charging authority that plans to set differential rates should seek to **avoid undue complexity**. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities may wish to consider how any differential rates appropriately reflect the viability of the size, type and tenure of housing needed for different groups in the community, including accessible and adaptable housing, as set out in the National Planning Policy Framework. Charging authorities should consider the views of developers at an early stage’.<sup>33</sup> (our emphasis)

*‘If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy*

<sup>29</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

<sup>30</sup> The Community Infrastructure Levy Regulations 2010 and (Amendment) Regulations 2014

<sup>31</sup> MHCLG, 01 September 2019, PPG CIL, Paragraph: 023 Reference ID: 25-023-2019090

<sup>32</sup> Ibid, Paragraph: 025 Reference ID: 25-025-2019090

<sup>33</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

*rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development’.*<sup>34</sup>

## Striking the appropriate balance

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2.28 When setting a CIL rate, charging authorities should set it at a level which does not threaten the ability to viably develop the sites and scale of development identified in the relevant Plan. They need to draw on the infrastructure planning evidence that underpins the development strategy for their area:

*‘a charging authority must strike what appears to the charging authority to be an appropriate balance between:*

*(a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*

*(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.’*<sup>35</sup>

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

2.30 In other words, the ‘appropriate balance’ is the level of CIL which maximises the delivery of development in the area. If the CIL charging rate is above this appropriate level, there will be less development than planned, because CIL will make too many potential developments unviable. Conversely, if the charging rates are below the appropriate level, development will also be compromised, because it will be constrained by insufficient infrastructure.

2.31 The CIL guidance requires viability assessments to be proportionate, simple, transparent and publicly available as well as being an area-based approach, involving broad tests of viability across the area in order to underpin the charge, all of this being in accordance with viability guidance.

## The setting of different rates

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2.32 It is important to note that the CIL Regulations refer to ‘use’ here rather than ‘type’ of development. Regulation 13 states that: ‘A charging authority may set differential rates:

*(a) for different zones in which development would be situated;*

<sup>34</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

<sup>35</sup> CIL Regulations, 6 April 2010, under section 222(2)(b) of the Planning Act 2008 Regulation 14

*(b) by reference to different intended uses of development.*

*(c) by reference to the intended gross internal area of development;*

*(d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.’<sup>36</sup>*

- 2.33 Ultimately the ‘*proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a ‘buffer’ or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.*’<sup>37</sup>
- 2.34 In considering a suitable buffer, research indicates that the ‘*viability buffers (typically set at around 30%) have been introduced to try and account for instances where developers have paid for land before CIL was introduced.*’<sup>38</sup>
- 2.35 The same research highlights though that ‘*CIL is a relatively minor development cost, around 2% of total market value on average compared with the impact of s106 costs prior to the introduction of CIL. Viability modelling shows that the introduction of CIL has limited impact on development viability and does not make, on its own, a viable scheme unviable.*’<sup>39</sup>

### Other developer contributions

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- 2.36 The PPG acknowledges that infrastructure can be funded in a number of ways i.e. CIL, Section 106, and Section 278. But local authorities need to be clear of their ‘*infrastructure needs and what developers will be expected to pay for through which route.*
- Authorities can choose to use funding from different routes to fund the same infrastructure. Authorities should set out in infrastructure funding statements which infrastructure they expect to fund through the levy and through planning obligations (see regulation 121A).*’<sup>40</sup>
- 2.37 Because the levy is intended to provide infrastructure to support development across the area it is acknowledged that there might be a need for some site-specific mitigation, which could be captured outside CIL through a Section 106 Obligation.

<sup>36</sup> CIL Regulations amendment, 23rd February 2014, under section 222(2)(b) of the Planning Act 2008 Regulation 13

<sup>37</sup> MHCLG, 01 September 2019, PPG,; Paragraph: 020 Reference ID: 25-020-20190901

<sup>38</sup> CIL Review Team, October 2016, A New Approach To Developer Contributions, Page 54

<sup>39</sup> Ibid

<sup>40</sup> MHCLG, 01 September 2019, PPG, Paragraph: 169 Reference ID: 25-169-20190901

## Can the levy be paid ‘in kind’ rather than in cash?

- 2.38 The charging authority can accept *‘land and/or infrastructure to be provided, instead of money, to satisfy a charge arising from the levy.’*<sup>41</sup>
- 2.39 Such an agreement is subject to the Charging Authority discretion. If a Charging Authority wished to adopt this approach *‘of accepting infrastructure payments, they must publish a policy document which sets out conditions in detail. This document should confirm that the authority will accept infrastructure payments and set out the infrastructure projects, or types of infrastructure, they will consider accepting as payment (this list may be the same list provided for the purposes of regulation 123).’*<sup>42</sup>

## PPG for housing for older & disabled people

- 2.40 There is a separate section of the PPG to help guide Districts in preparing policies on housing for older and disabled people (published 26 June 2019). The PPG recognises the necessity to plan for the housing needs of disabled people:

*‘The provision of appropriate housing for people with disabilities, including specialist and supported housing, is crucial in helping them to live safe and independent lives. Unsuitable or unadapted housing can have a negative impact on disabled people and their carers. It can lead to mobility problems inside and outside the home, poorer mental health and a lack of employment opportunities. Providing suitable housing can enable disabled people to live more independently and safely, with greater choice and control over their lives. Without accessible and adaptable housing, disabled people risk facing discrimination and disadvantage in housing. An ageing population will see the numbers of disabled people continuing to increase and it is important we plan early to meet their needs throughout their lifetime.’*<sup>43</sup>

- 2.41 Where an identified need exists, planning policies can set out the proportion of new housing that will be delivered to the following standards:

*‘M4(1) Category 1: Visitable dwellings (the minimum standard that applies where no planning condition is given unless a plan sets a higher minimum requirement)*

*M4(2) Category 2: Accessible and adaptable dwellings*

*M4(3) Category 3: Wheelchair user dwellings*

*Planning policies for accessible housing need to be based on evidence of need, viability and a consideration of site specific factors.’*<sup>44</sup>

<sup>41</sup> Ibid, Paragraph: 133 Reference ID: 25-133-20190901

<sup>42</sup> Ibid, Paragraph: 134 Reference ID: 25-134-20190901

<sup>43</sup> MHCLG, 26 June 2019, Paragraph: 002 Reference ID: 63-002-20190626

<sup>44</sup> MHCLG, 26 June 2019, Paragraph: 009 Reference ID: 63-015-20190626

2.42 The PPG recognises the diversity of specialist housing, stating:

*‘There is a significant amount of variability in the types of specialist housing for older people. The list above provides an indication of the different types of housing available, but is not definitive. Any single development may contain a range of different types of specialist housing.’<sup>45</sup>*

2.43 In regards to how the viability of specialist housing for older people should be addressed, the PPG states the following:

*‘Viability guidance sets out how plan makers and decision takers should take account of viability, including for specialist housing for older people. Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure. Plans can set out different policy requirements for different types of development. These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies and local and national standards, including the cost implications of Community Infrastructure Levy and section 106.*

*Viability guidance states that where up to date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. Such circumstances could include types of development which may significantly vary from standard models of development for sale (for example housing for older people).’<sup>46</sup>*

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<sup>45</sup> Ibid, Paragraph: 010 Reference ID: 63-015-20190626

<sup>46</sup> Ibid, Paragraph: 015 Reference ID: 63-015-20190626

### 3 Methodology

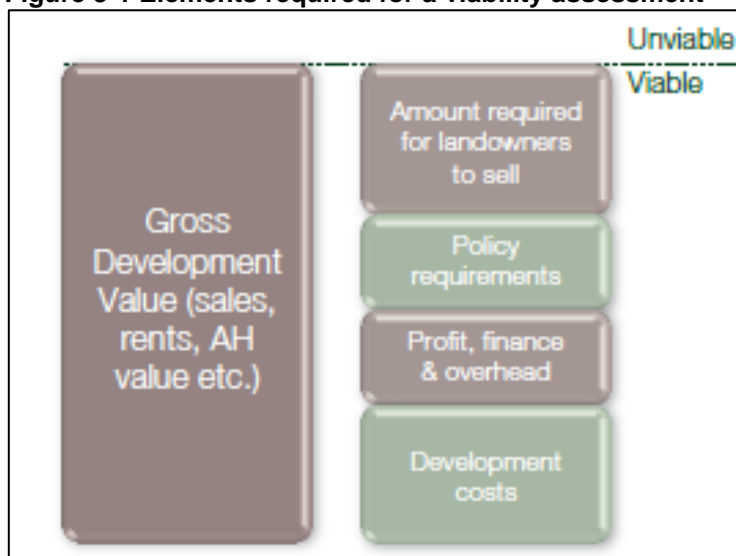
3.1 In this section of the report, we set out our methodology to establish the viability of the various land uses and development typologies to use in the testing. We also set out the professional guidance that we have had regard to in undertaking the economic viability appraisals.

#### Viability modelling best practice

3.2 The general principle is that affordable housing, CIL and other planning obligations will be levied on the increase in land value resulting from the grant of planning permission. However, there are fundamental differences between land economics and every development scheme is different. Therefore, in order to derive planning contributions (including CIL) and understand the ‘appropriate balance,’ it is important to understand the micro-economic principles which underpin the viability analysis.

3.3 The uplift in value is calculated using a Residual Land Value (RLV) appraisal Figure 3-1 illustrates the principles of a RLV appraisal.

**Figure 3-1 Elements required for a viability assessment**



Source Harman Report<sup>47</sup> 2012

3.4 Our specific appraisals for each of the land uses and typologies are set out in the relevant section below.

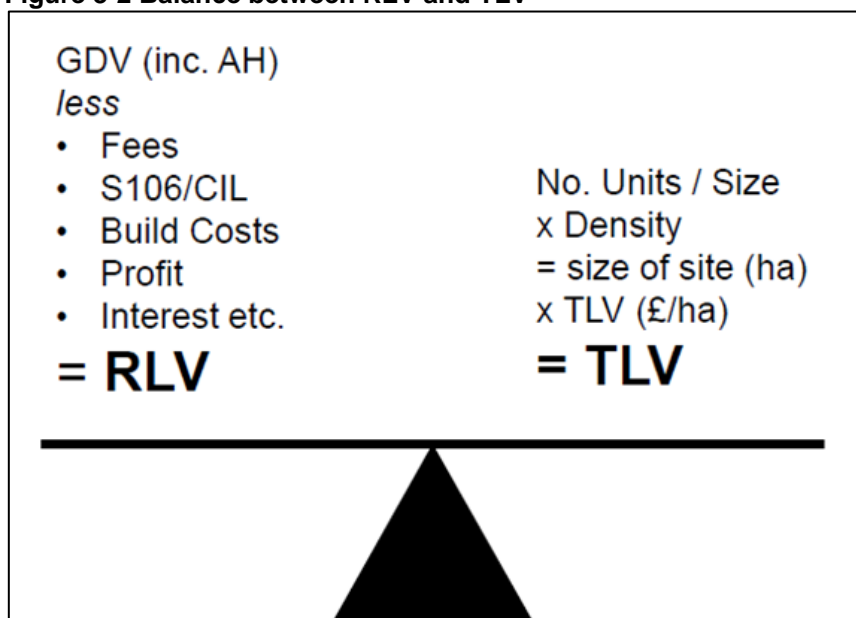
3.5 In order to advise on the ability of the proposed uses/scheme to support affordable housing, other policy obligations and CIL we have benchmarked the residual land values from the viability

<sup>47</sup> Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the ‘Harman’ report) page 30

analysis against existing or alternative land use relevant to the particular typology – the Threshold Land Value (TLV).

- 3.6 A scheme is viable if the total of all the costs of development including land acquisition, planning obligations, CIL and profit are less than the Gross Development Value (GDV) of the scheme. Conversely, if the GDV is less than the total costs of development (including land, S106s, CIL and profit) the scheme will be unviable.
- 3.7 If the balance is positive, then the policy is viable. If the balance is negative, then the policy is not viable and the CIL and/or affordable housing rates should be reviewed.
- 3.8 This approach is summarised on the diagram in Figure 3-2.

**Figure 3-2 Balance between RLV and TLV**



Source: AspinallVerdi

## What to test?

- 3.9 For plan wide viability testing it is not necessary to test every proposed development site but to base the testing on the ‘type of sites’ which are reflective of the development proposed over the plan period – this is known as testing of ‘typologies.’ Where there are key sites (strategic sites) that are fundamental to the delivery of the plan these need to be considered separately. The PPG explains this as follows:

*‘Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some*

circumstances a more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.<sup>48</sup>

### What is meant by a typology approach to viability?

3.10 Typologies for the viability testing are to be based on the proposed development in the plan to ensure the testing represents the type of development coming forward. In doing so it is appropriate to consider *'shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development.'*<sup>49</sup>

### Viability testing of key sites

3.11 The PPG considers key sites as those sites that are crucial to the delivery of the plan *'...for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas.'*<sup>50</sup>

### Development appraisal inputs

3.12 In devising the inputs to use in the appraisals, it is acceptable to use standardised inputs, rather than relying on site specifics: *'All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.'*<sup>51</sup>

### Gross development value

3.13 The Gross development value is the cumulative value of the completed development. For plan wide viability assessments *'...average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data.'*<sup>52</sup>

### Development costs

3.14 The PPG explains, as with values, cost should also reflect local market conditions, it also places an emphasis to identify development costs at plan-making stage: Local market development costs could relate to dealing with local ground conditions, environmental mitigation, flood risk, design requirements, sustainability etc. The PPG states *'As far as possible, costs should be identified at the plan making stage. Plan makers should identify where costs are unknown and identify where further viability assessment may support a planning application.'*<sup>53</sup>

<sup>48</sup> MHCLG, 05 May 2019, PPG, Paragraph: 004 Reference ID: 10-004-20190509

<sup>49</sup> Ibid, Paragraph: 004 Reference ID: 10-003-20180724

<sup>50</sup> MHCLG, 24 July 2018, PPG, Paragraph 005 Reference ID: 10-005-20180724

<sup>51</sup> MHCLG, National Planning Policy Framework (NPPF), February 2019. Paragraph 57

<sup>52</sup> Ibid, Paragraph: 011 Reference ID: 10-011-20180724

<sup>53</sup> MHCLG, 05 May 2019, PPG, Paragraph 014 Reference ID: 10-014-20190509



## Benchmark (threshold) land value

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3.15 Benchmark land value, also referred to as threshold land value, has been subject to much debate in recent years due to trying to establish the most appropriate method to determine it for planning purposes. The two most common approaches have been Existing Use plus and Market Value adjusted for policy. The latter, although a more market facing approach, has faced criticism<sup>54</sup> because practitioners have not been adjusting land values fully for policy. The PPG now provides a clear single method (Existing Use plus Premium) in determining land value:

*'To define land value for any viability assessment, a benchmark land value should be established on the basis of the **existing use value (EUV)** of the land, **plus a premium** for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+)'<sup>55</sup>*

3.16 The PPG also sets out the factors that should be considered when establishing the land value:

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

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

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

<sup>54</sup> Sayce, S, et al, January 2017, Viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London

<sup>55</sup> MHCLG, 05 May 2019, PPG, Paragraph: 013 Reference ID: 10-013-20190509

*benchmark land values of non-policy compliant developments are not used to inflate values over time.*

***In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.***<sup>56</sup>

3.17 Despite the clarity the PPG brings, there is still uncertainty on how the premium is calculated. This was highlighted in the research undertaken by Sarah Sayce: *‘Overall, the ‘EUV plus’ approach was favoured by the majority of respondents, despite the recognition that **the premium element can be difficult to assess in some circumstances.***<sup>57</sup>

3.18 The PPG explains *‘The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.*

*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration.*<sup>58</sup>

3.19 In helping to inform the professional judgement, a balance needs to be struck between the competing interests (developers, landowners and the aims of the planning) *‘to secure maximum benefits in the public interest through the granting of planning permission.*<sup>59</sup>

3.20 In considering suitable premiums to apply we are mindful of the following:

- **The Harman Report**<sup>60</sup> - was published in response to the introduction of viability becoming more prominent in the planning system post the introduction of the NPPF. Although the Harman Report pre-dates the current iteration of the PPG on viability it does recommend the EUV plus approach to determine land value for planning purposes. The Harman report also advocates that when assessing an appropriate Benchmark Land Value, consideration should be given to *‘the fact that future plan policy requirements will have an impact on land values and owners’ expectations.*<sup>61</sup> Harman, does acknowledge that reference to market values will provide a useful ‘sense check’ on the Benchmark Land Values that are being used in the appraisal model; however, *‘it is not recommended that these are used as the*

<sup>56</sup> MHCLG, 09 May 2019, PPG, Paragraph: 014 Reference ID: 10-014-20190509

<sup>57</sup> Sayce, S, et al, January 2017, viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London, page 6

<sup>58</sup> MHCLG, 09 May 2019, PPG, Paragraph: 016 Reference ID: 10-016-20190509

<sup>59</sup> MHCLG, 24 July 2018, PPG, 3.21 Paragraph: 010 Reference ID: 10-010-20180724

<sup>60</sup> Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners

<sup>61</sup> Ibid, page 29

*basis for input into a model.*<sup>62</sup> It also acknowledges that for large greenfield sites, ‘land owners are rarely forced or distressed sellers, and generally take a much longer term view over the merits or otherwise of disposing of their asset.’<sup>63</sup> It refers to these ‘prospective sellers’ as ‘**potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution’s ownership for many generations.**’<sup>64</sup> In these circumstances, Harman states that for these greenfield sites that ‘**the uplift to current use value sought by the landowner will invariably be significantly higher than in an urban context and requires very careful consideration.**’<sup>65</sup>

- **HCA Area Wide Viability Model** - although now a dated document, the HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) provides guidance on the size of the premium. The guidance states that ‘*Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value*’.<sup>66</sup>
- **Inspector's Post-Hearing Letter to North Essex Authorities** – the Inspector’s letter is in relation to, amongst other things, the viability evidence of three proposed garden communities in North Essex. The three Garden Communities would provide up to 43,000 dwellings in total. The majority of land for the Garden Communities is in agricultural use, and the Inspector recognised that the EUV for this use would be around £10,000 per gross acre. In this case, the Inspector was of the opinion that around a **x10 multiple** (£100,000 per gross acre) would provide sufficient incentive for a landowner to sell. But given ‘*the necessarily substantial requirements of the Plan’s policies*’ a price ‘*below £100,000/acre could be capable of providing a competitive return to a willing landowner*’.<sup>67</sup> The Inspector, however, judged that ‘*it is extremely doubtful that, for the proposed GCs, a land price below £50,000/acre – half the figure that appears likely to reflect current market expectations – would provide a sufficient incentive to a landowner. The margin of viability is therefore likely to lie somewhere between a price of £50,000 and £100,000 per acre.*’<sup>68</sup>

### Conclusion on approach to land value

3.21 Current guidance is clear that the land value assessment needs to be based on Existing Use plus Premium and not a Market Value approach. Although the assessment of the Existing Use can be informed by comparable evidence the uncertainty lies in how the premium is calculated. Whatever is the resulting land value (i.e. Existing Use plus Premium) the PPG is clear that this

<sup>62</sup> Ibid

<sup>63</sup> Ibid, page 30

<sup>64</sup> Ibid

<sup>65</sup> Ibid

<sup>66</sup> HCA, August 2010, Area Wide Viability Model (Annex 1 Transparent Viability Assumptions)

<sup>67</sup> Planning Inspectorate, 15 May 2020, Examination of the Shared Strategic Section 1 Plan - North Essex Authorities, Paragraph 204

<sup>68</sup> Ibid, Paragraph 205

must reflect the cost of complying with policies: *'the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value.'*<sup>69</sup> Furthermore, we need to ensure that the maximum benefits in the public interested are secured once any future granting of planning permission is made.

## Viability modelling approach

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- 3.22 We have undertaken viability testing using a bespoke Microsoft Excel model. The model calculates the Residual Land Value (RLV) for each scenario with results displayed in a series of tables.
- 3.23 As mentioned above, a scheme is viable if the RLV is positive for a given level of profit. We describe this situation herein as being 'fundamentally' viable. This does not mean that a scheme will come forward for development as the RLV for a particular scheme has to exceed the landowner's TLV. In Development Management terms every scheme will have a different RLV and every landowner's motivations will be different (TLV). For Plan Making purposes it is important to benchmark the RLVs from the viability analysis against existing or alternative land use relevant to the particular typology.

## How to interpret the viability appraisals

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- 3.24 The results of the appraisals should be interpreted as follows:
- If the 'balance' is positive, then the policy is viable. We describe this as being 'viable for plan-making purposes herein'.
  - If the 'balance' is negative, then the policy is not viable for plan-making purposes and the CIL rates and/or Affordable Housing targets should be reviewed.
- 3.25 This is illustrated in Table 3-1 of our hypothetical appraisals. In this case the RLV at £1.528 million is £128,000 higher than the assumed threshold land value of £1.4 million meaning the balance is positive.

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<sup>69</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

**Table 3-1 Example appraisal viability summary**

|                             |                    |          |                      |                    |
|-----------------------------|--------------------|----------|----------------------|--------------------|
| <b>RESIDUAL LAND VALUE</b>  |                    |          |                      |                    |
| Residual Land Value (gross) |                    |          |                      | 1,756,089          |
| SDLT                        | 1,756,089          | @        | 5.0%                 | (87,804)           |
| Acquisition Agent fees      | 1,756,089          | @        | 1.0%                 | (17,561)           |
| Acquisition Legal fees      | 1,756,089          | @        | 0.5%                 | (8,780)            |
| Interest on Land            | 1,756,089          | @        | 6.5%                 | (114,146)          |
| Residual Land Value (net)   | 190,975 per plot   |          |                      | <b>1,527,798</b>   |
|                             | 6,684,114 £ per ha |          | 2,705,024 £ per acre |                    |
| <b>TRESHOLD LAND VALUE</b>  |                    |          |                      |                    |
| Residential Density         | 35                 | dph      |                      |                    |
| Site Area                   | 0.23               | ha       | 0.56                 | acres              |
|                             | density check      | 3,150    | sqm/ha               | 13,722             |
|                             |                    |          |                      | sqft/ac            |
| Threshold Land Value        | 6,125,000          | £ per ha | 2,478,754            | £ per acre         |
|                             |                    |          |                      | 175,000 £ per plot |
|                             |                    |          |                      | <b>1,400,000</b>   |
| <b>BALANCE</b>              |                    |          |                      |                    |
| Surplus/(Deficit)           | 559,114            | £ per ha | 226,271              | £ per acre         |
|                             |                    |          |                      | <b>127,798</b>     |

Source: AspinallVerdi 2020

3.26 In addition to the above, we have also prepared a series of sensitivity scenarios for each of the typologies. Examples of the sensitivity results are set out in Table 3-2 and Table 3-3. This is to assist in the analysis of the viability (and particularly the viability buffer); by examining the sensitivity of the appraisals to key variables such as affordable housing, TLV, profit, density and build rate. These sensitivity appraisals should be interpreted as follows:

- In each sensitivity table, there are two variables, in the two examples in Table 3-2 and Table 3-3 the variable across the top is the percentage of affordable housing. Down the left hand side, we have assumed differing levels of profit in the first sensitivity output and differing TLV in the second sensitivity output. Each coloured cell represents the scheme surplus/deficit for a given sensitivity scenario. In each sensitivity testing cell table, you will find the corresponding scheme surplus/deficit from our appraisal, which we have circled in red in for reference.
- The example in Table 3-2 assumes 40% affordable housing, with 17.5% profit on market housing GDV and a TLV of £6.12m per hectare – this produces a surplus of £127,796. This same surplus is circled in the sensitivity results in Table 3-3, because they represent the same inputs and assumptions in the appraisal. We can see through the sensitivity testing in Table 3-2 when a higher profit margin is sought from 17.5% to 20% the scheme surplus reduces to £76,000 with 40% affordable housing. In the second scenario (Table 3-3) when TLV increases, but all other inputs and assumptions remain the same, viability becomes more marginal. At £8.625 million per net hectare TLV development is unviable even with 10% affordable housing because the scheme generated a deficit of £149,000.

**Table 3-2 Example 1 of development appraisal sensitivity tables**

| Balance (RLV - TLV)    | 127,798 | AH - % on site |         |         |         |         |         |     |
|------------------------|---------|----------------|---------|---------|---------|---------|---------|-----|
|                        |         | 10%            | 15%     | 20%     | 25%     | 30%     | 35%     | 40% |
| 15.0%                  | 498,580 | 439,429        | 380,278 | 321,128 | 301,082 | 240,540 | 179,998 |     |
| 16.0%                  | 467,980 | 410,529        | 353,078 | 335,525 | 276,722 | 217,920 | 159,118 |     |
| Profit (private sales) | 422,080 | 367,179        | 312,278 | 296,375 | 240,182 | 183,990 | 127,798 |     |
| 18.0%                  | 406,780 | 352,729        | 338,647 | 283,325 | 228,002 | 172,680 | 117,358 |     |
| 19.0%                  | 376,180 | 323,829        | 310,807 | 257,225 | 203,642 | 150,060 | 96,478  |     |
| 20.0%                  | 345,580 | 334,810        | 282,967 | 231,125 | 179,282 | 127,440 | 75,598  |     |

Source: AspinallVerdi 2019

**Table 3-3 Example 2 of development appraisal sensitivity tables**

| Balance (RLV - TLV) | 127,798   | AH - % on site |           |           |           |           |           |         |
|---------------------|-----------|----------------|-----------|-----------|-----------|-----------|-----------|---------|
|                     |           | 10%            | 15%       | 20%       | 25%       | 30%       | 35%       | 40%     |
| 4,125,000           | 879,222   | 824,322        | 769,421   | 753,518   | 697,325   | 641,133   | 584,940   |         |
| 4,625,000           | 764,937   | 710,036        | 655,135   | 639,232   | 583,040   | 526,847   | 470,655   |         |
| TLV (per ha)        | 5,125,000 | 650,651        | 595,750   | 540,850   | 524,946   | 468,754   | 412,561   | 356,369 |
| 5,625,000           | 536,365   | 481,465        | 426,564   | 410,661   | 354,468   | 298,276   | 242,083   |         |
| 6,125,000           | 422,080   | 367,179        | 312,278   | 296,375   | 240,182   | 183,990   | 127,798   |         |
| 6,625,000           | 307,794   | 252,893        | 197,993   | 182,089   | 125,897   | 69,704    | 13,512    |         |
| 7,125,000           | 193,508   | 138,607        | 83,707    | 67,803    | 11,611    | (44,581)  | (100,774) |         |
| 7,625,000           | 79,222    | 24,322         | (30,579)  | (46,482)  | (102,675) | (158,867) | (215,060) |         |
| 8,125,000           | (35,063)  | (89,964)       | (144,865) | (160,768) | (216,960) | (273,153) | (329,345) |         |
| 8,625,000           | (149,349) | (204,250)      | (259,150) | (275,054) | (331,246) | (387,439) | (443,631) |         |

Source: AspinallVerdi, 2020

- 3.27 As you can see from the above, the typologies are very sensitive to small changes to key inputs and particularly affordable housing, TLV and profit.
- 3.28 In making our recommendations we have had regard to the appraisal results and sensitivities ‘in the round’. Therefore, if one particular scheme is not viable, whereas other similar typologies are highly viable, we have had regard to the viable schemes in forming policy and cross-checked the viability of the outlying scheme against the sensitivity tables (e.g. a small reduction in profit, or a small reduction in TLV which is within the margins of the ‘viability buffer’).

## Stakeholder engagement

- 3.29 As part of our Regulation 18, June 2019 study we undertook a stakeholder event on 30 October 2018 at Ipswich Football Club. The purpose of the event was to understand the viability issues faced by the development industry in the Districts and to test our emerging assumptions and viability inputs. During the event, representatives indicated that despite some ‘pockets’ of high-value areas across the Districts, in general terms values were around £3,000 psm. At the event, we sought written comments about our emerging assumptions and viability inputs, post presentation, but nothing was received.

## 4 Local Plan context

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- 4.1 The Districts have prepared the draft Joint Local Plan policies. This document needs to test those proposed policies to ensure they do not impact negatively on the viability of the Plan.
- 4.2 The proposed policies that could have an impact on viability have been the focus of the testing in this report. Our assessment is made through a 'traffic light system': policies marked red (high impact) are presumed to have a direct impact on the viability and have been incorporated into the economic appraisal. Where a policy is considered to have medium risk (amber colour), generally it has an indirect impact on the viability and has been factored into the study during the property market cost and value assumptions. Where policies have a low risk (green colour), generally they have limited indirect impact on viability. Our assessment of the emerging policies in the draft Joint Local Plan is contained in Appendix 1, with a summary set out in Table 4-1 on how the costs are reflected in our appraisals.

**Table 4-1 Policy costs inputs & assumptions**

| Policy reference                                                         | Element                                                                            | Cost                                                                                                                                    | Comment                                                                                                                                                                                                                                                                                            |
|--------------------------------------------------------------------------|------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy SP02 Policy LP08 & Policy LP06 -                                  | Affordable Housing                                                                 | Delivered on-site through a reduction in capital value of market units                                                                  | Values based on consultations with Registered Providers.                                                                                                                                                                                                                                           |
| Policy SP08 – Infrastructure Provision                                   |                                                                                    | Included in indexed linked CIL Residential sites £1,500 per dwelling allowance or enhanced S106 with an additional £8,600 per dwelling. | S106 costs based on comparable schemes and reflect site specific mitigation measures. CIL costs based on current CIL charging schedules (detailed provided in Figure 4-1 and Figure 4-3) and reflect the items listed in the respective S123 lists (detailed set out in Figure 4-5 and Figure 4-6) |
| Policy SP09 - Cross-boundary mitigation of effects on Protected Habitats | Recreational Disturbance Avoidance and Mitigation Strategy (RAMS).                 | £121.89 per dwelling                                                                                                                    | The relevant RAMS zone for Babergh and Mid Suffolk is Zone A which is £121.89 per dwelling.                                                                                                                                                                                                        |
| Policy LP06 - Mix and type of composition. Policy LP07 –                 | Affordable housing included on-site, bungalows included as part of housing mix and | £521 per dwelling applied -adaptable dwellings under Part M4 (2) of the building                                                        | Cost is based on the DCLG Housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157.                                                                                                                                                                    |



| Policy reference                                  | Element                                   | Cost                                          | Comment                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|---------------------------------------------------|-------------------------------------------|-----------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Supported and Special Needs Housing.              | cost included for Part M4(2) requirements | regulations. Applied to 50% of all dwellings. |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| LP18 – Biodiversity & Geodiversity                | Biodiversity net gain                     | £42,545 per gross hectare of development land | Cost calculated on gross site area. We have relied upon calculation set out in the Biodiversity Net Gain and Local Nature Recovery Strategies, 2019. Fees for surveys covered through professional fee allowance (see Table 6-4).                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Policy LP25 - Sustainable Construction and Design | Renewable/low carbon energy               | £3,500 per dwelling                           | <p>Cost reflects renewable/low carbon energy production equipment to provide at least 10% of predicted energy requirements. The policy is not prescriptive on how this should be delivered. This could be a combination of passive solar design, solar thermal (solar hot water), solar electricity (photovoltaics or 'PV'), heat pumps and combined heat and power (Micro-CHP).</p> <p>There has been no recent published research on the costs for achieving 10% renewable energy. In 2006, the Energy Saving Trust published research 'Meeting the 10 per cent target for renewable energy in housing – a guide for developers and planners', which indicated a cost of between £2,500 and £5,000 per dwelling – our figure used is a mid-point in the range stated. Cost consultant's</p> |

| Policy reference | Element | Cost | Comment                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|------------------|---------|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                  |         |      | <p>Currie &amp; Brown<sup>70</sup> state that the cost of a 2kWp PVs as £2,940 and Air Source Heat Pump (ASHP) for a semi-detached house as £4,200. Again, our figure falls in the range of the two technology solutions.</p> <p>There could potentially be an element of double counting with the cost of achieving Policy SP10 <i>‘Renewable energy generation contributes positively to carbon emissions reductions through displacement of grid electricity, or by direct partial consumption at the point of generation. Such contributions support the gradual decarbonisation of the electricity grid and, combined with smart local supply/demand solutions and/or energy storage technologies, provide a robust approach towards more resilient energy strategies. In that respect it was important to consider PV generation within the research work. Renewable heat generation also has an important role to play reducing energy required for hot water generation.’</i><sup>71</sup></p> <p>Including an additional cost for renewable energy could therefore be considered a conservative approach to the viability testing but ensures both elements of the policy requirements (Policy LP25 &amp; SP10) are met.</p> |

<sup>70</sup> Currie & Brown, December 2018, Centre for Sustainable Energy Cost of carbon reduction in new buildings, Page 16 & Page 25

<sup>71</sup> Currie & Brown, September 2019, Tunbridge Wells Borough Council Energy Policy Viability Report Final Report, Page 13

| Policy reference                                     | Element                             | Cost                                                                   | Comment                                                                                                                                                                                                                                                   |
|------------------------------------------------------|-------------------------------------|------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy LP25 - Sustainable Construction and Design    | Water efficiency                    | £9 per dwelling                                                        | Meet the higher water efficiency standards of 110 litres per person per day, as set out in building regulations part G2 - This is based Department for Communities and Local Government Housing Standards Review Cost Impact September 2014 by EC Harris. |
| Policy SP10 - Climate Change                         | Carbon reduction                    | £2,557 per dwelling - 20% reduction in CO2                             | Cost based on MHCLG The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings: Impact Assessment.                                          |
| LP29 - Flood Risk and Vulnerability                  | Surface run-off – delivered as SuDs | Covered through the external allowance                                 | Based on the assessment of previous schemes.                                                                                                                                                                                                              |
| Policy LP30 - Designated Open Spaces                 | Open space                          | Delivered through the difference between gross to net developable area | Ditto.                                                                                                                                                                                                                                                    |
| Policy LP32 - Safe, Sustainable and Active Transport | Travel plan                         | Covered through professional fees allowance.                           | Ditto.                                                                                                                                                                                                                                                    |

| Policy reference                                     | Element                                                                                                                     | Cost                                                                                                                                    | Comment                                                                                                                                                                                                                                                                                                                    |
|------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy LP32 - Safe, Sustainable and Active Transport | Electric charging points                                                                                                    | £1,000 per dwelling housing schemes assumed wallbox<br><br>£10,000 multi charge point.                                                  | The estimated cost of providing a facility on site provided by Energy Saving Trust. <sup>72</sup> Multi charge point used in non-residential and elderly accommodation scenarios.<br><br>Cost supported through recent advice by Swindon Borough Council and for their Whole Plan Wide Viability study we are advising on. |
| Policy LP32 - Safe, Sustainable and Active Transport | Other items listed in the policy such as school transport contributions, etc which are not covered through the above costs. | Included in indexed linked CIL Residential sites £1,500 per dwelling allowance or enhanced S106 with an additional £8,600 per dwelling. | S106 costs based on comparable schemes and CIL is based on indexed rates in current CIL charging Schedule. Any site specific costs that exceed the S106 allowance will need to be captured in any surplus generated and/or reduced land value.                                                                             |
| Policy LP33 - Managing Infrastructure Provision      | Site specific or area wide Infrastructure.                                                                                  | Ditto.                                                                                                                                  | Ditto.                                                                                                                                                                                                                                                                                                                     |
| Policy LP34 - Health and Education Provision - -     | Health centres, schools etc.                                                                                                | Ditto.                                                                                                                                  | Enhanced S106 costs for larger sites to reflect primary school, early year provision but not secondary school. Any site specific secondary costs that exceed the S106                                                                                                                                                      |

<sup>72</sup> <https://www.energysavingtrust.org.uk/scotland/grants-loans/domestic-charge-point-funding>

| Policy reference                                                 | Element                                                                   | Cost   | Comment                                                                                |
|------------------------------------------------------------------|---------------------------------------------------------------------------|--------|----------------------------------------------------------------------------------------|
|                                                                  |                                                                           |        | allowance will need to be captured in any surplus generated and/or reduced land value. |
| Policy LP35 - Developer Contributions and Planning Obligations-. | Site specific mitigation measures that are not included in the S123 list. | Ditto. | Ditto.                                                                                 |

## Babergh & Mid Suffolk CILs

- 4.3 The document needs to test the viability of the Districts current CIL charges and assess whether there is a justification for varying the existing charges.

### Babergh CIL

- 4.4 Babergh District Council's current CIL Charging Schedule came into effect in January 2016. Figure 4-1 sets out the CIL charges in the schedule. In accordance with Regulation 40 of the CIL Regulations, these rates are subject to indexation of 1.246.<sup>73</sup> All residential scenarios tested at the higher rate of £115 psm which is £143.29 psm once indexed linked.

**Figure 4-1 Babergh CIL charging schedule**

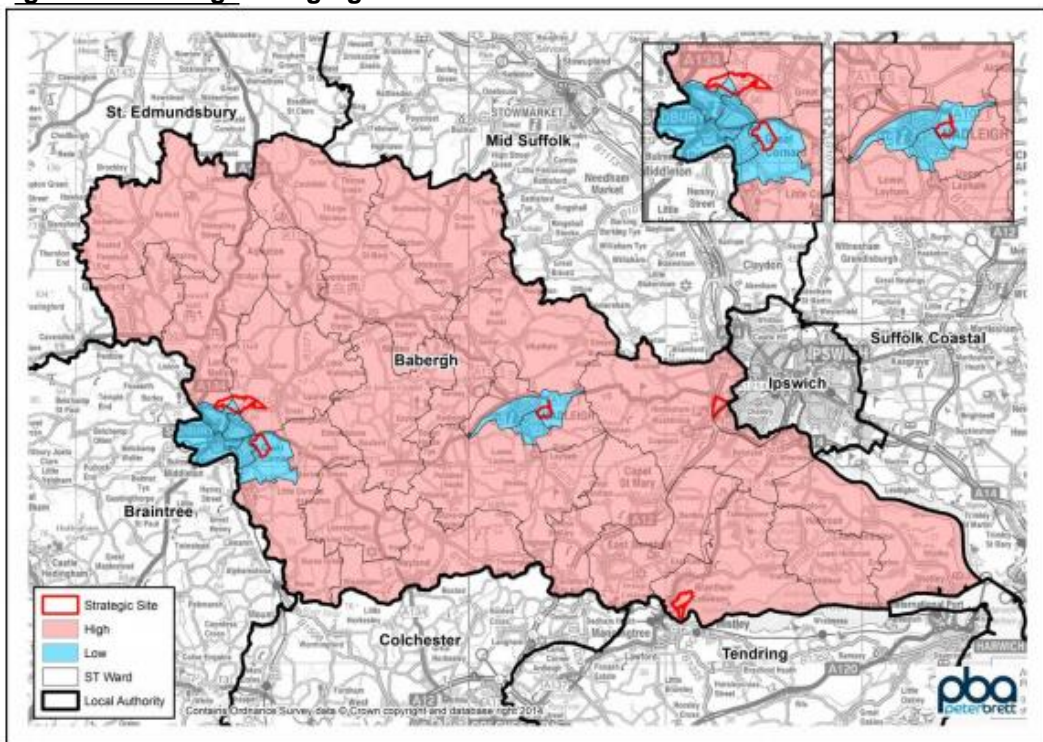
| Development Type*                                                                                                                                                                              | Zone     | Proposed CIL rate (per sqm) |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-----------------------------|
| <b>Residential development (1-2 dwellings)</b><br>(Use Class C3, excluding 'specialist older persons housing'***)                                                                              | Low      | £90                         |
| <b>Residential development (3+ dwellings)</b><br>(Use Class C3, excluding 'specialist older persons housing'***)                                                                               | Low      | £50                         |
| <b>Residential development</b><br>(Use Class C3, excluding 'specialist older persons housing'***)                                                                                              | High     | £115                        |
| <b>Strategic Sites</b> (Chilton Woods - Sudbury, strategic broad location for growth - East of Sudbury / Gt Cornard, Lady Lane - Hadleigh, Babergh Ipswich Fringe, Brantham Regeneration Area) | n/a      | £0                          |
| <b>Wholly or mainly Convenience retail</b> ***                                                                                                                                                 | District | £100                        |
| <b>All other uses</b>                                                                                                                                                                          | District | £0                          |

Source: Babergh and Mid Suffolk District Councils, Accessed 03 December 2018

<sup>73</sup> Calculated as TPI index as of Q.4 2015 of 268 and RICS CIL index as of 28 October 2019 of 334

4.5 Figure 4-2 sets out the Charging Zones for the different residential CIL rates as set out in the Charging Schedule in Figure 4-1.

**Figure 4-2 Babergh charging zones**



Source: Babergh and Mid Suffolk District Councils, accessed 03 December 2018

**Mid Suffolk CIL**

4.6 Mid Suffolk’s current CIL Charging Schedule, came into effect in January 2016. Figure 4-3 sets out the current CIL charges in the schedule. Again, in accordance with Regulation 40 of the CIL Regulations, these rates are subject to indexation of 1.246.<sup>74</sup> All residential scenarios tested at the higher rate of £115 psm which is £143.29 psm once indexed linked.

**Figure 4-3 Mid Suffolk CIL charging schedule**

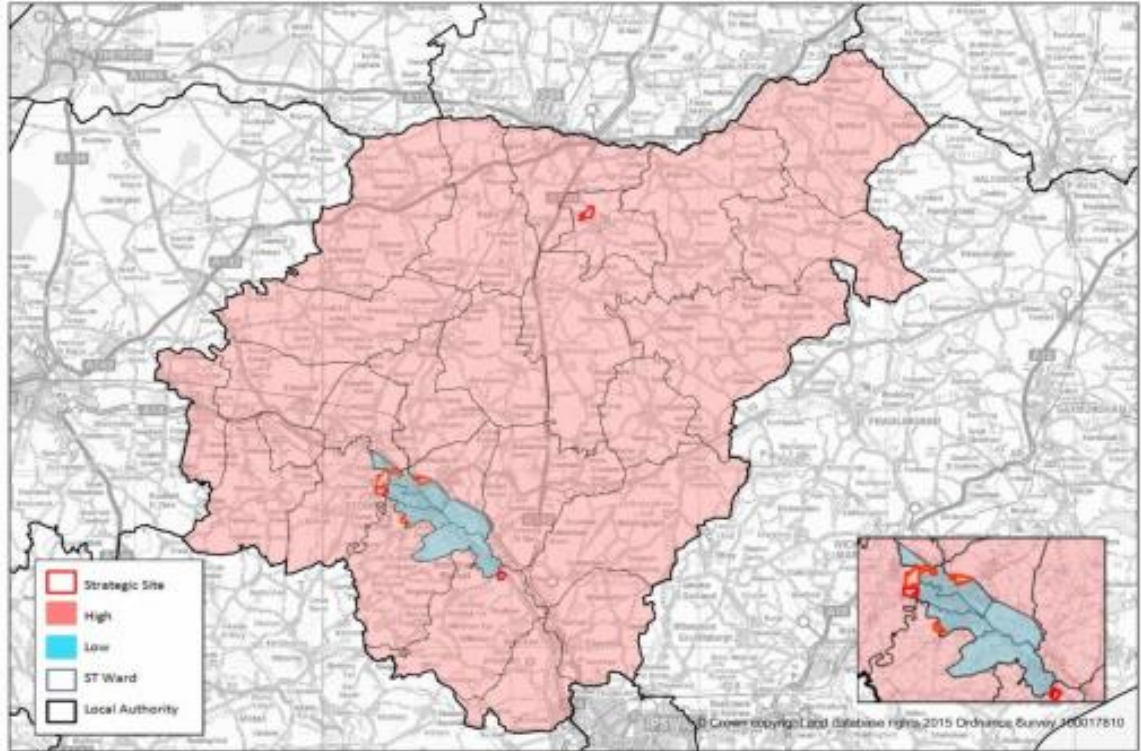
| Development Type*                                                                                                                      | Zone     | Proposed CIL rate (per sqm) |
|----------------------------------------------------------------------------------------------------------------------------------------|----------|-----------------------------|
| <b>Residential development (1-14 dwellings)</b><br>(Use Class C3, excluding 'specialist older persons housing'***)                     | Low      | £75                         |
| <b>Residential development (15+ dwellings)</b><br>(Use Class C3, excluding 'specialist older persons housing'***)                      | Low      | £50                         |
| <b>Residential development</b><br>(Use Class C3, excluding 'specialist older persons housing'***)                                      | High     | £115                        |
| <b>Strategic Sites</b> (Chilton Leys, Ashes Farm, Farriers Road and Union Road – Stowmarket, Eye Airfield, Lake Park – Needham Market) | n/a      | £0                          |
| <b>Wholly or mainly Convenience retail</b> ***                                                                                         | District | £100                        |
| <b>All other uses</b>                                                                                                                  | District | £0                          |

Source: Babergh and Mid Suffolk District Councils, Accessed 03 December 2018

<sup>74</sup> Calculated as index as of Q.4 2015 of 271 and index as of Q.4 2018 of 328

- 4.7 Figure 4-4 sets out the Charging Zones for the different residential CIL rates as set out in the charging schedule in Figure 4-3.

**Figure 4-4 Mid Suffolk CIL charging schedule zones**



Source: Babergh and Mid Suffolk District Councils, accessed 03 December 2018

### Regulation 123 list

- 4.8 As shown in Figure 4-5 and Figure 4-6, the Districts currently collect the majority of its infrastructure through CIL. The emerging draft policies also indicate that this will be the case under the new Local Plan.



**Figure 4-5 Babergh - regulation 123 list**

|                                                                                    |
|------------------------------------------------------------------------------------|
| Provision of passenger transport                                                   |
| Provision of library facilities                                                    |
| Provision of additional pre-school places at existing establishments               |
| Provision of primary school places at existing schools                             |
| Provision of secondary, sixth form and further education places                    |
| Provision of health facilities                                                     |
| Provision of leisure and community facilities                                      |
| Provision of 'off site' open space                                                 |
| Strategic green infrastructure (excluding suitable alternative natural greenspace) |
| Maintenance of new and existing open space and strategic green infrastructure      |
| Strategic flooding                                                                 |
| Provision of waste infrastructure                                                  |

Source: Babergh and Mid Suffolk District (2016), accessed 03 December 2018

**Figure 4-6 Mid Suffolk – regulation 123 list**

|                                                                                    |
|------------------------------------------------------------------------------------|
| Public transport improvements                                                      |
| Provision of library facilities                                                    |
| Provision of additional pre-school places at existing establishments               |
| Provision of primary school places at existing schools                             |
| Provision of secondary, sixth form and further education places                    |
| Provision of health facilities                                                     |
| Provision of leisure and community facilities                                      |
| Provision of 'off site' open space                                                 |
| Strategic green infrastructure (excluding suitable alternative natural greenspace) |
| Maintenance of new and existing open space and strategic green infrastructure      |
| Strategic flooding                                                                 |
| Provision of waste infrastructure                                                  |

Source: Babergh and Mid Suffolk District (2016), accessed 03 December 2018

## 5 Developing viability scenarios

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- 5.1 We now set out the scenarios to use in our viability testing. As we have explained in Chapter 3 it is not necessary to test every proposed development the Plan but a typology approach is acceptable.
- 5.2 Typologies for the viability testing are to be based on the proposed development in the Plan to ensure the testing represents the type of development coming forward. In doing so it is appropriate to consider *'shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development.'*<sup>75</sup>

### Residential typologies

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- 5.3 General needs residential typologies are developed through the following analysis:
- different sale values based on the detailed analysis undertaken in the Property Market Report in Appendix 2 – this is to establish whether the testing can be varied by sale values. Property prices are now a commonly used method to vary typologies – such an approach is explained in the Harman report:  
*'Account should also be taken of significant variations in strength of the market across a local authority area, reflected by sales values and sales rate. If a significant proportion of sites within a typology fall into a stronger or weaker market area then additional typologies should be considered.*  
*There is a balance to be struck here between representation of the main 'viability characteristics' of the land supply pipeline and limiting the number of typologies to a manageable number, for clarity of analysis.'*<sup>76</sup>
  - pattern of proposed developed referenced back to the analysis of sales values to assess whether sites are coming forward in 'single area of value' or multiple areas' of value – this is to support, or otherwise, to vary the testing by sale values.
  - pattern of proposed development – greenfield/brownfield, number of units and development density cross referenced with values – this is to support varying the testing by land use type, size and density – all of which change the economics of development.
  - dwelling types and mix – here we consider the Districts' need for market and affordable tenures and the type of housing (e.g. 1, 2, 3, 4-bed plus units).
- 5.4 Although we have set out the analysis in stages, in reality, there have been multiple iterations across all the stages to establish the final typologies used in the testing.

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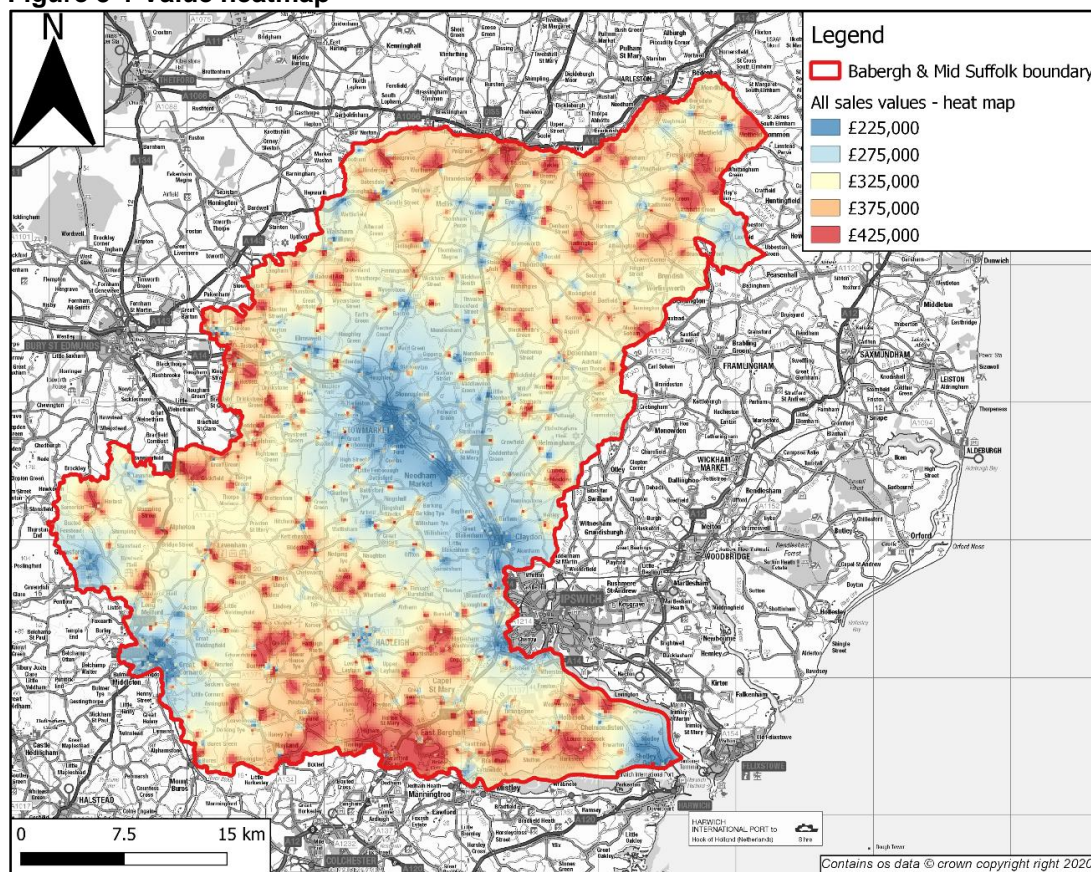
<sup>75</sup> Ibid, Paragraph: 004 Reference ID: 10-004-20190509

<sup>76</sup> Harman, June 2012, Viability Testing of Local Plans: Advice for planning practitioners, page 42

## Establishing the value zones

5.5 Our analysis has shown that there is not sufficient justification to vary the testing by multiple value zones. In considering whether to vary the testing by values we have had regard to our detailed market analysis set out in Chapter 2 of the Property Market Report in Appendix 2. As illustrated in the heatmap in Figure 5-1 and supported by the Property Market Report, there is some price variation across the Districts on a price per unit basis. But when we analysed prices on a £psm basis we established that in reality there is a narrow price difference across the Districts. The price difference on a per unit basis is driven by smaller units being developed in the market towns along the A14 corridor (e.g. Great Blakenham, Needham Market and Stowmarket) and Sudbury. In the rural areas larger properties are being developed, and although are achieving relatively high values on a unit basis, once devalued on a £psm basis the values are akin to the A14 corridor and around Sudbury. Our conclusions were also supported through our stakeholder event, where feedback was provided on the day, that in reality there is very little variation in prices £psm in the Districts.

**Figure 5-1 Value heatmap**



Source: Land Registry, Babergh & Mid Suffolk District Councils, AspinallVerdi, accessed August 2020

5.6 Based on our market analysis in Chapter 2 of the Property Market Report in Appendix 2 we have used the values in Table 5-1 in our assessment.

**Table 5-1 Proposed sale values in viability testing**

| Typology                       | Unit Size sqm | Unit Price | £psm   |
|--------------------------------|---------------|------------|--------|
| 1-bed flat                     | 50            | £160,000   | £3,200 |
| 2-bed flat                     | 61            | £190,000   | £3,115 |
| 1-bed house<br>(single storey) | 50            | £180,000   | £3,600 |
| 2-bed house                    | 79            | £250,000   | £3,164 |
| 3-bed house                    | 90            | £290,000   | £3,222 |
| 4-bed house                    | 110           | £350,000   | £3,181 |

Source: Property Market Report Appendix 2, 2020

### Dwelling sizes

5.7 The unit sizes used in Table 5-1 reflect minimum recommended space standards (see Figure 5-2) and that being developed in the Districts (summarised in Table 5-2 with further analysis in the Property Market Report in Appendix 2). When we cross reference the minimum space standards with the consented schemes in Table 5-2, we see that market units being delivered can be much larger than the minimum space standards. But the affordable units are typically in line with the minimum space standards. Based on the evidence available, we consider the unit sizes reasonable and robust as they reflect both the aims of the draft plan in providing a range of type of housing and what the market will deliver. For affordable units, developers provide units at the minimum space standard in Figure 5-2, as such we have used the smaller units in the testing i.e. 1-bed at 50 sqm (single storey), 2-bed at 70 sqm, 3-bed at 84 sqm and 4-bed at 97 sqm.

**Figure 5-2 New build residential minimum space standards**

| Number of bedrooms(b) | Number of bed spaces (persons) | 1 storey dwellings | 2 storey dwellings | 3 storey dwellings | Built-in storage |
|-----------------------|--------------------------------|--------------------|--------------------|--------------------|------------------|
| 1b                    | 1p                             | 39 (37) *          |                    |                    | 1.0              |
|                       | 2p                             | 50                 | 58                 |                    | 1.5              |
| 2b                    | 3p                             | 61                 | 70                 |                    | 2.0              |
|                       | 4p                             | 70                 | 79                 |                    |                  |
| 3b                    | 4p                             | 74                 | 84                 | 90                 | 2.5              |
|                       | 5p                             | 86                 | 93                 | 99                 |                  |
|                       | 6p                             | 95                 | 102                | 108                |                  |
| 4b                    | 5p                             | 90                 | 97                 | 103                | 3.0              |
|                       | 6p                             | 99                 | 106                | 112                |                  |
|                       | 7p                             | 108                | 115                | 121                |                  |
|                       | 8p                             | 117                | 124                | 130                |                  |
| 5b                    | 6p                             | 103                | 110                | 116                | 3.5              |
|                       | 7p                             | 112                | 119                | 125                |                  |
|                       | 8p                             | 121                | 128                | 134                |                  |
| 6b                    | 7p                             | 116                | 123                | 129                | 4.0              |
|                       | 8p                             | 125                | 132                | 138                |                  |

Source: MHCLG (March 2015) Technical housing standards – nationally described space standard

**Table 5-2 Analysis of unit sizes of consented schemes**

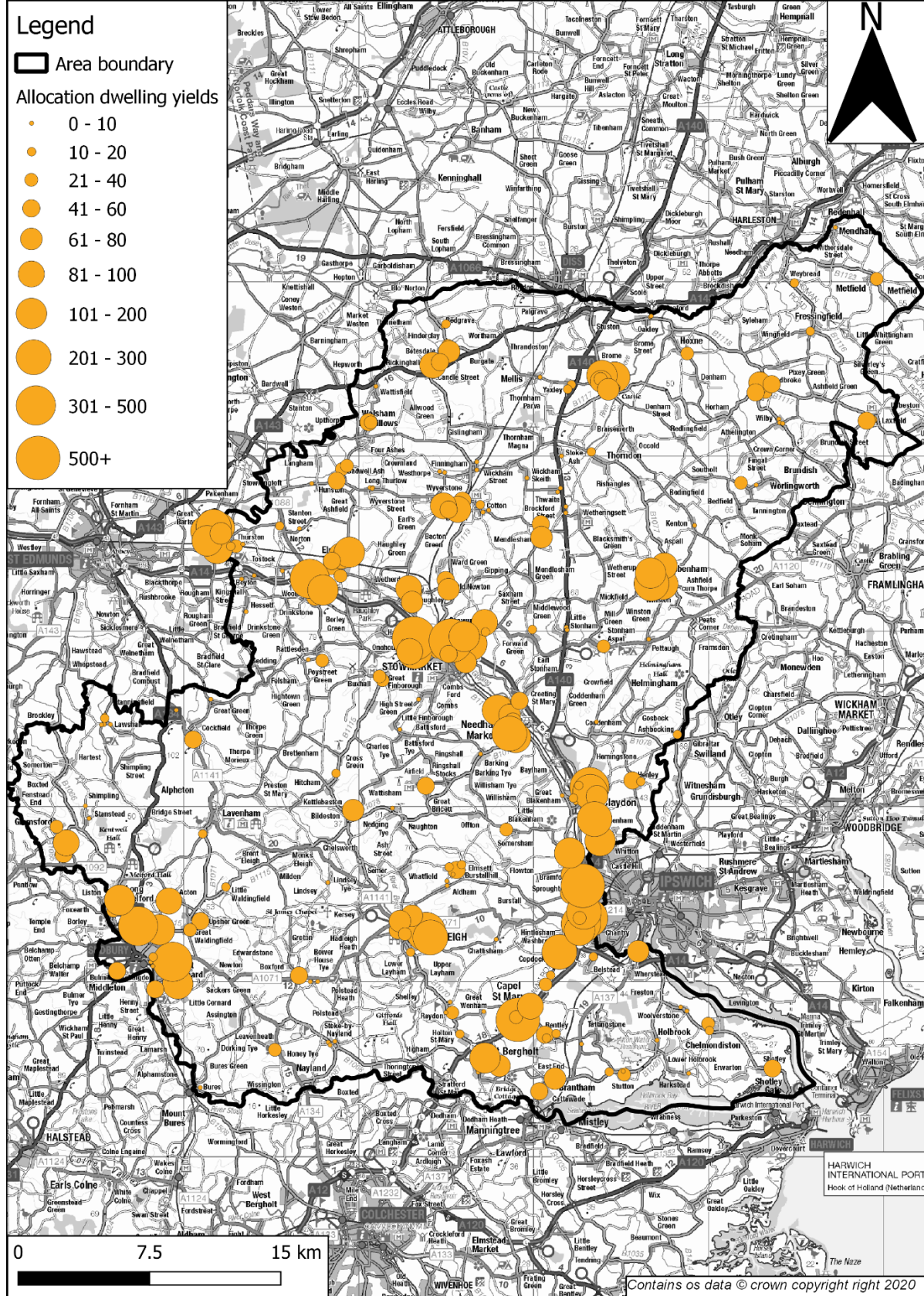
| No. of Bedrooms | Market units sqm | Affordable units sqm |
|-----------------|------------------|----------------------|
| 1               | N/a              | 55.9 – 64            |
| 2               | 45 – 80          | 69 – 95              |
| 3               | 79 – 163         | 81.4 - 84.5          |
| 4+              | 96 – 233         | N/a                  |

Source: Babergh & Mid Suffolk Planning Portal, AspinallVerdi (April 2019)

### Pattern of proposed residential development

5.8 The next step is to see whether those sites being promoted in the Strategic Housing & Economic Land Availability Assessment (SHELAA) comprise greenfield or brownfield sites (to allow further variation of the testing). The SHELAA data provides a range of the number of units each site will yield. We have overlaid the SHELAA sites on a map of the Districts – see Figure 5-3. The analysis in Figure 5-3 shows that the majority of the proposed development is located along the A14 corridor and the major towns and settlements. All of the large developments are located on greenfield sites with larger developments proposed on the fringes of Stowmarket, Sproughton, Capel St Mary and Great Conrad. Smaller sites are being promoted sporadically across the Districts. There are few sites being promoted that are brownfield in nature.

Figure 5-3 Distribution of residential development growth



Source: AspinallVerdi, Babergh & Mid Suffolk District Councils, QGIS, Ordnance Survey, 2020

## Potential greenfield residential sites

5.9 There are 220 greenfield sites with a total of 16,840 units. The bulk of sites are reasonably small with more than half of them with 40 units or less. The densities of all greenfield sites are wide ranging from 1 to 60 dwellings per gross hectare.

**Table 5-3 Greenfield SHELAA sites**

| Capacity Banding | No. in banding | No. in band % split | Total no. of units | Total no. of units % split | Gross density range (dph) |
|------------------|----------------|---------------------|--------------------|----------------------------|---------------------------|
| 0-10             | 67             | 30%                 | 511                | 3%                         | 5-39                      |
| 11-20            | 31             | 14%                 | 498                | 3%                         | 1-43                      |
| 21-40            | 30             | 14%                 | 858                | 5%                         | 2-60                      |
| 41-60            | 24             | 11%                 | 1,235              | 7%                         | 5-28                      |
| 61-80            | 15             | 7%                  | 1,071              | 6%                         | 6-33                      |
| 81-100           | 12             | 5%                  | 1,151              | 7%                         | 9-35                      |
| 101-200          | 20             | 9%                  | 2,950              | 18%                        | 6-35                      |
| 201-300          | 10             | 5%                  | 2,746              | 16%                        | 11-32                     |
| 301-500          | 7              | 3%                  | 3,125              | 19%                        | 8-30                      |
| 501+             | 4              | 2%                  | 2,695              | 16%                        | 20-25                     |
| <b>Total</b>     | <b>220</b>     | <b>100%</b>         | <b>16,840</b>      | <b>100%</b>                |                           |

Source: Babergh & Mid Suffolk District Councils and AspinalVerdi, 2020

## Potential brownfield residential sites

5.10 Table 5-4 shows all brownfield housing SHELAA sites analysed using size bands. Overall, there are 36 sites on brownfield land in the Districts. The largest band is for small sites with 12 sites with a capacity of between 0-10 units. Gross densities across all the sites range from between 2 dph to 82 dph.

**Table 5-4 Brownfield SHELAA sites**

| Capacity Banding | No. in banding | No. in band % split | Total no. of units | Total no. of units % split | Gross density range (ha) |
|------------------|----------------|---------------------|--------------------|----------------------------|--------------------------|
| 0-10             | 12             | 33%                 | 78                 | 8%                         | 2-35                     |
| 11-20            | 6              | 17%                 | 98                 | 10%                        | 7-35                     |

| Capacity Banding | No. in banding | No. in band % split | Total no. of units | Total no. of units % split | Gross density range (ha) |
|------------------|----------------|---------------------|--------------------|----------------------------|--------------------------|
| 21-40            | 7              | 19%                 | 199                | 20%                        | 15-68                    |
| 41-60            | 7              | 19%                 | 347                | 34%                        | 12-82                    |
| 61-80            | 4              | 11%                 | 291                | 29%                        | 23-48                    |
| <b>Total</b>     | <b>36</b>      | <b>100%</b>         | <b>1,013</b>       | <b>100%</b>                |                          |

Source: Babergh & Mid Suffolk District Councils and AspinalVerdi, 2020

### Residential typologies

5.11 Based on our analysis of the type of development proposed through the SHELAA we have devised the typologies set out in Table 5-5. Any changes in development density for the SHELAA sites are reflected through the sensitivity tables in the appraisals. As we explained in Chapter 2, the NPPF provides a threshold of 10 units or more, or a site area of 0.5 hectares or more before affordable housing is applied. The Districts have indicated that sites come forward at below the 10 units threshold but trigger policy because the sites are greater than 0.5 hectares - we have reflected this in the scenarios in Table 5-5. Furthermore, the Districts wish to understand the impact planning policies have on the viability of smaller sites which fall below the NPPF threshold (10 units/0.5 hectares) and on rural exemption sites.<sup>77</sup> These have been reflected in a slightly higher density scenario of 8 dwellings in the typologies in Table 5-5.

**Table 5-5 Generic scenarios**

| No. of dwellings                 | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha |
|----------------------------------|-----------|--------------------|--------------|---------|------------------|
| <b>Greenfield</b>                |           |                    |              |         |                  |
| 8 – rural & policy off scenarios | 20        | 0.4                | 90%          | 22      | 0.36             |
| 8 – low density                  | 8         | 1                  | 90%          | 9       | 0.90             |
| 15                               | 15        | 1                  | 90%          | 17      | 0.90             |
| 30                               | 16        | 1.9                | 80%          | 20      | 1.52             |
| 50                               | 18        | 2.8                | 80%          | 22      | 2.24             |
| 85                               | 18        | 4.7                | 80%          | 23      | 3.76             |

<sup>77</sup> Small sites used for affordable housing in perpetuity where sites would not normally be used for housing. Rural exception sites seek to address the needs of the local community by accommodating households who are either current residents or have an existing family or employment connection. Small numbers of market homes may be allowed at the local authority’s discretion, for example where essential to enable the delivery of affordable units without grant funding. ([https://www.planningportal.co.uk/directory\\_record/489/rural\\_exception\\_site](https://www.planningportal.co.uk/directory_record/489/rural_exception_site))



| No. of dwellings         | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha |
|--------------------------|-----------|--------------------|--------------|---------|------------------|
| 150                      | 18        | 8.3                | 70%          | 26      | 5.81             |
| 250                      | 18        | 13.9               | 70%          | 26      | 9.73             |
| <b>Brownfield</b>        |           |                    |              |         |                  |
| 8 - policy off scenarios | 20        | 0.4                | 90%          | 22      | 0.36             |
| 8 – low density          | 11        | 0.7                | 90%          | 13      | 0.63             |
| 15                       | 20        | 0.8                | 90%          | 21      | 0.72             |
| 40                       | 18        | 2.2                | 80%          | 23      | 1.76             |
| 40<br>(flats)            | 70        | 0.6                | 80%          | 83      | 0.48             |
| 50                       | 20        | 2.5                | 80%          | 25      | 2.00             |
| 50<br>(flats)            | 70        | 0.7                | 80%          | 89      | 0.56             |
| 70                       | 35        | 2                  | 80%          | 44      | 1.60             |

Source: AspinallVerdi, 2020

### Larger sites testing

5.12 As highlighted in Table 5-3 and Table 5-4 the Districts do not have any strategic sites that are considered fundamental to the delivery of the plan. But the Districts do have several larger sites planned around the edge of Ipswich and the market towns. To reflect these larger sites we have agreed with the Districts to test the scenarios set out in Table 5-6.

**Table 5-6 Larger scenarios**

| No. of dwellings  | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha |
|-------------------|-----------|--------------------|--------------|---------|------------------|
| <b>Greenfield</b> |           |                    |              |         |                  |
| 350               | 20        | 18                 | 70%          | 28      | 12.50            |
| 600               | 24        | 25                 | 70%          | 34      | 18               |
| 1,000             | 22        | 45                 | 65%          | 34      | 30               |

Source: AspinallVerdi, 2020

### Dwelling types and mix

5.13 To inform an appropriate dwelling mix to use in the viability testing we have considered the Districts Strategic Housing Market Assessment (SHMA), January 2019. As shown in Figure 5-4,

the SHMA sets out the requirements for market housing in Babergh over the next 18 years and those for Mid Suffolk set out in Figure 5-5.

**Figure 5-4 Size of new owner-occupied accommodation required in Babergh over the next 18 years (number of households)**

| <i>Size of home</i>   | <i>Current size profile</i> | <i>Size profile 2036</i> | <i>Change required</i> | <i>% of change required</i> |
|-----------------------|-----------------------------|--------------------------|------------------------|-----------------------------|
| One bedroom           | 598                         | 1,183                    | 585                    | 12.2%                       |
| Two bedrooms          | 5,037                       | 6,765                    | 1,729                  | 36.1%                       |
| Three bedrooms        | 12,327                      | 13,774                   | 1,447                  | 30.2%                       |
| Four or more bedrooms | 10,065                      | 11,098                   | 1,033                  | 21.5%                       |
| <b>Total</b>          | <b>28,026</b>               | <b>32,820</b>            | <b>4,794</b>           | <b>100.0%</b>               |

Source: Strategic Housing Market Assessment - Partial Part 2 update (January 2019)

**Figure 5-5 Size of new owner-occupied accommodation required in Mid Suffolk over the next 18 years (number of households)**

| <i>Size of home</i>   | <i>Current size profile</i> | <i>Size profile 2036</i> | <i>Change required</i> | <i>% of change required</i> |
|-----------------------|-----------------------------|--------------------------|------------------------|-----------------------------|
| One bedroom           | 707                         | 1,221                    | 515                    | 7.2%                        |
| Two bedrooms          | 5,908                       | 8,380                    | 2,472                  | 34.4%                       |
| Three bedrooms        | 13,680                      | 15,784                   | 2,104                  | 29.3%                       |
| Four or more bedrooms | 12,208                      | 14,303                   | 2,096                  | 29.2%                       |
| <b>Total</b>          | <b>32,502</b>               | <b>39,688</b>            | <b>7,186</b>           | <b>100.0%</b>               |

Source: Strategic Housing Market Assessment - Partial Part 2 update (January 2019)

5.14 Based on the SHMA we have used the blended market dwellings mix set out in Table 5-7.

**Table 5-7 Blended market unit requirements**

| No. of Bedrooms | Babergh District |                                  | Mid Suffolk      |                                  | Blended                 |
|-----------------|------------------|----------------------------------|------------------|----------------------------------|-------------------------|
|                 | No. of dwellings | Percentage of District wide need | No. of dwellings | Percentage of District wide need |                         |
| 1               | 1,183            | 4%                               | 1221             | 3%                               | 3.3% (assumed bungalow) |
| 2               | 6,765            | 21%                              | 8,380            | 21%                              | 20.9%                   |
| 3               | 13,774           | 42%                              | 15,784           | 40%                              | 40.8%                   |
| 4+              | 11,098           | 34%                              | 14,303           | 36%                              | 35.0%                   |
| <b>Total</b>    | <b>32,820</b>    |                                  | <b>39,688</b>    |                                  |                         |

Source: Strategic Housing Market Assessment - Partial Part 2 update (January 2019), AspinallVerdi

- 5.15 With regards to affordable housing dwelling mix, we have considered the mix set out in the Districts emerging draft Policy SP02 – Affordable Housing and evidence of what is being currently delivered on schemes in the Districts.
- 5.16 Figure 5-6 and Figure 5-7 explain the affordable housing need across the Districts.

**Figure 5-6 Babergh affordable housing mix, and all other Affordable housing variables (number of units)**

| Tenure & size                           | 1 bed       | 2 bed       | 3 bed       | 4 or more bed | Total       |
|-----------------------------------------|-------------|-------------|-------------|---------------|-------------|
| Shared ownership                        | 134 (26.4%) | 165 (32.6%) | 156 (30.9%) | 51 (10.1%)    | 506 (100%)  |
| Social rent & Affordable rent           | 271 (27.6%) | 228 (23.2%) | 225 (22.9%) | 259 (26.4%)   | 984 (100%)  |
| Discount home ownership & starter homes | 106 (21.3%) | 173 (34.8%) | 145 (29.2%) | 72 (14.5%)    | 496 (100%)  |
| <b>Total</b>                            | <b>511</b>  | <b>566</b>  | <b>526</b>  | <b>382</b>    | <b>1986</b> |
| <b>Total per annum</b>                  | <b>28</b>   | <b>32</b>   | <b>29</b>   | <b>21</b>     | <b>110</b>  |

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan

**Figure 5-7 Mid Suffolk affordable housing mix, and all other Affordable housing variables (number of units)**

| Tenure & size                           | 1 bed       | 2 bed       | 3 bed       | 4 or more bed | Total        |
|-----------------------------------------|-------------|-------------|-------------|---------------|--------------|
| Shared ownership                        | 147 (25.2%) | 187 (32.1%) | 148 (25.4%) | 100 (17.2%)   | 583 (100%)   |
| Social rent & Affordable rent           | 289 (22.4%) | 361 (28.0%) | 303 (23.5%) | 335 (26.0%)   | 1,288 (100%) |
| Discount home ownership & starter homes | 97 (18.2%)  | 143 (20.7%) | 131 (22.5%) | 59 (11.9%)    | 430 (100%)   |
| <b>Total</b>                            | <b>533</b>  | <b>691</b>  | <b>582</b>  | <b>494</b>    | <b>2301</b>  |
| <b>Total per annum</b>                  | <b>30</b>   | <b>38</b>   | <b>32</b>   | <b>27</b>     | <b>127</b>   |

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan

- 5.17 Based on the affordable housing requirements in Figure 5-6 and Figure 5-7 we calculate the affordable tenure split.

**Table 5-8 Total number of affordable units per annum by tenure**

|                      | Shared ownership No. of units per annum | Affordable rent ownership No. of units per annum | Intermediate home ownership <sup>78</sup> No. of units per annum |
|----------------------|-----------------------------------------|--------------------------------------------------|------------------------------------------------------------------|
| Babergh District     | 506 units                               | 984 units                                        | 496 units                                                        |
| Mid-Suffolk District | 583 units                               | 1,288 units                                      | 430 units                                                        |

<sup>78</sup> Stated as discount home ownership & stater homes in Figure 5-6 and Figure 5-7.

|                | Shared ownership No. of units per annum | Affordable rent ownership No. of units per annum | Intermediate home ownership <sup>78</sup> No. of units per annum |
|----------------|-----------------------------------------|--------------------------------------------------|------------------------------------------------------------------|
| Total          | 1,089 units                             | 2,272 units                                      | 926 units                                                        |
| <b>% split</b> | <b>25%</b>                              | <b>53%</b>                                       | <b>22%</b>                                                       |

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan, AspinallVerdi (May 2019)

- 5.18 The Districts have informed us that despite emerging Policy SP02 – Affordable Housing setting out a tenure and typology mix across the plan period, this does differ from what is currently being delivered on sites. Furthermore, on 07 February 2020 the government withdrew their advice on Starter Homes.<sup>79</sup> The Districts informed us that prior to the changes to Starter Homes that they were advised by MHCLG not to accept this tenure because there were no regulations in place. As a consequence, where the Districts had Starter Homes in Section 106 agreements they were being reverted to Shared Ownership or Discounted Market sale. We have subsequently agreed with the Districts that we label our testing of Starter Homes as intermediate home ownership. In addition, the Districts currently have the highest demand on their register for 1 and 2 bed homes.
- 5.19 Using a combination of the evidence in Table 5-8 and working with the Districts we have used the blended affordable housing mix set out in Table 5-9 in the viability testing.

**Table 5-9 Blended affordable housing requirements**

| No. of Bedrooms | Shared ownership       | Affordable rent        | Intermediate home ownership                                                 | Blended         |
|-----------------|------------------------|------------------------|-----------------------------------------------------------------------------|-----------------|
| 1               | 2.54% of units         | 10.6% of units         | 3.24% of units (assumed flats)                                              | 16.38% of units |
| 2               | 15.24% of units        | 29.15% of units        | 11.8% of units (assumed flats on brownfield sites and houses on greenfield) | 57.35% of units |
| 3               | 6.35% of units         | 12.19% of units        | 5.40% of units                                                              | 23.51% of units |
| 4+              | 1.27% of units         | 1.06% of units         | 1.08% of units                                                              | 2.75% of units  |
| <b>Total</b>    | <b>25.40% of units</b> | <b>53.00% of units</b> | <b>21.60% of units</b>                                                      |                 |

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan, AspinallVerdi

<sup>79</sup> <https://www.gov.uk/guidance/starter-homes>

## Affordable housing tenure mix

5.20 Draft Policy LP08 – Affordable Housing explains that the following mix of affordable housing is required across the Districts:

- 984 for Babergh and 1288 for Mid Suffolk is to be for affordable rent / social rent
- 506 for Babergh and 583 for Mid Suffolk is to be for shared ownership
- 495 for Babergh and 430 for Mid Suffolk is to be for discounted home ownership/intermediate home ownership.

5.21 Based on the emerging requirement in draft Policy SP02 we have used the affordable housing tenure mix set out in Table 5-10.

**Table 5-10 Affordable housing tenure mix**

| Tenure                      | Babergh – no. of dwellings | Mid Suffolk– no. of dwellings | Total no. of dwellings | Blended mix |
|-----------------------------|----------------------------|-------------------------------|------------------------|-------------|
| Affordable/social rent      | 984                        | 1,288                         | 2,272                  | 53.00%      |
| Shared ownership            | 506                        | 583                           | 1,089                  | 25.40%      |
| Intermediate home ownership | 495                        | 430                           | 925                    | 21.60%      |
| <b>Total</b>                | <b>1,985</b>               | <b>2,301</b>                  | <b>4,286</b>           | <b>100%</b> |

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan, AspinalVerdi

5.22 Intermediate home ownership tenure has not been tested for over 55 or extra care facilities because intermediates homes are targeted at people under the age of 40. Intermediate home ownership has also not been included in rural exception site testing as the Districts have informed us that this tenure would not be allowed on these sites.

## Elderly accommodation typology

5.23 The draft Plan Policy LP07: Supported and Special Needs Housing sets out the need for specialist elderly accommodation. New build retirement housing in the Districts usually takes the form of; bungalows, age restricted flatted accommodation with shared communal facilities, or C2 use sheltered housing. Based on our Property Market Report in Appendix 2, we have tested the scenarios set out in Table 5-11.

**Table 5-11 Elderly accommodation scenario**

| Scenario   | Type of specialist accommodation | No. of units | Development density per net ha | Dwelling mix          |
|------------|----------------------------------|--------------|--------------------------------|-----------------------|
| Brownfield | Over 55 flatted accommodation    | 50           | 100                            | 75% 1-Bed & 25% 2-Bed |
| Greenfield | Extra care flatted accommodation | 50           | 100                            | 75% 1-Bed & 25% 2-Bed |

Source: AspinallVerdi, October 2020

## Non-residential typologies

5.24 With regards to commercial property, there is less price variation across a local authority with values predominantly driven by lease length and strength of occupier (i.e. covenant).

## Retail typologies

5.25 In determining convenience scenarios, we have had regard to the following occupier requirements:

- Tesco typically only seek sites for their express format i.e. circa 2,200 sqft in main urban areas
- Waitrose stores tend to vary greatly in their format, dependent on the location and size of the site with examples in their portfolio of between 2,500 – 56,000 sqft
- Aldi and Lidl: a
  - Prominent sites in town, Borough, edge of centre or out of town locations
  - Unit sizes flexible on design and scale between 14,000 and 26,500 sqft
  - 1.3 -1.5 acres plus for standalone units or up to 4 acres for mixed-use sites
  - Iceland’s requirements for this format is 10 – 15,000 sqft size units located on out-of-town retail parks.

5.26 Based on current occupier requirements we have tested the following scenarios:

- Express – 350 sqm, with 20% site coverage / gross to net 90%
- Budget – 2,000 sqm, with 35% site coverage / gross to net 85%

5.27 As set out in our Property Market Report in Appendix 2 the comparison retail market is in a state of flux with currently limited new store requirement to base our viability testing. Based on general take-up identified in our Property Market Report in Appendix 2, we have assumed the following scenarios:

- Smaller format – town centre

- 500 sqm Gross Internal Area (GIA)
- Site coverage 80%
- Gross to net site area 90%
- Larger format – town centre
  - 1,000 sqm GIA
  - Site coverage 40%
  - Gross to net site area 90%

## Employment typology

---

5.28 To reflect the planned employment growth, we have tested office and industrial development as follows:

5.29 We have tested the following office scenario:

- 500 sqm GIA/85% gross to net on the unit
- Site coverage 40%
- Gross to net site area 90%

5.30 We have tested an industrial scenario as follows:

- 1,000 sqm GIA –
- Site coverage 40%
- Gross to net site area 90%

## 6 Appraisal inputs & assumptions

6.1 This section of the report sets out the inputs and assumptions that we have used in the development appraisals. First, we outline the values used across all uses, then build costs, and then finally land values.

### Value inputs

#### Residential market value inputs & assumptions

6.2 Based on our Property Market Report in Appendix 2 we have used the sale values set out in Table 6-1. The values are reflective of new build achieved sale values, both on a unit and a £psm basis. These were informed by a comprehensive analysis of market evidence and are reflective of new build achieved sale values, both on a unit and a £psm basis. Given the wide range of unit sizes for each typology delivered in the Districts we have not averaged out the values as this could distort the analysis e.g. averaging values on a £psm then applying the average to the unit sizes in the study could result in very high/very low unit prices not seen in the Districts. Through an iterative process, we have considered proposed unit sizes, proposed development densities and sold prices (on a unit basis and £psm) to formulate our opinion of values to use. With our values falling in the range of evidence gathered in Chapter 2 of the Property Market Report in Appendix 2.

**Table 6-1 Market value appraisal inputs**

| Typology    | Unit Size sqm | Unit Price | £psm   |
|-------------|---------------|------------|--------|
| 1-bed flat  | 50            | £160,000   | £3,200 |
| 2-bed flat  | 61            | £190,000   | £3,115 |
| 1-bed house | 58            | £180,000   | £3,600 |
| 2-bed house | 79            | £250,000   | £3,164 |
| 3-bed house | 90            | £290,000   | £3,222 |
| 4-bed house | 110           | £350,000   | £3,181 |

Source: Property Market Report Appendix 2, 2020

#### Affordable housing value inputs & assumptions

6.3 Based on consultations with Registered Providers (RPs) we have based our affordable housing values on the following rates and comments:

- Affordable rent at 50% - 80% of market values.



- Intermediate at 70% - 75% of market values.
- Some of the larger RPs refrain from taking 'off the shelf' units via S106 agreements due to diseconomies of scale and instead prefer to focus on land package agreements, where there is potential grant funding available.

6.4 For our testing, we have adopted:

- Affordable rent – 50% of market value
- Shared ownership – 70% of market value
- Intermediate home ownership – 80% of market value (values capped at £250,000)

### Elderly accommodation value inputs & assumptions

6.5 Table 6-2 sets out the value inputs used in our elderly accommodation appraisal; this is based on our Property Market Report in Appendix 2.

**Table 6-2 Elderly accommodation value inputs**

| Typology   | Unit Size sqm | Unit Price | £psm   |
|------------|---------------|------------|--------|
| 1-bed flat | 50            | £210,000   | £4,900 |
| 2-bed flat | 70            | £280,000   | £4,000 |

Source: Property Market Report Appendix 2, 2020

### Non-residential value inputs & assumptions

6.6 Based on our Property Market Report in Appendix 2 we have used the rents, yield and rent-free/void periods as set out in Table 6-3.

**Table 6-3 Non-residential rents and yields appraisal inputs**

| Scenario                                  | GIA sqm | Rent psf                 | Yield | Rent free/void |
|-------------------------------------------|---------|--------------------------|-------|----------------|
| Convenience - Express                     | 350     | £18.00 psf<br>(£194 psm) | 5.9%  | 9 months       |
| Convenience - Budget                      | 2,000   | £15.00 psf<br>(£161 psm) | 5.9%  | 9 months       |
| Comparison - Smaller format – town centre | 500     | £20 psf<br>(£215 psm)    | 8.5%  | 12 months      |
| Comparison- larger format – town centre   | 1,000   | £20 psf<br>(£215 psm)    | 10.5% | 12 months      |
| Office                                    | 500     | £15 psf<br>(£161 psm)    | 5.8%  | 12 months      |

| Scenario   | GIA sqm | Rent psf             | Yield | Rent free/void |
|------------|---------|----------------------|-------|----------------|
| Industrial | 1,000   | £10.00<br>(£108 psm) | 6.5%  | 12 months      |

Source: Property Market Report Appendix 2, 2020

## Build costs inputs & assumptions

- 6.7 When considering costs to include in the appraisals the PPG explains they ‘*should be based on evidence which is reflective of local market conditions. As far as possible, costs should be identified at the plan making stage*’.<sup>80</sup>
- 6.8 The PPG lists the following costs to include in the viability assessment:
- *build costs based on appropriate data, for example that of the Building Cost Information Service*
  - *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*
  - *site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value*
  - *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value*
  - *general finance costs including those incurred through loans*
  - *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value*
  - *explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return*’.<sup>81</sup>
- 6.9 Based on the guidance set out in the PPG we have used the build costs inputs and assumptions as set in Table 6-4 in our appraisals. Where site specific costs are greater than assumed this will need to be reflected in a reduced land value.

<sup>80</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-2018072

<sup>81</sup> Ibid.

**Table 6-4 Appraisal build cost inputs & assumptions**

| Element                          | Cost       | Comment                                                                                                                                                                                                                                                                                                                 |
|----------------------------------|------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Build cost – houses              | £1,155 psm | <i>'Build costs based on appropriate data, for example that of the Building Cost Information Service.'</i> <sup>82</sup><br><br>Based on median BCIS costs for estate housing generally – 5-year sample to reflect current building regulations, re-based for Suffolk. Copy of BCIS extract is contained in Appendix 3. |
| Build cost – flats               | £1,296 psm | Based on median BCIS costs for flats generally – 5-year sample to reflect current building regulations, re-based for Suffolk. Copy of BCIS extract is contained in Appendix 3. – see additional comments above.                                                                                                         |
| Convenience retail - build costs | £1,993 psm | BCIS <sup>82</sup> median build costs for hypermarkets and supermarkets, re-based to Suffolk, with a 25 year period in order to have a higher number of sample details contained in Appendix 3.                                                                                                                         |
| Comparison retail build costs    | £1,927 psm | BCIS <sup>82</sup> median build costs for shops, re-based to Suffolk, with a 10-year period in order to ensure a sufficient sample size – details contained in Appendix 3.                                                                                                                                              |
| Office build costs               | £1,879 psm | BCIS <sup>82</sup> median build costs 'generally' for offices, re-based to Suffolk, with a 10 year period in order to ensure a sufficient sample size – details contained in Appendix 3.                                                                                                                                |

<sup>82</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

| Element                                                       | Cost                                                              | Comment                                                                                                                                                                                                                                                                                                                                     |
|---------------------------------------------------------------|-------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Industrial build costs                                        | £747 psm                                                          | BCIS <sup>82</sup> median build costs warehouse/stores 'generally', re-based to Suffolk, with a 10 year period in order to ensure a sufficient sample size – details contained in Appendix 3.                                                                                                                                               |
| External works for services and infrastructure                | 15% of BCIS build costs                                           | External works will vary, depending on on-site requirements. Industry norms and other schemes coming forward in the Districts.                                                                                                                                                                                                              |
| Site abnormalities – - applied to brownfield development only | £110,000 per net developable acre                                 | Site abnormalities will vary significantly from site to site. We have assumed our allowance includes the cost for demolition and remediation. We have had regard to HCA (now Homes England) guidance on dereliction, demolition and remediation costs, March 2015, along with comparable and other schemes coming forward in the Districts. |
| Statutory Planning Fees                                       | Based on national formula.                                        | Fees as per the calculator set out in the Planning Portal website.                                                                                                                                                                                                                                                                          |
| Planning Application Professional Fees, Surveys and reports   | Calculated as a three times multiplier to national formula above. | Considered reasonable allowance for planning-related fees, other fees covered through professional fees allowance.                                                                                                                                                                                                                          |
| Professional fees                                             | 10% of BCIS build cost                                            | Typically ranges between 8% - 12%, based on industry norms and other schemes coming forward in the Districts.                                                                                                                                                                                                                               |
| Contingency                                                   | 5% of BCIS build cost                                             | Typically ranges between 3% - 5%, based on industry norms and other schemes coming forward in the Districts.                                                                                                                                                                                                                                |

| Element                                         | Cost            | Comment                                                                                                                                                                                                                                                                                                                                                                                  |
|-------------------------------------------------|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Residential - Sale Agents Costs                 | 1.5%            | Source: Page 35 Harman report and comparable schemes                                                                                                                                                                                                                                                                                                                                     |
| Residential - Sale Legal Costs                  | 0.5%            | As above.                                                                                                                                                                                                                                                                                                                                                                                |
| Residential - Marketing and Promotion           | 1.5%            | As above.                                                                                                                                                                                                                                                                                                                                                                                |
| Elderly accommodation - Marketing and Promotion | 5% market value | Comparable scheme analysis shows higher costs over 'general needs market housing'. Cost allowance assumed still in line with the Harman report (P.35) but at the higher end.                                                                                                                                                                                                             |
| Marketing and Promotion – commercial            | 1.00% GDV       | Ditto                                                                                                                                                                                                                                                                                                                                                                                    |
| Profit on market housing                        | 20.0% on GDV    | <i>'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development.'</i> <sup>83</sup> |
| Profit on affordable housing                    | 6.0% on GDV     | <i>'A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value</i>                                                                                                                                                                                                                    |

<sup>83</sup> MHCLG, 05 May 2019, PPG, Paragraph: 018 Reference ID: 10-018-20190509

| Element                                 | Cost               | Comment                                                                                                                                                |
|-----------------------------------------|--------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                         |                    | <i>and reduces risk. Alternative figures may also be appropriate for different development types.</i> <sup>83</sup>                                    |
| Profit on retail, office and industrial | 20% of build costs | Commercial development is assessed by way of profit on costs and not GDV to reflect the developer who the sales the completed scheme onto an investor. |
| Interest                                | 7.5%               | Gross interest inclusive of fees. Based on other schemes coming forward in the Districts.                                                              |
| SDLT on land value                      | 5.0%               | Slabbed figure.                                                                                                                                        |
| Agents fee on land value                | 1.0%               | Industry norms and other schemes coming forward in the Districts.                                                                                      |
| Legal fee on land value                 | 0.5%               | As above.                                                                                                                                              |
| Letting Agents Costs                    | 10.0% rental value | Based on industry norms and other schemes coming forward in the Districts.                                                                             |
| Letting Legal Costs                     | 5.0% rental value  | Ditto                                                                                                                                                  |
| Investment Sale Agents Costs            | 1.0%GDV            | Ditto                                                                                                                                                  |
| Investment Sale Legal Costs             | 0.50% GDV          | Ditto                                                                                                                                                  |
| Gross to net of general needs flats     | 85%                | Based on schemes we have analysed previously                                                                                                           |

| Element                               | Cost | Comment                                                                                                                                                                                                                           |
|---------------------------------------|------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Gross to net of elderly accommodation | 75%  | Due to these types of schemes providing communal facilities the gross to net area ratio is reduced when compared to general needs flatted developments. Based on schemes we have analysed previously this is around 75% compared. |
| Gross to net on office accommodation  | 85%  | This is based on comparable schemes.                                                                                                                                                                                              |

## Timescales

6.10 Timescales reflect both the development period and the sales period. These are inputs are reflected in the appraisals through the cashflow.

### Residential timescales

6.11 In our assessment of timescales we have reviewed the lead-in time and build rates set out in the ‘Babergh District Council Five-Year Housing Land Supply Position Statement 2020’ Consultation Issue, August 2020 produced by Lichfields – see Figure 6-1. Lichfields explain<sup>84</sup> the lead in times as follows:

- Lead-in Time (1) = the time from validation of first application to first completion; and
- Lead-in Time (2) = the time from approval of first detailed permission to first completion.

**Figure 6-1 Lead-in and build rates**

| Table 3.1 Local Lead-in Time Analysis |                  |           |                  |           |             |
|---------------------------------------|------------------|-----------|------------------|-----------|-------------|
| Site Size                             | Lead-in Time (1) |           | Lead-in Time (2) |           | Sample Size |
|                                       | Mean             | Median    | Mean             | Median    |             |
| 10-99 dwellings                       | 3.3 years        | 2.7 years | 2.0 years        | 1.6 years | 13          |
| 100-499 dwellings                     | 3.4 years        | 3.3 years | 1.7 years        | 1.6 years | 37          |

Source: Babergh District Council / Mid-Suffolk District Council / Lichfields Analysis

| Table 3.2 Local Build Rate Analysis |                     |                    |             |
|-------------------------------------|---------------------|--------------------|-------------|
| Site Size                           | Build Rate Averages | Build Rate Medians | Sample Size |
| 10-49 dwellings                     | 14 dpa              | 13 dpa             | 8           |
| 50-99 dwellings                     | 29 dpa              | 32 dpa             | 17          |
| 100-499 dwellings                   | 46 dpa              | 33 dpa             | 8           |

Source: Babergh District Council / Mid-Suffolk District Council / Lichfields Analysis

Source: Babergh District Council / Mid-Suffolk District Council / Lichfields Analysis

6.12 Lichfields explain that they have used the median lead-in times and build rates have been applied in their trajectory figures.<sup>85</sup> Taking the Lichfields analysis of 2.7 years lead-in for 10-99 dwelling and 3.3 years for 100-499 dwellings we have formulated the timing assumptions for the scenarios as set out in Table 6-5. It is assumed that the sales of the affordable housing units occur during the build period, in line with how the market operates on a ‘golden brick’ payment basis. Sale period for houses commences 7 – 9 months after the construction of units and continues 7 – 9 months post construction. For flats, we have assumed market sales commence on build complete of the units. These assumptions are in line with the timings adopted in the Council’s draft published 5 Year Housing Land Supply Evidence prepared by Litchfields. The 600 and 1,000-

<sup>84</sup> Lichfields, August 2020, Babergh District Council Five-Year Housing Land Supply Position Statement 2020, paragraph 3.21

<sup>85</sup> Ibid, paragraph 3.22



unit scenarios assume x2 outlets on-site, hence the timescales are compressed compared to the other scenarios in relation to the number of units.

**Table 6-5 Appraisal timing assumptions**

| No. of Units              | Lead in period | Build period | Sale period                              |
|---------------------------|----------------|--------------|------------------------------------------|
| <b>Greenfield</b>         |                |              |                                          |
| 8                         | 12 months      | 12 months    | 8 months (9 months after build start)    |
| 8                         | 12 months      | 12 months    | 8 months (9 months after build start)    |
| 15                        | 24 months      | 14 months    | 14 months (9 months after build start)   |
| 30                        | 24 months      | 28 months    | 28 months (9 months after build start)   |
| 50                        | 24 months      | 19 months    | 19 months (9 months after build start)   |
| 85                        | 24 months      | 32 months    | 32 months (9 months after build start)   |
| 150                       | 28 months      | 55 months    | 55 months (12 months after build start)  |
| 250                       | 28 months      | 91 months    | 91 months (12 months after build start)  |
| 350                       | 28 months      | 127 months   | 127 months (12 months after build start) |
| 600                       | 28 months      | 66 months    | 66 months (12 months after build start)  |
| 1,000                     | 28 months      | 182 months   | 182 months (12 months after build start) |
| <b>Brownfield</b>         |                |              |                                          |
| 8                         | 12 months      | 12 months    | 8 months (9 months after build start)    |
| 8                         | 12 months      | 12 months    | 8 months (9 months after build start)    |
| 15                        | 24 months      | 14 months    | 14 months (9 months after build start)   |
| 40                        | 24 months      | 37 months    | 37 months (9 months after build start)   |
| 50                        | 24 months      | 19 months    | 19 months (9 months after build start)   |
| 70                        | 24 months      | 26 months    | 26 months (9 months after build start)   |
| <b>Brownfield – flats</b> |                |              |                                          |

| No. of Units | Lead in period | Build period | Sale period                                |
|--------------|----------------|--------------|--------------------------------------------|
| 40           | 24 months      | 18 months    | 18 months (on scheme practical completion) |
| 50           | 24 months      | 18 months    | 18 months (on scheme practical completion) |

Source: AspinallVerdi, October 2020

### Elderly accommodation timescales

6.13 For elderly accommodation housing our disposal timescales have been extended compared to general needs housing to reflect the narrow market that can access these units, with the sale commencing on build complete on the units. The timescales are as follows:

- Lead in period: 24 months
- Construction - 18 months
- Sales period - 24 months

### Non-residential timescales

6.14 Table 6-6 sets out the timescales used in the non-residential testing appraisals. It is assumed the investments of the completed schemes are sold on build complete of the units.

**Table 6-6 Convenience retail scenarios timescales**

| Scenario                           | GIA sqm | Lead in period | Development period |
|------------------------------------|---------|----------------|--------------------|
| Convenience retail - Express       | 350     | 6 months       | 9 months           |
| Convenience retail - Budget        | 2,000   | 6 months       | 9 months           |
| Comparison retail - Smaller format | 500     | 6 months       | 9 months           |
| Comparison retail - Larger format  | 10,00   | 6 months       | 9 months           |
| Office                             | 500     | 6 months       | 12 months          |
| Industrial                         | 1,000   | 6 months       | 12 months          |

Source: AspinallVerdi, October 2020

## Land value assessment

6.15 As we have set out in Chapter 3 of this report the recommended approach to establishing land value for planning purposes is the EUV plus Premium method. It is therefore important to understand the types of sites coming forward and then make an assessment of values with reference to comparable evidence.

### Residential sites – land value assessment

6.16 Table 6-7 shows that the vast majority of residential planned growth will come forward on greenfield sites.

**Table 6-7 No. of planned greenfield and brownfield sites**

| Type of site     | No. of sites | Total no. of units proposed. |
|------------------|--------------|------------------------------|
| Greenfield sites | 220          | 16,840                       |
| Brownfield sites | 36           | 1,013                        |

Source: SHELAA, AspinallVerdi

### Greenfield land value assessment

6.17 In a greenfield context, we consider the existing use to be agricultural land for any potential proposed development in the draft Local Plan. Table 6-8 shows recent sold prices for agricultural land across Suffolk recorded by RICS/Royal Agricultural University (RAU) Rural Land Market Survey. The evidence in Table 6-8 shows that agricultural land across the District has traded in recent years has sold between £7,389 and £9,433 per gross acre (£18,258 and £23,310 per gross hectare).

**Table 6-8 Agricultural land sold prices – Suffolk**

| Sold date | Address         | Size acres | Size ha | Description                                         | Sold price | Sold price per acre | Sold price per hectare |
|-----------|-----------------|------------|---------|-----------------------------------------------------|------------|---------------------|------------------------|
| H2-19     | Alburgh         | 149        | 60      | Bare land                                           | £1.1m      | £7,389              | £18,258                |
| Nov-19    | Land at Thwaite | 181        | 73      | Bare land                                           | £1.5m      | £8,287              | £20,479                |
| Sept-18   | Land at Risby   | 591        | 239     | Block or arable land, part of which with irrigation | £5.575m    | £9,433              | £23,310                |

| Sold date | Address             | Size acres | Size ha | Description                                                         | Sold price | Sold price per acre | Sold price per hectare |
|-----------|---------------------|------------|---------|---------------------------------------------------------------------|------------|---------------------|------------------------|
| Dec-18    | Land at Mendles ham | 52         | 21      | Three enclosures of bare arable land with access off public highway | £450,000   | £8,654              | £21,385                |

Source: RICS/RAU Farmland Market Directory of Land Prices, H&2 2019, H1 & H2 2018

6.18 In addition to considering sold prices, we have looked at asking prices of agricultural land. The data in Table 6-9. shows that the asking prices range between £8,290 and £9,045 per gross acres (£20,486 and £22.349 per gross hectare) and the size varies between 118 and 183 acres (11 and 17 hectares).

**Table 6-9 Agricultural land asking prices**

| Address                    | Use                                                                                   | Quoting price | Size Acres | Price per Acre | Size Ha | Price per Ha |
|----------------------------|---------------------------------------------------------------------------------------|---------------|------------|----------------|---------|--------------|
| Bardwell, Suffolk          | Ring-fenced block grade 3 arable land with former stock buildings, modern straw barn. | £3.14m        | 347.17     | £9,045         | 140.5   | £22,349      |
| Lot 2, Rendham, Saxmundham | Ring fenced block of arable land                                                      | £485,000      | 57.75      | £8,398         | 23.37   | £20,753      |
| Lot 3, Rendham, Saxmundham | Ring fenced block of arable land                                                      | £415,000      | 50.06      | £8,290         | 20.26   | £20,486      |

Source: UKlandandfarms, September 2020, Clarke & Simpson, September 2020

6.19 A telephone consultation with an active rural agent<sup>86</sup> indicates that there is currently a lack of supply of land to the market in Suffolk. They confirmed that land values within the Suffolk area vary based on their productive capacity and whether or not the land is equipped. The typical value range was quoted between £8,500 and £10,000 per gross acre (£21,000 and £24,711 per gross hectare) but transactions in the market are currently sparse. These comments support the most recent RICS Rural Land Market Survey<sup>87</sup>, where prices are within this range and demand is reportedly softening as a result of Brexit.

<sup>86</sup> Lacy Scott and Knight, 2019

<sup>87</sup> RICS, RICS/RAU Rural Land Market Survey H2 2018, Prices edge lower in H2, 2019

**Residential sites – brownfield land value assessment**

- 6.20 In our assessment of brownfield land values, we have considered previously development employment sites and applied a suitable premium. Again, due to a lack of published data for the Districts, we have considered the wider Suffolk area to ensure a sufficient sample size of comparables.
- 6.21 As shown in Table 6-10 there is little recorded evidence of brownfield employment land across the Districts and surrounding areas. The little evidence that is available shows that good quality serviced employment land achieves up to £450,000 per gross acre (£1.1 million per gross hectare) and lower grade around £150,000 per gross acre (£380,000 per hectare).

**Table 6-10 Employment land - brownfield achieved prices**

| Date       | Address                                                                                    | Comments                                                                                       | Size<br>–<br>gross<br>acres | Price<br>per<br>gross<br>acres | Size<br>gross<br>hectare | Price per<br>gross<br>hectare |
|------------|--------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|-----------------------------|--------------------------------|--------------------------|-------------------------------|
| 21/11/2019 | Plot 4, Phase II<br>Williamsport<br>Way, Lion Barn<br>Industrial Estate,<br>Needham Market |                                                                                                | 1.10                        | £454,545                       | 0.45                     | £1,123,182                    |
| 23/05/2018 | Chilton Leys,<br>Stowmarket                                                                |                                                                                                | 3.28                        | £202,172                       | 1.3                      | £512,000                      |
| 01/06/2017 | Land,<br>Martlesham<br>Heath Business<br>Park, Anson<br>Road                               |                                                                                                | 2.50                        | £230,000                       | 1.01                     | £568,330                      |
| 15/09/2016 | Plot 2<br>Stowmarket<br>Business Park,<br>Ernest Nunn Rd,<br>Stowmarket                    | Serviced<br>site with<br>tarmac<br>surface,<br>regular in<br>shape with<br>palisade<br>fencing | 1.01                        | £445,544                       | 0.409                    | £1.1m                         |
| 23/02/2015 | Bury Road<br>Thetford                                                                      | Low grade<br>employment<br>land                                                                | 1.57                        | £152,866                       | 0.60                     | £377,732                      |

Source: CoStar, September 2020; Radius Data Exchange, September 2020

- 6.22 To supplement the analysis of sold prices we have also analysed quoting prices for employment sites across the Districts and surrounding areas, advertised on CoStar. As shown in Table 6-11, there is little evidence of quoting prices and what little evidence there is shows a wide variation.

**Table 6-11 Employment land quoting prices**

| Address                           | Comments                                                                     | Size –<br>gross<br>acres | Price<br>per<br>gross<br>acres | Size<br>gross<br>hectare | Price per gross<br>hectare |
|-----------------------------------|------------------------------------------------------------------------------|--------------------------|--------------------------------|--------------------------|----------------------------|
| Land off Castleton Way, Eye       | Site adjoins the Norwich to Ipswich A140 at the junction with Castleton Way. | 11.04                    | £144,928                       | 4.47                     | £358,132                   |
| Williamspport Way, Needham Market | Serviced plots available.                                                    | 1 plus                   | £450,000                       | 0.4 plus                 | £1.112m                    |

Source: CoStar, September 2020

### Development land values

6.23 In addition to our analysis of greenfield and brownfield existing use value, we have also considered some development land sales (Table 6-12) as our ‘cross check’ as explained in Chapter 3. But the PPG is clear that price paid should not be used as justification to fail to comply with policy.<sup>19</sup> The evidence shows that the value of development land across Suffolk varies significantly.

**Table 6-12 Suffolk development land values**

| Date       | Location               | Use                                      | Sold<br>price | Size<br>gross<br>acres | Price<br>per<br>gross<br>acre | Size<br>gross<br>ha | Price per<br>gross<br>hectare |
|------------|------------------------|------------------------------------------|---------------|------------------------|-------------------------------|---------------------|-------------------------------|
| 01/08/2017 | Pearson Road, Ipswich  | Residential Development Land             | £10.5m        | 4.7                    | £2.23m                        | 1.9                 | £5.5m                         |
| 01/12/2016 | Duke Street, Ipswich   | Residential Development Land             | £480,000      | 0.9                    | £533,333                      | 0.37                | £1.3m                         |
| 01/03/2017 | Marsh Road, Lowestoft  | Static Caravan Development Land          | £795,000      | 6                      | £132,500                      | 2.4                 | £331,250                      |
| 27/04/2018 | School Road, Lowestoft | Residential/ Commercial Development Land | £1.425m       | 19.75                  | £72,151                       | 7.99                | £178,350                      |

Source: CoStar, September 2020

6.24 The wide variation in the price of development land values across Suffolk is supported in the quoting prices set out in Table 6-13.

**Table 6-13 Suffolk development land quoting prices**

| Location                              | Use                                   | Quoting price | Size gross acres | Price per gross acre | Size gross hectares | Price per gross hectare |
|---------------------------------------|---------------------------------------|---------------|------------------|----------------------|---------------------|-------------------------|
| Woodbridge, Suffolk                   | Residential Development Land          | £850,000      | 3.75             | £226,666             | 1.52                | £559,210                |
| Red Lodge, Bury St. Edmunds           | Residential Development Land          | £500,000      | 2.31             | £216,450             | 0.93                | £537,634                |
| Perkins Way, Tostock, Bury St Edmunds | Residential Development Land          | £650,000      | 1.07             | £607,476             | 0.43                | £1.5m                   |
| Turnpike Road, Bury St. Edmunds       | Possible Residential Development Land | £500,000      | 2.31             | £216,450             | 0.93                | £537,634                |

Source: CoStar, September 2020

- 6.25 The analysis of development land values across Suffolk does not allow for any meaningful analysis given the large variance in prices achieved and sought.

**Residential sites – conclusion land value assessment**

- 6.26 Table 6-14 to Table 6-16 set out the greenfield and brownfield net land values used in our viability assessment; this is based on our analysis of achieved and quoting land prices, the PPG and the type of development proposed.
- 6.27 Where there is a S106 of £1,500 per dwelling greenfield land values are based on a benchmark land value of £100,000 gross per acre (£247,000 per gross hectare) – details set out in Table 6-14. The land values used in the viability represents a multiplier between 11 and 14 times the agricultural land values set out in Table 6-8.
- 6.28 With regards the rural exception site testing we have used a lower land value of £50,000 per gross acre (£123,550 per gross hectare) to reflect the fact the policy ask (i.e. affordable housing) is greater.

**Table 6-14 Greenfield land value development appraisal inputs – S106 @ £1,500 per dwelling**

| No. of Units                | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha | Total site value | Land value per net ha | Land value net acre |
|-----------------------------|-----------|--------------------|--------------|---------|------------------|------------------|-----------------------|---------------------|
| <b>Greenfield – housing</b> |           |                    |              |         |                  |                  |                       |                     |
| 8                           | 20        | 0.4                | 90%          | 22      | 0.36             | £98,800          | £274,444              | £111,062            |
| 8<br>(Rural Exception)      | 20        | 0.4                | 90%          | 22      | 0.36             | £49,420          | £137,278              | £55,554             |
| 8                           | 8         | 1                  | 90%          | 9       | 0.9              | £247,000         | £274,444              | £111,062            |
| 15                          | 15        | 1                  | 90%          | 17      | 0.9              | £247,000         | £274,444              | £111,062            |
| 30                          | 16        | 1.9                | 80%          | 20      | 1.5              | £469,300         | £308,750              | £124,944            |
| 50                          | 18        | 2.8                | 80%          | 22      | 2.2              | £691,600         | £308,750              | £124,944            |
| 85                          | 18        | 4.7                | 80%          | 23      | 3.7              | £1,160,900       | £308,750              | £124,944            |
| 150                         | 18        | 8.3                | 70%          | 26      | 5.8              | £2,050,100       | £352,857              | £142,794            |
| 250                         | 18        | 13.9               | 70%          | 26      | 9.7              | £3,433,300       | £352,857              | £142,794            |
| 350                         | 20        | 18                 | 70%          | 28      | 12.5             | £4,446,000       | £352,857              | £142,794            |
| 600                         | 24        | 25                 | 70%          | 34      | 18               | £6,216,990       | £352,837              | £142,785            |
| 1,000                       | 22        | 45                 | 65%          | 34      | 30               | £11,312,600      | £380,000              | £153,778            |

Source: AspinallVerdi, October 2020

6.29 In the scenarios where there is an enhanced S106 of £8,600 per dwelling (total S106 of £10,100 per dwelling) land value has been reduced to £85,000 per gross acre (£210,000 per gross hectare) – detail set out in Table 6-15. The justification for a reduced land value reflects the PPG on viability whereby land value needs to reflect all costs, hence an enhanced S106 cost results in a lower land value. The land values used in the viability represents a multiplier between 9 and 12-times agricultural land values set out in Table 6-8. Again, rural exemption sites are based on 50,000 per gross acre (£123,550 per gross hectare).



**Table 6-15 Greenfield land value development appraisal inputs – S106 @ £10,100 per dwelling**

| No. of Units                | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha | Total site value | Land value per net ha | Land value net acre |
|-----------------------------|-----------|--------------------|--------------|---------|------------------|------------------|-----------------------|---------------------|
| <b>Greenfield – housing</b> |           |                    |              |         |                  |                  |                       |                     |
| 8                           | 20        | 0.4                | 90%          | 22      | 0.36             | £84,000          | £233,333              | £94,425             |
| 8<br>(Rural Exception)      | 20        | 0.4                | 90%          | 22      | 0.36             | £49,420          | £137,278              | £55,554             |
| 8                           | 8         | 1                  | 90%          | 9       | 0.9              | £210,000         | £233,333              | £94,425             |
| 15                          | 15        | 1                  | 90%          | 17      | 0.9              | £210,000         | £233,333              | £94,425             |
| 30                          | 16        | 1.9                | 80%          | 20      | 1.5              | £399,000         | £262,500              | £106,228            |
| 50                          | 18        | 2.8                | 80%          | 22      | 2.2              | £588,000         | £262,500              | £106,228            |
| 85                          | 18        | 4.7                | 80%          | 23      | 3.7              | £987,000         | £262,500              | £106,228            |
| 150                         | 18        | 8.3                | 70%          | 26      | 5.8              | £1,743,000       | £300,000              | £121,403            |
| 250                         | 18        | 13.9               | 70%          | 26      | 9.7              | £2,919,000       | £300,000              | £121,403            |
| 350                         | 20        | 18                 | 70%          | 28      | 12.5             | £3,780,000       | £300,000              | £121,403            |
| 600                         | 24        | 25                 | 70%          | 34      | 18               | £5,285,700       | £299,983              | £121,397            |
| 1,000                       | 22        | 45                 | 65%          | 34      | 30               | £9,618,000       | £323,077              | £130,742            |

Source: AspinallVerdi, October 2020

- 6.30 For brownfield sites we have used an existing use value of £150,000 per gross acre (£370,665 per gross hectare), this represents low grade employment land value. To the existing use value, we have applied 10% premium, to generate a benchmark land value of £165,000 per gross acre (£407,732 per gross hectare).

**Table 6-16 Brownfield land value development appraisal inputs – all scenarios**

| No. of Units                | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha | Total site value | Land value per net ha | Land value net acre |
|-----------------------------|-----------|--------------------|--------------|---------|------------------|------------------|-----------------------|---------------------|
| <b>Brownfield – housing</b> |           |                    |              |         |                  |                  |                       |                     |
| 8                           | 20        | 0.4                | 90%          | 22      | 0.4              | £163,093         | £407,732              | £165,000            |

| No. of Units                | Gross dph | Gross site area ha | Gross to net | Net dph | Net site area ha | Total site value | Land value per net ha | Land value net acre |
|-----------------------------|-----------|--------------------|--------------|---------|------------------|------------------|-----------------------|---------------------|
| 8                           | 11        | 0.7                | 90%          | 13      | 0.6              | £285,412         | £475,687              | £192,500            |
| 15                          | 20        | 0.8                | 90%          | 21      | 0.7              | £326,185         | £465,979              | £188,571            |
| 40                          | 18        | 2.2                | 80%          | 23      | 1.8              | £897,009         | £498,339              | £201,667            |
| 50                          | 20        | 2.5                | 80%          | 25      | 2                | £1,019,329       | £509,664              | £206,250            |
| 70                          | 35        | 2                  | 80%          | 44      | 1.6              | £815,463         | £509,664              | £206,250            |
| <b>Brownfield – flatted</b> |           |                    |              |         |                  |                  |                       |                     |
| 40                          | 70        | 0.6                | 80%          | 83      | 0.5              | £244,639         | £489,278              | £198,000            |
| 50                          | 70        | 0.7                | 80%          | 89      | 0.6              | £285,412         | £475,687              | £192,500            |

Source: AspinallVerdi, October 2020

- 6.31 These premiums over the existing use value are considered reasonable given the evidence set out in Chapter 3 and ensures that the maximum benefits in the public interest through the granting of planning permission.
- 6.32 Should the residual land value exceed the benchmark land value once all abnormal and policies costs are taken account for in the appraisal, then there is scope for the landowner to secure a higher premium and/or the developer a higher profit. Should any site specific assessments incur any additional costs that have not been allowed for in our benchmark land value assessments then these costs we need to be reflected in a reduced land value than that stated in Table 6-14 to Table 6-16.

### Elderly accommodation - land value assessment

- 6.33 It is envisaged that elderly accommodation development will come forward on brownfield sites. We have therefore used the same land value as general needs housing above £165,000 per gross acre (£407,732 per gross hectare) with a gross to net of 90% to reflect typical development in the area.

### Convenience & comparison retail - land value assessment

- 6.34 It is assumed that convenience and comparison retail will come forward on brownfield sites, and we have used a land value of £150,000 per gross acre (£370,665 per gross hectare) – this is based on low grade employment land values.

## Offices & industrial - land value assessment

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- 6.35 We have assumed that employment will be developed on greenfield sites, again we have used a land value of £247,000 per gross hectare (£100,000 per gross acre) representing a premium over existing use agricultural land values as evidenced above.

## 7 Viability testing results

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7.1 We set out below a summary of our viability findings for all the scenarios tested.

### Assessment of draft Local Plan policies

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7.2 We first provide our residential viability findings based on the policies set out in the Districts Regulation 19 draft Local Plan. The costs of the policies used in our viability testing are set out in Table 4-1. In the viability results below for residential, we set out the policy trade-offs between affordable housing and CIL. Further sensitivity testing is set out in the appraisals contained in Appendix 4 for S106 cost of £1,500 per dwelling and the Appendix 5 for appraisals for S106 costs of 10,100 per dwelling (i.e. containing the enhanced S106 costs of £8,600 per dwelling for early years and primary education). In some of the viability results different levels of affordable housing generate the same maximum CIL charge, this is because the surplus available between the different affordable housing bands is not sufficient to absorb a higher rate levied against the chargeable floor area.

7.3 The further sensitivities in the appraisals show:

- Changes in S106 costs v changes in affordable housing
- Changes in benchmark v changes in affordable housing
- Changes in development density v changes in affordable housing
- Changes in build costs v changes in affordable housing
- Changes in GDV v changes in affordable housing
- Changes in CIL v changes in S106 costs

### Greenfield houses

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7.4 Table 7-1 summarises the viability results for greenfield scenarios with a S106 cost of £1,500 per dwelling and Table 7-2 shows the results with the enhanced S106 costs of £8,600 per dwelling for early years and primary school education (i.e. total S106 costs of £10,100 per dwelling). The results show that the Districts draft policies are viable with the current indexed linked CIL of £143.29 psm. As we set out below and demonstrated in the viability results in Table 7-1 and Table 7-2 there is scope for the Districts to increase their current residential CIL charges and still maintain viable development. In scenarios of a higher percentage of affordable housing viability decreases, which typically means there is less viability surplus to fund CIL. But there is also an interplay with the CIL chargeable floorspace i.e. CIL in charged on market units and not affordable units. So in some scenarios, despite the percentage of affordable housing increasing, and hence reducing viability, the CIL charge increases because the surplus available to fund CIL is applied to a smaller total chargeable floor area.

**Table 7-1 Greenfield generic viability testing results – S106 @ £1,500 per dwelling**

| No. of Units                         | Gross dwellings per hectare | Affordable housing |      |      |      |      |
|--------------------------------------|-----------------------------|--------------------|------|------|------|------|
|                                      |                             | 30%                | 35%  | 40%  | 45%  | 50%  |
| <b>Greenfield – Maximum CIL £psm</b> |                             |                    |      |      |      |      |
| 15                                   | 15                          | £480               | £480 | £480 | £480 | £480 |
| 30                                   | 16                          | £480               | £480 | £500 | £500 | £520 |
| 50                                   | 18                          | £480               | £480 | £480 | £480 | £500 |
| 85                                   | 18                          | £500               | £500 | £500 | £520 | £520 |
| 150                                  | 18                          | £460               | £460 | £460 | £480 | £480 |
| 250                                  | 18                          | £440               | £460 | £460 | £460 | £480 |

Source: AspinallVerdi, October 2020

**Table 7-2 Greenfield generic viability testing results – S106 @ £10,100 per dwelling**

| No. of Units                         | Gross dwellings per hectare | Affordable housing |      |      |      |      |
|--------------------------------------|-----------------------------|--------------------|------|------|------|------|
|                                      |                             | 30%                | 35%  | 40%  | 45%  | 50%  |
| <b>Greenfield – Maximum CIL £psm</b> |                             |                    |      |      |      |      |
| 15                                   | 15                          | £380               | £360 | £360 | £340 | £340 |
| 30                                   | 16                          | £340               | £340 | £340 | £340 | £320 |
| 50                                   | 18                          | £360               | £360 | £360 | £340 | £340 |
| 85                                   | 18                          | £380               | £380 | £380 | £380 | £360 |
| 150                                  | 18                          | £360               | £360 | £360 | £340 | £340 |
| 250                                  | 18                          | £360               | £340 | £340 | £340 | £340 |

Source: AspinallVerdi, October 2020

### Greenfield larger sites

7.5 Table 7-3 summarises the viability results for larger greenfield scenarios with a S106 cost of £1,500 per dwelling and Table 7-4 shows the results with the enhanced S106 costs of £8,600 per dwelling (i.e. total S106 costs of £10,500 per dwelling). The results show that the Districts draft policies are viable with the current indexed linked CIL of £143.29 psm. Again, we set out below that there is scope for the Districts to increase its current residential CIL charges and still maintain viable development.

**Table 7-3 Greenfield larger sites viability testing results – S106 @ £1,500 per dwelling**

| No. of Units                         | Gross dwellings per hectare | Affordable housing |      |      |      |      |
|--------------------------------------|-----------------------------|--------------------|------|------|------|------|
|                                      |                             | 30%                | 35%  | 40%  | 45%  | 50%  |
| <b>Greenfield – Maximum CIL £psm</b> |                             |                    |      |      |      |      |
| 350                                  | 20                          | £440               | £440 | £460 | £460 | £480 |
| 600                                  | 24                          | £500               | £520 | £520 | £540 | £560 |
| 1,000                                | 22                          | £440               | £440 | £440 | £460 | £480 |

Source: AspinallVerdi, October 2020

**Table 7-4 Greenfield larger sites viability testing results – S106 @ £10,100 per dwelling**

| No. of Units                         | Gross dwellings per hectare | Affordable housing |      |      |      |      |
|--------------------------------------|-----------------------------|--------------------|------|------|------|------|
|                                      |                             | 30%                | 35%  | 40%  | 45%  | 50%  |
| <b>Greenfield – Maximum CIL £psm</b> |                             |                    |      |      |      |      |
| 350                                  | 20                          | £360               | £360 | £360 | £360 | £340 |
| 600                                  | 24                          | £400               | £400 | £400 | £400 | £420 |
| 1,000                                | 22                          | £340               | £360 | £360 | £360 | £360 |

Source: AspinallVerdi, October 2020

### Brownfield houses

7.6 Table 7-5 summarises the viability results for brownfield houses scenarios with a S106 cost of £1,500 per dwelling and Table 7-7 the results with the enhanced S106 costs of £8,600 per dwelling (i.e. total S106 costs of £10,500 per dwelling). The results show that the Districts draft policies are generally viable with the lower S106 ask of £1,500 per dwelling, current indexed linked CIL of £143.29 psm and 35% affordable housing. But once the S106 increases then the current indexed linked CIL of £143.29 psm and 35% affordable housing is unviable. A reduced affordable housing ask of 15% enables viable development with the enhanced S106 costs, whilst also leaving a viability buffer.

**Table 7-5 Brownfield generic viability testing results – S106 @ £1,500 per dwelling**

| No. of Units                                | Gross dwellings per hectare | Affordable housing |      |     |     |          |
|---------------------------------------------|-----------------------------|--------------------|------|-----|-----|----------|
|                                             |                             | 15%                | 20%  | 25% | 30% | 35%      |
| <b>Brownfield houses – Maximum CIL £psm</b> |                             |                    |      |     |     |          |
| 15                                          | 20                          | £140               | £100 | £60 | £10 | unviable |
| 40                                          | 18                          | £140               | £120 | £80 | £40 | unviable |

| No. of Units | Gross dwellings per hectare | Affordable housing |      |      |      |      |
|--------------|-----------------------------|--------------------|------|------|------|------|
|              |                             | 15%                | 20%  | 25%  | 30%  | 35%  |
| 50           | 20                          | £180               | £140 | £100 | £60  | £20  |
| 70           | 35                          | £380               | £360 | £340 | £300 | £280 |

Source: AspinallVerdi, October 2020

**Table 7-6 Brownfield generic viability testing results – S106 @ £10,100 per dwelling**

| No. of Units                                | Gross dwellings per hectare | Affordable housing |      |          |          |          |
|---------------------------------------------|-----------------------------|--------------------|------|----------|----------|----------|
|                                             |                             | 15%                | 20%  | 25%      | 30%      | 35%      |
| <b>Brownfield houses – Maximum CIL £psm</b> |                             |                    |      |          |          |          |
| 15                                          | 20                          | £40                | £0   | unviable | unviable | unviable |
| 40                                          | 18                          | £60                | £20  | unviable | unviable | unviable |
| 50                                          | 20                          | £80                | £40  | unviable | unviable | unviable |
| 70                                          | 35                          | £280               | £240 | £220     | £180     | £140     |

Source: AspinallVerdi, October 2020

### Brownfield flats

7.7 Table 7-7 summarises the viability results for brownfield flats scenarios with a S106 cost of £1,500 per dwelling. The results show that the Districts draft policies are unviable with the current indexed linked CIL of £143.29 psm and 35% affordable housing. Even reducing affordable housing does not make these typologies viable. An increase in the cost of the S106 obligation would only make viability worse, given the unviable nature with the lower sum we have not tested the higher sum for this reason. The unviable nature of development is not a concern as this type of development only forms a small element of the overall planned growth.

**Table 7-7 Brownfield flats viability testing results – S106 @ £1,500 per dwelling**

| No. of Units                               | Gross dwellings per hectare | Affordable housing |          |          |          |          |
|--------------------------------------------|-----------------------------|--------------------|----------|----------|----------|----------|
|                                            |                             | 15%                | 20%      | 25%      | 30%      | 35%      |
| <b>Brownfield flats – Maximum CIL £psm</b> |                             |                    |          |          |          |          |
| 40                                         | 70                          | unviable           | unviable | unviable | unviable | unviable |
| 50                                         | 70                          | unviable           | unviable | unviable | unviable | unviable |

Source: AspinallVerdi, October 2020

### Smaller sites (9 dwellings or fewer)

7.8 As stated in Chapter 5, in the Districts some smaller developments of 9 dwellings or less trigger affordable housing policy because they come forward on sites of 0.5 hectares. As demonstrated in Table 7-8 and Table 7-9 this type of development on greenfield sites is viable with 35% affordable and a CIL of £143.29 psm but on brownfield sites are unviable.

**Table 7-8 Smaller sites viability testing results – S106 @ £1,500 per dwelling**

| No. of Units                                | Gross dwellings per hectare | Affordable housing |          |          |          |          |
|---------------------------------------------|-----------------------------|--------------------|----------|----------|----------|----------|
|                                             |                             | 0%                 | 15%      | 25%      | 30%      | 35%      |
| <b>Greenfield – Maximum CIL £psm</b>        |                             |                    |          |          |          |          |
| 8 – low density                             | 8                           | £280               | £240     | £200     | £200     | £180     |
| <b>Brownfield houses – Maximum CIL £psm</b> |                             |                    |          |          |          |          |
| 8 – low density                             | 11                          | unviable           | unviable | unviable | unviable | unviable |

Source: AspinallVerdi, October 2020

**Table 7-9 Smaller sites viability testing results – S106 @ £10,100 per dwelling**

| No. of Units                                | Gross dwellings per hectare | Affordable housing |          |          |          |          |
|---------------------------------------------|-----------------------------|--------------------|----------|----------|----------|----------|
|                                             |                             | 0%                 | 15%      | 25%      | 30%      | 35%      |
| <b>Greenfield – Maximum CIL £psm</b>        |                             |                    |          |          |          |          |
| 8 – low density                             | 8                           | £200               | £180     | £160     | £140     | £100     |
| <b>Brownfield houses – Maximum CIL £psm</b> |                             |                    |          |          |          |          |
| 8 - low density                             | 11                          | unviable           | unviable | unviable | unviable | unviable |

Source: AspinallVerdi, October 2020

### Smaller sites impact of affordable housing policy

7.9 As also stated in Chapter 5, the Districts wish to understand the viability impact affordable housing is having on the smaller sites. As demonstrated in Table 7-10 and Table 7-11 greenfield development of this nature and there is scope to increase the CIL charge but brownfield development is unviable unless affordable housing is reduced.



**Table 7-10 Smaller sites viability testing results – S106 @ £1,500 per dwelling**

| No. of Units                                | Gross dwellings per hectare | Affordable housing |      |      |      |          |
|---------------------------------------------|-----------------------------|--------------------|------|------|------|----------|
|                                             |                             | 0%                 | 15%  | 25%  | 30%  | 35%      |
| <b>Greenfield houses – Maximum CIL £psm</b> |                             |                    |      |      |      |          |
| 8                                           | 20                          | £520               | £520 | £540 | £540 | £560     |
| <b>Brownfield houses – Maximum CIL £psm</b> |                             |                    |      |      |      |          |
| 8                                           | 20                          | £260               | £180 | £100 | £60  | unviable |

Source: AspinallVerdi, October 2020

**Table 7-11 Smaller sites viability testing results – S106 @ £10,100 per dwelling**

| No. of Units                                | Gross dwellings per hectare | Affordable housing |      |      |          |          |
|---------------------------------------------|-----------------------------|--------------------|------|------|----------|----------|
|                                             |                             | 0%                 | 15%  | 25%  | 30%      | 35%      |
| <b>Greenfield houses – Maximum CIL £psm</b> |                             |                    |      |      |          |          |
| 8                                           | 20                          | £440               | £420 | £420 | £420     | £420     |
| <b>Brownfield houses – Maximum CIL £psm</b> |                             |                    |      |      |          |          |
| 8                                           | 20                          | £180               | £80  | £0   | unviable | unviable |

Source: AspinallVerdi, October 2020

### Rural exception sites

7.10 Rural exception sites testing shows that development is not viable with 100% affordable housing and will require an element of market housing to cross-fund development. The appraisal results show that development starts to become marginally viable with 30% market housing. Appraisals for rural exception site testing is set out in Appendix 6.

### Elderly accommodation

7.11 Our viability testing results for elderly accommodation Appendix 7. Our results show that elderly accommodation development is currently unviable on both brownfield and greenfield sites.

**Table 7-12 Elderly accommodation - viability testing results**

| No. of Units                             | Gross dwellings per hectare | Affordable housing |          |          |          |          |
|------------------------------------------|-----------------------------|--------------------|----------|----------|----------|----------|
|                                          |                             | 0%                 | 10%      | 25%      | 30%      | 35%      |
| <b>Extra care – surplus per dwelling</b> |                             |                    |          |          |          |          |
| 50                                       | 125                         | unviable           | unviable | unviable | unviable | unviable |

| No. of Units                                        | Gross dwellings per hectare | Affordable housing |          |          |          |          |
|-----------------------------------------------------|-----------------------------|--------------------|----------|----------|----------|----------|
|                                                     |                             | 0%                 | 10%      | 25%      | 30%      | 35%      |
| <b>Over 55 accommodation – surplus per dwelling</b> |                             |                    |          |          |          |          |
| 50                                                  | 125                         | unviable           | unviable | unviable | unviable | unviable |

Source: AspinallVerdi, October 2020

## Retail

7.12 Our viability testing results for convenience and comparison retail are set out in Appendix 8. Our results show that all retail scenarios are unviable. These results are not surprising given the structural changes occurring in the market at this point. The testing does not reflect the economics of an owner occupier solution which may be viable given the individual circumstances of the site and occupier funding/building requirements.

## Employment use

7.13 Our viability testing results for industrial and office uses are set out in Appendix 9. Our results show that office development is currently unviable on a speculative basis. However, industrial development is marginally viable with biodiversity net gain. Again, the testing does not reflect the economics of an owner occupier solution which may be viable given the individual circumstances of the site and occupier funding/building requirements.

## Assessment of potential CIL charges

7.14 Table 7-13 summaries the maximum CIL with all policies costs (Table 4-1) and 35% affordable housing. The final column in Table 7-13 analysis the maximum surplus with a 30% viability buffer. Guidance recommends that there should be a viability buffer<sup>28</sup> with research showing that on average the buffer is around 30%.<sup>38</sup>

**Table 7-13 Greenfield - summary of surplus viability for CIL**

| No. of Units | Gross dwellings per hectare | Max CIL £ psm – a@ £1.5k S106 | CIL with 30% sensitivity buffer | Max CIL £ psm – a@ £10.1k S106 | CIL with 30% sensitivity buffer - a@ £10.1k S106 |
|--------------|-----------------------------|-------------------------------|---------------------------------|--------------------------------|--------------------------------------------------|
| 8 (no AFH)   | 20                          | £560                          | £392                            | £420                           | £294                                             |
| 8 (with AFH) | 8                           | £180                          | £126                            | £100                           | £70                                              |
| 15           | 15                          | £480                          | £336                            | £360                           | £252                                             |
| 30           | 16                          | £480                          | £336                            | £340                           | £238                                             |

| No. of Units | Gross dwellings per hectare | Max CIL £ psm – a@ £1.5k S106 | CIL with 30% sensitivity buffer | Max CIL £ psm – a@ £10.1k S106 | CIL with 30% sensitivity buffer - a@ £10.1k S106 |
|--------------|-----------------------------|-------------------------------|---------------------------------|--------------------------------|--------------------------------------------------|
| 50           | 18                          | £480                          | £336                            | £360                           | £252                                             |
| 85           | 18                          | £500                          | £350                            | £380                           | £266                                             |
| 150          | 18                          | £460                          | £322                            | £360                           | £252                                             |
| 250          | 18                          | £460                          | £322                            | £340                           | £238                                             |
| 350          | 20                          | £440                          | £308                            | £360                           | £252                                             |
| 600          | 24                          | £520                          | £364                            | £400                           | £280                                             |
| 1,000        | 22                          | £440                          | £308                            | £360                           | £252                                             |

Source: AspinallVerdi, October 2020

**Table 7-14 Brownfield - summary of surplus viability for CIL with 15% affordable housing**

| No. of Units | Gross dwellings per hectare | Max CIL £ psm – a@ £1.5k S106 | CIL with 30% sensitivity buffer | Max CIL £ psm – a@ £10.1k S106 | CIL with 30% sensitivity buffer - with varied AH |
|--------------|-----------------------------|-------------------------------|---------------------------------|--------------------------------|--------------------------------------------------|
| 8 (no AFH)   | 20                          | £180                          | £126                            | £80                            | £56                                              |
| 8 (with AFH) | 11                          | unviable                      | unviable                        | unviable                       | unviable                                         |
| 15           | 20                          | £140                          | £98                             | £40                            | £28                                              |
| 40           | 18                          | £140                          | £98                             | £60                            | £42                                              |
| 50           | 20                          | £180                          | £126                            | £80                            | £56                                              |
| 70           | 35                          | £380                          | £266                            | £280                           | £196                                             |

Source: AspinallVerdi, October 2020

7.15 Following the analysis in Table 7-13 and Table 7-14, we have tested the CIL rates with a 30% buffer in the development appraisals and found that with a 30% buffer the rates can only absorb a maximum 5% fall in GDV. Given the current market uncertainty caused by COVID-19 and Brexit, with current predictions showing house prices to fall in the short-term a 30% CIL buffer (equating to a maximum 5% fall in GDV) is not sufficient. Current forecasts are set out as follows:

- The Office for Budget Responsibility (OBR) expects house prices to fall 3.8% in 2021 in a moderate 'central' economic scenario<sup>88</sup>;

<sup>88</sup> OBR, 2020, OBR predicts house price fall in 2021

- KPMG has predicted a house price fall of between 5.4% and 7.5% if there is a no-deal Brexit by October 2020<sup>89</sup>; and
- EY ITEM Club has predicted that house prices could fall back 5% over the next few months and then stabilise<sup>90</sup>

7.16 Caution does need to be applied when analysing just a single viability input variable as in reality should the market weaken, we may see build costs decrease which would improve viability. Furthermore, the PPG on viability is clear that land value should reflect all development costs, so should viability decrease beyond that allowed for in the viability assessment, due to changes in the market, then we would expect this to also be reflected in a lower land value.

7.17 Through several iterations with the appraisals we have found that a £200 psm CIL on greenfield housing sites (£80 psm CIL on smaller sites that trigger affordable housing) generates a viability buffer of up to 15% fall in GDV - the results are shown Table 7-15. For brownfield housing scenarios 15% affordable housing and £45 psm CIL also provides sufficient buffer– the results are shown in Table 7-16.

7.18 Table 7-15 and Table 7-16 sets out the lower limit (minimum) of the percentage GDV before development becomes unviable i.e. “tipping point”. The testing assumes 100% of GDV as the baseline assessment used in the testing above with changes up and down from 100%. Table 7-17 provides an example of what a 90% minimum of GDV equates to in values. This assessment ignores the fact that land value can also be adjusted to reflect changes in the market.

**Table 7-15 Greenfield housing GDV tipping point with 35% affordable housing and CIL at £200 psm**

| No. of Units               | Gross dwellings per hectare | Min % of GDV (\$106 @ £1.5k per dwelling) | Min % of GDV (\$106 @ £10.1k per dwelling) |
|----------------------------|-----------------------------|-------------------------------------------|--------------------------------------------|
| 8 (no AFH)                 | 20                          | 85%                                       | 90%                                        |
| 8 (with AFH & £80 psm CIL) | 8                           | 100%                                      | 100%                                       |
| 15                         | 15                          | 90%                                       | 95%                                        |
| 30                         | 16                          | 90%                                       | 95%                                        |
| 50                         | 18                          | 90%                                       | 95%                                        |
| 85                         | 18                          | 90%                                       | 95%                                        |
| 150                        | 18                          | 90%                                       | 95%                                        |
| 250                        | 18                          | 90%                                       | 95%                                        |
| 350                        | 20                          | 90%                                       | 95%                                        |

<sup>89</sup> KPMG, 2020, Outlook for UK house prices

<sup>90</sup> EY, 2020, UK house prices fell back 1.7% month-on-month in May with year-on-year increase down to 1.8% – EY ITEM Club comments

| No. of Units | Gross dwellings per hectare | Min % of GDV<br>(£106 @ £1.5k per dwelling) | Min % of GDV<br>(£106 @ £10.1k per dwelling) |
|--------------|-----------------------------|---------------------------------------------|----------------------------------------------|
| 600          | 24                          | 85%                                         | 90%                                          |
| 1,000        | 22                          | 85%                                         | 95%                                          |

Source: AspinallVerdi, October 2020

**Table 7-16 Brownfield housing GDV tipping point with 15% affordable housing and CIL at £45 psm**

| No. of Units                       | Gross dwellings per hectare | Min % of GDV<br>(£106 @ £1.5k per dwelling) | Min % of GDV<br>(£106 @ £10.1k per dwelling) |
|------------------------------------|-----------------------------|---------------------------------------------|----------------------------------------------|
| <b>Brownfield housing % of GDV</b> |                             |                                             |                                              |
| 8 (no AFH)                         | 20                          | 95%                                         | 100%                                         |
| 8 (with AFH)                       | 11                          | unviable                                    | unviable                                     |
| 15                                 | 20                          | 100%                                        | unviable                                     |
| 40                                 | 18                          | 95%                                         | 100%                                         |
| 50                                 | 20                          | 95%                                         | 100%                                         |
| 70                                 | 35                          | 85%                                         | 90%                                          |

Source: AspinallVerdi, October 2020

**Table 7-17 Change in market values example**

| Typology                       | Unit Size<br>sqm | Unit Price | £psm   | Unit Price<br>@ 90% | £psm @ 90% |
|--------------------------------|------------------|------------|--------|---------------------|------------|
| 1-bed flat                     | 50               | £160,000   | £3,200 | £144,000            | £2,880     |
| 2-bed flat                     | 61               | £190,000   | £3,115 | £171,000            | £2,804     |
| 1-bed house<br>(single storey) | 50               | £180,000   | £3,600 | £162,000            | £3,240     |
| 2-bed house                    | 79               | £250,000   | £3,164 | £225,000            | £2,848     |
| 3-bed house                    | 90               | £290,000   | £3,222 | £261,000            | £2,900     |
| 4-bed house                    | 110              | £350,000   | £3,181 | £315,000            | £2,863     |

Source: AspinallVerdi, October 2020

## 8 Recommendations

### Introduction

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- 8.1 The following recommendations are based on the evidence set out in this viability report and the objectives set out in the Districts draft Local Plan:

### Residential

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- 8.2 Our viability testing has shown that the Districts policies in its draft Local Plan are generally viable on residential development but we make the following recommendations:
- **Greenfield development** – is viable with all policies costs identified, therefore no adjustments are required. Development can viably support 35% affordable housing and S106 of either £1,500 per dwelling and £10,100 per dwelling. There is also scope to increase the residential CIL charge to £200 psm.
  - **Greenfield smaller sites (9 dwellings or fewer) which trigger affordable housing** – on those sites which trigger S106 of £1,500 per dwelling or £10,100 per dwelling we recommend 35% affordable housing and CIL of £80 psm.
  - **Greenfield smaller sites (9 dwellings or fewer) which don't trigger affordable housing** – are viable with all policies costs identified, therefore no adjustments are required. Development can viably support S106 costs of either £1,500 or £10,100 per dwelling and there is scope to increase residential CIL charge to £200 psm.
  - **Brownfield housing development** – viability is more challenging on these sites than greenfield. To enable viable development the Council should seek 20% affordable housing with a £10 psm CIL or 15% affordable housing with £45 psm CIL.
  - **Brownfield flats development & smaller housing sites (9 dwellings or fewer) which trigger affordable housing**– are unviable with 0% affordable housing and all other policies including CIL. We recommend that this type of development is zero rated for CIL and no affordable housing is sought.
  - **Brownfield smaller housing sites (9 dwellings or fewer) which don't trigger affordable housing** – are viable with all policies costs identified, therefore no adjustments are required. These scenarios can support a CIL of £45 psm and still enable the Districts to capture the enhanced S106 costs.
  - **Rural exemption sites** - testing shows that development is not viable with 100% affordable housing and will require an element of market housing to cross-fund development to fund all policy costs. This will have to be accessed on a site by site basis.

## Older persons accommodation

8.3 Older persons accommodation is unviable with 0% affordable housing and all other policies including CIL. We recommend that this type of development is zero rated for CIL and no affordable housing is sought.

## Non-residential

8.4 Retail and office development are unviable and industrial development marginally viable. We therefore recommend that the Districts should not seek anything too onerous in terms of policy to help ensure viable development.

## CIL charging schedule

8.5 Our analysis has shown that there is scope to increase the residential CIL charge for greenfield development but there is a need to reduce it on brownfield sites. As we set out in Chapter 2, the PPG on CIL recognises that there could be different value uplift on different land uses, and it is acceptable to vary the charges in this way. Table 8-1 sets out what the proposed new CIL rates would look like. As demonstrated in this report the CIL rates contain sufficient buffers to absorb changes in the market.

**Table 8-1 Proposed new CIL rates**

| Use                                                                                                          | Affordable housing | CIL £ psm |
|--------------------------------------------------------------------------------------------------------------|--------------------|-----------|
| Greenfield development – residential                                                                         | 35%                | £200      |
| Greenfield smaller sites (9 dwellings or fewer) which trigger affordable housing                             | 35%                | £80       |
| Greenfield smaller sites (9 dwellings or fewer) which don't trigger affordable housing                       | N/a                | £200      |
| Brownfield housing development                                                                               | 20% /15%           | £10 / £45 |
| Brownfield flats development & smaller housing sites (9 dwellings or fewer) which trigger affordable housing | 0%                 | £0        |
| Brownfield smaller housing sites (9 dwellings or fewer) which don't trigger affordable housing               | N/a                | £90       |
| Elderly accommodation (includes age restricted                                                               | 0%                 | £0        |

| Use                                                   | Affordable housing | CIL £ psm |
|-------------------------------------------------------|--------------------|-----------|
| and sheltered but not general needs housing adapted). |                    |           |
| All other uses                                        | 0%                 | £0        |

Source: AspinallVerdi, October 2020

8.6 We would recommend that any strategic infrastructure (e.g. Ipswich Strategic Planning Area) is funded through CIL as the Districts do not have any strategic sites such to support the delivery.

### Definitions of CIL purposes

8.7 We set out the key definitions for the draft CIL charging schedule as follows:

- **9 dwellings or fewer** – sites that fall below the following thresholds: *‘For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more’*<sup>91</sup>
- **Elderly accommodation** – *‘specialist older persons housing’ is used to describe developments that comprise self-contained homes with design features and support services available to enable self- care and independent living. Sometimes also known as sheltered/retirement housing and extra care accommodation*<sup>92</sup>
- **Greenfield** – *‘Land (or a defined site) usually farmland, that has not previously been developed.’*<sup>93</sup>
- **Brownfield** – *‘Previously developed land which is or was occupied by a permanent structure, including the curtilage of the developed land and any associated fixed surface infrastructure. ...’*<sup>94</sup>.

<sup>91</sup> MHCLG, February 2019, NPPF, Page 68

<sup>92</sup> Babergh District Council, 11 April 2016, CIL Charging Schedule

<sup>93</sup> [https://www.planningportal.co.uk/directory\\_record/270/greenfield\\_land\\_or\\_site](https://www.planningportal.co.uk/directory_record/270/greenfield_land_or_site)

<sup>94</sup> [https://www.planningportal.co.uk/directory\\_record/137/brownfield\\_land\\_and\\_sites](https://www.planningportal.co.uk/directory_record/137/brownfield_land_and_sites)



## Appendix 1 – Policy Review

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| Draft Planning Policy                                                            | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | How have these costs been dealt with in the study                                                                               |               |             |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
|----------------------------------------------------------------------------------|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|---------------|-------------|--|--|--|---------------|-------|-------|-------|---------------|-------|------------------|-------------|-------------|-------------|------------|------------|-------------------------------|-------------|-------------|-------------|-------------|------------|-----------------------------------------|-------------|-------------|-------------|------------|------------|--------------|------------|------------|------------|------------|-------------|------------------------|-----------|-----------|-----------|-----------|------------|-------------------------------------------|
| Policy SP01 – Housing Needs                                                      | Low                 | <p>The policy sets out the following minimum number of new dwellings over the plan period (2018 – 2036):</p> <ul style="list-style-type: none"> <li>• Babergh - 7,560 dwellings (420 dwellings per annum)</li> <li>• Mid Suffolk - 10,008 dwellings (556 dwellings per annum)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Policy does not have a direct policy cost but policy is reflected in our testing through the typologies and large site testing. |               |             |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
| Policy SP02 – Affordable Housing                                                 | High                | <p>The policy sets out the Councils’ affordable housing policy as 35% on sites of 10 or more units or sites of 0.5 hectares or more. The policy background sets out the tenure size and profile required for the affordable housing as follows:</p> <table border="1" data-bbox="709 837 1520 1138"> <thead> <tr> <th colspan="6" style="text-align: center;"><b>Babergh Affordable Housing Mix (tenure &amp; size) over the next 18 years</b></th> </tr> <tr> <th style="text-align: left;">Tenure &amp; size</th> <th>1 bed</th> <th>2 bed</th> <th>3 bed</th> <th>4 or more bed</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>Shared ownership</td> <td>134 (26.4%)</td> <td>165 (32.6%)</td> <td>156 (30.9%)</td> <td>51 (10.1%)</td> <td>506 (100%)</td> </tr> <tr> <td>Social rent &amp; Affordable rent</td> <td>271 (27.6%)</td> <td>228 (23.2%)</td> <td>225 (22.9%)</td> <td>259 (26.4%)</td> <td>984 (100%)</td> </tr> <tr> <td>Discount home ownership &amp; starter homes</td> <td>106 (21.3%)</td> <td>173 (34.8%)</td> <td>145 (29.2%)</td> <td>72 (14.5%)</td> <td>496 (100%)</td> </tr> <tr> <td><b>Total</b></td> <td><b>511</b></td> <td><b>566</b></td> <td><b>526</b></td> <td><b>382</b></td> <td><b>1986</b></td> </tr> <tr> <td><b>Total per annum</b></td> <td><b>28</b></td> <td><b>32</b></td> <td><b>29</b></td> <td><b>21</b></td> <td><b>110</b></td> </tr> </tbody> </table> | <b>Babergh Affordable Housing Mix (tenure &amp; size) over the next 18 years</b>                                                |               |             |  |  |  | Tenure & size | 1 bed | 2 bed | 3 bed | 4 or more bed | Total | Shared ownership | 134 (26.4%) | 165 (32.6%) | 156 (30.9%) | 51 (10.1%) | 506 (100%) | Social rent & Affordable rent | 271 (27.6%) | 228 (23.2%) | 225 (22.9%) | 259 (26.4%) | 984 (100%) | Discount home ownership & starter homes | 106 (21.3%) | 173 (34.8%) | 145 (29.2%) | 72 (14.5%) | 496 (100%) | <b>Total</b> | <b>511</b> | <b>566</b> | <b>526</b> | <b>382</b> | <b>1986</b> | <b>Total per annum</b> | <b>28</b> | <b>32</b> | <b>29</b> | <b>21</b> | <b>110</b> | Housing mix is included in the appraisal. |
| <b>Babergh Affordable Housing Mix (tenure &amp; size) over the next 18 years</b> |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                 |               |             |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
| Tenure & size                                                                    | 1 bed               | 2 bed                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 3 bed                                                                                                                           | 4 or more bed | Total       |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
| Shared ownership                                                                 | 134 (26.4%)         | 165 (32.6%)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 156 (30.9%)                                                                                                                     | 51 (10.1%)    | 506 (100%)  |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
| Social rent & Affordable rent                                                    | 271 (27.6%)         | 228 (23.2%)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 225 (22.9%)                                                                                                                     | 259 (26.4%)   | 984 (100%)  |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
| Discount home ownership & starter homes                                          | 106 (21.3%)         | 173 (34.8%)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 145 (29.2%)                                                                                                                     | 72 (14.5%)    | 496 (100%)  |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
| <b>Total</b>                                                                     | <b>511</b>          | <b>566</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | <b>526</b>                                                                                                                      | <b>382</b>    | <b>1986</b> |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |
| <b>Total per annum</b>                                                           | <b>28</b>           | <b>32</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>29</b>                                                                                                                       | <b>21</b>     | <b>110</b>  |  |  |  |               |       |       |       |               |       |                  |             |             |             |            |            |                               |             |             |             |             |            |                                         |             |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |                                           |

| Draft Planning Policy                                                     | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | How have these costs been dealt with in the study                                              |               |              |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
|---------------------------------------------------------------------------|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|---------------|--------------|--|--|--|---------------|-------|-------|-------|---------------|-------|------------------|-------------|-------------|-------------|-------------|------------|-------------------------------|-------------|-------------|-------------|-------------|--------------|-----------------------------------------|------------|-------------|-------------|------------|------------|--------------|------------|------------|------------|------------|-------------|------------------------|-----------|-----------|-----------|-----------|------------|--|
|                                                                           |                     | <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="6" style="text-align: center;">Mid Suffolk Affordable Housing Mix (tenure &amp; size) over the next 18 years</th> </tr> <tr> <th style="text-align: left;">Tenure &amp; size</th> <th>1 bed</th> <th>2 bed</th> <th>3 bed</th> <th>4 or more bed</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>Shared ownership</td> <td>147 (25.2%)</td> <td>187 (32.1%)</td> <td>148 (25.4%)</td> <td>100 (17.2%)</td> <td>583 (100%)</td> </tr> <tr> <td>Social rent &amp; Affordable rent</td> <td>289 (22.4%)</td> <td>361 (28.0%)</td> <td>303 (23.5%)</td> <td>335 (26.0%)</td> <td>1,288 (100%)</td> </tr> <tr> <td>Discount home ownership &amp; starter homes</td> <td>97 (18.2%)</td> <td>143 (20.7%)</td> <td>131 (22.5%)</td> <td>59 (11.9%)</td> <td>430 (100%)</td> </tr> <tr> <td><b>Total</b></td> <td><b>533</b></td> <td><b>691</b></td> <td><b>582</b></td> <td><b>494</b></td> <td><b>2301</b></td> </tr> <tr> <td><b>Total per annum</b></td> <td><b>30</b></td> <td><b>38</b></td> <td><b>32</b></td> <td><b>27</b></td> <td><b>127</b></td> </tr> </tbody> </table> | Mid Suffolk Affordable Housing Mix (tenure & size) over the next 18 years                      |               |              |  |  |  | Tenure & size | 1 bed | 2 bed | 3 bed | 4 or more bed | Total | Shared ownership | 147 (25.2%) | 187 (32.1%) | 148 (25.4%) | 100 (17.2%) | 583 (100%) | Social rent & Affordable rent | 289 (22.4%) | 361 (28.0%) | 303 (23.5%) | 335 (26.0%) | 1,288 (100%) | Discount home ownership & starter homes | 97 (18.2%) | 143 (20.7%) | 131 (22.5%) | 59 (11.9%) | 430 (100%) | <b>Total</b> | <b>533</b> | <b>691</b> | <b>582</b> | <b>494</b> | <b>2301</b> | <b>Total per annum</b> | <b>30</b> | <b>38</b> | <b>32</b> | <b>27</b> | <b>127</b> |  |
| Mid Suffolk Affordable Housing Mix (tenure & size) over the next 18 years |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                |               |              |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Tenure & size                                                             | 1 bed               | 2 bed                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 3 bed                                                                                          | 4 or more bed | Total        |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Shared ownership                                                          | 147 (25.2%)         | 187 (32.1%)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 148 (25.4%)                                                                                    | 100 (17.2%)   | 583 (100%)   |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Social rent & Affordable rent                                             | 289 (22.4%)         | 361 (28.0%)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 303 (23.5%)                                                                                    | 335 (26.0%)   | 1,288 (100%) |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Discount home ownership & starter homes                                   | 97 (18.2%)          | 143 (20.7%)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 131 (22.5%)                                                                                    | 59 (11.9%)    | 430 (100%)   |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| <b>Total</b>                                                              | <b>533</b>          | <b>691</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>582</b>                                                                                     | <b>494</b>    | <b>2301</b>  |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| <b>Total per annum</b>                                                    | <b>30</b>           | <b>38</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>32</b>                                                                                      | <b>27</b>     | <b>127</b>   |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Policy SP03 - Settlement Hierarchy                                        | Low                 | The policy outlines the settlement hierarchy across the districts.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | No direct impact on appraisal assumptions.                                                     |               |              |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Policy SP04 - Housing Spatial Distribution                                | Low                 | The spatial distribution policy explains the districts broad pattern for the distribution of new dwellings.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | No direct impact on appraisal assumptions.                                                     |               |              |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Policy SP05 – Employment Land                                             | Low                 | The policy sets out the protected employment sites across the districts and that development of net additional employment sites will be supported along the strategic transport corridors (A12, A14 and A140). The policy also lists the three Enterprise Zones across the districts.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | No direct impact on appraisal assumptions but employment scenarios have been viability tested. |               |              |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |
| Policy SP06 – Retail and Leisure                                          | Low                 | New retail and town centre uses to be prioritised to the strategically important retail settlements of Sudbury, Hadleigh and Stowmarket. Where there are no suitable opportunities in strategically important retail settlements then proposals may be appropriate in the district centres of Needham Market, Eye and Debenham.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | No direct impact on appraisal assumptions but retail scenarios have been viability tested.     |               |              |  |  |  |               |       |       |       |               |       |                  |             |             |             |             |            |                               |             |             |             |             |              |                                         |            |             |             |            |            |              |            |            |            |            |             |                        |           |           |           |           |            |  |

| Draft Planning Policy                                                    | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | How have these costs been dealt with in the study                                                                                                                                                                                                                                                                        |
|--------------------------------------------------------------------------|---------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy SP07 – Tourism                                                    | Low                 | The policy encourages appropriate new tourism development but does not identify any specific schemes or sites.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | No direct impact on appraisal assumption.                                                                                                                                                                                                                                                                                |
| Policy SP08 – Infrastructure Provision                                   | High                | <p>Infrastructure to be funded through a combination of Community Infrastructure Levy (CIL), Planning Obligations, Developer Contributions and where appropriate funding assistance from the Councils / other provider organisations.</p> <p>Strategic infrastructure identified as:</p> <ul style="list-style-type: none"> <li>• Highways improvements to the strategic road infrastructure on the A12 and A14, including an emerging Ipswich Northern Route, should the project receive endorsement from the Department of Transport during the lifetime of the Plan.</li> <li>• A secondary schools expansion programme.</li> <li>• Protected Habitats Mitigation Zone</li> </ul> <p>Appropriate infrastructure to support the planned growth is set out in the Councils Infrastructure Delivery Plan and the associated Joint Local Plan evidence base.</p> | The Council already has a CIL charging schedule in place, subject to review. Furthermore, the County Council collects sums that sit outside the S.123 list. The viability testing treats this cost as an output i.e. how much can development affordable to pay for infrastructure once other policy costs are included. |
| Policy SP09 - Cross-boundary mitigation of effects on Protected Habitats | High                | Developments in the Protected Habitats Mitigation Zone will need to make Section 106 contributions for mitigation.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Policy cost is included in appraisal.                                                                                                                                                                                                                                                                                    |

| Draft Planning Policy                                                                     | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                    | How have these costs been dealt with in the study                                               |
|-------------------------------------------------------------------------------------------|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| Policy SP10 - Climate Change                                                              | Low                 | Major development to take a proactive approach to mitigating and adapting to climate change, identifying opportunities to deliver decentralised energy systems powered by a renewable or low carbon source. Encourages new development that reduces waste.                                                                           | Policy only encourages and is not mandatory therefore no direct impact on appraisal assumption. |
| Policy LP01 - Hamlets and Clusters of development in the Countryside                      | Low                 | Development management policy which sets out the circumstances whereby development in hamlets and countryside is acceptable.                                                                                                                                                                                                         | No direct impact on appraisal assumption.                                                       |
| Policy LP02 - Residential Annexes                                                         | Low                 | Development management policy which sets out the circumstances whereby development of residential annexes is acceptable.                                                                                                                                                                                                             | No direct impact on appraisal assumption.                                                       |
| Policy LP03 - Residential Extensions and Conversions                                      | Low                 | Development management policy which sets out the circumstances whereby residential extensions and conversions is acceptable.                                                                                                                                                                                                         | No direct impact on appraisal assumption.                                                       |
| Policy LP04 - Replacement Dwellings In The Countryside (Outside of Settlement Boundaries) | Low                 | Development management policy which that explains that replacement of an existing dwelling in the countryside or the conversion/erection of ancillary buildings is acceptable if it meets the criteria in the residential extensions and conversions policy. And sets additional criteria this type of development it needs to meet. | No direct impact on appraisal assumption.                                                       |

| Draft Planning Policy                                                                                          | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                | How have these costs been dealt with in the study                                                                                                                                                  |
|----------------------------------------------------------------------------------------------------------------|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy LP05 – Replacement Dwellings and Additional Dwellings on Sub-Divided Plots Within Settlement Boundaries | Low                 | Development management policy which that sets out the circumstances whereby development will be permitted of replacement dwellings and additional dwellings on sub-divided plots within settlement boundaries.                                                                                                                                                                                                                                                   | No direct impact on appraisal assumption.                                                                                                                                                          |
| Policy LP06 – Mix and type of composition                                                                      | High                | <p>Development management policy which sets out the circumstances for major housing developments including supported and special needs housing, schemes must include:</p> <ul style="list-style-type: none"> <li>• 35% affordable housing</li> <li>• 50% of dwellings to be Part M4(2)</li> <li>• Bungalows included in the mix on schemes of 10+ or on sites of 0.5 hectares or more, if the latest housing needs assessment identifies such a need.</li> </ul> | Appraisal assumes affordable housing included on-site, bungalows included as part of housing mix and cost included for Part M4(2) requirements. Quantum to be determined through viability testing |
| LP07 – Supported and Special Needs Housing                                                                     | High                | <p>Policy which defines specialist accommodation and sets out criteria for which these schemes will be assessed. It requires proposals to:</p> <ul style="list-style-type: none"> <li>• Protects and enhances biodiversity and geodiversity.</li> <li>• Meets shared facility standards.</li> </ul>                                                                                                                                                              | We have appraised this typology and included costs for meeting standards in terms of biodiversity and M4(2).                                                                                       |

| Draft Planning Policy            | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | How have these costs been dealt with in the study                             |
|----------------------------------|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|
|                                  |                     | <ul style="list-style-type: none"> <li>• Meet the requirements for accessible and adaptable dwellings under Part M4(2) of Building Regulations.</li> <li>• Ensure heritage assets and their settings are maintained, protected and enhanced.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Separate typology for elderly accommodation has been included in the testing. |
| Policy LP08 – Affordable Housing | <b>High</b>         | <p>Development management policy which sets the Councils 35% policy on relevant sites of ten or more units or sites of 0.5ha or more. The policy sets out the tenure split as:</p> <ul style="list-style-type: none"> <li>• 984 for Babergh and 1,288 for Mid Suffolk is to be for affordable rent / social rent</li> <li>• 506 for Babergh and 583 for Mid Suffolk is to be for shared ownership</li> <li>• 495 for Babergh and 430 for Mid Suffolk is to be for discounted home ownership/starter homes.</li> </ul> <p>The policy explains that neighbourhood Plans may set requirements for a greater proportion of affordable housing, if supported by viability evidence.</p> <p>Volume up to 35% market housing allowed on rural exception sites.</p> <p>10% of housing on major sites must be affordable home ownership as part of the overall housing mix unless the exemptions are met in policy.</p> | Policy cost is included in appraisal, assumed delivered on site in testing.   |

| Draft Planning Policy                                                     | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                  | How have these costs been dealt with in the study                                                                                                                    |
|---------------------------------------------------------------------------|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy LP09 – Provision for Gypsy and Traveller and Travelling Showpeople |                     | Sets out the considerations for new Gypsy and Traveller and Travelling Showpeople sites across the districts.                                                                                                                                      | No direct impact on appraisal assumption.                                                                                                                            |
| Policy LP10 - Moorings, Marinas and Houseboats                            | Low                 | Sets out the requirements for development of mooring of houseboats.                                                                                                                                                                                | No direct impact on appraisal assumption.                                                                                                                            |
| Policy LP11 - Self-Build and Custom-Build                                 | Low                 | Councils support for self-build/custom-build housing or proposals that make a proportion of serviced dwelling plots available for sale to self-builders or custom builders, on appropriate sites and comply with policies in the Joint Local Plan. | Policy only supports and is not mandatory therefore no direct impact on appraisal assumption. Any provision of serviced plots will be off-set form revenue received. |
| Policy LP12 - Employment Development                                      | Low                 | Development management policy which sets out acceptable employment development and the circumstances for change of use to small scale employment use in predominantly residential.                                                                 | No direct impact on appraisal assumptions but employment scenarios have been viability tested.                                                                       |



| Draft Planning Policy                             | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                            | How have these costs been dealt with in the study                                                                                |
|---------------------------------------------------|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|
| Policy LP13 - Safeguarding Economic Opportunities | Low                 | Development management policy for safeguarding employment sites.                                                                                                                                                                                                                                                                                                                             | No direct impact on appraisal assumption.                                                                                        |
| Policy LP14 – Town Centre and Retail              | Low                 | Development management policy which sets out the minimum threshold for A1 units in the Primary Shopping Frontages and in Secondary Shopping Frontages development of Use Classes A1-A5, D1 and D2, may be permitted in circumstances listed in the policy. Impact assessment will be required for retail and leisure development outside of town centre boundaries, is in excess of 400 sqm. | No direct impact on appraisal assumption.                                                                                        |
| Policy LP15 - Tourism                             | Low                 | Development management which sets out circumstances where tourism and leisure development will be supported.                                                                                                                                                                                                                                                                                 | No direct impact on appraisal assumption.                                                                                        |
| Policy LP16 - Countryside Tourist Accommodation   | Low                 | Restricts holiday lets to a maximum of 28 days.                                                                                                                                                                                                                                                                                                                                              | No direct impact on appraisal assumption. Scenario not tested separately. Growth is not significant to the delivery of the plan. |
| Policy LP17 - Environmental Protection            | Low                 | Development management policy which explains that development of previously development land to be prioritised and sets out the environmental aspects development must have regard to including; Efficient and Effective Use of Resources/Land, Land Contamination and                                                                                                                       | Assume development will comply with policy and not tested separately.                                                            |

| Draft Planning Policy                     | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                     | How have these costs been dealt with in the study                                                                                                                                                                                   |
|-------------------------------------------|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                           |                     | Instability, Pollution and Environmental Amenity and ground and surface water.                                                                                                                                                                        |                                                                                                                                                                                                                                     |
| Policy LP18 – Biodiversity & Geodiversity | Medium              | Sets out the circumstances whereby development will be supported in relation to biodiversity, this includes but limited to development to follow a hierarchy approach, seeking firstly to avoid impacts of biodiversity.                              | <p>Any costs associated with surveys to be covered through our professional fees allowance.</p> <p>Any costs for mitigation assumed to be delivered through planning obligations but this is not expected to impact every site.</p> |
| LP19 - Landscape                          | Low                 | Sets out the circumstances whereby the Councils will support development that amongst others, considers the effects on the natural environment, integrates positively with the existing landscape character, and enhances and protects the landscape. | Assume development will comply with policy and not tested separately.                                                                                                                                                               |
| LP20 – Area of Outstanding Natural Beauty | Low                 | Policy sets out the circumstances where they will support development in or near the AONBs.                                                                                                                                                           | Assume development will comply with policy and not tested separately.                                                                                                                                                               |

| Draft Planning Policy                                                         | Impact on viability | Local Plan Viability implications                                                                                                                                  | How have these costs been dealt with in the study                                                                                                                                                                                                  |
|-------------------------------------------------------------------------------|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| LP21 - The Historic Environment                                               | Low                 | Policy sets out the circumstances where they will support development in or near heritage assets and the historic environment.                                     | Scenario testing assumes that development will not impact the historic environment. Where development is impacted by the historic environment than this will be treated as an abnormal cost and will need to be reflected in a reduced land value. |
| LP22 - Change in Land Use for Equestrian or other animal/rural land base uses | Low                 | Sets out the circumstances whereby equestrian uses or other animal/rural land-based uses in the countryside is acceptable.                                         | No direct impact on appraisal assumption.                                                                                                                                                                                                          |
| Policy LP23 – Agricultural Land To Residential Garden Land                    | Low                 | Sets out the circumstances whereby the change in use of agricultural land to residential garden land or land ancillary to a residential dwelling may be permitted. | No direct impact on appraisal assumption.                                                                                                                                                                                                          |

| Draft Planning Policy                                               | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | How have these costs been dealt with in the study                                                                                                        |
|---------------------------------------------------------------------|---------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy LP24 – New agricultural / rural buildings in the Countryside | Low                 | Policy requires planning applications to undertake necessary assessments to ensure development is suitable and sustainable.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | We have not appraised agricultural / rural development.                                                                                                  |
| Policy LP25 - Sustainable Construction and Design                   | High                | <p>Policy sets out the Councils Sustainable Construction and Design requirements that include:</p> <ul style="list-style-type: none"> <li>• Achieve reductions in CO2 emissions of 19% below for the Target Emissions Rate of the 2013 Edition of 2010 Building Regulations (Part L); and</li> <li>• Meet the higher water efficiency standards of 110 litres per person per day, as set out in building regulations part G2.</li> </ul> <p>To meet the above all major developments are required to submit a Sustainability Design and Construction Statement.</p> <p>The policy also explains that non-residential development of 1,000sqm and above must achieve a minimum of BREEAM 'Very Good' standard or equivalent.</p> | Cost included in the appraisal. Any costs associated with Sustainability Design and Construction Statement to be covered by professional fees allowance. |
| Policy LP26 - Design and Residential Amenity                        | Low                 | Sets out the design requirements for new residential development.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Policy is not onerous compared to what is being delivered at the moment and assumed                                                                      |

| Draft Planning Policy                                  | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | How have these costs been dealt with in the study                                                                                              |
|--------------------------------------------------------|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                        |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | covered through general build costs.                                                                                                           |
| Policy LP27 - Energy Sources, Storage and Distribution | Low                 | Policy sets out the circumstances where renewable, decentralised and community energy generating proposals will be supported. It also explains that the Council will use planning obligations to restore when energy generation ceases or becomes non-functioning for a period of three months. And also explains the conditions for renewable and low carbon energy are located in nature conservation sites, the Area of Outstanding Natural Beauty, or impact on the setting of heritage assets (including conservation areas) or any other designated areas. | No direct impact on appraisal assumption.                                                                                                      |
| Policy LP28 – Water Resources and Infrastructure       | Low                 | Policy states that development will be supported where it can demonstrate it has consulted with the relevant authority regarding waste water treatment and that there is capacity within the network.                                                                                                                                                                                                                                                                                                                                                            | Cost of complying with policy covered by professional fees allowance.                                                                          |
| LP29 - Flood Risk and Vulnerability                    | Medium              | Policy encourages development away from flood risk areas. It requires development to mitigate existing and potential flood risks through application of a sequential approach to flood risk and implementation of Sustainable Drainage Systems, and risks to ground or surface water quality.                                                                                                                                                                                                                                                                    | Proposed development only likely to suffer from surface water, which will be dealt with SuDs and the external cost allowance in the appraisal. |

| Draft Planning Policy                                      | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | How have these costs been dealt with in the study                                                                                                                                                                                                                                                         |
|------------------------------------------------------------|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Policy LP30 - Designated Open Spaces                       | Medium              | Sets out where total or partial loss of open space will be permitted. Developments in excess of 1 hectare will be required to provide on-site open space provision to meet identified needs/deficits. Open space to be provided in line with the open space standards identified in the Open Space Assessment.                                                                                                                                                                                                                                                               | Assumed that open space to be delivered on-site through the difference between gross and net developable area.                                                                                                                                                                                            |
| Policy LP31 - Services and Facilities Within the Community | Low                 | Sets out the circumstances where new development and loss of community facilities will be acceptable. It encourages high quality development and for schemes to minimise their impact on climate change, use sustainable construction practices etc.                                                                                                                                                                                                                                                                                                                         | No direct impact on appraisal assumption.                                                                                                                                                                                                                                                                 |
| Policy LP32 - Safe, Sustainable and Active Transport       | High                | Sets out development management policy for safe, sustainable and active transport. Developments that are expected have a major impact on highway infrastructure need to provide a travel plan and transport statement or transport assessment.<br><br>The policy sets out appropriate provisions that development should make which includes, amongst other things; cyclists' facilities, electric vehicle charging points, and linkages to networks. There is also potential for contributions towards sustainable transport strategies and school transport contributions. | Cost for electric charging points included in appraisal. Assume cost for travel plan included in professional fees allowance. Any other contributions would be captured through S106s which we have made allowances for based on monitoring data. Where site specific costs are greater than assumed this |

| Draft Planning Policy                           | Impact on viability | Local Plan Viability implications                                                                                                                                                                        | How have these costs been dealt with in the study                                                                                                                                                                                                                                                                                                                                |
|-------------------------------------------------|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                 |                     |                                                                                                                                                                                                          | will need to be captured in any surplus generated and/or a reduced land value                                                                                                                                                                                                                                                                                                    |
| Policy LP33 - Managing Infrastructure Provision | <b>High</b>         | Development plan policy which explains that new development must be supported by necessary infrastructure and conditions or planning obligations will be used as package of the infrastructure measures. | The Council's S123 list captures some of these cost through CIL. A cost allowance has been included in the appraisal for those items not included in the CIL list which the development will need to provide for site specific mitigation. Where site specific costs are greater than assumed this will need to be captured in any surplus generated and/or a reduced land value |

| Draft Planning Policy                                          | Impact on viability | Local Plan Viability implications                                                                                                                                                                                                                                                                                 | How have these costs been dealt with in the study |
|----------------------------------------------------------------|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------|
| Policy LP34 - Health and Education Provision                   | <b>High</b>         | Policy protects current health and education uses and circumstances where to facilities will be supported. The policy allows for change of use, or re-development of educational establishments unless specific circumstances are met.                                                                            | Ditto.                                            |
| Policy LP35 - Developer Contributions and Planning Obligations | <b>High</b>         | Development plan policy which explains that infrastructure to support development will be will be provided through a combination of Community Infrastructure Levy (CIL), Planning Obligations, Developer Contributions and where appropriate funding assistance from the Councils / other provider organisations. | Ditto.                                            |



## Appendix 2 – Property Market Report

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Appendix 2

Draft

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Property Market Report

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Babergh & Mid Suffolk District Councils



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September 2020

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## Quality Assurance

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Date of Report

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Version

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Checked by

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Date

21 September 2020

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Date

21 September 2020

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## Limitation

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## Appendices

Appendix 2.1 – Residential sold price

## 1 Introduction

---

- 1.1 This property market report has been used to inform our assumptions and inputs for the Babergh & Mid-Suffolk Councils Local Plan and CIL viability testing. This report draws on data from recognised published data such as CoStar, EGi, Land Registry, Rightmove.co.uk, Zoopla, Energy Performance Certificates (EPCs), published reports and agent consultations.
- 1.2 Our market assessment considers the following markets:
- General residential.
  - Specialist residential.
  - Retail (comparison and convenience).
  - Office uses.
  - Industrial uses.

### Novel Coronavirus (COVID-19)

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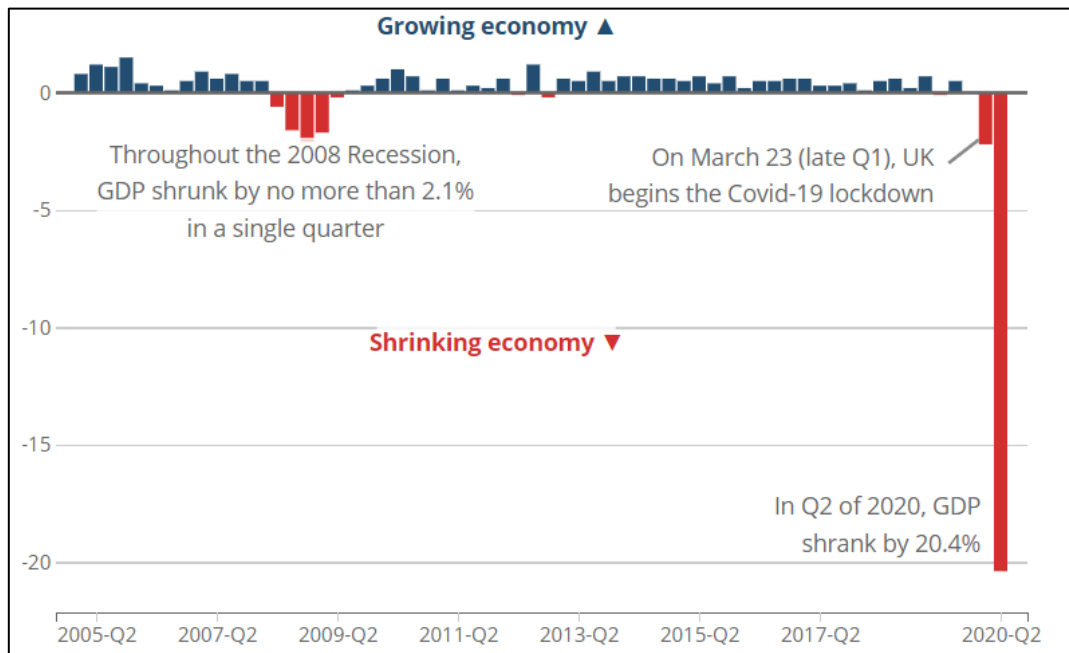
- 1.3 On the 11 March 2020, the World Health Organisation declared the coronavirus a worldwide pandemic. Since the 23 March 2020 the UK has been in lockdown which has resulted in measures such as the government asking people to work from home (unless key workers), furlough scheme to protect workers, restrictions in leaving the house, school closures, social distancing measures and travel restrictions. In June the government announced the easing of restrictions but are subject “local lockdown” depending on the spread of the virus. It is too early to tell what impact coronavirus will have on the UK property market but it is likely to be significant given many sectors have had to pause trading and turnover has decreased leading to the UK economy shrinking.

### Impact on the UK economy

---

- 1.4 The pandemic has a significant impact on the UK economy, Figure 1-1 shows that since lockdown the UK economy (gross domestic product (GDP)) has shrunk for two consecutive quarters and has now entered a technical recession for the first time in 11-years.

**Figure 1-1 UK GDP growth, Quarter 1 (Jan to Mar) 2005 until Quarter 2 (Apr to June) 2020**

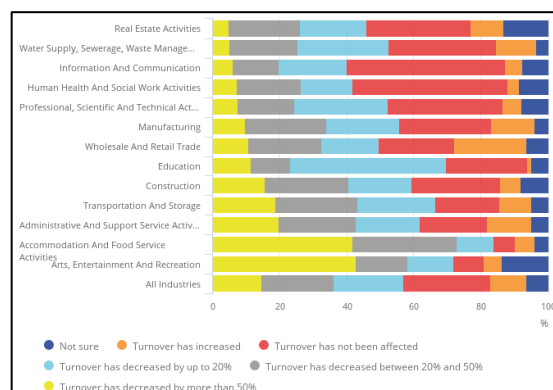


Source: Office for National Statistics

1.5 As shown in Figure 1-2, all sectors have been affected by the pandemic through pausing in trading. The arts and the service sectors, then followed by construction, have been particularly hard hit and continually being affected despite easing of restrictions. Due to the pandemic, a large percentage of businesses in all sectors are seeing a reduction in turnover (see Figure 1-3)

**Figure 1-2 Percentage of businesses, current trading status, broken down by industry, UK, 29 June to 12 July 2020**

**Figure 1-3 Effect on turnover, businesses who are continuing to trade, broken down by industry, UK, 29 June to 12 July 2020**



Source: Office for National Statistics – Business Impact of Coronavirus (COVID-19) Survey

**Impact on the property market**

1.6 We are only now seeing some data on the impact coronavirus is having on the property market but not insignificant quantum to draw robust analysis - this is because the market has effectively



been held in abeyance and with the time-lag of recording data the full impacts will not be known for a number of months to come.

## 2 Residential market assessment

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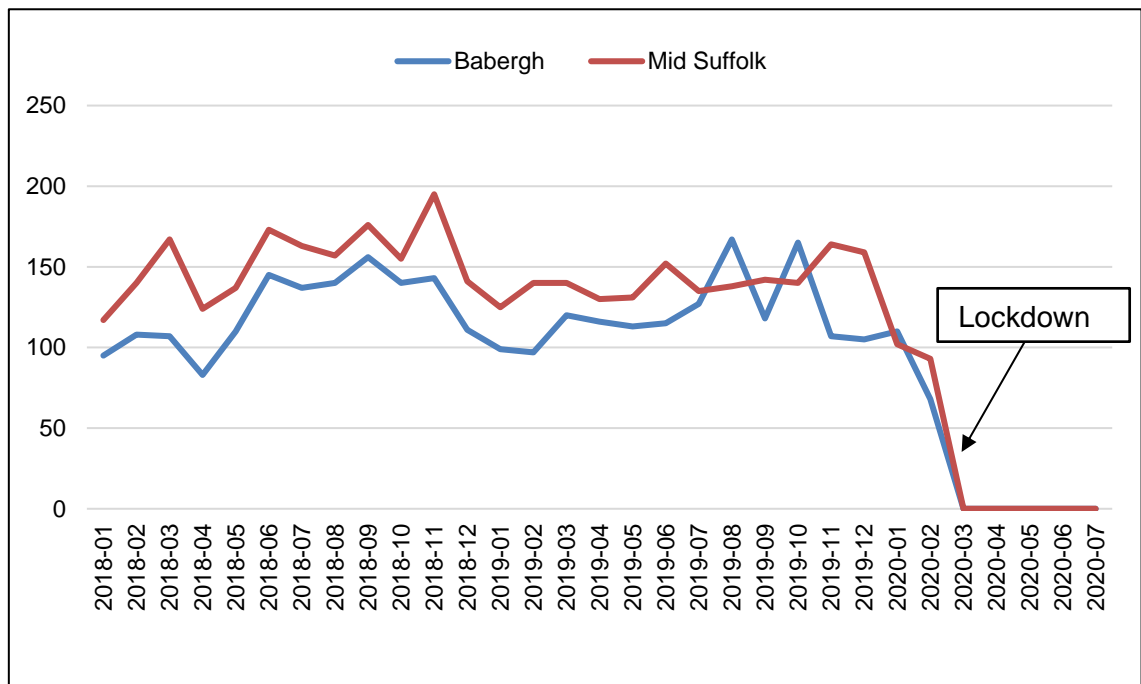
- 2.1 To provide context of the Districts residential market, we first provide analysis of the national and county markets. These are then compared to the Districts markets. We then provide a more detailed market analysis of the Districts market through analysis of new build sold and quoting prices.
- 2.2 Data has been collected from several sources including, Land Registry, Zoopla, Rightmove and EPCs (Environmental Performance Certificates).

### Market overview

---

- 2.3 Following the global financial crisis, the residential market in England & Wales was generally been in a period of growth. The growth was initially seen in London, which responded to the quickest to the financial crisis. This growth then rippled out to the southeast and regions. But this growth in values has not been spread equally across England & Wales. Those regions that performed well were located within an hour's commute to London, commonly known as the 'golden hour' for commuters. As London has faced affordability issues, those locations within an hour commute had become more attractive as they often better value money for those wishing to buy, or upsize. In recent years, the market has become more unstable due to; changes in Stamp Duty Land Tax (SDLT); the UK leaving the EU and entering into a transition period; and more recently and severely, the impact of COVID-19.
- 2.4 As demonstrated in Figure 2-1 since the enforcement of lockdown sales have fallen significantly. As such, there is not a sufficient volume of reliable data at this current time to draw conclusions on the impact the virus is having on the residential market. As Land Registry is updated over the coming months, we may see sales being recorded during the lockdown period but as yet there is no data. To support the housing market during the pandemic, the government announced on the 08 July 2020 that from that date until 31 March 2021 there will be an SDLT holiday for properties up to the value of £500,000.

**Figure 2-1 Babergh & Mid Suffolk sales volumes 2015 - present**

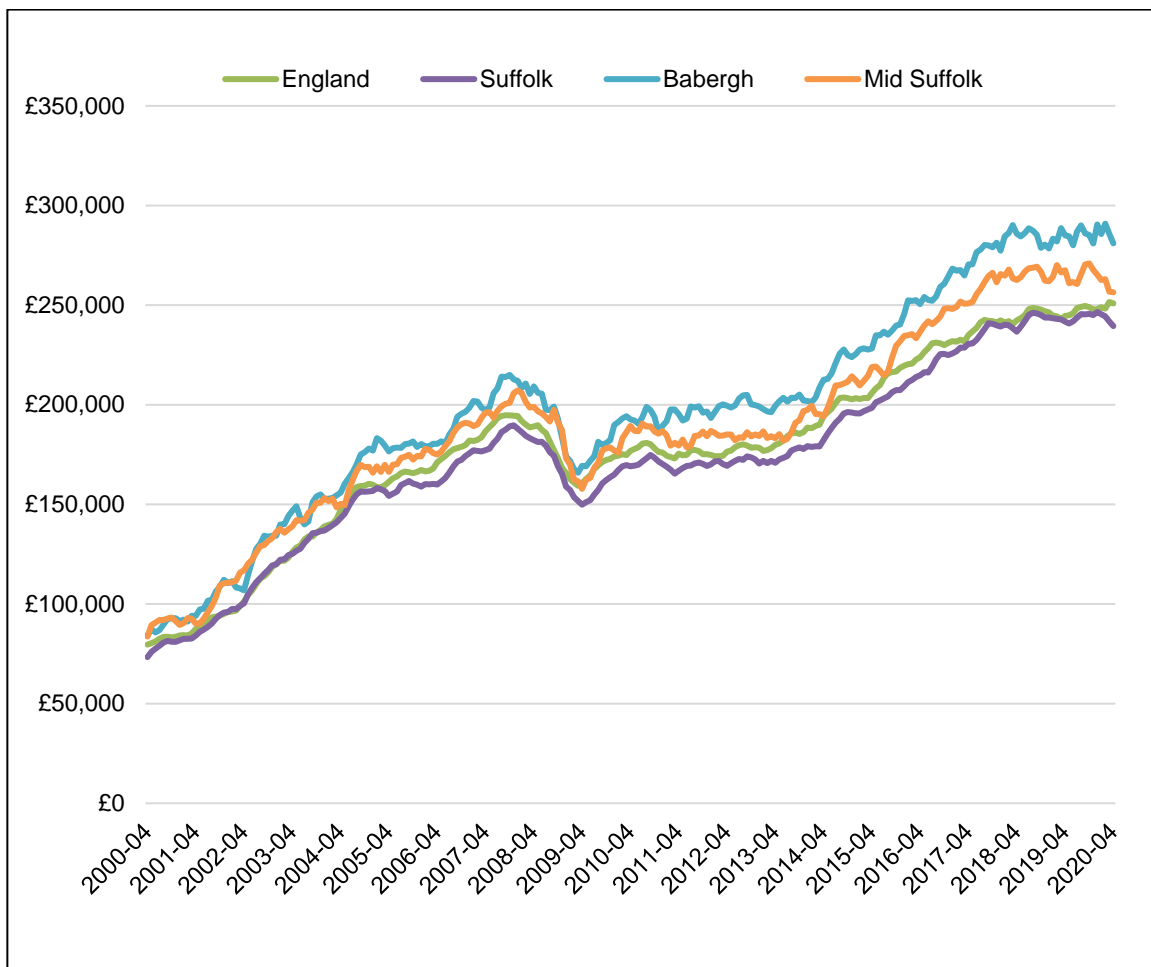


Source: Land Registry, accessed August 2020

## Average property prices

2.5 As shown in Figure 2-1 Figure 2-2 Average property Prices England, Suffolk, Babergh & Mid Suffolk, leading up to the global financial crisis residential property prices were in a period of growth. Between 2000 and 2007 average property prices across England, Suffolk, Babergh and Mid Suffolk increased by an average of 150%. During this period average prices across Babergh and Mid Suffolk were higher than the national and county averages. As the UK entered into recession average prices across England, Suffolk, Babergh and Mid Suffolk fell by around 20% between 2007 and 2009. Since 2009, the England average price has increased by around 55%, from £159,000 to £248,000. In the same period, prices across Suffolk have grown at a slightly higher rate of 58%, from a lower average price; the difference in average prices in Suffolk and England is currently around £11,000 (or 4%). The average prices in Babergh and Mid Suffolk are higher than the average prices in England and Suffolk. However, since 2009, the difference in prices between Babergh and Mid Suffolk has increased and currently stand at 8%. Compared to Suffolk, average prices in Babergh are currently 15% higher, at £281,024.

**Figure 2-2 Average property Prices England, Suffolk, Babergh & Mid Suffolk**



Source: Land Registry, accessed August 2020

### Suffolk average property prices

- 2.6 Table 2-1 shows average property prices for the county split by typology. The analysis shows that the difference between the average current value, on a unit basis, for detached and semi-detached is significant at around £160,000 (or 65%) this is despite the difference in £ psf being only 6% - this would indicate that the average size of a detached property is relatively large compared to semi-detached.
- 2.7 The difference between semi-detached and terraced, and terraced and flats average current value, on a unit basis, is more consistent, at 15% and 25% respectively. But the analysis shows that the average price on £psf between semi-detached, terraced and flats are similar at around £230 psf.

**Table 2-1 Property values by type, Suffolk County**

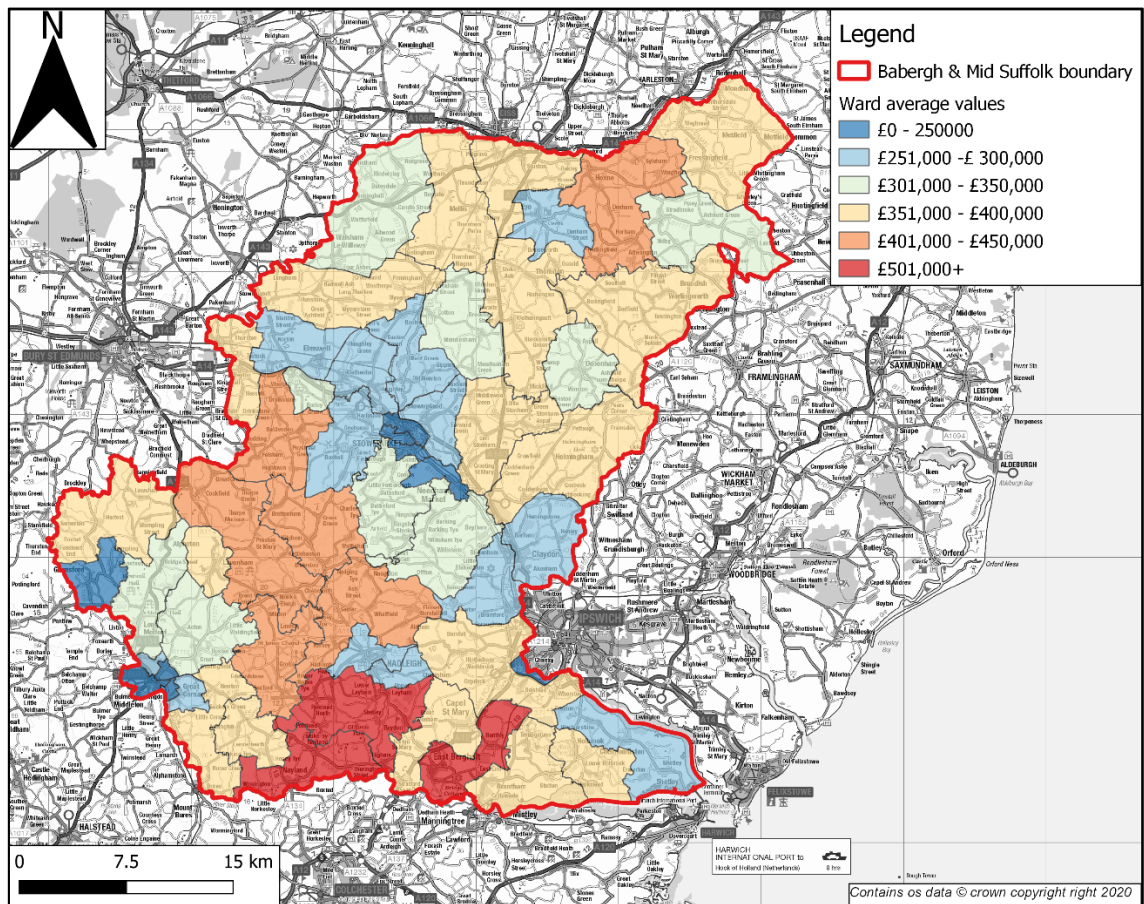
| Property type | Avg. current value | Avg. £ per sq ft. | Avg. # beds | Avg. £ paid (last 12m) |
|---------------|--------------------|-------------------|-------------|------------------------|
| Detached      | £403,578           | £251              | 3.7         | £371,053               |
| Semi-detached | £243,526           | £237              | 3.0         | £242,087               |
| Terraced      | £207,453           | £236              | 2.7         | £204,725               |
| Flats         | £164,928           | £231              | 1.8         | £155,059               |

Source: Zoopla, accessed August 2020

## Babergh and Mid Suffolk average property prices

- 2.8 Analysis has been undertaken of Land Registry data of sold prices for re-sales on a price per unit basis over the last two years across Babergh & Mid Suffolk.
- 2.9 The map in Figure 2-3 shows property prices grouped in value bands analysed against ward boundaries. The analysis shows higher values on a price per unit concentrated mainly to the south of Babergh, with a corridor of medium value extending northward. There are also clear areas of lower value around the main towns of Stowmarket and Sudbury, however, this is due to the higher volume of smaller units in these areas as well as rural areas usually having higher values.

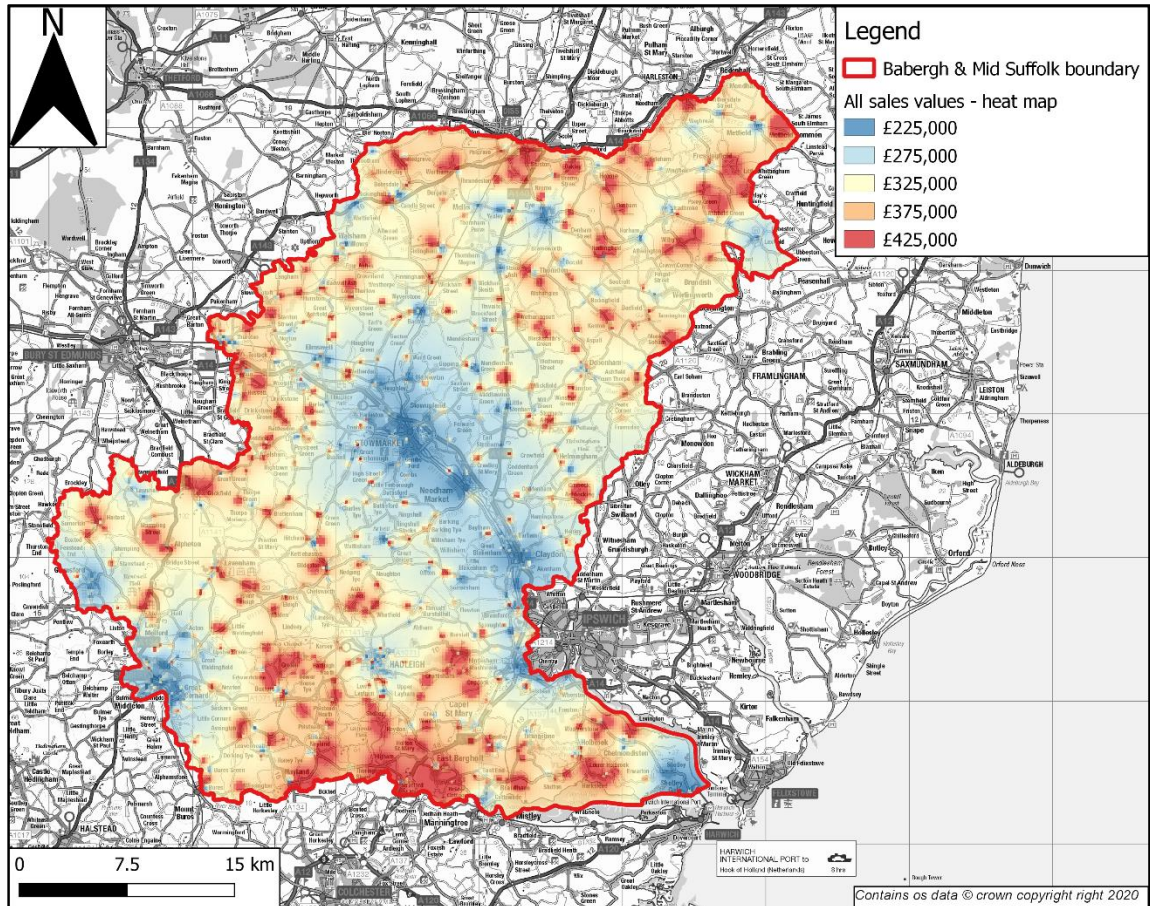
**Figure 2-3 Residential values by ward boundary: 07/2018 – 07/2020**



Source: Land Registry Sale Value data, Basemap ArcGIS online, August 2020

2.10 The map in Figure 2-4 is the same Land Registry data expressed as a 'heatmap.' The data is not 'fixed' against ward boundary boundaries thus allowing for finer grain analysis of the areas of higher, mid and lower values. The red/orange colours represent higher average prices and the blue colours represent the lower values. The analysis shows an emphasis on the lower-value area along the A14 corridor, which includes the settlements of Stowmarket, Needham Market and Great Blakenham and continuing towards Ipswich fringe as well as around Sudbury and Shotley. The map also reveals 'pockets' of lower value to the north around Eye and Metfield. The main higher value areas are to the west of the Districts near Bury St Edmunds, the very rural north of the Districts and areas towards the south, along the Area of Outstanding Natural Beauty (AONB). There are further smaller 'pockets' of higher value dispersed among the lower value areas around the A14 corridor and Sudbury. These higher value areas are achieved in smaller villages.

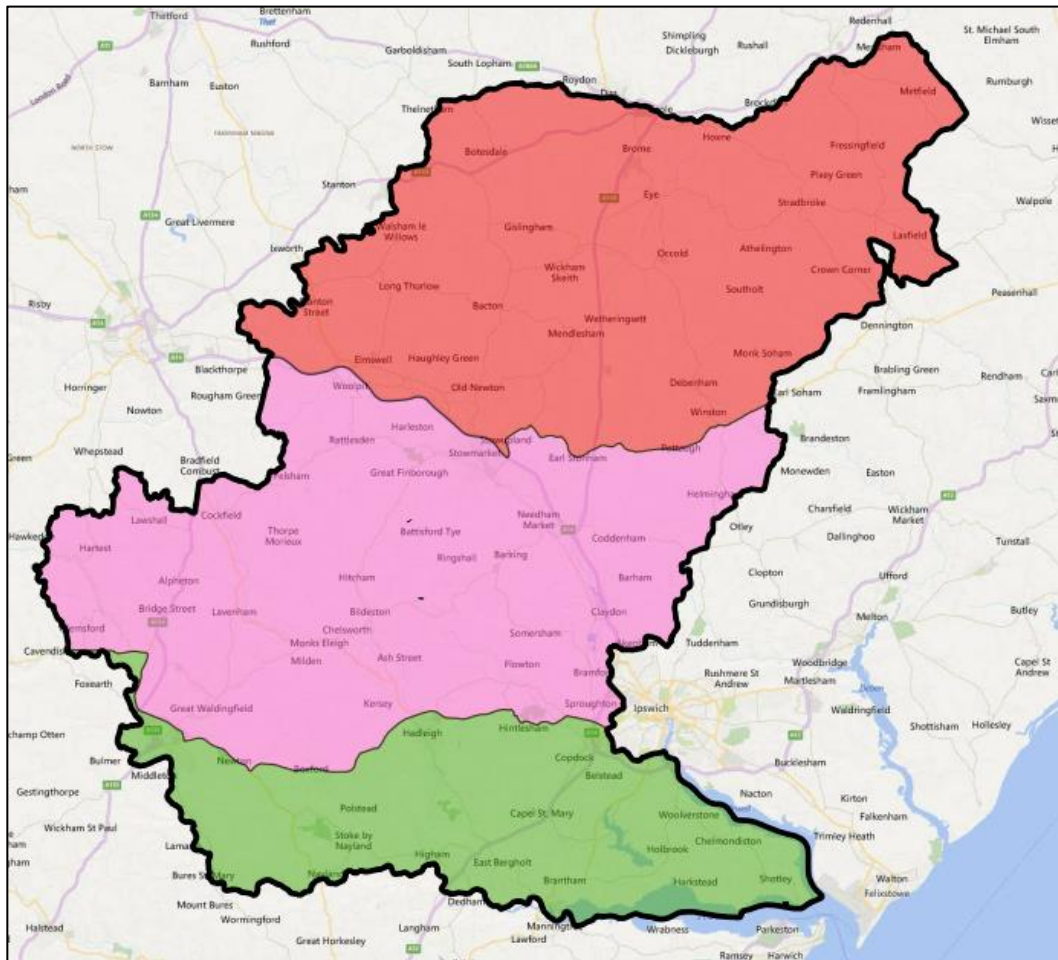
Figure 2-4 Residential values expressed as a heatmap: 07/2018 – 07/2020



Source: Land Registry, Babergh & Mid Suffolk District Councils, AspinallVerdi, accessed August 2020

## Zonal analysis

2.11 For clarity and ease of analysis for new build sold and quoting prices, we have split the Districts into three ‘zones’, these are shown in Figure 2-5. The ‘Northern Zone’ comprises the areas of Mid Suffolk above the A14/A1120, the ‘Central Zone’ is the region below the A14/A1120 and above the A1071 and the ‘Southern Zone’ comprises the area of the Babergh District below the A1071.

**Figure 2-5 Analysis zones**

Source: AspinallVerdi (2020)

- 2.12 New build sale values have been analysed using Land Registry Data, this data has been analysed on a £ psm basis through cross referencing the data with EPC. The full analysis is contained in Appendix 2.1 and summaries provided in this section of the report.
- 2.13 The EPC certificate data provides evidence of the unit sizes but does not record the number of bedrooms per property. Evidence of the number of beds has been taken from the Districts planning portal, Rightmove, Zoopla and PrimeLocation; although, it has not been possible to reconcile all property types. Where the number of beds for the property is known, this has been recorded. Where the number of beds is not known this has been left 'blank' in our analysis rather than 'guessing' the number of beds based on the unit size and cross-referencing with minimum space standards. The data covers two years of sales (April 2017 – April 2019),
- 2.14 To supplement the new build sold prices we have analysed new build schemes and their quoting prices. This has been through analysis of website such as Rightmove and PrimeLocation along with developers own websites.



## Northern Zone - new build sold values

- 2.15 The main recent new build sales in the northern zone have been at the Kingsbrook Place development in the village of Elmswell and the Trinity Meadows development in Stowupland.
- 2.16 Table 2-2 shows new build sold prices for Kingsbrook Place, Elmswell. It is a 190-unit development by Taylor Wimpey Homes with a mix of 2, 3,4 - and 5-bedroom houses. The data in Table 2-2 shows that the majority of units recently sold are terraced and detached. In contrast, semi-detached properties represent the smallest number of sales. The prices recorded at Kingsbrook Place range from £2,545 - £3,809 psm with the majority being for terraced housing

**Table 2-2 Analysis of new build sold prices – Kingsbrook Place, Elmswell**

| Typology      | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Detached      | 18              | 122              | £237,500       | £434,995       | £2,545   | £3,663    |
| Semi Detached | 12              | 94               | £244,995       | £316,995       | £2,650   | £3,889    |
| Terraced      | 40              | 78               | £202,500       | £309,995       | £2,642   | £3,809    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

- 2.17 Table 2-3 shows the new build sold prices for Trinity Meadows, Stowupland. It is part of a 175-unit Bloor Homes development with a mix of 2, 3 and 4-bedroom houses. The data shows that the units sold at the scheme are comparably smaller than the units at the other developments in the zone at 72 sqm for semi-detached and 110 sqm for detached properties. Terraced properties achieved values from £3,214 to £3,538. £psm for semi-detached properties range from £3,164 to £3,538. The majority of sales were detached units which achieved values from £2,672 to £4,508 psm.

**Table 2-3 Analysis of new build sold prices - Trinity Meadows, Stowupland**

| Typology      | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Terraced      | 3               | 71               | £219,995       | £269,995       | £3,214   | £3,538    |
| Detached      | 34              | 110              | £255,995       | £414,995       | £2,672   | £4,508    |
| Semi Detached | 12              | 72               | £216,995       | £266,995       | £3,164   | £3,538    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Northern Zone - new build quoting prices

- 2.18 With regards to new build quoting prices the main development advertised in the Northern Zone is the Taylor Wimpey 190-unit development in Elmswell. Also, there are several smaller developments which are being brought forward by national and regional and local housebuilders.

- 2.19 As set out in Table 2-4 new build quoting prices in the Northern Zone show that 2-beds range between £175,000 and £240,000, 3-beds between £230,000 and £397,500, and 4-beds between £347,500 and £625,000. Quoting prices at the Felgate Close and Thurston Park developments are noticeably higher than the other schemes in the area. This is due to the higher quality of the amenities they offer.

**Table 2-4 New build quoting prices – Northern Zone**

| Address                                          | Developer     | Typology                                                      | Quoting prices                                                                                                                                    |
|--------------------------------------------------|---------------|---------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Laxfield</b>                                  |               |                                                               |                                                                                                                                                   |
| Felgate Close,<br>Bickers Hill,<br>Laxfield      | -             | A small development of three and four bed dwellings           | 3 bedroom detached: £397,500<br>4 bedroom detached: £625,000                                                                                      |
| <b>Stowupland</b>                                |               |                                                               |                                                                                                                                                   |
| Trinity Meadows,<br>Church Road,<br>Stowupland   | Bloor Homes   | A development of 74 two, three and four bedroom dwellings.    | 3 bedroom semi-detached: £270,000-£275,000<br>3 bedroom bungalow: £352,000<br>4 bedroom detached: £350,000-£400,000                               |
| <b>Thorndon</b>                                  |               |                                                               |                                                                                                                                                   |
| The Clock Tower,<br>Stoke Road,<br>Thorndon, Eye | -             | A development of one, two and three bedroom dwellings.        | 2 bedroom flat: £175,000 - £185,000<br>2 bedroom semi detached: £240,000<br>3 bedroom semi detached: £250,000-£300,000.                           |
| <b>Thurston</b>                                  |               |                                                               |                                                                                                                                                   |
| Thurston Park,<br>Norton Road, IP31<br>3SD       | Hopkins Homes | A development of two, three, four and five bedroom dwellings. | 3 bedroom semi detached: £330,000<br>3 bedroom detached: £355,000<br>4 bedroom semi detached: £395,000<br>4 bedroom detached: £470,000 - £545,000 |
| Cavendish View,<br>Norton Road, IP31<br>3QH      | Linden Homes  | A development of two, three, four and                         | 3 bedroom semi detached: £292,995 - £314,995                                                                                                      |

| Address                                       | Developer       | Typology                                                                                 | Quoting prices                                                                                                                                                                                                                                       |
|-----------------------------------------------|-----------------|------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                               |                 | five bedroom dwellings.                                                                  | 4 bedroom semi detached: £349,995<br>4 bedroom detached: £379,995 - £464,995                                                                                                                                                                         |
| College Park, Ixworth Road Thurston, IP31     | Persimmon Homes | A development of two, three, four and five bedroom dwellings.                            | 2 bedroom semi detached: £228,000<br>3 bedroom terraced: £230,000 - £276,500<br>3 bedroom end terrace: £252,000<br>3 bedroom semi detached: £286,000<br>3 bedroom detached: £310,000<br>4 bedroom detached: £347,500<br>5 bedroom detached: £410,000 |
| Station Hill, Thurston                        | -               | A development of one and two bedroom dwellings.                                          | 1 bedroom flat: £150,000 - £155,000<br>2 bedroom flat: £205,000                                                                                                                                                                                      |
| <b>Elmswell</b>                               |                 |                                                                                          |                                                                                                                                                                                                                                                      |
| St Johns Mead, Wetherden Road, Elmswell, IP30 | Crest Nicholson | A development of two, three and four bedroom dwellings.                                  | 3 bedroom detached: £320,000 - £330,000<br>4 bedroom detached: £420,000                                                                                                                                                                              |
| Kingsbrook Place, Station Road, Elmswell      | Taylor Wimpey   | A development of 190 two, three, four and five bedroom dwellings with allocated parking. | 2 bedroom terraced: from £225,000 - £230,000<br>3 bedroom semi detached: £280,000 - £315,000<br>3 bedroom detached: £285,000<br>4 bedroom detached: £410,000 - £415,000<br>5 bedroom detached: from £450,000                                         |

Source: Rightmove, developer websites, accessed September 2020

## Central Zone - new build sold prices

2.20 The majority of recent new build sales in the Districts have occurred in the central zone, with over half of all new build sales recorded occurring in this zone. The majority of new build sales in the zone have been in the settlements of Stowmarket and Needham Market.

### Stowmarket

2.21 Table 2-5 shows new build sold prices for the Northfield View development in Stowmarket. It is a Taylor Wimpey development which will deliver up to 600 units with a mix of 2, 3, 4 and 5-bedroom units. The analysis of new build sold prices shows that there are a number of quite large units across all typologies – this results in the achieved £psm quite low compared to other schemes in the area.

**Table 2-5 Analysis of new build sold prices (including number of beds) - Northfield View, Stowmarket**

| Typology      | No. of beds | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Flat          | 1           | 12              | 50               | £150,000       | £169,995       | £2,729   | £3,667    |
| Semi Detached | 3           | 23              | 100              | £204,000       | £290,000       | £2,073   | £3,250    |
| Terraced      | 2           | 7               | 64               | £176,000       | £226,995       | £2,750   | £3,547    |
| Terraced      | 3           | 18              | 87               | £240,000       | £279,995       | £2,273   | £3,375    |
| Detached      | 3           | 9               | 125              | £305,000       | £355,000       | £2,540   | £2,850    |
| Detached      | 4           | 7               | 141              | £355,000       | £394,995       | £2,518   | £2,801    |
| Detached      | 5           | 2               | 167              | £406,995       | £419,995       | £2,437   | £2,515    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

2.22 Table 2-6 shows new build sold prices for the Willowbrook development in Bramford. It is a development by Bovis Homes, delivering 130 2, 3 and 4 bedroom properties. The majority of sales have been detached units which range from £2,622 to £3,247 psm, terraced units have achieved prices ranging between £2,373 and £3,606 psm whereas the semi-detached units achieved values range from £2,462 to £3,032 psm.

**Table 2-6 Analysis of new build sold prices (including number of beds) - Willowbrook, Bramford**

| Typology      | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Detached      | 14              | 119              | £295,000       | £424,995       | £2,622   | £3,247    |
| Semi Detached | 4               | 112              | £284,995       | £326,995       | £2,462   | £3,032    |
| Terraced      | 10              | 104              | £219,995       | £315,000       | £2,373   | £3,606    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

- 2.23 In other parts of Stowmarket, sales have occurred at the Chilton Place development. Table 2-7 shows the number of sales for detached properties is significantly higher than those for semi-detached properties, with £psm for the former being between £3,095 and the latter between £3,389 and £4,206.

**Table 2-7 Analysis of new build sold prices (including number of beds) – Chilton Place, Stowmarket**

| Typology      | No. of beds | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Detached      | 2           | 11              | 64               | £230,000       | £275,000       | £3,631   | £4,206    |
| Detached      | 3           | 13              | 84               | £285,000       | £325,000       | £3,389   | £3,916    |
| Semi Detached | 2           | 4               | 63               | £195,000       | £195,000       | £3,095   | £3,095    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Needham Market

- 2.24 The only recent new build sales that have occurred in Needham Market has been at the St Georges Park development, located to the south of the settlement. As shown in Table 2-8, sold property prices at the St Georges Park development are also wide-ranging from £1,974 psm to £4,167 psm.

**Table 2-8 Analysis of new build sold prices (including number of beds) St Georges Park, Needham Market**

| Typology      | No. of beds | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Flat          | 3           | 2               | 84               | £205,000       | £209,995       | £2,440   | £2,500    |
| Semi Detached | 2           | 8               | 61               | £173,000       | £235,000       | £2,983   | £3,641    |
| Semi Detached | 3           | 2               | 102              | £299,995       | £312,995       | £2,941   | £3,069    |
| Semi Detached | 4           | 2               | 116              | £334,995       | £339,995       | £2,888   | £2,931    |
| Terraced      | 2           | 1               | 66               | £275,000       | £275,000       | £4,167   | £4,167    |
| Terraced      | 3           | 4               | 88               | £252,995       | £304,995       | £2,941   | £3,466    |
| Terraced      | 4           | 8               | 122              | £280,000       | £339,995       | £2,279   | £2,931    |
| Detached      | 2           | 1               | 64               | £249,995       | £249,995       | £3,906   | £3,906    |
| Detached      | 3           | 2               | 102              | £295,000       | £304,995       | £2,892   | £2,990    |
| Detached      | 4           | 17              | 153              | £354,995       | £549,995       | £1,974   | £3,125    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Great Blakenham

2.25 The only recent new build sales that have occurred in Great Blakenham is the 294-unit Orbit Homes development at Blakenham Fields. The scheme provides a mix of 2, 3 and 4-bedroom houses. The analysis in Table 2-9 shows that the £psm paid for terraced properties range from £2,644 to £3,500 whereas prices achieved for detached properties were higher at £2,843 to £3,239 psm. Semi detached properties achieved the highest £psm variance of between £2,931 - £3,429.

**Table 2-9 Analysis of new build sold prices (including number of beds) Blakenham Fields, Great Blakenham**

| Typology      | No. of beds | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Semi Detached | 2           | 1               | 60               | £199,995       | £199,995       | £3,333   | £3,333    |
| Semi Detached | 3           | 25              | 79               | £215,000       | £269,995       | £2,931   | £3,429    |
| Terraced      | 2           | 31              | 60               | £189,995       | £209,995       | £3,203   | £3,500    |
| Terraced      | 3           | 28              | 77               | £209,995       | £270,000       | £2,644   | £3,229    |
| Detached      | 3           | 21              | 89               | £254,995       | £289,995       | £2,931   | £3,239    |
| Detached      | 4           | 10              | 103              | £290,000       | £313,000       | £2,843   | £2,941    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Central Zone - new build quoting prices

2.26 As shown in Table 2-10, there are a higher number of new build schemes currently being marketed in the Central Zone than in any other zone. The analysis of quoting prices shows that 2-bed properties in the Central Zone range between £190,000 and £320,000, 3-bed properties range between £260,995 and £392,000, 4-bed properties range between £312,000 and £560,000 whereas 5 bed properties at Northfield view are at £445,000.

**Table 2-10 New build quoting prices in the central zone**

| Address                | Developer     | Typology                                                    | Quoting prices                                                                                                             |
|------------------------|---------------|-------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| <b>Bramford</b>        |               |                                                             |                                                                                                                            |
| Willowbrook. Bramford  | Hopkins Homes | A development of 130 two, three and four bedroom dwellings. | 3 bed end of terrace: £300,000 - £305,000<br><br>4 bed link detached house: £360,000<br><br>4 bed detached house: £430,000 |
| <b>Great Blakenham</b> |               |                                                             |                                                                                                                            |

| Address                                                      | Developer                     | Typology                                                                 | Quoting prices                                  |
|--------------------------------------------------------------|-------------------------------|--------------------------------------------------------------------------|-------------------------------------------------|
| Gipping Mill,<br>Stowmarket<br>Road, Great<br>Blakenham, IP6 | Persimmon<br>Homes            | A development of<br>two, three and four<br>bedroom dwellings.            | 2 bed terraced: £210,000-<br>£215,000           |
|                                                              |                               |                                                                          | 3 bed detached: £285,000                        |
|                                                              |                               |                                                                          | 4 bed detached: £312,000 -<br>£330,000          |
| <b>Long Melford</b>                                          |                               |                                                                          |                                                 |
| Weaver's Tye,<br>Long Melford,<br>Suffolk                    | Hopkins Homes                 | A development of<br>71 one, two, three<br>and four bedroom<br>dwellings. | 2 bedroom detached:<br>£320,000                 |
|                                                              |                               |                                                                          | 3 bedroom detached:<br>£392,000                 |
|                                                              |                               |                                                                          | 3 bedroom bungalow:<br>£440,000 - £450,000      |
| <b>Lavenham</b>                                              |                               |                                                                          |                                                 |
| Bears Lane,<br>Lavenham                                      | Marden Homes                  | A development of<br>two and three<br>bedroom dwellings.                  | 2 bedroom terraced:<br>£300,000                 |
|                                                              |                               |                                                                          | 3 bedroom terraced:<br>£345,000                 |
|                                                              |                               |                                                                          | 3 bedroom semi detached:<br>£380,000 - £385,000 |
|                                                              |                               |                                                                          | 3 bedroom detached:<br>£425,000                 |
| <b>Stowmarket</b>                                            |                               |                                                                          |                                                 |
| Northfield View,<br>Stowmarket, IP14                         | Taylor Wimpy                  | A development of<br>215 three, four and<br>five bedroom<br>dwellings.    | 3 bedroom detached:<br>£280,000                 |
|                                                              |                               |                                                                          | 3 bedroom semi detached:<br>£290,000            |
|                                                              |                               |                                                                          | 4 bedroom detached:<br>£410,000                 |
|                                                              |                               |                                                                          | 5 bedroom detached:<br>£445,000                 |
| Pear Tree Place,<br>Great Finborough                         | S.E.H.<br>Developments<br>Ltd | A development of<br>24 one, two, three<br>and four bedroom<br>dwellings. | 2 bedroom semi detached:<br>£245,000            |
| <b>Needham Market</b>                                        |                               |                                                                          |                                                 |

| Address                                           | Developer     | Typology                                                                 | Quoting prices                                                                                                                                                            |
|---------------------------------------------------|---------------|--------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| St George's Park,<br>Ipswich Road, IP6<br>8FA     | Hopkins Homes | A development of<br>one, two, three and<br>four bedroom<br>dwellings     | 2 bedroom flat: £190,000 -<br>£200,000<br><br>2 bedroom coach house:<br>£220,000<br><br>3 bedroom terraced:<br>£260,000 - £310,000<br><br>4 bedroom detached:<br>£560,000 |
| <b>Sproughton</b>                                 |               |                                                                          |                                                                                                                                                                           |
| Church Meadow,<br>Church Lane,<br>Sproughton, IP8 | Bennett Homes | A development of<br>30 two, three, four<br>and five bedroom<br>dwellings | 4 bedroom detached:<br>£420,000 - £485,000                                                                                                                                |

Source: Rightmove, Developer Website, accessed September 2020

## Southern Zone - new build sold prices

### Sudbury

2.27 Table 2-11 shows new build sold prices for the St Gregory's Place development in Sudbury. The data in Table 2-11 shows that the majority of units sold are flats. Typically, we would expect sold prices on a £ psm would be higher for flats than houses and this is the case in St Gregory's Place. The data in Table 2-11 shows that the units sold at the scheme are bigger than the units at the other developments in the area. Flatted units also achieved some of the highest max £psm prices in the area.

**Table 2-11 Analysis of new build sold prices – St Gregory's Place, Sudbury**

| Typology      | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Flat          | 21              | 80               | £179,950       | £400,000       | £2,045   | £7,380    |
| Semi Detached | 3               | 136              | £360,950       | £464,950       | £2,717   | £3,079    |
| Terraced      | 3               | 143              | £374,950       | £429,950       | £2,717   | £2,792    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

2.28 Table 2-12 shows new build sold prices for the Ballingdon Meadows development. The development consisted of 2 and 3-bedroom properties and was built by Foxley. The prices recorded at Ballingdon Meadows range from £2,750 - £3,452 psm with the majority being for terraced properties.



**Table 2-12 Analysis of new build sold prices – Ballingdon Meadows, Sudbury**

| Typology      | No. of beds | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Semi Detached | 3           | 2               | 84               | £265,000       | £290,000       | £3,155   | £3,452    |
| Terraced      | 2           | 5               | 78               | £210,000       | £225,000       | £2,750   | £2,986    |
| Terraced      | 3           | 7               | 85               | £260,000       | £290,000       | £2,989   | £3,452    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Great Cornard

2.29 Table 2-13 shows new build sold prices for the Woodland Rise development in Great Cornard. The data in the tables show that the number of units sold is spread over the different typologies. £psm paid for semi detached properties has the widest range. £psm paid for terraced properties range from £3,631 to £3,667 whereas prices achieved for semi-detached properties were higher at £2,617 to £3,860 psm. Detached properties achieved the highest £psm variance of between £2,925 - £3,493.

**Table 2-13 Analysis of new build sold prices – Woodland Rise, Great Cornard**

| Typology      | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Detached      | 30              | 107              | £268,995       | £444,995       | £2,925   | £3,493    |
| Semi Detached | 28              | 78               | £214,995       | £299,995       | £2,617   | £3,860    |
| Terraced      | 2               | 57               | £206,995       | £208,995       | £3,631   | £3,667    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Holbrook

2.30 Most of the new build sales activity in Holbrook has occurred at the Admirals Quarter development. The data in Table 2-14 shows that the majority of units sold are either detached or semi detached with 8 units sold each. £psm paid for detached and semi-detached units are between £2,769 psm and £4,552. Flatted properties achieved the largest range of £psm between £1,481 - £3,629. Average sizes for all typologies are generally within the range of the previous schemes identified.

**Table 2-14 Analysis of new build sold prices – Admirals Quarter, Holbrook**

| Typology      | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Detached      | 8               | 114              | £265,000       | £440,000       | £2,769   | £4,552    |
| Semi Detached | 8               | 95               | £269,995       | £329,995       | £2,847   | £3,418    |

| Typology | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|----------|-----------------|------------------|----------------|----------------|----------|-----------|
| Terraced | 4               | 67               | £120,000       | £224,995       | £1,481   | £3,629    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Capel St. Mary

- 2.31 Table 2-15 shows new build sold prices for the Saxon meadow development. This development delivered a mix of 2, 3, 4, & 5 bedroom properties and was built by Hopkins Homes. Prices achieved are generally within the range of those from developments located in the area. Terraced properties achieved values from £1,447 to £4,508. £psm for semi-detached properties range from £3,797 to £4,167. The majority of sales were detached units which achieved values from £2,545 to £3,889 psm.

**Table 2-15 Analysis of new build sold prices – Saxon Meadow**

| Typology      | No. of beds | Number of sales | Average size sqm | Sold value min | Sold value max | £psm Min | £ psm Max |
|---------------|-------------|-----------------|------------------|----------------|----------------|----------|-----------|
| Detached      | 2           | 1               | 74               | £299,995       | £299,995       | £2,545   | £3,663    |
| Detached      | 3           | 3               | 97               | £339,995       | £349,995       | £2,650   | £3,889    |
| Detached      | 4           | 2               | 124              | £425,000       | £434,995       | £2,642   | £3,809    |
| Detached      | 5           | 2               | 236              | £589,995       | £710,000       | £2,669   | £2,878    |
| Semi Detached | 2           | 4               | 65               | £243,995       | £299,995       | £3,797   | £4,167    |
| Terraced      | 3           | 1               | 96               | £327,495       | £327,495       | £3,411   | £3,411    |

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Southern Zone - new build quoting prices

- 2.32 The analysis of quoting prices in Table 2-16 shows that the southern zone has the least amount of new build properties being advertised. Quoting prices for 2-bed properties in the Southern Zone range between £250,000 and £320,000, 3-bed properties range between £325,000 and £375,000, whereas 4-bed properties at Chilton Place are being advertised for £445,000.

**Table 2-16 New build quoting prices in the southern zone**

| Address               | Developer | Typology | Quoting prices |
|-----------------------|-----------|----------|----------------|
| <b>Capel St. Mary</b> |           |          |                |

| Address                                                      | Developer        | Typology                                                           | Quoting prices                                  |
|--------------------------------------------------------------|------------------|--------------------------------------------------------------------|-------------------------------------------------|
| Saxon Meadow,<br>Capel St. Mary,<br>IP9                      | Hopkins<br>Homes | A development of two,<br>three, four and five<br>bedroom dwellings | 2 bedroom semi detached:<br>£250,000            |
|                                                              |                  |                                                                    | 2 bedroom bungalow:<br>£295,000                 |
|                                                              |                  |                                                                    | 2 bedroom terraced:<br>£245,000                 |
| <b>Sudbury</b>                                               |                  |                                                                    |                                                 |
| Chilton Place,<br>Waldingfield<br>Road, Sudbury,<br>CO10 0RB | Anderson         | A development of two,<br>three and four bedroom<br>dwellings       | 2 bedroom detached:<br>£320,000                 |
|                                                              |                  |                                                                    | 3 bedroom bungalow:<br>£375,000                 |
|                                                              |                  |                                                                    | 3 bedroom link detached:<br>£325,000 - £355,000 |
|                                                              |                  |                                                                    | 4 bedroom detached:<br>£445,000                 |

Source: Rightmove, Developer Websites

## Conclusion

- 2.33 Our analysis has shown that on a price per unit basis there is variation in values across the Districts but once analysed on a £psm basis the variation is much less; with larger units being developed in the rural areas and smaller units being developed in the urban areas – once the units are analysed on a £psm basis prices are generally around £3,000 - £3,200 psm. Based on our analysis in this section we have used the values set out in Table 2-17 in our testing.

**Table 2-17 Market value assumptions**

| Typology                       | Unit Size sqm | Unit Price | £psm   |
|--------------------------------|---------------|------------|--------|
| 1-bed flat                     | 50            | £160,000   | £3,200 |
| 2-bed flat                     | 61            | £190,000   | £3,115 |
| 1-bed house<br>(single storey) | 50            | £180,000   | £3,600 |
| 2-bed house                    | 79            | £250,000   | £3,164 |
| 3-bed house                    | 90            | £290,000   | £3,222 |
| 4-bed house                    | 110           | £350,000   | £3,181 |

Source: AspinallVerdi, September 2020

### 3 Specialist residential market assessment

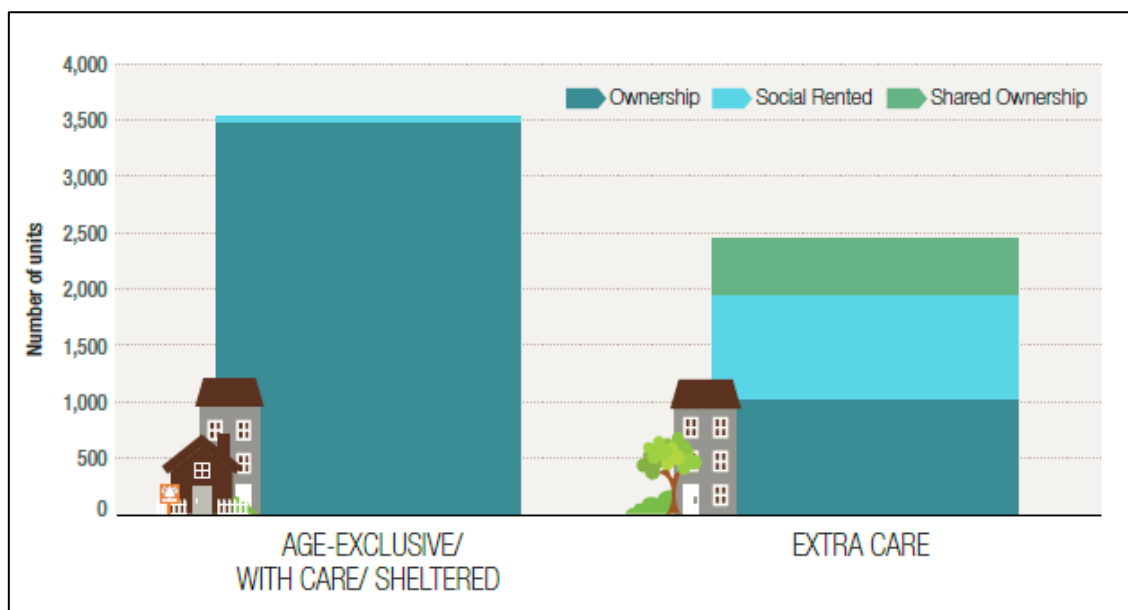
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3.1 With an ageing population, the demand for forms of specialist accommodation for the elderly is growing. This type of specialist accommodation usually takes the form of retirement living (typically over 55 accommodation), housing with support, and housing with care. We define these below:

- Age Restricted-Exclusive / Sheltered / Retirement Housing – This is accommodation that is built specifically for sale or rent to older people e.g. McCarthy and Stone or Churchill. They comprise self-contained units (apartments) with communal facilities and a live-in or mobile scheme manager and alarm call systems in case of emergency.
- Assisted Living / Extra Care / Very Sheltered Housing - This is similar to the Sheltered Housing but is designed to enable residents to retain their independence as they grow older and their need for support and/or care increases. Residents still occupy their own self-contained home within blocks of flats, estates of bungalows or retirement ‘villages’ but often enjoy enhanced communal accommodation and occupants may also be offered individual care and assistance from support staff, within the complex, 24 hours per day.
- Close Care or Assisted Living Housing – This is normally situated within the grounds of a care home and takes the form of self-contained, independent flats or bungalows. Units may be rented or purchased by the occupier. Residents will also have access to the care home’s other facilities and will normally have some form of direct communication with the care home, for emergencies. There may well be an arrangement whereby, the care home management will buy-back the property if it becomes necessary for them to move into the care home.
- Care Homes / Residential care homes - Living accommodation for older people and employ staff who provide residents with personal care, such as washing and dressing. Residents normally occupy their own single room but have access to other communal facilities.
- Care Homes with Nursing / Nursing Homes – Similar to a residential home but, they offer the full time service of qualified nursing. Such accommodation is suited to residents who are physically or mentally less capable and require a higher level of care.

3.2 Figure 3-1 below shows the supply of retirement living units in 2018 and demonstrates that the majority of supply is delivered through age-restricted / exclusive or sheltered housing for sale. With extra-care schemes, the tenure split is more widely spread with social rented and shared ownership options.

**Figure 3-1 - Supply of retirement living units in 2018**



Source: Knight FRANK, Retirement Housing Market Update Q1 2018, using Elderly Accommodation Council

3.3 Our focus is on age restricted and extra-care housing schemes which are more likely to be developed by the private sector and are most similar to C3 Use housing. C2 Use Residential Institutions such as residential care homes and nursing homes are specialist developments (valued on a turnover or ‘profits’ basis) and are not considered in this analysis. Some of these schemes are developed by housing associations and others by the private sector and/or charities and all will have a different status in terms of liability for Affordable Housing (and CIL (for example, Charitable Organisations are exempt from CIL)).

### Specialist housing premiums

3.4 Research by The Retirement Housing Group<sup>1</sup> (RHG) indicates that sheltered housing values carry a premium over general needs housing – this analysis is set out in Table 3-1.

**Table 3-1 - Sheltered housing and ECH sales values premiums**

| Typology                      | Assumption                                                                                                                                                                                      |
|-------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sheltered housing unit prices | In higher value areas - <ul style="list-style-type: none"> <li>• 10-15% premium to private market 1 – 2 bed flats</li> </ul> Or, in lower value areas (where no apartment scheme comparables) – |

<sup>1</sup> RHG Retirement Housing Group, Retirement Housing Viability Base Data (April 2013) / Briefing Paper for CIL Practitioners Retirement Housing and the Community Infrastructure Levy (June 2013) by Churchill Retirement Living and McCarthy and Stone

| Typology                       | Assumption                                                                                                                                                                                                           |
|--------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                | <ul style="list-style-type: none"> <li>75% value of 3-bed semi-detached house for a 1 bed sheltered housing unit, and</li> <li>100% value of 3-bed semi-detached house for a 2 bed sheltered housing unit</li> </ul> |
| Extra-care housing unit prices | <ul style="list-style-type: none"> <li>25% premium to sheltered housing unit prices</li> </ul>                                                                                                                       |

Source: Retirement Housing Group 2013

3.5 When we apply the RHG rule of thumb approach (using the higher value rates) to our sales values (see Table 2-17) it generates the following adjusted values for sheltered housing:

- 1-bed flat at £160,000 a 10% - 15% premium equates to £176,000 - £184,000
- 2-bed flat at £190,000 a 10% - 15% premium equates to £209,000 - £218,500

3.6 And the following rates for extra care:

- 1-bed flat at £176,000 - £184,000 – 25% premium equates to £220,000- £230,000
- 2-bed flat at £209,000 - £218,500 – 25% premium equates to £261,250 - £273,125.

## New build sold prices

3.7 There have been two new build schemes recorded on Land registry in the Districts since 2018, The main specialist elderly scheme sold is Tyefield Place by McCarthy & Stone. It is an over 60s scheme in Hadleigh that was built in 2019. There have also been some sales recorded at Manor Gardens, another over 60s scheme in Hadleigh built by McCarthy & Stone.

3.8 Table 3-2 summarises the values achieved at the schemes. The analysis shows that at Tyefield Place, the variance in £psm for 2 beds is significantly higher than that of 1 beds. At Manor Gardens, the variance in £psm for 3 beds is much less than the 2 beds at Tyefield Place. Overall, the achieved prices are much higher than the RHG rule of thumb.

**Table 3-2 - Achieved values for over 60s accommodation**

| Scheme         | No. sales | Size range sqm | 1 bed achieved prices                        | 2 bed achieved prices                        | 3 bed achieved prices |
|----------------|-----------|----------------|----------------------------------------------|----------------------------------------------|-----------------------|
| Tyefield Place | 24        | 52-80          | £219,950-£279,950<br>(£3,888 psm-£4,711 psm) | £304,950-£529,950<br>(£3,874 psm-£6,624 psm) | -                     |

| Scheme        | No. sales | Size range sqm | 1 bed achieved prices | 2 bed achieved prices    | 3 bed achieved prices                                |
|---------------|-----------|----------------|-----------------------|--------------------------|------------------------------------------------------|
| Manor Gardens | 6         | 67-120         | -                     | £374,950<br>(£5,596 psm) | £434,950-<br>£459,950<br>(£3,625 psm-<br>£4,000 psm) |

Source: Land Registry, EPC

## New build quoting prices

- 3.9 Table 3-3 summarises asking prices relating to sheltered housing for two schemes in the Districts. Orchard Brook by Nicholas King Homes and Manor Gardens by McCarthy and Stone. The analysis shows that the Orchard Brook scheme quoting prices are slightly higher the RHG rule of thumb with the Manor Gardens scheme significantly higher.

**Table 3-3 - Asking prices for sheltered housing**

| Scheme name                              | No. of listings | Unit size sqm | 1 Bed – quoting price | 2 Bed – quoting price                          |
|------------------------------------------|-----------------|---------------|-----------------------|------------------------------------------------|
| Orchard Brook, Long Melford              | 1               | Unknown       | -                     | £239,995                                       |
| Manor Gardens, Pound Lane, Hadleigh, IP7 | 5               | 67-70         | -                     | £300,950 - £399,950<br>(£4,361 psm-£5,969 psm) |

Source: McCarthy and Stone, Nicholas King Homes

## Conclusions and assumptions

- 3.10 Based on our analysis of the specialist housing sector we have used the values as set Table 3-4. In light of no evidence for the extra-care product, we have applied a premium over our sheltered housing assumptions as recommended by the RHG.

**Table 3-4 – Specialist housing value assumptions**

| Type                    | Average unit size sqm | Unit price |
|-------------------------|-----------------------|------------|
| Sheltered Housing 1-Bed | 55                    | £230,000   |
| Sheltered Housing 2-Bed | 70                    | £280,000   |
| Extra-Care 1-Bed        | 55                    | £287,500   |

| Type             | Average unit size sqm | Unit price |
|------------------|-----------------------|------------|
| Extra-Care 2-Bed | 70                    | £350,000   |

Source: AspinallVerdi, September 2020



## 4 Retail market assessment

### Introduction

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- 4.1 In our assessment of the retail sector, we consider both convenience and comparison retail because they both have different market drivers.

### Retail market overview

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- 4.2 Prior to the COVID-19 pandemic, the retail market was going through a structural change. The structural changes in the retail market were being caused by the growth in online sales and falling footfall in town centres. Retailers were also facing cost pressures from business rates and the national living wage. During the COVID-19 outbreak, many retailers have had to close or limit customer access due to social distancing measures introduced by the government. Many retailers have sought to take advantage of the Coronavirus Act 2020<sup>2</sup> and not paid rent – CoStar reported that only 41% of March quarter date rent was collected and 40% June quarter date.<sup>3</sup>

### Convenience sector

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- 4.3 The convenience retail sector has seen a significant change since the financial crisis. In the years following 2008, supermarkets appeared to have weathered the economic storm with most operators aggressively expanding (commonly referred to as the race for space). Operators were able to competitively bid for sites as they were taking advantage of other sectors in the property market is much weaker. During this period of growth, there was a strong appetite from operators to open large-format stores of up to circa 11,150 sqm (123,785 sqft). This format providing a mixture of convenience and comparison retail.
- 4.4 In more recent years shopping patterns have changed significantly: there is more reliance on online shopping combined along with customers supplementing a 'big' shopping trip with regular smaller shops during the week. Also, some customers are splitting their shopping trips between the big four supermarkets (Tesco, Sainsbury's, Asda and Morrisons) and discounters such as Aldi and Lidl. This resulted in supermarket operators shifting away from large format stores
- 4.5 The convenience retail market appears to have performed relatively well during the outbreak with many reporting a higher volume of sales than they would experience during Christmas. At some points, demand has appeared to outstrip supply, with the likes of Ocado temporarily suspending their ordering application and restricted access to their website. The pressures faced by supermarkets during the COVID-19 lockdown are; maintaining social distancing in their physical

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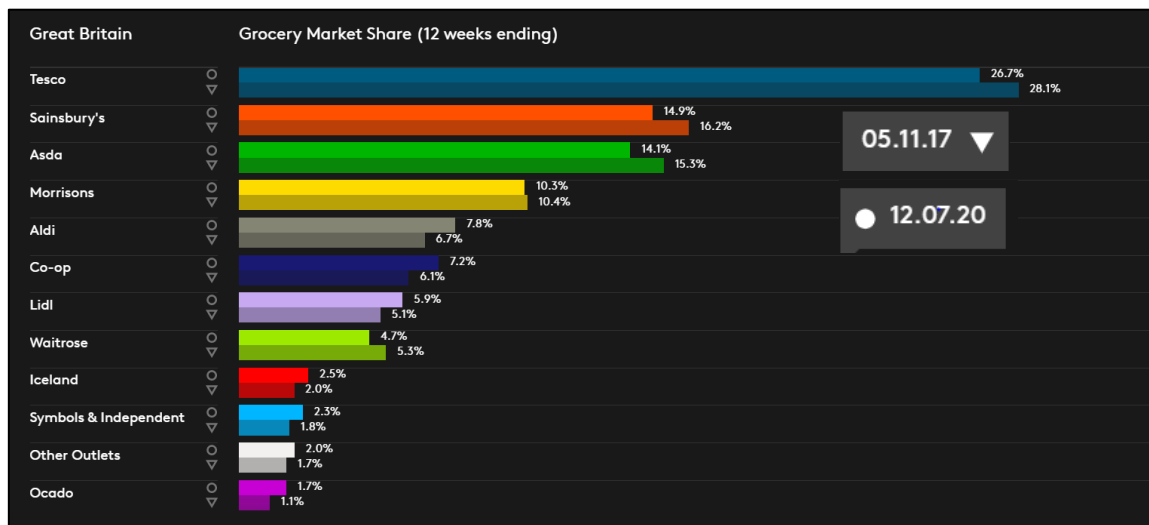
<sup>2</sup> 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legislation 'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended)).' The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.

<sup>3</sup> CoStar, 2 July 2020, Forty six per cent of June Quarter Day commercial rent now collected

stores, through restricting customers numbers; maintain supply chains (resulting in less choice of items and restricting the number of purchasers, and increasing capacity for home deliveries to meet demand.

- 4.6 Figure 4-1 shows how the changes in the market have affected the relevant supermarket operators market share in recent years. The big four have been losing market share whereas the budget operators of Lidl and Aldi have gained market share along with online delivery service Ocado.

**Figure 4-1 – Great Britain Grocery market share 12 weeks ending 05/11/17 & 12/07/20**



Source: Kantar WorldPanel (August 2020)

- 4.7 Due to the changes in the market, operators are now more selective in the types of and locations of stores they seek to open. Tesco typically only seeks sites for their express format i.e. circa 200 sqm (2,200 sqft) in main urban areas ideally close to transport hubs, The likes of Asda, Morrisons and Sainsbury's focus on the main urban areas where there is a perceived market gap. Aldi and Lidl have been a bit more aggressive which has led them to increase their market share.
- 4.8 Lidl<sup>4</sup> seek sites with a minimum of 1.5 acres to accommodate a store totalling between 14,000-26,500 sqft (1,300-2,460 sqm). In terms of location, the sites would ideally have main road frontage with easy access and be situated within town, district or edge of centre or out of town locations. Aldi<sup>5</sup> also has similar requirements in terms of location and size, with a minimum of 1.5 acres to accommodate 18,000 - 20,000 sqft of space and 100+ car parking spaces.

<sup>4</sup> Lidl.co.uk/en/Site-Requirements, accessed February 2019

<sup>5</sup> Aldi.co.uk/about-aldi/property/required-towns, accessed February 2019

## Babergh & Mid-Suffolk convenience retail market

- 4.9 As shown in Table 4-1, the Districts are well represented with larger supermarkets by all of the top four operators – these are located in Hadleigh, Sudbury and Stowmarket. In addition, there are numerous smaller format stores which are mainly operated by East of England Co-op.

**Table 4-1 Larger supermarkets by floor area**

| Address                                                                  | Size sqm | Size sqft |
|--------------------------------------------------------------------------|----------|-----------|
| Morrisons, Calais Street, Hadleigh, Ipswich, IP7 5EW                     | 4,765    | 51,290    |
| Tesco Stores Ltd, Woodhall Bypass, Sudbury, Suffolk, CO10 1GY            | 6,739    | 72,538    |
| Sainsbury's 66, Cornard Road, Sudbury, Suffolk, CO10 2XB                 | 5,689    | 61,236    |
| Waitrose, Station Road, Sudbury, Suffolk, CO10 2SS                       | 4,100    | 44,132    |
| Tesco Stores Ltd, Copdock Mill, Washbrook, Ipswich, IP8 3LE              | 9,970    | 107,316   |
| Tesco Cedars Superstore, Cedars Link Road, Stowmarket, Suffolk, IP14 5BE | 4,310    | 46,392    |
| Asda The Meadow Centre, Wilkes Way, Stowmarket, Suffolk, IP14 1DE        | 5,479    | 58,975    |

Source: VOA (May 2019)

## Convenience retail rents

- 4.10 There is no recent evidence of supermarket rental transactions in the Districts therefore we have considered a wider area. Such an approach is acceptable to analyse comparable evidence as the ability for an operator to pay the rent is driven by footfall and nearby competition rather than geographical boundaries. Table 4-2 shows that the most recent letting activity is from the budget operators with rents of between £14 - £20 psf being achieved.

**Table 4-2 Rental evidence – convenience retail**

| Date       | Address                                     | Operator | Size sqft | Rent £psf |
|------------|---------------------------------------------|----------|-----------|-----------|
| 01/05/2017 | 5 Neatmarket Hall Road, Norwich             | Aldi     | 18,320    | £20.00    |
| Feb 2015   | Drayton Road, Norwich                       | Aldi     | 18,256    | £15.00    |
| 01/11/2016 | Ampthill Road, Bedford Retail Park, Bedford | Aldi     | 18,750    | £18.50    |
| 1/10/2017  | Wolverton Works, Stratford Road, Wolverton  | Lidl     | 28,041    | £14.25    |
| 30/01/2015 | 147 Church Lane Bedford                     | Iceland  | 6,750     | £14.00    |

| Date                                              | Address                             | Operator | Size sqft | Rent £psf                    |
|---------------------------------------------------|-------------------------------------|----------|-----------|------------------------------|
| Pre-let agreed in 2015-lease signed November 2017 | Clock Tower Retail Park, Chelmsford | Aldi     | 18,900    | £20.00 (15-months rent free) |

Source: CoStar, accessed August 2020, agent telephone consultations

### Convenience retail investment yields

4.11 There has been some recent supermarket investment activity in the Districts – see Table 4-3. Waitrose in Sudbury recently achieved a net initial yield of 4.4% and Sainsbury's 4.46%. Slightly further afield, the Tesco's Express in Newmarket achieved a net initial yield of 4.6%, with a small format Tesco's achieving a higher yield of 5.9% in 2017. The evidence also shows the budget supermarkets of Aldi and Lidl are achieving similar yields in the wider area.

**Table 4-3 Investment sale evidence - convenience retail**

| Date        | Address                             | Operator      | Size sqft | Rent £ psf | Net Initial Yield | Comment                                                                                                                                                                                                   |
|-------------|-------------------------------------|---------------|-----------|------------|-------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| July 2020   | Station Road, Sudbury               | Waitrose      | 43,734    | £15        | 4.4%              | The property is leased to Waitrose on a 20-yr lease under 5-yearly, CPIH-linked (capped and floored) rent reviews on full repairing and insuring terms with a tenant break in July 2035. Sale & leaseback |
| 15/03/2019  | 66 Cornard Road, Sudbury            | Sainsbury's   | 66,080    | £26        | 4.73%             |                                                                                                                                                                                                           |
| 27 Jul 2020 | Fordham Road, Newmarket             | Tesco's Extra | 68,000    | N/a        | 4.6%              | unexpired lease term of 16 years with annual, upward-only, RPI-linked rent reviews (subject to a 5% cap and 0% floor).                                                                                    |
| 26/07/2017  | Heathlands 389 Foxhall Road Ipswich | Tesco's       | 3,864     | £13        | 5.9%              | *RPI linked Rent Reviews *Rent Review 2018 *Lease expires 2033 *£50,000 pa rising to a minimum of £53,382                                                                                                 |

| Date    | Address                           | Operator | Size<br>sqft | Rent<br>£ psf | Net<br>Initial<br>Yield | Comment                                                                                                                                       |
|---------|-----------------------------------|----------|--------------|---------------|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| 10/18   | Romford                           | Aldi     | 20,732       | £19.54        | 3.45%                   | Reversionary lease expires April 2043. Next rent review April 2023 to RPI (1% and 3% collar and cap).                                         |
| 08/2018 | Wolverton Works,<br>Milton Keynes | Lidl     | 28,041       | £14.25        | 4.84%                   | 5 yearly rent reviews to OMRV, capped at 2% per annum.                                                                                        |
| 05/2018 | Bedford                           | Aldi     | 20,927       | £17.82        | 4.00%                   | 5 yr reviews to RPI (1% and 3% collar & cap). Next review 2023 shows yield 4.56% assuming RPI at 2.70% per annum. Adjacent Sainsbury's store. |

Source: CoStar, accessed August 2020, agent telephone consultations

## Comparison retail

- 4.12 Before the global pandemic, the shift from bricks to clicks was being significantly felt in the comparison sector. Many well-known names were lost e.g. BHS, Poundworld, Maplin and Toys 'R' Us and entering CVAs or administration e.g. New Look, Debenhams and House of Fraser.
- 4.13 As the high street starts to re-open we have seen further changes which include:
- Intu – one of the UK's largest shopping centre owners, with the likes of Trafford Centre and Lakeside entered administration.
  - All Saints – the fashion retailer has agreed to a CVA which has resulted in them changing to turnover rents rather than fixed rents.
  - Go Outdoors - entered administration end of June 2020 and was bought by JD Sports and the business will be restructured and reports they will be seeking to significantly cut rents to avoid store closures.
  - Oasis and Warehouse – entered administration in April 2020 with all of its 92 stores closes and 400 concessions terminated. The brands and e-commerce platforms were sold in June 2020 online fashion retailer BooHoo.

## Babergh & Mid-Suffolk comparison retail market

- 4.14 The comparison retail offer across the Districts is predominantly located in the larger towns, with the larger towns and cities out-with the Districts providing a pull for a more comprehensive offer.

## Comparison retail rents

4.15 Table 4-4 shows that comparison retail rents are relatively wide ranging, from around £13 - £30 psf, with the general market tone being around £20 psf.

**Table 4-4 Rental evidence – comparison retail**

| Date of transaction | Address                         | Size sqft | Rent £psf             | Comment                                              |
|---------------------|---------------------------------|-----------|-----------------------|------------------------------------------------------|
| 15/04/2019          | Assington Barn, Sudbury         | 468       | £17.41<br>(effective) | Let to Peter Cookson on a 3 year lease               |
| 21/04/2019          | 41-42 Market HI, Sudbury        | 2,685     | £12.74<br>(effective) | Let to Oxfam on a 10 year lease with break on year 5 |
| 24/09/2018          | Wilkes Way, Stowmarket          | 943       | £21.21<br>(achieved)  | Let to RSPA Suffolk on a 10 year lease               |
| 26/11/2018          | Wilkes Way, Stowmarket          | 1,400     | £13.08<br>(effective) | Let to Costa Coffee on a 10 year lease               |
| 25/09/2018          | Wilkes Way, Stowmarket          | 800       | £13.75<br>(effective) | Let to Zarkeys                                       |
| 14/10/2018          | 1-3 Friars St, Sudbury          | 570       | £21.05                |                                                      |
| 14/10/2018          | 54-55 Gainsborough St, Sudbury  | 2,200     | £20.45                |                                                      |
| 13/10/2018          | 49 Gainsborough St, Sudbury     | 570       | £29.82<br>(achieved)  | Let to Wayman and Long on a 15 year lease            |
| 31/08/2018          | 11a Friars St, Sudbury          | 498       | £18.07<br>(achieved)  | Let to Dean Dyer on a 5 year lease                   |
| 10/09/2018          | 54-55 Gainsborough St, Sudbury  | 2,200     | £20.45                |                                                      |
| 07/09/2018          | 1 Friars St, Sudbury            | 570       | £21.05                |                                                      |
| 08/08/2018          | 47 Gainsborough St, Sudbury     | 905       | £19.89                | Let to Gainsborough House Society                    |
| 06/07/2018          | 3 Ipswich St, Stowmarket        | 792       | £28.41                | Let to Homestead Charity                             |
| 07/06/2018          | 3 Borehamgate Precinct, Sudbury | 720       | £21.53                | Let to Whiston Services on a 5 year lease            |

Source: CoStar, accessed 13 August 2020

## Comparison retail investment yields

4.16 There have been some comparison retail investment transactions across the Districts in recent years. Across the Districts (Table 4-5) we are net initial yields between 6.56% and 11.21%.

**Table 4-5 Comparison retail yields across Babergh & Mid Suffolk**

| Sale Date  | Property Address                          | Size sqft | Net initial yield | Transaction Notes                                                                                                                                                                 |
|------------|-------------------------------------------|-----------|-------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 20/08/19   | 94-95 North Street, Sudbury               | 20,280    | 8.1%              |                                                                                                                                                                                   |
| 25/02/2019 | 71 Ipswich St, Stowmarket                 | 2,046     | 11.21%            | Let to Carphone Warehouse on a 15 year lease due to expire in March 2022. The annual rent is £27,600 pa.                                                                          |
| 05/04/2017 | 3 Market Pl, Stowmarket                   | 681       | 8.63%             |                                                                                                                                                                                   |
| 06/07/2016 | 53 North St, Sudbury                      | 548       | 7.93%             | Let to Savers Health & Beauty Ltd on a 20 year lease at £52,500 pa.                                                                                                               |
| 16/05/2016 | 9 Market HI, Sudbury                      | 2,715     | 7.55%             | Property let to New Look and M&Co. The annual rent if £175,000.                                                                                                                   |
| 15/05/2016 | 10 North St, Sudbury                      | 11,267    | 7.25%             |                                                                                                                                                                                   |
| 19/10/2017 | 28 Market Pl, Stowmarket                  | 15,510    | 6.99%             | Tenants include Carpetright, Halfords, Pets at Home, Farmfoods, Topps Tiles, Poundland and KFC.                                                                                   |
| 01/09/2016 | Shawlands Retail Park, Newton Rd, Sudbury | 34,955    | 6.97%             |                                                                                                                                                                                   |
| 03/07/2018 | 21 Ipswich St, Stowmarket                 | 6,459     | 6.75%             |                                                                                                                                                                                   |
| 19/10/2017 | 1-3 Friars St, Sudbury                    | 1,300     | 6.72%             | Let to Boots until June 2020 at £19,400 pa.                                                                                                                                       |
| 31/05/2018 | 82 North St, Sudbury                      | 816       | 6.56%             | Let to Superdrug Stores PLC on FRI lease expire 14th February 2028 at a passing rent of £83,200 per annum. The lease is subject to a five-yearly open market upward only reviews. |

Source: CoStar, accessed 13 August 2020

## Conclusion

4.17 Based on our analysis of the convenience retail sector the values set in Table 4-6 are appropriate to use in the viability testing.

**Table 4-6 Convenience retail values**

| Scenario | GIA sq m | Rent psf | Rent psm | Yield | Rent Free |
|----------|----------|----------|----------|-------|-----------|
| Express  | 350      | £18.00   | £194     | 5.9%  | 9 months  |
| Budget   | 2,000    | £15.00   | £161     | 5.9%  | 9 months  |

Source: AspinallVerdi, September 2020

- 4.18 Based on our analysis of the comparison retail sector the values set in Table 4-7 are appropriate to use in the viability testing.

**Table 4-7 Comparison retail values**

| Scenario       | GIA sq m | Rent psf | Rent psm | Yield | Rent Free |
|----------------|----------|----------|----------|-------|-----------|
| Smaller format | 500      | £20.00   | £215     | 8.5%  | 12 months |
| Larger format  | 1,000    | £20.00   | £215     | 10.5% | 12 months |

Source: AspinallVerdi, September 2020



## 5 Office market assessment

### Introduction

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- 5.1 Similar to the residential market, the full impact of COVID-19 on the office market is unknown. With the government encouraging working from home measures, many offices have been left unoccupied or at greatly reduced occupancy. Companies have been forced to embrace video conferencing and other measures to ensure business continuity.
- 5.2 What has emerged to date is that:
- Leasing decisions deferred – due to the uncertain world economic outlook companies have deferred the decision making in taking new space, this is more apparent with micro-businesses and SME's whose current focus is dealing with the immediate fallout and business continuity.
  - Tenants seeking to defer rent payments – the 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legislation *'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended))*.<sup>6</sup> The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.
  - Increase in office occupier tenant incentives – Knight Frank indicates that *'Lease incentives, however, have drifted: 21-24 months on some 10-year leases, instead of 18-21 months in the West End and nearer 24 months in the City, which were previously at 21-24 months.'*<sup>7</sup>
- 5.3 Typically, new office development is only financially viable in major towns and cities. Generally, new development requires a pre-let in place to a blue-chip covenant – i.e. on a long lease to a high-quality tenant that is likely always to pay its rent and adhere to its obligations. This structure gives sufficient security to the investment to enable funding to be obtained. For example, office take-up in 2019 to the end of September was 1.8m sq ft, of which 90% of the take-up was Grade A.<sup>8</sup> Only 460,000 sq ft of speculative schemes are expected to complete in 2019, well below the 5-year average of 1.0m sq ft delivered per annum in the South East<sup>9</sup>.
- 5.4 In recent years the main drivers of demand for new office space have been from finance, professional services, Technology, Media and Telecommunications (TMTs) and flexible workspace providers. Since the referendum to leave the European Union there has been a slight

<sup>6</sup> <https://www.rpc.co.uk/perspectives/rpc-big-deal/covid-19-and-commercial-tenants-rights-regarding-rent/>

<sup>7</sup> Knight Frank, June 2020, COVID-19 What we know, what we expect, what we question

<sup>8</sup> BNP Paribas, 2019 Q3, South East Offices Review,

<sup>9</sup> Ibid

cooling of office demand from the finance and professional services, but demand from TMTs and flexible workspace providers remains robust.

## Babergh & Mid-Suffolk office market

- 5.5 The Districts do not have a significant quantum of office accommodation, the majority of stock is either found in the town centres or the established industrial estates/business parks.

### Office rents

- 5.6 There is no recent new build space in the Districts. Evidence of effective achieved rents of better quality of accommodation in the Districts ranges from £9.87 - £15.24 psf (see Table 5-1). Leases are generally on a short-term basis, let to local companies. There is evidence on lower rents being achieved but this is for poorer quality accommodation.

**Table 5-1 Office rents across Babergh & Mid Suffolk**

| Lease sign date | Address                                                    | Size sqft | Rent £psf            | Comment                                                     |
|-----------------|------------------------------------------------------------|-----------|----------------------|-------------------------------------------------------------|
| 01/01/2018      | New Mill, Bakers Court, Sudbury                            | 2,112     | £10.17 psf effective | Let to City Media Sales on a 6-year lease                   |
| 01/01/2018      | Fox's Marine, Harbour Landing, Ipswich, IP2                | 5,249     | £15.24 psf effective | Let to Red 7 Marine on a 10-year lease with break at year 5 |
| 06/09/2018      | Springvale, Hadleigh Rd, Sproughton                        | 963       | £11.42 psf effective | Let to Anstea Limited on a 5-year lease                     |
| 07/08/2018      | 1A King Street, Sudbury                                    | 446       | £14.57 psf asking    | Let to Solicitors on a 3-year lease                         |
| 30/07/2018      | Unit 3, Valley Lane, Ipswich, IP9                          | 2,292     | £12.50 psf asking    | Let to Poppy Nursing Services                               |
| 18/04/2018      | Unit 2 River Barn, Peninsula Business Centre, Ipswich, IP9 | 892       | £11.21 psf effective | Let to All Star Training on a 3-year lease                  |
| 08/01/2018      | 47 Gainsborough Street, Sudbury                            | 418       | £11.96 psf effective | Let to Iliffe Media on a 6-year lease                       |
| 11/05/2019      | Unit 11, Crockatt Rd, Ipswich 9                            | 4,260     | £9.87 psf effective  | Let to Praxis 42 on a 10-year lease break at year 5         |

Source: CoStar, accessed 15 August 2020

## Office yields

- 5.7 There is limited evidence of recent office investment sales recorded on CoStar, therefore, we have considered the wider Suffolk market in our analysis. The evidence of office investment sales set out in Table 5-2 shows that space let to a single good covenant on a relatively long-term lease achieves a yield as low as 5.81%. Whereas as multi-let space achieves much higher yields in excess of 8%.

**Table 5-2 Office yields across Suffolk**

| Date       | Address                                                        | Size sqft | Net initial yield | Comment                                                                                                                         |
|------------|----------------------------------------------------------------|-----------|-------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 21/02/2018 | Craven Court, Willie Snaith Road, Newmarket, CB8 7FA           | 8,365     | 8.37%             | Multi-let                                                                                                                       |
| 22/04/2020 | Drinkstone Office Park, Kempson Way, Bury St Edmunds, IP32 7AR | 8,920     | 7.87%             | Multi-let                                                                                                                       |
| 01/02/2019 | Signal House, Kempson Way, Bury St Edmunds                     | 7,048     | 9.41%             | Purpose built, single let office, Rent at £16 psf                                                                               |
| 15/05/2019 | 3 Cromwell Court Greyfriars Rd, Ipswich                        | 3,666     | 8.90%             | Purpose built, multi-let office                                                                                                 |
| 04/04/2019 | 60 Abbeygate St, Bury St Edmunds                               | 6,120     | 5.81%             | Single let to J. M. Finn & Co. Limited (part of the Ackermans & van Haaren Group). 10 year lease from December 2015 (no breaks) |

Source: CoStar/EGi, accessed September 2020

## Conclusion

- 5.8 Based on the above evidence propose the following rents, yields, and scenarios to use in the viability testing:
- Offices units 500 sqm (5,382 sqft)
    - Rent £161 psm (£15 psf)
    - Yield 5.8%

## 6 Industrial market assessment

### Introduction

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- 6.1 Prior to the COVID-19 lockdown, the UK industrial market was tight, with growing demand pushing against restricted supply.
- 6.2 In the years before the recession caused by the Global Financial Crisis, the industrial market saw a wave of speculative development, fuelled by easy access to finance. Much of the new space that resulted remained on the market as occupier demand weakened in the recession, so speculative development came to a halt. In more recent years supply has tightened against demand, due to the economic recovery, the increase in online shopping (which needs warehouse space) and some industrial units being lost to higher-value residential uses.
- 6.3 Due to the tight nature of the funding markets, speculative development is generally only occurring in 'super-prime' areas such as parts of the M1 corridor, Heathrow, etc. Those areas have very strong occupier demand from blue-chip covenants, who are prepared to commit to longer-term leases (typically more than 10 years), therefore the perceived risk is low. Elsewhere, speculative development is generally occurring only for larger units that can be occupied by these large national /international firms.
- 6.4 The economics for small and mid-sized units is different from large-scale distribution units, both in terms of cost and values. Smaller and mid-sized units do not benefit from economies of scale for build costs as large units do. Covenant strength of occupiers of smaller units is generally weaker and result in less secure income, which is guaranteed for shorter periods due to shorter lease terms, and hence lower capital values. Consequently, small and medium-sized development typically occurs only on existing employment sites - where infrastructure is currently in place; or as part of larger strategic schemes, whereby the large-scale distribution units can pay for the infrastructure to service the smaller and mid-sized units.
- 6.5 Concerning small and mid-size units, the lack of speculative development has led to an imbalance in the market, with some occupiers having to wait for the build to suit opportunities, or taking second-hand space to satisfy immediate requirements although they would prefer new space. With a lack of suitable medium-sized space, occupiers across the country are struggling to find suitable space for business expansion. This is having a knock-on effect, with smaller units not experiencing 'natural' levels of market churn, therefore not freeing up space for SMEs and start-ups.
- 6.6 Since the coronavirus lockdown, the industrial market appears to be performing well. Demand for online retail has increased significantly and manufactures have sought to re-purpose space to respond to the government's need for protective equipment.

## Babergh & Mid-Suffolk industrial market

6.7 The Districts industrial market is found around the settlements such as Sudbury, Hadleigh, Stowmarket and Needham Market – these areas have defined industrial areas with purpose built units.

### Industrial rents

6.8 As with offices, there is no recent new build space in the Districts. Evidence of effective achieved rents of better quality of accommodation in the Districts ranges from £7.14 - £11.71 psf. (see Table 6-1). Leases are generally on a short-term basis, let to local companies. There is evidence on lowers rents being achieved but this is for poorer quality accommodation.

**Table 6-1 Industrial rents across Babergh & Mid Suffolk**

| Date of transaction | Address                                       | Size sqft | Rent £psf            | Comment                                                      |
|---------------------|-----------------------------------------------|-----------|----------------------|--------------------------------------------------------------|
| 31/05/2018          | Unit 6, Warner Way, Sudbury                   | 2,200     | £11.71 psf effective | Let to Primary Engineering Suffolk Limited on a 3-year lease |
| 27/02/2020          | 5-12 - Crockatt Rd, Ipswich 9                 | 770       | £10.39 asking        |                                                              |
| 13/04/2020          | Unit 4 Sproughton Rd, Ipswich 1               | 600       | £10 psf asking       |                                                              |
| 12/08/2018          | 5-11, Crockatt Rd, Ipswich 9                  | 773       | £8.41 psf effective  | Let to Filtertec Systems on a 4-year lease                   |
| 23/08/2018          | Barn 7, Peppers Ln @ Orwell Bridge, Ipswich 9 | 3,089     | £8.22 psf achieved   | Let to Crossfit Lowell on a 10-year lease                    |
| 10/08/2018          | Unit 1-3, Ballingdon Hall, Sudbury            | 14,100    | £8.13 psf effective  | Whitehouse Business Solutions                                |
| 01/02/2019          | Melford Rd, Sudbury                           | 1,009     | £7.14 psf achieved   | Let on a 3-year lease                                        |

Source: CoStar, accessed 15 August 2020

### Industrial yields

6.9 Table 6-2 shows that industrial yields have achieved as low as 5.0% when let to good quality covenants and long terms leases (over 10 years) at more modern units but as high as 8.0% when the quality of the unit is lower.

**Table 6-2 Achieved industrial yields –Suffolk**

| Date       | Address                                    | Size sqft | Net initial yield | Comment                                                                                                                                                    |
|------------|--------------------------------------------|-----------|-------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 04/07/2019 | Suffolk Park, Bury St Edmunds              | 147,635   | 5%                | Let to Unipart, on FRI lease for a term of 25 years from April at a passing rent of £878,428 per annum                                                     |
| 08/02/2019 | Plot 9, St Leger Drive, Newmarket, Suffolk | 22,582    | 5%                | N/a                                                                                                                                                        |
| 01/11/2018 | Units 2-5 Cavendish Street, Ipswich        | 11,937    | 6.06%             | Multi-let to Prestwood Automotive Ltd, Rexel UK Ltd and Screwfix. AWULT of 5.5 years to expiry and 4.22 years to break. Passing rent of £87,374 per annum. |
| 17/09/2019 | Kohinoor House, Felixstowe                 | 111,000   | 7.59%             | Via a sale & leaseback. New 20 year lease to Indo European Foods.                                                                                          |

Source: CoStar, accessed September 2020

## Conclusion

6.10 Based on the above evidence propose the following rent, yield, and scenario to use in the viability testing:

- Industrial units 1,000 sqm (10,764 sqft)
  - Rent £107.64 psm (£10.00 psf)
  - Yield 6.5%

## Appendix 2.1 – Residential sold price

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| Date       | Number | Street                      | Settlement    | Postcode | Type          | Size sqm | Size sqft | Price Paid | Price psm |
|------------|--------|-----------------------------|---------------|----------|---------------|----------|-----------|------------|-----------|
| 13/12/2019 | 55     | ST EDMUNDS DRIVE            | ELMSWELL      | IP30 9NP | Detached      | 167      | 1,798     | £424,995   | £2,545    |
| 20/12/2019 | 34     | ST EDMUNDS DRIVE            | ELMSWELL      | IP30 9NP | Detached      | 167      | 1,798     | £430,000   | £2,575    |
| 13/12/2019 | 32     | ST EDMUNDS DRIVE            | ELMSWELL      | IP30 9NP | Detached      | 167      | 1,798     | £434,995   | £2,605    |
| 15/11/2019 | 64     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 146      | 1,572     | £390,000   | £2,671    |
| 20/12/2019 | 59     | ST EDMUNDS DRIVE            | ELMSWELL      | IP30 9NP | Detached      | 146      | 1,572     | £390,000   | £2,671    |
| 27/09/2019 | 54     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 131      | 1,410     | £379,995   | £2,901    |
| 27/09/2019 | 56     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 126      | 1,356     | £374,995   | £2,976    |
| 16/12/2019 | 58     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 126      | 1,356     | £375,000   | £2,976    |
| 17/12/2019 | 30     | ST EDMUNDS DRIVE            | ELMSWELL      | IP30 9NP | Detached      | 131      | 1,410     | £390,000   | £2,977    |
| 29/11/2019 | 3      | ELMSWELLA CRESCENT          | ELMSWELL      | IP30 9NS | Detached      | 131      | 1,410     | £399,995   | £3,053    |
| 04/12/2019 | 60     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 106      | 1,141     | £329,000   | £3,104    |
| 19/12/2019 | 36     | ST EDMUNDS DRIVE            | ELMSWELL      | IP30 9NP | Detached      | 106      | 1,141     | £329,995   | £3,113    |
| 13/12/2019 | 57     | ST EDMUNDS DRIVE            | ELMSWELL      | IP30 9NP | Detached      | 106      | 1,141     | £330,000   | £3,113    |
| 28/10/2019 | 62     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 106      | 1,141     | £339,995   | £3,208    |
| 15/11/2019 | 66     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 106      | 1,141     | £339,995   | £3,208    |
| 06/12/2019 | 40     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 67       | 721       | £237,500   | £3,545    |
| 20/12/2019 | 42     | HALL LANE                   | ELMSWELL      | IP30 9LY | Detached      | 67       | 721       | £240,000   | £3,582    |
| 29/03/2019 | 2      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Detached      | 86       | 926       | £314,995   | £3,663    |
| 09/11/2018 | 63     | HALL LANE                   | ELMSWELL      | IP30 9JH | Semi Detached | 117      | 1,259     | £309,995   | £2,650    |
| 29/10/2018 | 24     | HALL LANE                   | ELMSWELL      | IP30 9LY | Semi Detached | 117      | 1,259     | £309,995   | £2,650    |
| 12/10/2018 | 22     | HALL LANE                   | ELMSWELL      | IP30 9LY | Semi Detached | 117      | 1,259     | £316,995   | £2,709    |
| 23/11/2018 | 4      | ELMSWELLA CRESCENT          | ELMSWELL      | IP30 9NS | Semi Detached | 106      | 1,141     | £304,995   | £2,877    |
| 23/11/2018 | 6      | ELMSWELLA CRESCENT          | ELMSWELL      | IP30 9NS | Semi Detached | 106      | 1,141     | £304,995   | £2,877    |
| 07/06/2019 | 1      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Semi Detached | 81       | 872       | £264,995   | £3,272    |
| 22/02/2019 | 26     | HALL LANE                   | ELMSWELL      | IP30 9LY | Semi Detached | 81       | 872       | £270,000   | £3,333    |
| 15/11/2018 | 2      | ELMSWELLA CRESCENT          | ELMSWELL      | IP30 9NS | Semi Detached | 81       | 872       | £279,995   | £3,457    |
| 23/11/2018 | 1      | ELMSWELLA CRESCENT          | ELMSWELL      | IP30 9NS | Semi Detached | 81       | 872       | £279,995   | £3,457    |
| 08/03/2019 | 14     | MONKS PATH                  | ELMSWELL      | IP30 9TB | Semi Detached | 86       | 926       | £299,995   | £3,488    |
| 05/04/2019 | 38     | HALL LANE                   | ELMSWELL      | IP30 9LY | Semi Detached | 86       | 926       | £304,995   | £3,546    |
| 01/02/2019 | 15     | MONKS PATH                  | ELMSWELL      | IP30 9TB | Semi Detached | 63       | 678       | £244,995   | £3,889    |
| 04/02/2020 | 48     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 106      | 1,141     | £280,000   | £2,642    |
| 06/11/2018 | 61     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 117      | 1,259     | £309,995   | £2,650    |
| 20/12/2019 | 50     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 106      | 1,141     | £285,000   | £2,689    |
| 27/09/2019 | 52     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 106      | 1,141     | £299,995   | £2,830    |
| 27/09/2019 | 46     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 106      | 1,141     | £300,000   | £2,830    |
| 23/08/2019 | 111    | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £255,000   | £3,148    |
| 27/09/2019 | 115    | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £255,000   | £3,148    |
| 04/07/2018 | 29     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £259,995   | £3,210    |
| 23/07/2018 | 43     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £259,995   | £3,210    |
| 27/07/2018 | 45     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £259,995   | £3,210    |
| 22/08/2019 | 109    | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £260,000   | £3,210    |
| 05/09/2019 | 4      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £202,500   | £3,214    |
| 30/08/2019 | 5      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £205,000   | £3,254    |
| 23/08/2019 | 6      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £205,000   | £3,254    |
| 14/08/2018 | 47     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £264,995   | £3,272    |
| 28/08/2019 | 107    | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £264,995   | £3,272    |
| 12/09/2019 | 113    | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £264,995   | £3,272    |
| 13/12/2018 | 28     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 81       | 872       | £267,995   | £3,309    |
| 12/09/2019 | 117    | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £269,995   | £3,333    |
| 28/06/2019 | 10     | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £210,995   | £3,349    |
| 17/08/2018 | 49     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £274,995   | £3,395    |
| 28/09/2018 | 57     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £274,995   | £3,395    |
| 26/10/2018 | 59     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 81       | 872       | £274,995   | £3,395    |
| 21/09/2018 | 16     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 81       | 872       | £274,995   | £3,395    |
| 20/09/2018 | 18     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 81       | 872       | £274,995   | £3,395    |
| 21/06/2019 | 9      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £214,995   | £3,413    |
| 25/01/2019 | 16     | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 86       | 926       | £294,995   | £3,430    |
| 28/09/2018 | 20     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 81       | 872       | £279,995   | £3,457    |
| 06/12/2018 | 30     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 81       | 872       | £279,995   | £3,457    |
| 28/05/2019 | 8      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 81       | 872       | £279,995   | £3,457    |
| 29/03/2019 | 12     | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 81       | 872       | £279,995   | £3,457    |
| 10/07/2018 | 33     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 63       | 678       | £219,995   | £3,492    |
| 27/06/2019 | 3      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £219,995   | £3,492    |
| 28/06/2019 | 7      | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £219,995   | £3,492    |
| 21/12/2018 | 34     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 63       | 678       | £222,000   | £3,524    |
| 23/08/2018 | 51     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 63       | 678       | £229,995   | £3,651    |
| 23/08/2018 | 53     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 63       | 678       | £229,995   | £3,651    |
| 24/08/2018 | 55     | HALL LANE                   | ELMSWELL      | IP30 9JH | Terraced      | 63       | 678       | £229,995   | £3,651    |
| 29/03/2019 | 11     | MONKS PATH                  | ELMSWELL      | IP30 9TB | Terraced      | 63       | 678       | £230,000   | £3,651    |
| 21/12/2018 | 32     | HALL LANE                   | ELMSWELL      | IP30 9LY | Terraced      | 63       | 678       | £239,995   | £3,809    |
| 25/04/2019 | 4      | ROE DEER DRIVE              | CAPEL ST MARY | IP9 2LN  | Detached      | 266      | 2,863     | £710,000   | £2,669    |
| 26/04/2019 | 6      | ROE DEER DRIVE              | CAPEL ST MARY | IP9 2LN  | Detached      | 205      | 2,207     | £589,995   | £2,878    |
| 25/04/2019 | 8      | ROE DEER DRIVE              | CAPEL ST MARY | IP9 2LN  | Detached      | 135      | 1,453     | £434,995   | £3,222    |
| 20/09/2019 | 20     | ROE DEER DRIVE              | CAPEL ST MARY | IP9 2LN  | Detached      | 100      | 1,076     | £339,995   | £3,400    |
| 28/11/2019 | 1      | BADGER SETT CLOSE           | CAPEL ST MARY | IP9 2NL  | Detached      | 96       | 1,033     | £341,000   | £3,552    |
| 26/07/2019 | 16     | ROE DEER DRIVE              | CAPEL ST MARY | IP9 2LN  | Detached      | 96       | 1,033     | £349,995   | £3,646    |
| 22/08/2019 | 10     | ROE DEER DRIVE              | CAPEL ST MARY | IP9 2LN  | Detached      | 112      | 1,206     | £425,000   | £3,795    |
| 29/11/2019 | 19     | PIPISTRELLE WAY             | CAPEL ST MARY | IP9 2RH  | Detached      | 74       | 797       | £299,995   | £4,054    |
| 15/11/2019 | 24     | PIPISTRELLE WAY             |               | IP9 2RH  | Semi Detached | 79       | 850       | £299,995   | £3,797    |
| 13/12/2019 | 12     | PIPISTRELLE WAY             | CAPEL ST MARY | IP9 2RH  | Semi Detached | 60       | 646       | £243,995   | £4,067    |
| 04/10/2019 | 8      | PIPISTRELLE WAY             |               | IP9 2RH  | Semi Detached | 60       | 646       | £247,995   | £4,133    |
| 27/09/2019 | 6      | PIPISTRELLE WAY             |               | IP9 2RH  | Semi Detached | 60       | 646       | £250,000   | £4,167    |
| 13/12/2019 | 1      | ROE DEER DRIVE              | CAPEL ST MARY | IP9 2LN  | Terraced      | 96       | 1,033     | £327,495   | £3,411    |
| 09/08/2019 | 22     | ROBERT DARRY CLOSE          | SUDBURY       | CO10 7FS | Semi Detached | 84       | 904       | £265,000   | £3,155    |
| 08/07/2019 | 10     | ROBERT DARRY CLOSE          | SUDBURY       | CO10 7FS | Semi Detached | 84       | 904       | £290,000   | £3,452    |
| 08/04/2019 | 3      | THE OAKS, BULMER ROAD       | SUDBURY       | CO10 7FP | Terraced      | 79       | 850       | £210,000   | £2,658    |
| 28/06/2019 | 5      | THE OAKS, BULMER ROAD       | SUDBURY       | CO10 7FP | Terraced      | 80       | 861       | £220,000   | £2,750    |
| 12/04/2019 | 2      | THE OAKS, BULMER ROAD       | SUDBURY       | CO10 7FP | Terraced      | 79       | 850       | £220,000   | £2,785    |
| 07/02/2019 | 1      | THE OAKS, BULMER ROAD       | SUDBURY       | CO10 7FP | Terraced      | 80       | 861       | £225,000   | £2,813    |
| 08/04/2019 | 3      | THE HORNBEAMS, BRUNDON LANE | SUDBURY       | CO10 7FQ | Terraced      | 72       | 775       | £215,000   | £2,986    |



|            |          |                             |                 |          |               |     |       |          |        |
|------------|----------|-----------------------------|-----------------|----------|---------------|-----|-------|----------|--------|
| 08/08/2019 | 5        | THE HORNBEAMS, BRUNDON LANE | SUDBURY         | CO10 7FQ | Terraced      | 87  | 936   | £260,000 | £2,989 |
| 18/11/2019 | 1        | THE BEECHES, BULMER ROAD    | SUDBURY         | CO10 7FP | Terraced      | 84  | 904   | £260,000 | £3,095 |
| 24/05/2019 | 1        | THE HORNBEAMS, BRUNDON LANE | SUDBURY         | CO10 7FQ | Terraced      | 84  | 904   | £260,000 | £3,095 |
| 20/09/2019 | 12       | ROBERT DARRY CLOSE          | SUDBURY         | CO10 7FS | Terraced      | 84  | 904   | £260,000 | £3,095 |
| 20/09/2019 | 8        | ROBERT DARRY CLOSE          | SUDBURY         | CO10 7FS | Terraced      | 87  | 936   | £280,000 | £3,218 |
| 13/05/2019 | 16       | ROBERT DARRY CLOSE          | SUDBURY         | CO10 7FS | Terraced      | 84  | 904   | £279,000 | £3,321 |
| 20/05/2019 | 18       | ROBERT DARRY CLOSE          | SUDBURY         | CO10 7FS | Terraced      | 84  | 904   | £290,000 | £3,452 |
| 05/07/2019 | 8        | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Detached      | 143 | 1,539 | £374,995 | £2,622 |
| 17/12/2019 | 16       | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Detached      | 143 | 1,539 | £374,995 | £2,622 |
| 24/01/2020 | 14       | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Detached      | 143 | 1,539 | £379,995 | £2,657 |
| 28/06/2019 | 2        | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Detached      | 116 | 1,249 | £334,995 | £2,888 |
| 05/04/2019 | 6        | NORMANS CLOSE               | BRAMFORD        | IP8 4FB  | Detached      | 102 | 1,098 | £295,000 | £2,892 |
| 01/11/2019 | 10       | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Detached      | 102 | 1,098 | £297,000 | £2,912 |
| 26/04/2019 | 2        | NORMANS CLOSE               | BRAMFORD        | IP8 4FB  | Detached      | 144 | 1,550 | £424,995 | £2,951 |
| 01/03/2019 | 2        | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Detached      | 116 | 1,249 | £344,995 | £2,974 |
| 12/04/2019 | 5        | NORMANS CLOSE               | BRAMFORD        | IP8 4FB  | Detached      | 116 | 1,249 | £344,995 | £2,974 |
| 17/12/2019 | 20       | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Detached      | 102 | 1,098 | £304,995 | £2,990 |
| 02/08/2019 | 23       | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Detached      | 123 | 1,324 | £369,995 | £3,008 |
| 17/12/2019 | 18       | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Detached      | 102 | 1,098 | £309,995 | £3,039 |
| 17/05/2019 | 1        | NORMANS CLOSE               | BRAMFORD        | IP8 4FB  | Detached      | 123 | 1,324 | £379,995 | £3,089 |
| 22/03/2019 | ANGELICA | THE STREET                  | BRAMFORD        | IP8 4DY  | Detached      | 97  | 1,044 | £314,995 | £3,247 |
| 22/02/2019 | 4        | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Semi Detached | 130 | 1,399 | £319,995 | £2,462 |
| 22/02/2019 | 6        | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Semi Detached | 130 | 1,399 | £326,995 | £2,515 |
| 15/03/2019 | 3        | NORMANS CLOSE               | BRAMFORD        | IP8 4FB  | Semi Detached | 94  | 1,012 | £284,995 | £3,032 |
| 29/03/2019 | 4        | NORMANS CLOSE               | BRAMFORD        | IP8 4FB  | Semi Detached | 94  | 1,012 | £284,995 | £3,032 |
| 16/08/2019 | 10       | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Terraced      | 118 | 1,270 | £280,000 | £2,373 |
| 15/03/2019 | 1        | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Terraced      | 118 | 1,270 | £282,500 | £2,394 |
| 15/02/2019 | 5        | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Terraced      | 129 | 1,389 | £315,000 | £2,442 |
| 29/11/2019 | 27       | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Terraced      | 118 | 1,270 | £289,995 | £2,458 |
| 18/04/2019 | 8        | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Terraced      | 118 | 1,270 | £294,995 | £2,500 |
| 10/01/2020 | 29       | STODDART ROAD               | BRAMFORD        | IP8 4EQ  | Terraced      | 118 | 1,270 | £299,995 | £2,542 |
| 24/05/2019 | 4        | THACKER CLOSE               | BRAMFORD        | IP8 4FA  | Terraced      | 118 | 1,270 | £299,995 | £2,542 |
| 30/04/2019 | 4        | KENTONS ROAD                | BRAMFORD        | IP8 4FD  | Terraced      | 73  | 786   | £235,000 | £3,219 |
| 30/04/2019 | 2        | KENTONS ROAD                | BRAMFORD        | IP8 4FD  | Terraced      | 73  | 786   | £249,995 | £3,425 |
| 26/04/2019 | 6        | KENTONS ROAD                | BRAMFORD        | IP8 4FD  | Terraced      | 61  | 657   | £219,995 | £3,606 |
| 20/07/2018 | 42       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Detached      | 143 | 1,539 | £395,995 | £2,769 |
| 23/11/2018 | 70       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Detached      | 142 | 1,528 | £404,000 | £2,845 |
| 28/09/2018 | 35       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Detached      | 126 | 1,356 | £379,995 | £3,016 |
| 19/03/2019 | 10       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Detached      | 142 | 1,528 | £440,000 | £3,099 |
| 28/09/2018 | 33       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Detached      | 114 | 1,227 | £369,995 | £3,246 |
| 29/03/2019 | 12       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Detached      | 114 | 1,227 | £369,995 | £3,246 |
| 26/06/2019 | 49       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Detached      | 67  | 721   | £265,000 | £3,955 |
| 14/12/2018 | 51       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Detached      | 67  | 721   | £304,995 | £4,552 |
| 26/04/2019 | 72       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Semi Detached | 108 | 1,163 | £307,500 | £2,847 |
| 21/11/2018 | 74       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Semi Detached | 108 | 1,163 | £320,995 | £2,972 |
| 23/11/2018 | 76       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Semi Detached | 108 | 1,163 | £324,995 | £3,009 |
| 21/11/2018 | 78       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Semi Detached | 108 | 1,163 | £329,995 | £3,056 |
| 26/07/2018 | 48       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Semi Detached | 87  | 936   | £274,995 | £3,161 |
| 29/03/2019 | 43       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Semi Detached | 79  | 850   | £269,995 | £3,418 |
| 05/04/2019 | 1        | WAGSTAFF CLOSE              | HOLBROOK        | IP9 2FH  | Semi Detached | 79  | 850   | £269,995 | £3,418 |
| 26/07/2018 | 46       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Semi Detached | 79  | 850   | £269,995 | £3,418 |
| 12/10/2018 | 50       | ABBOTT WAY                  | HOLBROOK        | IP9 2FF  | Terraced      | 81  | 872   | £120,000 | £1,481 |
| 20/12/2018 | 39       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Terraced      | 62  | 667   | £212,995 | £3,435 |
| 20/12/2018 | 37       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Terraced      | 62  | 667   | £224,995 | £3,629 |
| 15/03/2019 | 41       | ABBOTT WAY                  | HOLBROOK        | IP9 2FG  | Terraced      | 62  | 667   | £224,995 | £3,629 |
| 31/07/2019 | 71       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 87  | 936   | £254,995 | £2,931 |
| 22/02/2019 | 45       | RIVER WAY                   | GREAT BLAKENHAM | IP6 OGH  | Detached      | 90  | 969   | £264,995 | £2,944 |
| 20/12/2018 | 47       | RIVER WAY                   | GREAT BLAKENHAM | IP6 OGH  | Detached      | 90  | 969   | £264,995 | £2,944 |
| 29/07/2019 | 3        | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 87  | 936   | £259,995 | £2,988 |
| 14/12/2018 | 69       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 87  | 936   | £259,995 | £2,988 |
| 30/11/2018 | 6        | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFG  | Detached      | 87  | 936   | £259,995 | £2,988 |
| 24/08/2018 | 21       | LIME WAY                    | GREAT BLAKENHAM | IP6 OGP  | Detached      | 90  | 969   | £269,000 | £2,989 |
| 20/12/2018 | 25       | RIVER WAY                   | GREAT BLAKENHAM | IP6 OGH  | Detached      | 91  | 980   | £276,995 | £3,044 |
| 14/12/2018 | 57       | RIVER WAY                   | GREAT BLAKENHAM | IP6 OGH  | Detached      | 91  | 980   | £276,995 | £3,044 |
| 14/12/2018 | 49       | RIVER WAY                   | GREAT BLAKENHAM | IP6 OGH  | Detached      | 91  | 980   | £277,995 | £3,055 |
| 31/07/2019 | 25       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 87  | 936   | £269,995 | £3,103 |
| 31/07/2019 | 23       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 90  | 969   | £280,000 | £3,111 |
| 27/07/2018 | 20       | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFG  | Detached      | 90  | 969   | £280,000 | £3,111 |
| 15/02/2019 | 18       | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFG  | Detached      | 90  | 969   | £284,995 | £3,167 |
| 11/01/2019 | 26       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFE  | Detached      | 88  | 947   | £279,995 | £3,182 |
| 26/07/2018 | 37       | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFF  | Detached      | 88  | 947   | £279,995 | £3,182 |
| 17/06/2019 | 45       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 90  | 969   | £289,995 | £3,222 |
| 31/05/2019 | 47       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 90  | 969   | £289,995 | £3,222 |
| 24/05/2019 | 49       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 88  | 947   | £284,995 | £3,239 |
| 29/07/2019 | 8        | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFE  | Detached      | 88  | 947   | £284,995 | £3,239 |
| 28/02/2019 | 16       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFE  | Detached      | 88  | 947   | £284,995 | £3,239 |
| 25/10/2018 | 35       | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFF  | Detached      | 102 | 1,098 | £290,000 | £2,843 |
| 03/08/2018 | 18       | MASONS DRIVE                | GREAT BLAKENHAM | IP6 OGE  | Detached      | 110 | 1,184 | £313,000 | £2,845 |
| 08/04/2019 | 73       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 11/10/2018 | 75       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 24/01/2019 | 77       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 01/10/2018 | 33       | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFG  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 11/10/2018 | 32       | PORTLAND WAY                | GREAT BLAKENHAM | IP6 OFH  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 30/07/2018 | 34       | PORTLAND WAY                | GREAT BLAKENHAM | IP6 OFH  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 01/10/2018 | 36       | PORTLAND WAY                | GREAT BLAKENHAM | IP6 OFH  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 07/12/2018 | 40       | PORTLAND WAY                | GREAT BLAKENHAM | IP6 OFH  | Detached      | 102 | 1,098 | £299,995 | £2,941 |
| 31/07/2018 | 23       | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 60  | 646   | £199,995 | £3,333 |
| 25/11/2019 | 1        | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFD  | Semi Detached | 87  | 936   | £254,995 | £2,931 |
| 28/02/2019 | 32       | THE CIRCLE                  | GREAT BLAKENHAM | IP6 OFE  | Semi Detached | 87  | 936   | £254,995 | £2,931 |
| 26/10/2018 | 7        | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 88  | 947   | £259,995 | £2,954 |
| 31/08/2018 | 27       | LIMESTONE CLOSE             | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 88  | 947   | £259,995 | £2,954 |

|            |     |                   |                 |          |               |     |       |          |        |
|------------|-----|-------------------|-----------------|----------|---------------|-----|-------|----------|--------|
| 29/03/2019 | 28  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Semi Detached | 87  | 936   | £260,000 | £2,989 |
| 14/06/2019 | 30  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Semi Detached | 87  | 936   | £260,000 | £2,989 |
| 31/07/2018 | 3   | LIME WAY          | GREAT BLAKENHAM | IP6 OGP  | Semi Detached | 81  | 872   | £247,995 | £3,062 |
| 30/11/2018 | 4   | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Semi Detached | 70  | 753   | £215,000 | £3,071 |
| 31/01/2019 | 43  | RIVER WAY         | GREAT BLAKENHAM | IP6 OGH  | Semi Detached | 81  | 872   | £249,995 | £3,086 |
| 31/07/2018 | 1   | LIME WAY          | GREAT BLAKENHAM | IP6 OGP  | Semi Detached | 81  | 872   | £249,995 | £3,086 |
| 27/07/2018 | 29  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 87  | 936   | £269,995 | £3,103 |
| 31/01/2019 | 39  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 75  | 807   | £234,995 | £3,133 |
| 09/07/2018 | 40  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Semi Detached | 75  | 807   | £234,995 | £3,133 |
| 30/11/2018 | 2   | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Semi Detached | 70  | 753   | £219,995 | £3,143 |
| 28/09/2018 | 41  | RIVER WAY         | GREAT BLAKENHAM | IP6 OGH  | Semi Detached | 81  | 872   | £254,995 | £3,148 |
| 14/12/2018 | 41  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 75  | 807   | £238,995 | £3,187 |
| 19/08/2019 | 41  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 75  | 807   | £239,995 | £3,200 |
| 30/08/2019 | 43  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Semi Detached | 75  | 807   | £239,995 | £3,200 |
| 14/12/2018 | 8   | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Semi Detached | 75  | 807   | £239,995 | £3,200 |
| 01/02/2019 | 10  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Semi Detached | 75  | 807   | £239,995 | £3,200 |
| 31/01/2019 | 1   | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 75  | 807   | £244,995 | £3,267 |
| 21/02/2019 | 3   | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 75  | 807   | £244,995 | £3,267 |
| 31/10/2019 | 5   | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Semi Detached | 75  | 807   | £244,995 | £3,267 |
| 28/11/2019 | 26  | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Semi Detached | 70  | 753   | £229,995 | £3,286 |
| 29/11/2019 | 50  | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Semi Detached | 70  | 753   | £239,995 | £3,429 |
| 17/08/2018 | 5   | LIME WAY          | GREAT BLAKENHAM | IP6 OGP  | Terraced      | 64  | 689   | £204,995 | £3,203 |
| 24/08/2018 | 9   | LIME WAY          | GREAT BLAKENHAM | IP6 OGP  | Terraced      | 64  | 689   | £204,995 | £3,203 |
| 26/07/2018 | 36  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 60  | 646   | £194,995 | £3,250 |
| 12/12/2019 | 19  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £196,995 | £3,283 |
| 30/11/2018 | 53  | RIVER WAY         | GREAT BLAKENHAM | IP6 OGH  | Terraced      | 57  | 614   | £189,995 | £3,333 |
| 31/05/2019 | 29  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 28/06/2019 | 31  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 29/05/2019 | 37  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 18/04/2019 | 53  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 28/06/2019 | 59  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 29/03/2019 | 65  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 31/05/2019 | 12  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 28/03/2019 | 20  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 29/03/2019 | 22  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 18/01/2019 | 12  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 28/09/2018 | 14  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 03/08/2018 | 24  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 13/07/2018 | 38  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 20/08/2018 | 50  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 28/10/2019 | 12  | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Terraced      | 60  | 646   | £199,995 | £3,333 |
| 31/01/2019 | 55  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £200,000 | £3,333 |
| 30/11/2018 | 51  | RIVER WAY         | GREAT BLAKENHAM | IP6 OGH  | Terraced      | 57  | 614   | £192,995 | £3,386 |
| 14/12/2018 | 55  | RIVER WAY         | GREAT BLAKENHAM | IP6 OGH  | Terraced      | 57  | 614   | £192,995 | £3,386 |
| 29/10/2018 | 21  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Terraced      | 60  | 646   | £204,995 | £3,417 |
| 31/10/2019 | 14  | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Terraced      | 60  | 646   | £204,995 | £3,417 |
| 27/09/2019 | 17  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £206,995 | £3,450 |
| 31/05/2019 | 33  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £206,995 | £3,450 |
| 31/05/2019 | 35  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £206,995 | £3,450 |
| 31/01/2019 | 63  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 60  | 646   | £206,995 | £3,450 |
| 28/09/2018 | 16  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 60  | 646   | £206,995 | £3,450 |
| 30/07/2018 | 11  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Terraced      | 60  | 646   | £209,995 | £3,500 |
| 20/12/2019 | 103 | STOWMARKET ROAD   | GREAT BLAKENHAM | IP6 OLU  | Terraced      | 87  | 936   | £229,995 | £2,644 |
| 20/12/2019 | 101 | STOWMARKET ROAD   | GREAT BLAKENHAM | IP6 OLU  | Terraced      | 87  | 936   | £234,995 | £2,701 |
| 30/01/2020 | 6   | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Terraced      | 87  | 936   | £249,995 | £2,874 |
| 09/11/2018 | 59  | RIVER WAY         | GREAT BLAKENHAM | IP6 OGH  | Terraced      | 72  | 775   | £209,995 | £2,917 |
| 09/11/2018 | 63  | RIVER WAY         | GREAT BLAKENHAM | IP6 OGH  | Terraced      | 72  | 775   | £209,995 | £2,917 |
| 29/07/2019 | 17  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Terraced      | 87  | 936   | £258,495 | £2,971 |
| 15/03/2019 | 15  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Terraced      | 87  | 936   | £259,995 | £2,988 |
| 26/04/2019 | 19  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Terraced      | 87  | 936   | £259,995 | £2,988 |
| 30/09/2019 | 2   | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Terraced      | 87  | 936   | £259,995 | £2,988 |
| 08/11/2019 | 8   | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Terraced      | 90  | 969   | £270,000 | £3,000 |
| 24/08/2018 | 7   | LIME WAY          | GREAT BLAKENHAM | IP6 OGP  | Terraced      | 72  | 775   | £216,995 | £3,014 |
| 23/08/2018 | 12  | MASONS DRIVE      | GREAT BLAKENHAM | IP6 OGE  | Terraced      | 81  | 872   | £249,995 | £3,086 |
| 17/05/2019 | 10  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Terraced      | 70  | 753   | £217,995 | £3,114 |
| 18/01/2019 | 67  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 75  | 807   | £234,995 | £3,133 |
| 09/11/2018 | 25  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Terraced      | 75  | 807   | £234,995 | £3,133 |
| 26/10/2018 | 34  | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFG  | Terraced      | 75  | 807   | £235,000 | £3,133 |
| 24/04/2019 | 39  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 70  | 753   | £219,995 | £3,143 |
| 31/01/2019 | 57  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 70  | 753   | £219,995 | £3,143 |
| 31/01/2019 | 61  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 70  | 753   | £219,995 | £3,143 |
| 31/01/2019 | 18  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Terraced      | 70  | 753   | £219,995 | £3,143 |
| 20/12/2018 | 24  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Terraced      | 70  | 753   | £219,995 | £3,143 |
| 28/03/2019 | 9   | LIMESTONE CLOSE   | GREAT BLAKENHAM | IP6 OFF  | Terraced      | 75  | 807   | £237,995 | £3,173 |
| 31/05/2019 | 27  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 70  | 753   | £222,995 | £3,186 |
| 28/06/2019 | 51  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 75  | 807   | £239,995 | £3,200 |
| 31/10/2019 | 10  | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Terraced      | 75  | 807   | £239,995 | £3,200 |
| 26/09/2019 | 21  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFD  | Terraced      | 70  | 753   | £224,995 | £3,214 |
| 30/09/2019 | 4   | PORTLAND WAY      | GREAT BLAKENHAM | IP6 OFH  | Terraced      | 70  | 753   | £224,995 | £3,214 |
| 16/05/2019 | 14  | THE CIRCLE        | GREAT BLAKENHAM | IP6 OFE  | Terraced      | 70  | 753   | £225,995 | £3,229 |
| 28/09/2018 | 24  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 88  | 947   | £179,950 | £2,045 |
| 28/09/2018 | 25  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 89  | 958   | £204,800 | £2,301 |
| 11/09/2019 | 37  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 114 | 1,227 | £264,950 | £2,324 |
| 31/05/2019 | 40  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 103 | 1,109 | £245,000 | £2,379 |
| 09/08/2018 | 26  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 82  | 883   | £211,950 | £2,585 |
| 30/04/2019 | 41  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 110 | 1,184 | £285,000 | £2,591 |
| 29/10/2018 | 17  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 110 | 1,184 | £299,950 | £2,727 |
| 28/02/2019 | 32  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 58  | 624   | £185,000 | £3,190 |
| 30/11/2018 | 31  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 84  | 904   | £284,950 | £3,392 |
| 15/11/2018 | 16  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 60  | 646   | £209,950 | £3,499 |
| 26/11/2018 | 29  | WALNUT TREE PLACE | SUDBURY         | CO10 1AN | Flat          | 59  | 635   | £209,950 | £3,558 |

|            |           |                      |                |          |               |     |       |          |        |
|------------|-----------|----------------------|----------------|----------|---------------|-----|-------|----------|--------|
| 12/07/2018 | 12        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 82  | 883   | £294,950 | £3,597 |
| 30/11/2018 | 42        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 79  | 850   | £285,000 | £3,608 |
| 31/08/2018 | 28        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 58  | 624   | £211,950 | £3,654 |
| 29/10/2018 | 19        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 56  | 603   | £209,950 | £3,749 |
| 28/09/2018 | 38        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 106 | 1,141 | £400,000 | £3,774 |
| 29/03/2019 | 39        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 106 | 1,141 | £400,000 | £3,774 |
| 28/06/2019 | 23        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 69  | 743   | £299,950 | £4,347 |
| 14/12/2018 | 30        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 56  | 603   | £249,950 | £4,463 |
| 31/07/2018 | 27        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 60  | 646   | £299,950 | £4,999 |
| 30/11/2018 | 33        | WALNUT TREE PLACE    | SUDBURY        | CO10 1AN | Flat          | 42  | 452   | £309,950 | £7,380 |
| 04/03/2019 | 9         | ALAN PHILLIPS WAY    | SUDBURY        | CO10 1AP | Semi Detached | 138 | 1,485 | £375,000 | £2,717 |
| 27/06/2019 | 1         | SIMON THEOBALD CLOSE | SUDBURY        | CO10 1AL | Semi Detached | 120 | 1,292 | £360,950 | £3,008 |
| 08/02/2019 | 10        | ALAN PHILLIPS WAY    | SUDBURY        | CO10 1AP | Semi Detached | 151 | 1,625 | £464,950 | £3,079 |
| 28/09/2018 | 2         | ALAN PHILLIPS WAY    | SUDBURY        | CO10 1AP | Terraced      | 138 | 1,485 | £374,950 | £2,717 |
| 24/09/2018 | 3         | ALAN PHILLIPS WAY    | SUDBURY        | CO10 1AP | Terraced      | 138 | 1,485 | £379,950 | £2,753 |
| 18/02/2019 | 1         | ALAN PHILLIPS WAY    | SUDBURY        | CO10 1AP | Terraced      | 154 | 1,658 | £429,950 | £2,792 |
| 03/09/2018 | 33        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Detached      | 64  | 689   | £249,995 | £3,906 |
| 09/05/2019 | 6         | QUARRY AVENUE        | NEEDHAM MARKET | IP6 8FA  | Detached      | 102 | 1,098 | £295,000 | £2,892 |
| 16/08/2019 | 2         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 102 | 1,098 | £304,995 | £2,990 |
| 31/10/2018 | 8         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 190 | 2,045 | £374,995 | £1,974 |
| 30/11/2018 | 11        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 190 | 2,045 | £379,995 | £2,000 |
| 09/11/2018 | 9         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 190 | 2,045 | £539,995 | £2,842 |
| 30/04/2019 | LANCASTER | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 190 | 2,045 | £540,000 | £2,842 |
| 15/03/2019 | 12        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 190 | 2,045 | £549,995 | £2,895 |
| 14/06/2019 | 15        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 190 | 2,045 | £549,995 | £2,895 |
| 24/08/2018 | 15        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Detached      | 144 | 1,550 | £419,995 | £2,917 |
| 05/09/2019 | 16        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 144 | 1,550 | £419,995 | £2,917 |
| 21/09/2018 | 11        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Detached      | 144 | 1,550 | £424,995 | £2,951 |
| 19/07/2019 | 4         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 144 | 1,550 | £429,995 | £2,986 |
| 14/02/2020 | 4         | CHALK LANE           | NEEDHAM MARKET | IP6 8FN  | Detached      | 130 | 1,399 | £389,995 | £3,000 |
| 24/05/2019 | 48        | QUARRY AVENUE        | NEEDHAM MARKET | IP6 8FA  | Detached      | 123 | 1,324 | £370,000 | £3,008 |
| 30/09/2019 | 46        | QUARRY AVENUE        | NEEDHAM MARKET | IP6 8FA  | Detached      | 126 | 1,356 | £379,995 | £3,016 |
| 30/11/2018 | 8         | QUARRY AVENUE        | NEEDHAM MARKET | IP6 8FA  | Detached      | 123 | 1,324 | £375,000 | £3,049 |
| 16/07/2018 | 1         | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Detached      | 116 | 1,249 | £354,995 | £3,060 |
| 16/11/2018 | 10        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Detached      | 123 | 1,324 | £379,995 | £3,089 |
| 11/10/2019 | 1         | CHALK LANE           | NEEDHAM MARKET | IP6 8FN  | Detached      | 144 | 1,550 | £449,995 | £3,125 |
| 24/01/2020 | 30        | QUARRY AVENUE        | NEEDHAM MARKET | IP6 8FA  | Flat          | 84  | 904   | £205,000 | £2,440 |
| 16/08/2018 | 25        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Flat          | 84  | 904   | £209,995 | £2,500 |
| 10/05/2019 | 23        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Semi Detached | 58  | 624   | £173,000 | £2,983 |
| 07/06/2019 | 24        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Semi Detached | 58  | 624   | £173,000 | £2,983 |
| 22/02/2019 | 25        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Semi Detached | 58  | 624   | £174,995 | £3,017 |
| 29/03/2019 | 26        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Semi Detached | 58  | 624   | £174,995 | £3,017 |
| 31/01/2020 | 2         | BELEMNITE WALK       | NEEDHAM MARKET | IP6 8FP  | Semi Detached | 58  | 624   | £177,995 | £3,069 |
| 16/10/2019 | 37        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Semi Detached | 64  | 689   | £224,995 | £3,516 |
| 13/07/2018 | 41        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Semi Detached | 66  | 710   | £235,000 | £3,561 |
| 06/08/2018 | 35        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Semi Detached | 64  | 689   | £232,995 | £3,641 |
| 26/07/2019 | 3         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Semi Detached | 102 | 1,098 | £299,995 | £2,941 |
| 07/12/2018 | 4         | QUARRY AVENUE        | NEEDHAM MARKET | IP6 8FA  | Semi Detached | 102 | 1,098 | £312,995 | £3,069 |
| 19/06/2019 | 22        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Semi Detached | 116 | 1,249 | £334,995 | £2,888 |
| 05/07/2019 | 21        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Semi Detached | 116 | 1,249 | £339,995 | £2,931 |
| 27/07/2018 | 17        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Terraced      | 66  | 710   | £275,000 | £4,167 |
| 05/04/2019 | 5         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Terraced      | 102 | 1,098 | £299,995 | £2,941 |
| 18/04/2019 | 6         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Terraced      | 102 | 1,098 | £304,995 | £2,990 |
| 26/10/2018 | 19        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Terraced      | 73  | 786   | £252,995 | £3,466 |
| 27/09/2018 | 21        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Terraced      | 73  | 786   | £252,995 | £3,466 |
| 25/10/2019 | 18        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Terraced      | 129 | 1,389 | £293,995 | £2,279 |
| 02/08/2019 | 17        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Terraced      | 129 | 1,389 | £299,995 | £2,326 |
| 25/10/2019 | 19        | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Terraced      | 129 | 1,389 | £299,995 | £2,326 |
| 31/01/2019 | 29        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Terraced      | 118 | 1,270 | £280,000 | £2,373 |
| 06/11/2018 | 27        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Terraced      | 118 | 1,270 | £299,995 | £2,542 |
| 08/10/2018 | 31        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Terraced      | 118 | 1,270 | £299,995 | £2,542 |
| 24/09/2018 | 43        | AMMONITE DRIVE       | NEEDHAM MARKET | IP6 8FJ  | Terraced      | 118 | 1,270 | £304,995 | £2,585 |
| 26/04/2019 | 7         | FLINT DRIVE          | NEEDHAM MARKET | IP6 8FL  | Terraced      | 116 | 1,249 | £339,995 | £2,931 |
| 29/11/2019 | 4         | READ CLOSE           | STOWMARKET     | IP14 1XP | Detached      | 127 | 1,367 | £322,529 | £2,540 |
| 17/07/2018 | 33        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 127 | 1,367 | £344,995 | £2,716 |
| 21/08/2018 | 34        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 127 | 1,367 | £349,995 | £2,756 |
| 27/07/2018 | 35        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 127 | 1,367 | £349,995 | £2,756 |
| 24/08/2018 | 36        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 127 | 1,367 | £349,995 | £2,756 |
| 05/09/2018 | 38        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 127 | 1,367 | £349,995 | £2,756 |
| 20/12/2019 | 5         | READ CLOSE           | STOWMARKET     | IP14 1XP | Detached      | 127 | 1,367 | £355,000 | £2,795 |
| 20/12/2019 | 8         | READ CLOSE           | STOWMARKET     | IP14 1XP | Detached      | 127 | 1,367 | £355,000 | £2,795 |
| 20/12/2019 | 6         | READ CLOSE           | STOWMARKET     | IP14 1XP | Detached      | 107 | 1,152 | £305,000 | £2,850 |
| 17/07/2018 | 31        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 141 | 1,518 | £355,000 | £2,518 |
| 28/06/2019 | 90        | BROOKE WAY           | STOWMARKET     | IP14 1US | Detached      | 141 | 1,518 | £369,995 | £2,624 |
| 29/11/2018 | 82        | BROOKE WAY           | STOWMARKET     | IP14 1US | Detached      | 141 | 1,518 | £375,995 | £2,667 |
| 24/08/2018 | 37        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 141 | 1,518 | £375,995 | £2,667 |
| 13/09/2019 | 2         | FULLER WAY           | STOWMARKET     | IP14 1XJ | Detached      | 141 | 1,518 | £380,000 | £2,695 |
| 13/12/2019 | 3         | READ CLOSE           | STOWMARKET     | IP14 1XP | Detached      | 141 | 1,518 | £380,000 | £2,695 |
| 11/01/2019 | 32        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 141 | 1,518 | £394,995 | £2,801 |
| 16/05/2019 | 84        | BROOKE WAY           | STOWMARKET     | IP14 1US | Detached      | 167 | 1,798 | £406,995 | £2,437 |
| 12/09/2018 | 40        | SASSOON CRESCENT     | STOWMARKET     | IP14 1WA | Detached      | 167 | 1,798 | £419,995 | £2,515 |
| 17/06/2019 | 45        | BROOKE WAY           | STOWMARKET     | IP14 1UH | Flat          | 59  | 635   | £160,995 | £2,729 |
| 01/05/2019 | 18        | TYNAN CRESCENT       | STOWMARKET     | IP14 1WB | Flat          | 59  | 635   | £169,995 | £2,881 |
| 22/02/2019 | 10        | TYNAN CRESCENT       | STOWMARKET     | IP14 1WB | Flat          | 53  | 570   | £158,994 | £3,000 |
| 30/04/2019 | 47        | BROOKE WAY           | STOWMARKET     | IP14 1UH | Flat          | 53  | 570   | £164,995 | £3,113 |
| 03/05/2019 | 51        | BROOKE WAY           | STOWMARKET     | IP14 1UH | Flat          | 53  | 570   | £169,995 | £3,207 |
| 12/03/2019 | 16        | TYNAN CRESCENT       | STOWMARKET     | IP14 1WB | Flat          | 53  | 570   | £169,995 | £3,207 |
| 14/05/2019 | 43        | BROOKE WAY           | STOWMARKET     | IP14 1UH | Flat          | 45  | 484   | £150,000 | £3,333 |
| 05/06/2019 | 49        | BROOKE WAY           | STOWMARKET     | IP14 1UH | Flat          | 46  | 495   | £155,000 | £3,370 |
| 22/02/2019 | 8         | TYNAN CRESCENT       | STOWMARKET     | IP14 1WB | Flat          | 46  | 495   | £164,995 | £3,587 |
| 17/05/2019 | 53        | BROOKE WAY           | STOWMARKET     | IP14 1UH | Flat          | 45  | 484   | £164,995 | £3,667 |

|            |    |                   |            |          |               |     |       |          |        |
|------------|----|-------------------|------------|----------|---------------|-----|-------|----------|--------|
| 22/02/2019 | 12 | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Flat          | 45  | 484   | £164,995 | £3,667 |
| 22/02/2019 | 14 | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Flat          | 45  | 484   | £164,995 | £3,667 |
| 21/10/2019 | 20 | FULLER WAY        | STOWMARKET | IP14 1XJ | Semi Detached | 110 | 1,184 | £228,000 | £2,073 |
| 22/10/2019 | 22 | FULLER WAY        | STOWMARKET | IP14 1XJ | Semi Detached | 110 | 1,184 | £228,000 | £2,073 |
| 28/09/2018 | 41 | SASSOON CRESCENT  | STOWMARKET | IP14 1WA | Semi Detached | 110 | 1,184 | £274,000 | £2,491 |
| 13/12/2019 | 4  | FULLER WAY        | STOWMARKET | IP14 1XJ | Semi Detached | 110 | 1,184 | £275,000 | £2,500 |
| 13/12/2019 | 8  | FULLER WAY        | STOWMARKET | IP14 1XJ | Semi Detached | 110 | 1,184 | £275,000 | £2,500 |
| 06/12/2019 | 30 | FULLER WAY        | STOWMARKET | IP14 1XJ | Semi Detached | 86  | 926   | £216,000 | £2,512 |
| 26/10/2018 | 74 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 110 | 1,184 | £279,995 | £2,545 |
| 21/12/2018 | 76 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 110 | 1,184 | £279,995 | £2,545 |
| 28/09/2018 | 39 | SASSOON CRESCENT  | STOWMARKET | IP14 1WA | Semi Detached | 110 | 1,184 | £279,995 | £2,545 |
| 22/11/2019 | 2  | READ CLOSE        | STOWMARKET | IP14 1XP | Semi Detached | 80  | 861   | £204,000 | £2,550 |
| 06/06/2019 | 55 | BROOKE WAY        | STOWMARKET | IP14 1UH | Semi Detached | 110 | 1,184 | £284,995 | £2,591 |
| 24/05/2019 | 57 | BROOKE WAY        | STOWMARKET | IP14 1UH | Semi Detached | 110 | 1,184 | £284,995 | £2,591 |
| 24/10/2018 | 78 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 110 | 1,184 | £285,995 | £2,600 |
| 26/10/2018 | 80 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 110 | 1,184 | £285,995 | £2,600 |
| 23/05/2019 | 86 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 110 | 1,184 | £289,995 | £2,636 |
| 10/06/2019 | 88 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 110 | 1,184 | £289,995 | £2,636 |
| 23/08/2019 | 10 | FULLER WAY        | STOWMARKET | IP14 1XJ | Semi Detached | 110 | 1,184 | £290,000 | £2,636 |
| 08/10/2018 | 1  | OWEN WAY          | STOWMARKET | IP14 1UZ | Semi Detached | 86  | 926   | £260,000 | £3,023 |
| 23/11/2018 | 72 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 80  | 861   | £245,000 | £3,063 |
| 13/12/2019 | 32 | FULLER WAY        | STOWMARKET | IP14 1XJ | Semi Detached | 86  | 926   | £265,000 | £3,081 |
| 14/06/2019 | 96 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 80  | 861   | £259,995 | £3,250 |
| 14/06/2019 | 98 | BROOKE WAY        | STOWMARKET | IP14 1US | Semi Detached | 80  | 861   | £259,995 | £3,250 |
| 03/12/2019 | 1  | READ CLOSE        | STOWMARKET | IP14 1XP | Semi Detached | 80  | 861   | £260,000 | £3,250 |
| 15/11/2019 | 26 | FULLER WAY        | STOWMARKET | IP14 1XJ | Terraced      | 64  | 689   | £176,000 | £2,750 |
| 23/11/2018 | 39 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 64  | 689   | £178,956 | £2,796 |
| 22/11/2019 | 24 | FULLER WAY        | STOWMARKET | IP14 1XJ | Terraced      | 64  | 689   | £180,000 | £2,813 |
| 20/12/2019 | 28 | FULLER WAY        | STOWMARKET | IP14 1XJ | Terraced      | 64  | 689   | £180,000 | £2,813 |
| 23/11/2018 | 37 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 64  | 689   | £195,000 | £3,047 |
| 19/12/2018 | 1  | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 64  | 689   | £219,995 | £3,437 |
| 19/12/2018 | 3  | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 64  | 689   | £226,995 | £3,547 |
| 03/06/2019 | 4  | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 110 | 1,184 | £250,000 | £2,273 |
| 03/08/2018 | 7  | OWEN WAY          | STOWMARKET | IP14 1UZ | Terraced      | 110 | 1,184 | £272,995 | £2,482 |
| 15/03/2019 | 6  | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 110 | 1,184 | £279,995 | £2,545 |
| 21/11/2019 | 24 | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 81  | 872   | £240,000 | £2,963 |
| 19/12/2019 | 16 | FULLER WAY        | STOWMARKET | IP14 1XJ | Terraced      | 81  | 872   | £250,000 | £3,086 |
| 09/11/2018 | 33 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 86  | 926   | £265,995 | £3,093 |
| 23/11/2018 | 35 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 86  | 926   | £265,995 | £3,093 |
| 23/08/2019 | 30 | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 86  | 926   | £265,995 | £3,093 |
| 29/03/2019 | 31 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 81  | 872   | £254,995 | £3,148 |
| 16/08/2019 | 22 | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 81  | 872   | £254,995 | £3,148 |
| 30/08/2019 | 61 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 80  | 861   | £252,000 | £3,150 |
| 19/12/2018 | 41 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 86  | 926   | £271,500 | £3,157 |
| 16/08/2019 | 59 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 80  | 861   | £254,995 | £3,187 |
| 25/01/2019 | 9  | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 80  | 861   | £254,995 | £3,187 |
| 22/08/2019 | 20 | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 86  | 926   | £274,995 | £3,198 |
| 23/11/2018 | 29 | BROOKE WAY        | STOWMARKET | IP14 1UH | Terraced      | 81  | 872   | £265,995 | £3,284 |
| 20/12/2018 | 7  | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 80  | 861   | £264,995 | £3,312 |
| 21/12/2018 | 5  | TYNAN CRESCENT    | STOWMARKET | IP14 1WB | Terraced      | 80  | 861   | £269,995 | £3,375 |
| 29/11/2019 | 1  | WHEELWRIGHT CLOSE | STOWMARKET | IP14 2FH | Detached      | 65  | 700   | £236,000 | £3,631 |
| 08/05/2019 | 30 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 66  | 710   | £240,000 | £3,636 |
| 27/09/2019 | 5  | WHEELWRIGHT CLOSE | STOWMARKET | IP14 2FH | Detached      | 63  | 678   | £230,000 | £3,651 |
| 26/04/2019 | 24 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 63  | 678   | £230,000 | £3,651 |
| 22/11/2019 | 6  | WHEELWRIGHT CLOSE | STOWMARKET | IP14 2FH | Detached      | 68  | 732   | £250,000 | £3,676 |
| 08/03/2019 | 20 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 63  | 678   | £232,000 | £3,683 |
| 17/12/2019 | 7  | WHEELWRIGHT CLOSE | STOWMARKET | IP14 2FH | Detached      | 62  | 667   | £230,000 | £3,710 |
| 31/08/2018 | 1  | FORGE ROAD        | STOWMARKET | IP14 2FG | Detached      | 66  | 710   | £250,000 | £3,788 |
| 30/11/2018 | 22 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 63  | 678   | £250,000 | £3,968 |
| 12/03/2019 | 28 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 66  | 710   | £275,000 | £4,167 |
| 01/03/2019 | 26 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 63  | 678   | £265,000 | £4,206 |
| 31/05/2019 | 36 | ANVIL WAY         | STOWMARKET | IP14 2FF | Semi Detached | 63  | 678   | £195,000 | £3,095 |
| 31/05/2019 | 38 | ANVIL WAY         | STOWMARKET | IP14 2FF | Semi Detached | 63  | 678   | £195,000 | £3,095 |
| 28/06/2019 | 40 | ANVIL WAY         | STOWMARKET | IP14 2FF | Semi Detached | 63  | 678   | £195,000 | £3,095 |
| 28/06/2019 | 42 | ANVIL WAY         | STOWMARKET | IP14 2FF | Semi Detached | 63  | 678   | £195,000 | £3,095 |
| 16/08/2019 | 28 | COPPERSMITH       | STOWMARKET | IP14 2FD | Detached      | 90  | 969   | £305,000 | £3,389 |
| 10/10/2019 | 30 | COPPERSMITH       | STOWMARKET | IP14 2FD | Detached      | 90  | 969   | £305,000 | £3,389 |
| 24/08/2018 | 2  | FORGE ROAD        | STOWMARKET | IP14 2FG | Detached      | 90  | 969   | £310,000 | £3,444 |
| 31/07/2018 | 3  | FORGE ROAD        | STOWMARKET | IP14 2FG | Detached      | 90  | 969   | £310,000 | £3,444 |
| 16/11/2018 | 7  | FORGE ROAD        | STOWMARKET | IP14 2FG | Detached      | 81  | 872   | £285,000 | £3,519 |
| 30/08/2019 | 4  | WHEELWRIGHT CLOSE | STOWMARKET | IP14 2FH | Detached      | 83  | 893   | £294,000 | £3,542 |
| 28/09/2018 | 8  | FORGE ROAD        | STOWMARKET | IP14 2FG | Detached      | 81  | 872   | £290,000 | £3,580 |
| 20/09/2019 | 2  | WHEELWRIGHT CLOSE | STOWMARKET | IP14 2FH | Detached      | 79  | 850   | £295,000 | £3,734 |
| 28/09/2018 | 9  | FORGE ROAD        | STOWMARKET | IP14 2FG | Detached      | 83  | 893   | £310,000 | £3,735 |
| 18/12/2018 | 18 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 83  | 893   | £315,000 | £3,795 |
| 23/04/2019 | 34 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 81  | 872   | £310,000 | £3,827 |
| 31/10/2018 | 6  | FORGE ROAD        | STOWMARKET | IP14 2FG | Detached      | 83  | 893   | £325,000 | £3,916 |
| 24/05/2019 | 32 | ANVIL WAY         | STOWMARKET | IP14 2FF | Detached      | 83  | 893   | £325,000 | £3,916 |
| 28/06/2019 | 50 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 131 | 1,410 | £349,995 | £2,672 |
| 31/05/2019 | 43 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 141 | 1,518 | £385,000 | £2,730 |
| 30/04/2019 | 33 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 141 | 1,518 | £389,995 | £2,766 |
| 21/11/2019 | 7  | CELANDINE CLOSE   | STOWUPLAND | IP14 4DU | Detached      | 141 | 1,518 | £389,995 | £2,766 |
| 30/04/2019 | 41 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 141 | 1,518 | £394,995 | £2,801 |
| 21/11/2019 | 9  | CELANDINE CLOSE   | STOWUPLAND | IP14 4DU | Detached      | 131 | 1,410 | £369,995 | £2,824 |
| 28/06/2019 | 46 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 130 | 1,399 | £369,995 | £2,846 |
| 18/12/2019 | 15 | CELANDINE CLOSE   | STOWUPLAND | IP14 4DU | Detached      | 131 | 1,410 | £374,995 | £2,863 |
| 21/11/2019 | 11 | CELANDINE CLOSE   | STOWUPLAND | IP14 4DU | Detached      | 131 | 1,410 | £377,995 | £2,885 |
| 29/08/2019 | 59 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 130 | 1,399 | £380,000 | £2,923 |
| 28/06/2019 | 57 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 134 | 1,442 | £399,995 | £2,985 |
| 31/07/2019 | 2  | CROWFOOT CLOSE    | STOWUPLAND | IP14 4FA | Detached      | 134 | 1,442 | £400,000 | £2,985 |
| 28/06/2019 | 48 | OXLIP WAY         | STOWUPLAND | IP14 4DT | Detached      | 139 | 1,496 | £414,995 | £2,986 |

|            |     |                    |               |          |               |     |       |          |        |
|------------|-----|--------------------|---------------|----------|---------------|-----|-------|----------|--------|
| 18/12/2019 | 17  | CELANDINE CLOSE    | STOWUPLAND    | IP14 4DU | Detached      | 139 | 1,496 | £414,995 | £2,986 |
| 31/07/2019 | 1   | CROWFOOT CLOSE     | STOWUPLAND    | IP14 4FA | Detached      | 131 | 1,410 | £393,995 | £3,008 |
| 31/01/2019 | 32  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 105 | 1,130 | £319,995 | £3,048 |
| 30/05/2019 | 45  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 119 | 1,281 | £369,995 | £3,109 |
| 31/05/2019 | 47  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 119 | 1,281 | £369,995 | £3,109 |
| 27/12/2018 | 34  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 82  | 883   | £255,995 | £3,122 |
| 28/06/2019 | 52  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 90  | 969   | £289,995 | £3,222 |
| 29/10/2019 | 63  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 93  | 1,001 | £299,995 | £3,226 |
| 30/04/2019 | 35  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 105 | 1,130 | £339,995 | £3,238 |
| 28/09/2018 | 1   | CELANDINE CLOSE    | STOWUPLAND    | IP14 4DU | Detached      | 84  | 904   | £275,000 | £3,274 |
| 21/09/2018 | 3   | CELANDINE CLOSE    | STOWUPLAND    | IP14 4DU | Detached      | 90  | 969   | £294,995 | £3,278 |
| 21/09/2018 | 5   | CELANDINE CLOSE    | STOWUPLAND    | IP14 4DU | Detached      | 90  | 969   | £298,995 | £3,322 |
| 27/06/2019 | 53  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 90  | 969   | £299,995 | £3,333 |
| 28/06/2019 | 55  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 90  | 969   | £299,995 | £3,333 |
| 28/09/2018 | 18  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 84  | 904   | £282,995 | £3,369 |
| 30/05/2019 | 49  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 84  | 904   | £289,995 | £3,452 |
| 30/09/2019 | 12  | CROWFOOT CLOSE     | STOWUPLAND    | IP14 4FA | Detached      | 82  | 883   | £284,995 | £3,476 |
| 28/11/2018 | 20  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 82  | 883   | £286,995 | £3,500 |
| 30/09/2019 | 11  | CROWFOOT CLOSE     | STOWUPLAND    | IP14 4FA | Detached      | 82  | 883   | £287,995 | £3,512 |
| 28/10/2019 | 61  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 82  | 883   | £287,995 | £3,512 |
| 30/11/2018 | 22  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Detached      | 65  | 700   | £292,995 | £4,508 |
| 31/10/2018 | 11  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 79  | 850   | £249,995 | £3,164 |
| 30/04/2019 | 37  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 79  | 850   | £249,995 | £3,164 |
| 30/04/2019 | 39  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 79  | 850   | £249,995 | £3,164 |
| 28/03/2019 | 31  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 67  | 721   | £220,000 | £3,284 |
| 12/10/2018 | 15  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 79  | 850   | £259,995 | £3,291 |
| 21/12/2018 | 30  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 79  | 850   | £259,995 | £3,291 |
| 31/07/2018 | 9   | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 65  | 700   | £216,995 | £3,338 |
| 12/10/2018 | 19  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 65  | 700   | £217,995 | £3,354 |
| 30/11/2018 | 28  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 79  | 850   | £266,995 | £3,380 |
| 28/03/2019 | 29  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 67  | 721   | £229,995 | £3,433 |
| 30/11/2018 | 24  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 65  | 700   | £224,995 | £3,461 |
| 30/11/2018 | 26  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Semi Detached | 65  | 700   | £229,995 | £3,538 |
| 23/04/2019 | 23  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Terraced      | 84  | 904   | £269,995 | £3,214 |
| 29/03/2019 | 25  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Terraced      | 65  | 700   | £219,995 | £3,385 |
| 29/03/2019 | 27  | OXLIP WAY          | STOWUPLAND    | IP14 4DT | Terraced      | 65  | 700   | £229,995 | £3,538 |
| 29/11/2019 | 21  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Detached      | 77  | 829   | £268,995 | £3,493 |
| 31/10/2018 | 3   | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 87  | 936   | £299,995 | £3,448 |
| 30/11/2018 | 85  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 87  | 936   | £299,995 | £3,448 |
| 28/09/2018 | 11  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 101 | 1,087 | £314,995 | £3,119 |
| 20/07/2018 | 38  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Detached      | 92  | 990   | £314,995 | £3,424 |
| 04/09/2018 | 46  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Detached      | 92  | 990   | £315,995 | £3,435 |
| 30/11/2018 | 81  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 92  | 990   | £315,995 | £3,435 |
| 31/10/2018 | 1   | KILBY WAY          | GREAT CORNARD | CO10 OFR | Detached      | 101 | 1,087 | £316,995 | £3,139 |
| 30/09/2019 | 11  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Detached      | 92  | 990   | £316,995 | £3,446 |
| 20/12/2019 | 17  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Detached      | 101 | 1,087 | £318,995 | £3,158 |
| 28/11/2019 | 1   | JAMIE ALLEN CLOSE  | GREAT CORNARD | CO10 OEB | Detached      | 108 | 1,163 | £319,995 | £2,963 |
| 20/12/2019 | 100 | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Detached      | 101 | 1,087 | £319,995 | £3,168 |
| 30/08/2019 | 8   | JAMIE ALLEN CLOSE  | GREAT CORNARD | CO10 OEB | Detached      | 101 | 1,087 | £321,995 | £3,188 |
| 20/12/2018 | 110 | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Detached      | 99  | 1,066 | £325,995 | £3,293 |
| 30/09/2019 | 15  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Detached      | 99  | 1,066 | £325,995 | £3,293 |
| 28/02/2019 | 5   | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 107 | 1,152 | £329,995 | £3,084 |
| 25/01/2019 | 15  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 107 | 1,152 | £329,995 | £3,084 |
| 28/02/2019 | 3   | KILBY WAY          | GREAT CORNARD | CO10 OFR | Detached      | 107 | 1,152 | £329,995 | £3,084 |
| 28/02/2019 | 112 | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Detached      | 107 | 1,152 | £334,995 | £3,131 |
| 21/12/2018 | 77  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 107 | 1,152 | £334,995 | £3,131 |
| 30/11/2018 | 83  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 107 | 1,152 | £334,995 | £3,131 |
| 21/12/2018 | 63  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Detached      | 107 | 1,152 | £338,995 | £3,168 |
| 08/08/2019 | 3   | JAMIE ALLEN CLOSE  | GREAT CORNARD | CO10 OEB | Detached      | 108 | 1,163 | £344,995 | £3,194 |
| 28/06/2019 | 88  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Detached      | 108 | 1,163 | £344,995 | £3,194 |
| 20/12/2019 | 22  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Detached      | 129 | 1,389 | £379,995 | £2,946 |
| 05/08/2019 | 4   | JAMIE ALLEN CLOSE  | GREAT CORNARD | CO10 OEB | Detached      | 129 | 1,389 | £389,995 | £3,023 |
| 02/12/2019 | 23  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Detached      | 129 | 1,389 | £389,995 | £3,023 |
| 29/11/2019 | 25  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Detached      | 129 | 1,389 | £389,995 | £3,023 |
| 28/06/2019 | 90  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Detached      | 147 | 1,582 | £429,995 | £2,925 |
| 30/08/2019 | 6   | JAMIE ALLEN CLOSE  | GREAT CORNARD | CO10 OEB | Detached      | 147 | 1,582 | £444,995 | £3,027 |
| 29/07/2019 | 76  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 57  | 614   | £214,995 | £3,772 |
| 14/06/2019 | 78  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 57  | 614   | £214,995 | £3,772 |
| 07/06/2019 | 82  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 57  | 614   | £218,995 | £3,842 |
| 07/06/2019 | 80  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 57  | 614   | £219,995 | £3,860 |
| 21/06/2019 | 2   | JAMIE ALLEN CLOSE  | GREAT CORNARD | CO10 OEB | Semi Detached | 64  | 689   | £232,995 | £3,641 |
| 14/06/2019 | 1   | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Semi Detached | 64  | 689   | £233,995 | £3,656 |
| 30/08/2019 | 86  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 70  | 753   | £239,995 | £3,429 |
| 13/12/2019 | 98  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 70  | 753   | £239,995 | £3,429 |
| 28/09/2018 | 8   | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 70  | 753   | £242,995 | £3,471 |
| 21/09/2018 | 42  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 70  | 753   | £246,995 | £3,529 |
| 28/06/2019 | 7   | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Semi Detached | 77  | 829   | £249,995 | £3,247 |
| 28/06/2019 | 84  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 70  | 753   | £249,995 | £3,571 |
| 21/06/2019 | 16  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Semi Detached | 69  | 743   | £249,995 | £3,623 |
| 06/07/2018 | 10  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Semi Detached | 74  | 797   | £258,995 | £3,500 |
| 07/12/2018 | 79  | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Semi Detached | 74  | 797   | £258,995 | £3,500 |
| 18/01/2019 | 19  | KILBY WAY          | GREAT CORNARD | CO10 OFR | Semi Detached | 74  | 797   | £259,995 | £3,513 |
| 21/12/2018 | 21  | KILBY WAY          | GREAT CORNARD | CO10 OFR | Semi Detached | 74  | 797   | £259,995 | £3,513 |
| 28/06/2019 | 5   | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Semi Detached | 74  | 797   | £262,995 | £3,554 |
| 28/09/2018 | 9   | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OFJ | Semi Detached | 74  | 797   | £263,995 | £3,568 |
| 15/03/2019 | 2   | KILBY WAY          | GREAT CORNARD | CO10 OFR | Semi Detached | 77  | 829   | £264,495 | £3,435 |
| 28/06/2019 | 3   | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Semi Detached | 74  | 797   | £267,995 | £3,622 |
| 12/12/2019 | 5   | KILBY WAY          | GREAT CORNARD | CO10 OFR | Semi Detached | 107 | 1,152 | £279,995 | £2,617 |
| 24/05/2019 | 7   | KILBY WAY          | GREAT CORNARD | CO10 OFR | Semi Detached | 107 | 1,152 | £287,995 | £2,692 |
| 31/10/2019 | 7   | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Semi Detached | 107 | 1,152 | £287,995 | £2,692 |
| 11/01/2019 | 11  | KILBY WAY          | GREAT CORNARD | CO10 OFR | Semi Detached | 107 | 1,152 | £299,995 | £2,804 |

|            |    |                    |               |          |               |     |       |          |        |
|------------|----|--------------------|---------------|----------|---------------|-----|-------|----------|--------|
| 21/12/2018 | 15 | KILBY WAY          | GREAT CORNARD | CO10 OFR | Semi Detached | 107 | 1,152 | £299,995 | £2,804 |
| 20/12/2018 | 17 | KILBY WAY          |               | CO10 OFR | Semi Detached | 107 | 1,152 | £299,995 | £2,804 |
| 05/09/2019 | 9  | WAKELIN CLOSE      | GREAT CORNARD | CO10 OFN | Semi Detached | 107 | 1,152 | £299,995 | £2,804 |
| 19/10/2018 | 18 | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Terraced      | 57  | 614   | £206,995 | £3,631 |
| 31/08/2018 | 20 | GRACE FARRANT ROAD | GREAT CORNARD | CO10 OED | Terraced      | 57  | 614   | £208,995 | £3,667 |

London | Leeds | Liverpool

Property | Infrastructure | Planning  
Development | Regeneration

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**Aspinall**  
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regeneration  
consultants

## Appendix 3 – BCIS Build Costs

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£/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 10 years

| Building function<br>(Maximum age of projects) | £/m <sup>2</sup> gross internal floor area |        |                 |        |                 |         | Sample |
|------------------------------------------------|--------------------------------------------|--------|-----------------|--------|-----------------|---------|--------|
|                                                | Mean                                       | Lowest | Lower quartiles | Median | Upper quartiles | Highest |        |
| New build                                      |                                            |        |                 |        |                 |         |        |
| <b>345. Shops</b>                              |                                            |        |                 |        |                 |         |        |
| Generally (10)                                 | 2,000                                      | 812    | 1,164           | 1,927  | 2,479           | 3,975   | 7      |
| 1-2 storey (10)                                | 2,000                                      | 812    | 1,164           | 1,927  | 2,479           | 3,975   | 7      |

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 5 years

| Building function<br>(Maximum age of projects) | £/m <sup>2</sup> gross internal floor area |        |                 |        |                 |         | Sample |
|------------------------------------------------|--------------------------------------------|--------|-----------------|--------|-----------------|---------|--------|
|                                                | Mean                                       | Lowest | Lower quartiles | Median | Upper quartiles | Highest |        |
| New build                                      |                                            |        |                 |        |                 |         |        |
| <b>810.1 Estate housing</b>                    |                                            |        |                 |        |                 |         |        |
| Generally (5)                                  | 1,230                                      | 671    | 1,018           | 1,155  | 1,328           | 4,306   | 249    |
| Single storey (5)                              | 1,411                                      | 836    | 1,073           | 1,328  | 1,593           | 4,306   | 53     |
| 2-storey (5)                                   | 1,150                                      | 671    | 1,002           | 1,117  | 1,242           | 1,976   | 186    |
| 3-storey (5)                                   | 1,375                                      | 918    | 1,068           | 1,176  | 1,418           | 2,559   | 7      |
| 4-storey or above (5)                          | 2,642                                      | 2,088  | -               | 2,332  | -               | 3,507   | 3      |
| 810.11 Estate housing detached (5)             | 2,284                                      | 1,022  | 1,708           | 2,154  | 2,420           | 4,306   | 6      |
| <b>810.12 Estate housing semi detached</b>     |                                            |        |                 |        |                 |         |        |
| Generally (5)                                  | 1,189                                      | 727    | 1,019           | 1,155  | 1,328           | 2,150   | 65     |
| Single storey (5)                              | 1,286                                      | 959    | 1,042           | 1,224  | 1,443           | 2,150   | 22     |
| 2-storey (5)                                   | 1,145                                      | 727    | 1,019           | 1,122  | 1,242           | 1,846   | 42     |
| <b>810.13 Estate housing terraced</b>          |                                            |        |                 |        |                 |         |        |
| Generally (5)                                  | 1,370                                      | 805    | 1,028           | 1,229  | 1,463           | 3,507   | 27     |
| 2-storey (5)                                   | 1,208                                      | 805    | 1,015           | 1,197  | 1,326           | 1,814   | 22     |

## £/m<sup>2</sup> study

**Description:** Rate per m<sup>2</sup> gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 10 years

| Building function<br>(Maximum age of projects)   | £/m <sup>2</sup> gross internal floor area |        |                 |        |                 |         | Sample |
|--------------------------------------------------|--------------------------------------------|--------|-----------------|--------|-----------------|---------|--------|
|                                                  | Mean                                       | Lowest | Lower quartiles | Median | Upper quartiles | Highest |        |
| New build                                        |                                            |        |                 |        |                 |         |        |
| <b>284. Warehouses/stores</b>                    |                                            |        |                 |        |                 |         |        |
| Generally (10)                                   | 971                                        | 355    | 560             | 747    | 996             | 4,205   | 31     |
| Up to 500m <sup>2</sup> GFA (10)                 | 1,826                                      | 595    | 877             | 1,339  | 2,402           | 4,205   | 6      |
| 500 to 2000m <sup>2</sup> GFA (10)               | 830                                        | 425    | 613             | 747    | 917             | 1,452   | 13     |
| Over 2000m <sup>2</sup> GFA (10)                 | 696                                        | 355    | 534             | 583    | 870             | 1,365   | 12     |
| 284.1 Advance<br>warehouses/stores (10)          | 794                                        | 533    | -               | 858    | -               | 928     | 4      |
| <b>284.2 Purpose built<br/>warehouses/stores</b> |                                            |        |                 |        |                 |         |        |
| Generally (10)                                   | 1,006                                      | 355    | 573             | 730    | 1,064           | 4,205   | 25     |
| Up to 500m <sup>2</sup> GFA (10)                 | 2,293                                      | 595    | -               | 2,185  | -               | 4,205   | 4      |
| 500 to 2000m <sup>2</sup> GFA (10)               | 827                                        | 425    | 603             | 739    | 963             | 1,452   | 12     |
| Over 2000m <sup>2</sup> GFA (10)                 | 672                                        | 355    | 538             | 620    | 864             | 1,064   | 9      |

£/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 5 years

| Building function<br>(Maximum age of projects) | £/m <sup>2</sup> gross internal floor area |        |                 |        |                 |         | Sample |
|------------------------------------------------|--------------------------------------------|--------|-----------------|--------|-----------------|---------|--------|
|                                                | Mean                                       | Lowest | Lower quartiles | Median | Upper quartiles | Highest |        |
| New build                                      |                                            |        |                 |        |                 |         |        |
| <b>816. Flats (apartments)</b>                 |                                            |        |                 |        |                 |         |        |
| Generally (5)                                  | 1,387                                      | 799    | 1,150           | 1,296  | 1,566           | 3,079   | 236    |
| 1-2 storey (5)                                 | 1,403                                      | 996    | 1,134           | 1,286  | 1,663           | 2,268   | 55     |
| 3-5 storey (5)                                 | 1,365                                      | 799    | 1,136           | 1,282  | 1,527           | 3,079   | 155    |
| 6 storey or above (5)                          | 1,483                                      | 1,049  | 1,258           | 1,477  | 1,629           | 2,174   | 26     |

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 10 years

| Building function<br>(Maximum age of projects) | £/m <sup>2</sup> gross internal floor area |        |                 |        |                 |         | Sample |
|------------------------------------------------|--------------------------------------------|--------|-----------------|--------|-----------------|---------|--------|
|                                                | Mean                                       | Lowest | Lower quartiles | Median | Upper quartiles | Highest |        |
| New build                                      |                                            |        |                 |        |                 |         |        |
| <b>320. Offices</b>                            |                                            |        |                 |        |                 |         |        |
| Generally (10)                                 | 1,902                                      | 936    | 1,395           | 1,879  | 2,208           | 2,989   | 27     |
| <b>Air-conditioned</b>                         |                                            |        |                 |        |                 |         |        |
| Generally (10)                                 | 1,798                                      | 1,127  | 1,524           | 1,861  | 2,193           | 2,210   | 9      |
| 1-2 storey (10)                                | 1,677                                      | 1,127  | 1,524           | 1,660  | 1,861           | 2,210   | 5      |
| 3-5 storey (10)                                | 1,892                                      | 1,279  | -               | 2,193  | -               | 2,205   | 3      |
| <b>Not air-conditioned</b>                     |                                            |        |                 |        |                 |         |        |
| Generally (10)                                 | 1,988                                      | 936    | 1,375           | 2,014  | 2,319           | 2,989   | 13     |
| 1-2 storey (10)                                | 2,147                                      | 1,297  | 1,755           | 2,113  | 2,682           | 2,989   | 10     |

£/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 25 years

| Building function<br>(Maximum age of projects) | £/m <sup>2</sup> gross internal floor area |        |                 |        |                 |         | Sample |
|------------------------------------------------|--------------------------------------------|--------|-----------------|--------|-----------------|---------|--------|
|                                                | Mean                                       | Lowest | Lower quartiles | Median | Upper quartiles | Highest |        |
| New build                                      |                                            |        |                 |        |                 |         |        |
| <b>344. Hypermarkets, supermarkets</b>         |                                            |        |                 |        |                 |         |        |
| Generally (25)                                 | 1,793                                      | 965    | 1,330           | 1,993  | 2,141           | 2,529   | 12     |
| 1000 to 7000m2 GFA (25)                        | 1,763                                      | 965    | 1,333           | 1,993  | 2,089           | 2,391   | 10     |

## Appendix 4 – Residential Appraisals for S106 @ £1,500 per dwelling

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units**  
 Notes: **Greenfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES   |  |                                     |            |                          |                                   |                                    |               |         |         |     |
|----------------------------------|--|-------------------------------------|------------|--------------------------|-----------------------------------|------------------------------------|---------------|---------|---------|-----|
| Total number of units in scheme  |  | 8 Units                             |            |                          |                                   |                                    |               |         |         |     |
| AH Policy requirement (% Target) |  | 0%                                  |            |                          |                                   |                                    |               |         |         |     |
| AH tenure split %                |  | Affordable Rent:                    |            | 53.0%                    |                                   |                                    |               |         |         |     |
|                                  |  | Shared ownership                    |            | 25.0%                    |                                   |                                    |               |         |         |     |
|                                  |  | Intermediate                        |            | 21.6%                    |                                   |                                    |               |         |         |     |
| Open Market Sale (OMS) housing   |  | 100%                                |            |                          |                                   |                                    |               |         |         |     |
| CIL Rate (£ psm)                 |  | 143.29 £ psm                        |            |                          |                                   |                                    |               |         |         |     |
| Unit mix -                       |  | Mkt Units mix%                      | MV # units | AH mix%                  | AH # units                        | Overall mix%                       | Total # units |         |         |     |
| 1 bed House                      |  | 3.3%                                | 0.3        | 0.0%                     | 0.0                               | 3%                                 | 0.3           |         |         |     |
| 2 bed House                      |  | 20.9%                               | 1.7        | 57.4%                    | 0.0                               | 21%                                | 1.7           |         |         |     |
| 3 bed House                      |  | 40.8%                               | 3.3        | 23.5%                    | 0.0                               | 41%                                | 3.3           |         |         |     |
| 4 bed House                      |  | 35.0%                               | 2.8        | 2.8%                     | 0.0                               | 35%                                | 2.8           |         |         |     |
| 5 bed House                      |  | 0.0%                                | 0.0        | 0.0%                     | 0.0                               | 0%                                 | 0.0           |         |         |     |
| 1 bed Flat                       |  | 0.0%                                | 0.0        | 16.4%                    | 0.0                               | 0%                                 | 0.0           |         |         |     |
| 2 bed Flat                       |  | 0.0%                                | 0.0        | 0.0%                     | 0.0                               | 0%                                 | 0.0           |         |         |     |
| Total number of units            |  | 100.0%                              | 8.0        | 100.0%                   | 0.0                               | 100%                               | 8.0           |         |         |     |
| OMS Unit Floor areas -           |  | Net area per unit (sqm)             | (sqft)     | Net to Gross %           | Gross (GIA) per unit (sqm) (sqft) |                                    |               |         |         |     |
| 1 bed House                      |  | 50.0                                | 538        |                          | 50.0                              | 538                                |               |         |         |     |
| 2 bed House                      |  | 79.0                                | 850        |                          | 79.0                              | 850                                |               |         |         |     |
| 3 bed House                      |  | 90.0                                | 969        |                          | 90.0                              | 969                                |               |         |         |     |
| 4 bed House                      |  | 110.0                               | 1,184      |                          | 110.0                             | 1,184                              |               |         |         |     |
| 5 bed House                      |  | 0.0                                 | 0          |                          | 0.0                               | 0                                  |               |         |         |     |
| 1 bed Flat                       |  | 50.0                                | 538        | 85.0%                    | 58.8                              | 633                                |               |         |         |     |
| 2 bed Flat                       |  | 61.0                                | 657        | 85.0%                    | 71.8                              | 772                                |               |         |         |     |
| AH Unit Floor areas -            |  | Net area per unit (sqm)             | (sqft)     | Net to Gross %           | Gross (GIA) per unit (sqm) (sqft) |                                    |               |         |         |     |
| 1 bed House                      |  | 50.0                                | 538        |                          | 50.0                              | 538                                |               |         |         |     |
| 2 bed House                      |  | 70.0                                | 753        |                          | 70.0                              | 753                                |               |         |         |     |
| 3 bed House                      |  | 84.0                                | 904        |                          | 84.0                              | 904                                |               |         |         |     |
| 4 bed House                      |  | 97.0                                | 1,044      |                          | 97.0                              | 1,044                              |               |         |         |     |
| 5 bed House                      |  | 0.0                                 | 0          |                          | 0.0                               | 0                                  |               |         |         |     |
| 1 bed Flat                       |  | 50.0                                | 538        | 85.0%                    | 58.8                              | 633                                |               |         |         |     |
| 2 bed Flat                       |  | 61.0                                | 657        | 85.0%                    | 71.8                              | 772                                |               |         |         |     |
| Total Gross Floor areas -        |  | Mkt Units GIA (sqm)                 | (sqft)     | AH units GIA (sqm)       | (sqft)                            | Total GIA (all units) (sqm) (sqft) |               |         |         |     |
| 1 bed House                      |  | 13                                  | 142        | 0                        | 0                                 | 13                                 | 142           |         |         |     |
| 2 bed House                      |  | 132                                 | 1,422      | 0                        | 0                                 | 132                                | 1,422         |         |         |     |
| 3 bed House                      |  | 294                                 | 3,162      | 0                        | 0                                 | 294                                | 3,162         |         |         |     |
| 4 bed House                      |  | 308                                 | 3,315      | 0                        | 0                                 | 308                                | 3,315         |         |         |     |
| 5 bed House                      |  | 0                                   | 0          | 0                        | 0                                 | 0                                  | 0             |         |         |     |
| 1 bed Flat                       |  | 0                                   | 0          | 0                        | 0                                 | 0                                  | 0             |         |         |     |
| 2 bed Flat                       |  | 0                                   | 0          | 0                        | 0                                 | 0                                  | 0             |         |         |     |
|                                  |  | 747                                 | 8,041      | 0                        | 0                                 | 747                                | 8,041         |         |         |     |
| AH % by floor area:              |  | 0.00% AH % by floor area due to mix |            |                          |                                   |                                    |               |         |         |     |
| Open Market Sales values (£) -   |  | £ OMS (per unit)                    | Epsm       | Epsf                     | total MV £ (no AH)                |                                    |               |         |         |     |
| 1 bed House                      |  | 180,000                             | 3,600      | 334                      | 47,520                            |                                    |               |         |         |     |
| 2 bed House                      |  | 250,000                             | 3,165      | 294                      | 418,000                           |                                    |               |         |         |     |
| 3 bed House                      |  | 290,000                             | 3,222      | 299                      | 946,560                           |                                    |               |         |         |     |
| 4 bed House                      |  | 350,000                             | 3,182      | 296                      | 980,000                           |                                    |               |         |         |     |
| 5 bed House                      |  | 0                                   | #DIV/0!    | #DIV/0!                  | 0                                 |                                    |               |         |         |     |
| 1 bed Flat                       |  | 160,000                             | 3,200      | 297                      | 0                                 |                                    |               |         |         |     |
| 2 bed Flat                       |  | 190,000                             | 3,115      | 289                      | 0                                 |                                    |               |         |         |     |
|                                  |  | 2,392,080                           |            |                          |                                   |                                    |               |         |         |     |
| Affordable Housing values (£) -  |  | Affordable Rent:                    | Epsm       | % of MV Shared ownership | Epsm                              | % of MV                            | Intermediate  | Epsm    | % of MV |     |
| 1 bed House                      |  | 90,000                              | 1,800      | 50%                      | 126,000                           | 2,520                              | 70%           | 144,000 | 2,880   | 80% |
| 2 bed House                      |  | 125,000                             | 1,786      | 50%                      | 175,000                           | 2,500                              | 70%           | 200,000 | 2,857   | 80% |
| 3 bed House                      |  | 145,000                             | 1,726      | 50%                      | 203,000                           | 2,417                              | 70%           | 232,000 | 2,762   | 80% |
| 4 bed House                      |  | 175,000                             | 1,804      | 50%                      | 245,000                           | 2,526                              | 70%           | 250,000 | 2,577   | 71% |
| 5 bed House                      |  | 0                                   | #DIV/0!    | 50%                      | 0                                 | #DIV/0!                            | 70%           | 0       | #DIV/0! | 71% |
| 1 bed Flat                       |  | 80,000                              | 1,600      | 50%                      | 112,000                           | 2,240                              | 70%           | 128,000 | 2,560   | 80% |
| 2 bed Flat                       |  | 95,000                              | 1,557      | 50%                      | 133,000                           | 2,180                              | 70%           | 152,000 | 2,492   | 80% |



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE                     |            |                                |                                   |                  |
|---------------------------------------------|------------|--------------------------------|-----------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |            |                                |                                   |                  |
| 1 bed House                                 | 0.3        | @                              | 180,000                           | 47,520           |
| 2 bed House                                 | 1.7        | @                              | 250,000                           | 418,000          |
| 3 bed House                                 | 3.3        | @                              | 290,000                           | 946,560          |
| 4 bed House                                 | 2.8        | @                              | 350,000                           | 980,000          |
| 5 bed House                                 | 0.0        | @                              | 0                                 | -                |
| 1 bed Flat                                  | 0.0        | @                              | 160,000                           | -                |
| 2 bed Flat                                  | 0.0        | @                              | 190,000                           | -                |
|                                             | 8.0        |                                |                                   | 2,392,080        |
| <b>Affordable Rent GDV -</b>                |            |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @                              | 90,000                            | -                |
| 2 bed House                                 | 0.0        | @                              | 125,000                           | -                |
| 3 bed House                                 | 0.0        | @                              | 145,000                           | -                |
| 4 bed House                                 | 0.0        | @                              | 175,000                           | -                |
| 5 bed House                                 | 0.0        | @                              | 0                                 | -                |
| 1 bed Flat                                  | 0.0        | @                              | 80,000                            | -                |
| 2 bed Flat                                  | 0.0        | @                              | 95,000                            | -                |
|                                             | 0.0        |                                |                                   | -                |
| <b>Shared ownership</b>                     |            |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @                              | 126,000                           | -                |
| 2 bed House                                 | 0.0        | @                              | 175,000                           | -                |
| 3 bed House                                 | 0.0        | @                              | 203,000                           | -                |
| 4 bed House                                 | 0.0        | @                              | 245,000                           | -                |
| 5 bed House                                 | 0.0        | @                              | 0                                 | -                |
| 1 bed Flat                                  | 0.0        | @                              | 112,000                           | -                |
| 2 bed Flat                                  | 0.0        | @                              | 133,000                           | -                |
|                                             | 0.0        |                                |                                   | -                |
| <b>Intermediate</b>                         |            |                                |                                   |                  |
| 2 bed House                                 | 0.0        | @                              | 144,000                           | -                |
| 3 bed House                                 | 0.0        | @                              | 200,000                           | -                |
| 4 bed House                                 | 0.0        | @                              | 232,000                           | -                |
| 5 bed House                                 | 0.0        | @                              | 250,000                           | -                |
| 1 bed Flat                                  | 0.0        | @                              | 0                                 | -                |
| 2 bed Flat                                  | 0.0        | @                              | 128,000                           | -                |
| 0.00%                                       | 0.0        | @                              | 152,000                           | -                |
|                                             | 0.0        |                                |                                   | -                |
| <b>Sub-total GDV Residential</b>            | <b>8.0</b> |                                |                                   | <b>2,392,080</b> |
| <i>AH on-site cost analysis:</i>            |            |                                |                                   |                  |
|                                             |            |                                | <i>£MV less £GDV</i>              | <i>0</i>         |
|                                             |            | <i>0 £ psm (total GIA sqm)</i> | <i>0 £ per unit (total units)</i> |                  |
| <b>Grant</b>                                | <b>8</b>   | @                              | <b>0</b>                          | <b>-</b>         |
| <b>Total GDV</b>                            |            |                                |                                   | <b>2,392,080</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |                        |                   |                                 |                       |                    |
|----------------------------------------------------------------------|------------------------|-------------------|---------------------------------|-----------------------|--------------------|
| <b>Initial Payments -</b>                                            |                        |                   |                                 |                       |                    |
| Planning Application Professional Fees, Surveys and reports          |                        |                   |                                 |                       | (10,000)           |
| Statutory Planning Fees (Residential)                                |                        |                   |                                 |                       | (3,080)            |
| CIL                                                                  | 747 sqm                |                   | 143.29 £ psm                    |                       | (107,045)          |
|                                                                      | CIL analysis:          | 4.47% % of GDV    | 13,381 £ per unit (total units) |                       |                    |
| Site Specific S106 Contributions                                     | Year 1                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 2                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 3                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 4                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 5                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 6                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 7                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 8                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 9                 | 0                 |                                 |                       | -                  |
|                                                                      | Year 10                | 0                 |                                 |                       | -                  |
|                                                                      | total                  | 8 units @         | 1,500 per unit                  | (12,000)              | (12,000)           |
|                                                                      | S106 analysis:         | 0.50% % of GDV    | 1,500 £ per unit (total units)  |                       |                    |
| AH Commuted Sum                                                      | 747 sqm (total)        |                   | 0 £ psm                         |                       | -                  |
|                                                                      | Comm. Sum analysis:    | 0.00% % of GDV    |                                 |                       |                    |
| <b>Construction Costs -</b>                                          |                        |                   |                                 |                       |                    |
| Site Clearance and Demolition                                        | 0.90 acres @           |                   | 0 £ per acre (if brownfield)    |                       | -                  |
| <b>Infrastructure costs -</b>                                        |                        |                   |                                 |                       |                    |
| Policy SP10 - Climate Change                                         | 2,557                  | per dwelling      |                                 |                       | (20,456)           |
| Policy LP32 - Electric charging point                                | 1,000                  | per dwelling      |                                 |                       | (8,000)            |
| Policy SP09 - Cross-boundary mitiga                                  | 121.89                 | per dwelling      |                                 |                       | (975)              |
| Policy LP18 - Biodiversity & Geodiv                                  | 42,545                 | per gross hectare |                                 |                       | (17,190)           |
| Policy LP25 - Sustainable Constructi                                 | 3,500                  | per dwelling      |                                 |                       | (28,000)           |
|                                                                      | total                  | 0.90 acres @      | 0 per acre                      | (74,621)              | -                  |
|                                                                      | Infra. Costs analysis: | 3.12% % of GDV    | 9,328 £ per unit (total units)  |                       |                    |
| 1 bed House                                                          | 13                     | sqm @             | 1,155 psm                       |                       | (15,246)           |
| 2 bed House                                                          | 132                    | sqm @             | 1,155 psm                       |                       | (152,562)          |
| 3 bed House                                                          | 294                    | sqm @             | 1,155 psm                       |                       | (339,293)          |
| 4 bed House                                                          | 308                    | sqm @             | 1,155 psm                       |                       | (355,740)          |
| 5 bed House                                                          | -                      | sqm @             | 1,155 psm                       |                       | -                  |
| 1 bed Flat                                                           | -                      | sqm @             | 1,296 psm                       | 12                    | -                  |
| 2 bed Flat                                                           | 747                    | sqm @             | 1,296 psm                       |                       | -                  |
| External works                                                       | 862,840                | @                 | 15.0%                           | 16,178 £ per unit     | (129,426)          |
| M4(2) Category 2 Housing                                             | 50%                    | of All units      | 8 units @                       | 521 £ per dwelling    | (2,084)            |
| M4(3) Category 3 Housing                                             | 0%                     | of All units      | 8 units @                       | 10,307 £ per dwelling | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                        |                   | 8 units @                       | 9 £ per dwelling      | (72)               |
| Contingency                                                          | 1,069,044              | @                 | 5.0%                            |                       | (53,452)           |
| <b>Professional Fees</b>                                             | 1,069,044              | @                 | 10.0%                           |                       | (106,904)          |
| <b>Disposal Costs -</b>                                              |                        |                   |                                 |                       |                    |
| Marketing and Promotion                                              | 2,392,080              | OMS @             | 1.50%                           |                       | (35,881)           |
| Residential Sales Agent Costs                                        | 2,392,080              | OMS @             | 1.50%                           |                       | (35,881)           |
| Residential Sales Legal Costs                                        | 2,392,080              | OMS @             | 0.50%                           |                       | (11,960)           |
| <b>Interest (on Development Costs) -</b>                             | 7.50%                  | APR               | 0.604%                          | pcm                   | (54,688)           |
| <b>Developers Profit -</b>                                           |                        |                   |                                 |                       |                    |
| Margin on AH                                                         | 0                      |                   | 6.00%                           | on AH values          | -                  |
| Profit on GDV                                                        | 2,392,080              |                   | 20.00%                          |                       | (478,416)          |
|                                                                      | 1,499,936              |                   | 31.90%                          | on costs              | (478,416)          |
|                                                                      | 2,392,080              |                   | 20.00%                          | blended               | (478,416)          |
| <b>TOTAL COSTS</b>                                                   |                        |                   |                                 |                       | <b>(1,978,352)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                    |                    |                |
|-----------------------------|-------------------|--------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                    |                    | 413,728        |
| SDLT                        | 413,728           | @                  | 5.0% (slabbed)     | (10,186)       |
| Acquisition Agent fees      | 413,728           | @                  | 1.0%               | (4,137)        |
| Acquisition Legal fees      | 413,728           | @                  | 0.5%               | (2,069)        |
| Interest on Land            | 413,728           | @                  | 7.5%               | (31,030)       |
| Residual Land Value         |                   |                    |                    | <b>366,306</b> |
| <i>RLV analysis:</i>        | 45,788 £ per plot | 1,007,342 £ per ha | 407,666 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      | 22.0              | dp net ha            |                        |                |
| Site Area (Resi)         | 0.36              | net ha               | 0.90                   | net acres      |
| <i>Density analysis:</i> | 2,054             | sqm/ha               | 8,949                  | sqft/ac        |
| Threshold Land Value     | 12,480 £ per plot | 274,556 £ per net ha | 111,111 £ per net acre | <b>99,838</b>  |
|                          | 90%               | Gross to net         | 0.40                   | Gross hectares |

| BALANCE           |         |          |                    |
|-------------------|---------|----------|--------------------|
| Surplus/(Deficit) | 732,787 | £ per ha | 296,555 £ per acre |
|                   |         |          | <b>266,468</b>     |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS |         | AH - % on site 0% |          |          |          |          |          |          |  |
|----------------------|---------|-------------------|----------|----------|----------|----------|----------|----------|--|
| Balance (RLV - TLV)  | 266,468 | 0%                | 15%      | 25%      | 30%      | 35%      | 40%      | 45%      |  |
|                      | 0       | 366,054           | 318,066  | 286,073  | 270,077  | 254,081  | 238,085  | 222,089  |  |
|                      | 120     | 282,676           | 247,194  | 223,539  | 211,712  | 199,885  | 188,058  | 176,230  |  |
|                      | 140     | 268,768           | 235,382  | 213,117  | 201,985  | 190,852  | 179,720  | 168,587  |  |
|                      | 160     | 254,787           | 223,570  | 202,695  | 192,257  | 181,820  | 171,382  | 160,944  |  |
|                      | 180     | 240,807           | 211,758  | 192,272  | 182,530  | 172,787  | 163,044  | 153,301  |  |
| CIL Epsm             | 200     | 226,826           | 199,886  | 181,850  | 172,802  | 163,754  | 154,706  | 145,658  |  |
| 143.29               | 220     | 212,846           | 188,002  | 171,428  | 163,075  | 154,722  | 146,368  | 138,015  |  |
|                      | 240     | 198,866           | 176,119  | 160,955  | 153,347  | 145,689  | 138,031  | 130,372  |  |
|                      | 260     | 184,885           | 164,236  | 150,469  | 143,586  | 136,656  | 129,693  | 122,729  |  |
|                      | 280     | 170,905           | 152,352  | 139,984  | 133,800  | 127,616  | 121,355  | 115,086  |  |
|                      | 300     | 156,924           | 140,469  | 129,499  | 124,014  | 118,528  | 113,017  | 107,443  |  |
|                      | 320     | 142,944           | 128,586  | 119,013  | 114,227  | 109,441  | 104,655  | 99,800   |  |
|                      | 340     | 128,964           | 116,702  | 108,528  | 104,441  | 100,354  | 96,267   | 92,157   |  |
|                      | 360     | 114,983           | 104,819  | 98,043   | 94,655   | 91,267   | 87,879   | 84,490   |  |
|                      | 380     | 101,003           | 92,936   | 87,557   | 84,868   | 82,179   | 79,490   | 76,801   |  |
|                      | 400     | 87,022            | 81,052   | 77,072   | 75,082   | 73,092   | 71,102   | 69,112   |  |
|                      | 420     | 73,042            | 69,169   | 66,587   | 65,296   | 64,005   | 62,714   | 61,423   |  |
|                      | 440     | 59,061            | 57,285   | 56,101   | 55,509   | 54,917   | 54,325   | 53,734   |  |
|                      | 460     | 45,081            | 45,402   | 45,616   | 45,723   | 45,830   | 45,937   | 46,044   |  |
|                      | 480     | 31,101            | 33,519   | 35,131   | 35,937   | 36,743   | 37,549   | 38,355   |  |
|                      | 500     | 17,120            | 21,635   | 24,646   | 26,151   | 27,656   | 29,161   | 30,666   |  |
|                      | 520     | 3,077             | 9,752    | 14,160   | 16,364   | 18,568   | 20,772   | 22,977   |  |
|                      | 540     | (10,988)          | (2,131)  | 3,675    | 6,578    | 9,481    | 12,384   | 15,287   |  |
|                      | 560     | (25,053)          | (14,047) | (6,810)  | (3,208)  | 394      | 3,996    | 7,598    |  |
|                      | 580     | (39,118)          | (26,002) | (17,296) | (12,995) | (8,693)  | (4,392)  | (91)     |  |
|                      |         | AH - % on site 0% |          |          |          |          |          |          |  |
| Balance (RLV - TLV)  | 266,468 | 0%                | 25%      | 30%      | 35%      | 40%      | 45%      | 50%      |  |
|                      | -       | 277,654           | 222,564  | 211,546  | 200,527  | 189,509  | 178,491  | 167,473  |  |
|                      | 1,500   | 266,468           | 211,403  | 200,384  | 189,366  | 178,348  | 167,330  | 156,312  |  |
|                      | 3,000   | 255,239           | 200,242  | 189,223  | 178,205  | 167,187  | 156,169  | 145,151  |  |
|                      | 4,500   | 244,011           | 189,080  | 178,062  | 167,044  | 156,026  | 145,008  | 133,990  |  |
|                      | 6,000   | 232,782           | 177,919  | 166,901  | 155,883  | 144,865  | 133,847  | 122,829  |  |
| Site Specific S106   | 7,500   | 221,554           | 166,742  | 155,740  | 144,722  | 133,704  | 122,686  | 111,668  |  |
| 1,500                | 9,000   | 210,325           | 155,514  | 144,551  | 133,561  | 122,543  | 111,525  | 100,507  |  |
|                      | 10,500  | 199,097           | 144,285  | 133,323  | 122,361  | 111,382  | 100,364  | 89,346   |  |
|                      | 12,000  | 187,868           | 133,057  | 122,094  | 111,132  | 100,170  | 89,203   | 78,185   |  |
|                      | 13,500  | 176,640           | 121,828  | 110,866  | 99,903   | 88,941   | 77,979   | 67,017   |  |
|                      | 15,000  | 165,411           | 110,600  | 99,637   | 88,675   | 77,713   | 66,750   | 55,788   |  |
|                      | 16,500  | 154,183           | 99,371   | 88,409   | 77,446   | 66,484   | 55,522   | 44,569   |  |
|                      | 18,000  | 142,954           | 88,143   | 77,180   | 66,218   | 55,256   | 44,293   | 33,331   |  |
|                      | 19,500  | 131,726           | 76,914   | 65,952   | 54,989   | 44,027   | 33,065   | 22,102   |  |
|                      | 21,000  | 120,497           | 65,685   | 54,723   | 43,761   | 32,799   | 21,836   | 10,874   |  |
|                      | 22,500  | 109,269           | 54,457   | 43,495   | 32,532   | 21,570   | 10,608   | (355)    |  |
|                      | 24,000  | 98,040            | 43,228   | 32,266   | 21,304   | 10,341   | (621)    | (11,583) |  |
|                      | 25,500  | 86,811            | 32,000   | 21,038   | 10,075   | (887)    | (11,849) | (22,812) |  |
|                      | 27,000  | 75,583            | 20,771   | 9,809    | (1,153)  | (12,116) | (23,078) | (34,040) |  |
|                      | 28,500  | 64,354            | 9,543    | (1,420)  | (12,382) | (23,344) | (34,306) | (45,269) |  |
|                      | 30,000  | 53,126            | (1,886)  | (12,648) | (23,610) | (34,573) | (45,535) | (56,497) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
Title: 8 No. Units  
Notes: Greenfield allocation

|  |                               | AH - % on site 0%         |           |           |           |           |           |           |             |
|--|-------------------------------|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
|  | Balance (RLV - TLV)           | 266,468                   | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%         |
|  |                               | 50,000                    | 321,379   | 266,314   | 255,296   | 244,277   | 233,259   | 222,241   | 211,223     |
|  |                               | 75,000                    | 298,915   | 243,850   | 232,832   | 221,814   | 210,796   | 199,778   | 188,759     |
|  | TLV (per net acre)            | 100,000                   | 276,452   | 221,386   | 210,368   | 199,350   | 188,332   | 177,314   | 166,296     |
|  | 111,111                       | 125,000                   | 253,988   | 198,923   | 187,905   | 176,887   | 165,868   | 154,850   | 143,832     |
|  |                               | 150,000                   | 231,524   | 176,459   | 165,441   | 154,423   | 143,405   | 132,387   | 121,369     |
|  |                               | 175,000                   | 209,061   | 153,996   | 142,977   | 131,959   | 120,941   | 109,923   | 98,905      |
|  |                               | 200,000                   | 186,597   | 131,532   | 120,514   | 109,496   | 98,478    | 87,459    | 76,441      |
|  |                               | 225,000                   | 164,134   | 109,068   | 98,050    | 87,032    | 76,014    | 64,996    | 53,978      |
|  |                               | 250,000                   | 141,670   | 86,605    | 75,587    | 64,568    | 53,550    | 42,532    | 31,514      |
|  |                               | 275,000                   | 119,206   | 64,141    | 53,123    | 42,105    | 31,087    | 20,069    | 9,050       |
|  |                               | AH - % on site 0%         |           |           |           |           |           |           |             |
|  | Balance (RLV - TLV)           | 266,468                   | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%         |
|  |                               | 5                         | (133,837) | (188,648) | (199,611) | (210,573) | (221,591) | (232,609) | (243,627)   |
|  |                               | 10                        | 125,184   | 70,248    | 59,230    | 48,211    | 37,193    | 26,175    | 15,157      |
|  | Density (dph)                 | 15                        | 211,524   | 156,509   | 145,491   | 134,473   | 123,455   | 112,437   | 101,418     |
|  |                               | 20                        | 254,694   | 199,640   | 188,622   | 177,603   | 166,585   | 155,567   | 144,549     |
|  |                               | 22                        | 266,468   | 211,403   | 200,384   | 189,366   | 178,348   | 167,330   | 156,312     |
|  |                               | 25                        | 280,596   | 225,518   | 214,500   | 203,482   | 192,464   | 181,446   | 170,428     |
|  |                               | 30                        | 297,861   | 242,770   | 231,752   | 220,734   | 209,716   | 198,698   | 187,680     |
|  |                               | 35                        | 310,184   | 255,093   | 244,075   | 233,057   | 222,039   | 211,021   | 200,003     |
|  |                               | 40                        | 319,426   | 264,336   | 253,318   | 242,299   | 231,281   | 220,263   | 209,245     |
|  |                               | 45                        | 326,615   | 271,524   | 260,506   | 249,488   | 238,470   | 227,452   | 216,434     |
|  |                               | 50                        | 332,365   | 277,275   | 266,257   | 255,239   | 244,221   | 233,202   | 222,184     |
|  |                               | AH - % on site 0%         |           |           |           |           |           |           |             |
|  | Balance (RLV - TLV)           | 266,468                   | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%         |
|  |                               | 90%                       | 369,188   | 308,599   | 296,481   | 284,364   | 272,190   | 259,946   | 247,702     |
|  |                               | 100%                      | 266,468   | 211,403   | 200,384   | 189,366   | 178,348   | 167,330   | 156,312     |
|  | Changes in build costs (£psm) | 110%                      | 163,152   | 113,872   | 104,016   | 94,160    | 84,304    | 74,448    | 64,592      |
|  |                               | 120%                      | 59,837    | 16,088    | 7,339     | (1,411)   | (10,161)  | (18,910)  | (27,660)    |
|  |                               | 130%                      | (43,824)  | (82,048)  | (89,751)  | (98,640)  | (107,529) | (116,419) | (125,308)   |
|  |                               | 140%                      | (157,275) | (195,251) | (202,846) | (210,441) | (218,037) | (225,717) | (233,396)   |
|  |                               | 150%                      | (278,193) | (310,080) | (316,457) | (322,835) | (329,212) | (335,590) | (341,967)   |
|  |                               | 160%                      | (399,784) | (425,161) | (430,237) | (566,285) | (752,441) | (948,598) | (1,144,754) |
|  |                               | AH - % on site 0%         |           |           |           |           |           |           |             |
|  | Balance (RLV - TLV)           | 266,468                   | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%         |
|  |                               | 75%                       | (139,569) | (87,323)  | (78,280)  | (69,237)  | (60,200)  | (51,248)  | (42,296)    |
|  |                               | 80%                       | (52,430)  | (27,313)  | (22,344)  | (17,375)  | (12,406)  | (7,437)   | (2,468)     |
|  |                               | 85%                       | 27,499    | 32,430    | 33,416    | 34,402    | 35,388    | 36,374    | 37,360      |
|  |                               | 90%                       | 107,155   | 92,172    | 89,175    | 86,178    | 83,182    | 80,116    | 77,026      |
|  |                               | 95%                       | 186,812   | 151,914   | 144,884   | 137,831   | 130,777   | 123,723   | 116,669     |
|  |                               | 100%                      | 266,468   | 211,403   | 200,384   | 189,366   | 178,348   | 167,330   | 156,312     |
|  |                               | 105%                      | 345,779   | 270,867   | 255,885   | 240,902   | 225,920   | 210,937   | 195,955     |
|  |                               | 110%                      | 425,065   | 330,331   | 311,385   | 292,438   | 273,491   | 254,545   | 235,550     |
|  |                               | 115%                      | 504,351   | 389,796   | 366,885   | 343,974   | 321,047   | 298,047   | 275,047     |
|  |                               | 120%                      | 583,637   | 449,260   | 422,344   | 395,394   | 368,444   | 341,495   | 314,545     |
|  |                               | 125%                      | 662,922   | 508,540   | 477,640   | 446,741   | 415,841   | 384,942   | 354,042     |
|  |                               | Site Specific S106 £1,500 |           |           |           |           |           |           |             |
|  | Balance (RLV - TLV)           | 266,468                   | -         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000       |
|  |                               | 0                         | 377,215   | 366,054   | 354,893   | 343,732   | 332,571   | 321,410   | 310,249     |
|  |                               | 40                        | 349,422   | 338,261   | 327,100   | 315,939   | 304,778   | 293,617   | 282,456     |
|  |                               | 80                        | 321,629   | 310,468   | 299,307   | 288,146   | 276,985   | 265,795   | 254,566     |
|  |                               | 143                       | 277,856   | 266,671   | 255,442   | 244,214   | 232,985   | 221,757   | 210,528     |
|  |                               | 160                       | 266,016   | 254,787   | 243,559   | 232,330   | 221,102   | 209,873   | 198,645     |
|  |                               | 200                       | 238,055   | 226,826   | 215,598   | 204,369   | 193,141   | 181,912   | 170,684     |
|  |                               | 240                       | 210,094   | 198,866   | 187,637   | 176,409   | 165,180   | 153,951   | 142,723     |
|  |                               | 280                       | 182,133   | 170,905   | 159,676   | 148,448   | 137,219   | 125,991   | 114,762     |
|  |                               | 320                       | 154,172   | 142,944   | 131,715   | 120,487   | 109,258   | 98,030    | 86,801      |
|  |                               | 360                       | 126,212   | 114,983   | 103,755   | 92,526    | 81,298    | 70,069    | 58,840      |
|  |                               | 400                       | 98,251    | 87,022    | 75,794    | 64,565    | 53,337    | 42,108    | 30,880      |
|  |                               | 440                       | 70,290    | 59,061    | 47,833    | 36,604    | 25,376    | 14,147    | 2,855       |
|  |                               | 480                       | 42,329    | 31,101    | 19,872    | 8,644     | (2,682)   | (13,979)  | (25,275)    |
|  |                               | 520                       | 14,368    | 3,077     | (8,219)   | (19,516)  | (30,812)  | (42,109)  | (53,405)    |
|  |                               | 560                       | (13,756)  | (25,053)  | (36,349)  | (47,646)  | (58,942)  | (70,238)  | (81,535)    |
|  |                               | 600                       | (41,886)  | (53,183)  | (64,479)  | (75,776)  | (87,072)  | (98,368)  | (109,664)   |
|  |                               | 640                       | (70,016)  | (81,313)  | (93,141)  | (106,277) | (119,412) | (132,547) | (145,683)   |
|  |                               | 680                       | (99,580)  | (112,715) | (125,851) | (138,986) | (152,121) | (165,257) | (178,392)   |
|  |                               | 720                       | (132,289) | (145,424) | (158,560) | (171,695) | (184,830) | (197,966) | (211,101)   |
|  |                               | 760                       | (164,998) | (178,133) | (191,269) | (204,404) | (217,540) | (230,675) | (243,810)   |
|  |                               | 800                       | (197,707) | (210,843) | (223,978) | (237,113) | (250,249) | (263,384) | (276,566)   |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Greenfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES         |  |                          |  |                       |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
|----------------------------------------|--|--------------------------|--|-----------------------|--|---------------------------------------------|--|---------------------------|--|---------------------|--|----------------------|--|-------------|--|----------------|--|-----|
| Total number of units in scheme        |  | 8 Units                  |  |                       |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
| AH Policy requirement (% Target)       |  | 35%                      |  |                       |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
| AH tenure split %                      |  | Affordable Rent:         |  | 53.0%                 |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
|                                        |  | Shared ownership         |  | 25.0%                 |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
|                                        |  | Intermediate             |  | 21.6%                 |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
| Open Market Sale (OMS) housing         |  | 65%                      |  |                       |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
| CIL Rate (£ psm)                       |  | 100%                     |  |                       |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
|                                        |  | 143.29 £ psm             |  |                       |  |                                             |  |                           |  |                     |  |                      |  |             |  |                |  |     |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>    |  | <b>MV # units</b>     |  | <b>AH mix%</b>                              |  | <b>AH # units</b>         |  | <b>Overall mix%</b> |  | <b>Total # units</b> |  |             |  |                |  |     |
| 1 bed House                            |  | 3.3%                     |  | 0.2                   |  | 0.0%                                        |  | 0.0                       |  | 2%                  |  | 0.2                  |  |             |  |                |  |     |
| 2 bed House                            |  | 20.9%                    |  | 1.1                   |  | 57.4%                                       |  | 1.6                       |  | 34%                 |  | 2.7                  |  |             |  |                |  |     |
| 3 bed House                            |  | 40.8%                    |  | 2.1                   |  | 23.5%                                       |  | 0.7                       |  | 35%                 |  | 2.8                  |  |             |  |                |  |     |
| 4 bed House                            |  | 35.0%                    |  | 1.8                   |  | 2.8%                                        |  | 0.1                       |  | 24%                 |  | 1.9                  |  |             |  |                |  |     |
| 5 bed House                            |  | 0.0%                     |  | 0.0                   |  | 0.0%                                        |  | 0.0                       |  | 0%                  |  | 0.0                  |  |             |  |                |  |     |
| 1 bed Flat                             |  | 0.0%                     |  | 0.0                   |  | 16.4%                                       |  | 0.5                       |  | 6%                  |  | 0.5                  |  |             |  |                |  |     |
| 2 bed Flat                             |  | 0.0%                     |  | 0.0                   |  | 0.0%                                        |  | 0.0                       |  | 0%                  |  | 0.0                  |  |             |  |                |  |     |
| Total number of units                  |  | 100.0%                   |  | 5.2                   |  | 100.0%                                      |  | 2.8                       |  | 100%                |  | 8.0                  |  |             |  |                |  |     |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit</b> |  | <b>Net to Gross %</b> |  | <b>Gross (GIA) per unit</b>                 |  |                           |  |                     |  |                      |  |             |  |                |  |     |
|                                        |  | (sqm)                    |  | (sqft)                |  | %                                           |  | (sqm)                     |  | (sqft)              |  | (sqft)               |  |             |  |                |  |     |
| 1 bed House                            |  | 50.0                     |  | 538                   |  |                                             |  | 50.0                      |  | 538                 |  |                      |  |             |  |                |  |     |
| 2 bed House                            |  | 79.0                     |  | 850                   |  |                                             |  | 79.0                      |  | 850                 |  |                      |  |             |  |                |  |     |
| 3 bed House                            |  | 90.0                     |  | 969                   |  |                                             |  | 90.0                      |  | 969                 |  |                      |  |             |  |                |  |     |
| 4 bed House                            |  | 110.0                    |  | 1,184                 |  |                                             |  | 110.0                     |  | 1,184               |  |                      |  |             |  |                |  |     |
| 5 bed House                            |  | 0.0                      |  | 0                     |  |                                             |  | 0.0                       |  | 0                   |  |                      |  |             |  |                |  |     |
| 1 bed Flat                             |  | 50.0                     |  | 538                   |  | 85.0%                                       |  | 58.8                      |  | 633                 |  |                      |  |             |  |                |  |     |
| 2 bed Flat                             |  | 61.0                     |  | 657                   |  | 85.0%                                       |  | 71.8                      |  | 772                 |  |                      |  |             |  |                |  |     |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit</b> |  | <b>Net to Gross %</b> |  | <b>Gross (GIA) per unit</b>                 |  |                           |  |                     |  |                      |  |             |  |                |  |     |
|                                        |  | (sqm)                    |  | (sqft)                |  | %                                           |  | (sqm)                     |  | (sqft)              |  | (sqft)               |  |             |  |                |  |     |
| 1 bed House                            |  | 50.0                     |  | 538                   |  |                                             |  | 50.0                      |  | 538                 |  |                      |  |             |  |                |  |     |
| 2 bed House                            |  | 70.0                     |  | 753                   |  |                                             |  | 70.0                      |  | 753                 |  |                      |  |             |  |                |  |     |
| 3 bed House                            |  | 84.0                     |  | 904                   |  |                                             |  | 84.0                      |  | 904                 |  |                      |  |             |  |                |  |     |
| 4 bed House                            |  | 97.0                     |  | 1,044                 |  |                                             |  | 97.0                      |  | 1,044               |  |                      |  |             |  |                |  |     |
| 5 bed House                            |  | 0.0                      |  | 0                     |  |                                             |  | 0.0                       |  | 0                   |  |                      |  |             |  |                |  |     |
| 1 bed Flat                             |  | 50.0                     |  | 538                   |  | 85.0%                                       |  | 58.8                      |  | 633                 |  |                      |  |             |  |                |  |     |
| 2 bed Flat                             |  | 61.0                     |  | 657                   |  | 85.0%                                       |  | 71.8                      |  | 772                 |  |                      |  |             |  |                |  |     |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA</b>     |  | <b>AH units GIA</b>   |  | <b>Total GIA (all units)</b>                |  |                           |  |                     |  |                      |  |             |  |                |  |     |
|                                        |  | (sqm)                    |  | (sqft)                |  | (sqm)                                       |  | (sqft)                    |  | (sqm)               |  | (sqft)               |  |             |  |                |  |     |
| 1 bed House                            |  | 9                        |  | 92                    |  | 0                                           |  | 0                         |  | 9                   |  | 92                   |  |             |  |                |  |     |
| 2 bed House                            |  | 86                       |  | 924                   |  | 112                                         |  | 1,210                     |  | 198                 |  | 2,134                |  |             |  |                |  |     |
| 3 bed House                            |  | 191                      |  | 2,055                 |  | 55                                          |  | 595                       |  | 246                 |  | 2,651                |  |             |  |                |  |     |
| 4 bed House                            |  | 200                      |  | 2,155                 |  | 7                                           |  | 81                        |  | 208                 |  | 2,236                |  |             |  |                |  |     |
| 5 bed House                            |  | 0                        |  | 0                     |  | 0                                           |  | 0                         |  | 0                   |  | 0                    |  |             |  |                |  |     |
| 1 bed Flat                             |  | 0                        |  | 0                     |  | 27                                          |  | 290                       |  | 27                  |  | 290                  |  |             |  |                |  |     |
| 2 bed Flat                             |  | 0                        |  | 0                     |  | 0                                           |  | 0                         |  | 0                   |  | 0                    |  |             |  |                |  |     |
|                                        |  | 486                      |  | 5,227                 |  | 202                                         |  | 2,176                     |  | 688                 |  | 7,403                |  |             |  |                |  |     |
| <i>AH % by floor area:</i>             |  |                          |  |                       |  | <i>29.40% AH % by floor area due to mix</i> |  |                           |  |                     |  |                      |  |             |  |                |  |     |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>  |  | <b>Epsm</b>           |  | <b>Epsf</b>                                 |  | <b>total MV £ (no AH)</b> |  |                     |  |                      |  |             |  |                |  |     |
| 1 bed House                            |  | 180,000                  |  | 3,600                 |  | 334                                         |  |                           |  |                     |  | 30,888               |  |             |  |                |  |     |
| 2 bed House                            |  | 250,000                  |  | 3,165                 |  | 294                                         |  |                           |  |                     |  | 673,150              |  |             |  |                |  |     |
| 3 bed House                            |  | 290,000                  |  | 3,222                 |  | 299                                         |  |                           |  |                     |  | 806,165              |  |             |  |                |  |     |
| 4 bed House                            |  | 350,000                  |  | 3,182                 |  | 296                                         |  |                           |  |                     |  | 664,048              |  |             |  |                |  |     |
| 5 bed House                            |  | 0                        |  | #DIV/0!               |  | #DIV/0!                                     |  |                           |  |                     |  | 0                    |  |             |  |                |  |     |
| 1 bed Flat                             |  | 160,000                  |  | 3,200                 |  | 297                                         |  |                           |  |                     |  | 73,382               |  |             |  |                |  |     |
| 2 bed Flat                             |  | 190,000                  |  | 3,115                 |  | 289                                         |  |                           |  |                     |  | 0                    |  |             |  |                |  |     |
|                                        |  |                          |  |                       |  |                                             |  |                           |  |                     |  | 2,247,634            |  |             |  |                |  |     |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>  |  | <b>Epsm</b>           |  | <b>% of MV Shared ownership</b>             |  | <b>Epsm</b>               |  | <b>% of MV</b>      |  | <b>Intermediate</b>  |  | <b>Epsm</b> |  | <b>% of MV</b> |  |     |
| 1 bed House                            |  | 90,000                   |  | 1,800                 |  | 50%                                         |  | 126,000                   |  | 2,520               |  | 70%                  |  | 144,000     |  | 2,880          |  | 80% |
| 2 bed House                            |  | 125,000                  |  | 1,786                 |  | 50%                                         |  | 175,000                   |  | 2,500               |  | 70%                  |  | 200,000     |  | 2,857          |  | 80% |
| 3 bed House                            |  | 145,000                  |  | 1,726                 |  | 50%                                         |  | 203,000                   |  | 2,417               |  | 70%                  |  | 232,000     |  | 2,762          |  | 80% |
| 4 bed House                            |  | 175,000                  |  | 1,804                 |  | 50%                                         |  | 245,000                   |  | 2,526               |  | 70%                  |  | 250,000     |  | 2,577          |  | 71% |
| 5 bed House                            |  | 0                        |  | #DIV/0!               |  | 50%                                         |  | 0                         |  | #DIV/0!             |  | 70%                  |  | 0           |  | #DIV/0!        |  | 71% |
| 1 bed Flat                             |  | 80,000                   |  | 1,600                 |  | 50%                                         |  | 112,000                   |  | 2,240               |  | 70%                  |  | 128,000     |  | 2,560          |  | 80% |
| 2 bed Flat                             |  | 95,000                   |  | 1,557                 |  | 50%                                         |  | 133,000                   |  | 2,180               |  | 70%                  |  | 152,000     |  | 2,492          |  | 80% |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE                     |     |                       |               |                          |
|---------------------------------------------|-----|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |     |                       |               |                          |
| 1 bed House                                 | 0.2 | @                     | 180,000       | 30,888                   |
| 2 bed House                                 | 1.1 | @                     | 250,000       | 271,700                  |
| 3 bed House                                 | 2.1 | @                     | 290,000       | 615,264                  |
| 4 bed House                                 | 1.8 | @                     | 350,000       | 637,000                  |
| 5 bed House                                 | 0.0 | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.0 | @                     | 160,000       | -                        |
| 2 bed Flat                                  | 0.0 | @                     | 190,000       | -                        |
|                                             | 5.2 |                       |               | 1,554,852                |
| <b>Affordable Rent GDV -</b>                |     |                       |               |                          |
| 1 bed House                                 | 0.0 | @                     | 90,000        | -                        |
| 2 bed House                                 | 0.9 | @                     | 125,000       | 106,384                  |
| 3 bed House                                 | 0.3 | @                     | 145,000       | 50,589                   |
| 4 bed House                                 | 0.0 | @                     | 175,000       | 7,168                    |
| 5 bed House                                 | 0.0 | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.2 | @                     | 80,000        | 19,446                   |
| 2 bed Flat                                  | 0.0 | @                     | 95,000        | -                        |
|                                             | 1.5 |                       |               | 183,587                  |
| <b>Shared ownership</b>                     |     |                       |               |                          |
| 1 bed House                                 | 0.0 | @                     | 126,000       | -                        |
| 2 bed House                                 | 0.4 | @                     | 175,000       | 70,366                   |
| 3 bed House                                 | 0.2 | @                     | 203,000       | 33,461                   |
| 4 bed House                                 | 0.0 | @                     | 245,000       | 4,741                    |
| 5 bed House                                 | 0.0 | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.1 | @                     | 112,000       | 12,862                   |
| 2 bed Flat                                  | 0.0 | @                     | 133,000       | -                        |
|                                             | 0.7 |                       |               | 121,431                  |
| <b>Intermediate</b>                         |     |                       |               |                          |
| 2 bed House                                 | 0.0 | @                     | 144,000       | -                        |
| 3 bed House                                 | 0.3 | @                     | 200,000       | 69,371                   |
| 4 bed House                                 | 0.1 | @                     | 232,000       | 32,988                   |
| 5 bed House                                 | 0.0 | @                     | 250,000       | 4,173                    |
| 1 bed Flat                                  | 0.0 | @                     | 0             | -                        |
| 2 bed Flat                                  | 0.1 | @                     | 128,000       | 12,680                   |
| 0.00%                                       | 0.0 | @                     | 152,000       | -                        |
|                                             | 0.6 |                       |               | 119,212                  |
| <b>Sub-total GDV Residential</b>            |     |                       |               |                          |
|                                             | 8.0 |                       |               | 1,979,082                |
| <i>AH on-site cost analysis:</i>            |     |                       |               |                          |
|                                             |     |                       | £MV less EGDV | 268,552                  |
|                                             | 390 | £ psm (total GIA sqm) | 33,569        | £ per unit (total units) |
| <b>Grant</b>                                |     |                       |               |                          |
|                                             | 8   | @                     | 0             | -                        |
| <b>Total GDV</b>                            |     |                       |               |                          |
|                                             |     |                       |               | 1,979,082                |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |                                       |                          |                                 |           |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|---------------------------------|-----------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |                                 |           |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |                                 |           | (10,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |                                 |           | (3,080)            |
| CIL                                                                  | 486 sqm                               |                          | 143.29 £ psm                    |           | (69,579)           |
|                                                                      | CIL analysis:                         | 3.52% % of GDV           | 8,697 £ per unit (total units)  |           |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |                                 |           | -                  |
|                                                                      | Year 2                                | 0                        |                                 |           | -                  |
|                                                                      | Year 3                                | 0                        |                                 |           | -                  |
|                                                                      | Year 4                                | 0                        |                                 |           | -                  |
|                                                                      | Year 5                                | 0                        |                                 |           | -                  |
|                                                                      | Year 6                                | 0                        |                                 |           | -                  |
|                                                                      | Year 7                                | 0                        |                                 |           | -                  |
|                                                                      | Year 8                                | 0                        |                                 |           | -                  |
|                                                                      | Year 9                                | 0                        |                                 |           | -                  |
|                                                                      | Year 10                               | 0                        |                                 |           | -                  |
|                                                                      | total                                 | 8 units @                | 1,500 per unit                  | (12,000)  | (12,000)           |
|                                                                      | S106 analysis:                        | 0.61% % of GDV           | 1,500 £ per unit (total units)  |           |                    |
| AH Commuted Sum                                                      | 688 sqm (total)                       |                          | 0 £ psm                         |           | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% % of GDV           |                                 |           |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |                                 |           |                    |
| Site Clearance and Demolition                                        | 2.20 acres @                          |                          | 0 £ per acre (if brownfield)    |           | -                  |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |                                 |           | (20,456)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |                                 |           | (8,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |                                 |           | (975)              |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |                                 |           | (42,020)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |                                 |           | (28,000)           |
|                                                                      | total                                 | 2.20 acres @             | 0 per acre                      | (99,451)  | -                  |
|                                                                      | Infra. Costs analysis:                | 5.03% % of GDV           | 12,431 £ per unit (total units) |           |                    |
| 1 bed House                                                          | 9 sqm @                               |                          | 1,155 psm                       |           | (9,910)            |
| 2 bed House                                                          | 198 sqm @                             |                          | 1,155 psm                       |           | (228,994)          |
| 3 bed House                                                          | 246 sqm @                             |                          | 1,155 psm                       |           | (284,407)          |
| 4 bed House                                                          | 208 sqm @                             |                          | 1,155 psm                       |           | (239,889)          |
| 5 bed House                                                          | - sqm @                               |                          | 1,155 psm                       |           | -                  |
| 1 bed Flat                                                           | 27 sqm @                              |                          | 1,296 psm                       |           | (34,965)           |
| 2 bed Flat                                                           | 688 - sqm @                           |                          | 1,296 psm                       |           | -                  |
| External works                                                       | 798,164 @                             |                          | 15.0%<br>14,966 £ per unit      |           | (119,725)          |
| M4(2) Category 2 Housing                                             | 50% of All units                      | 8 units @                | 521 £ per dwelling              |           | (2,084)            |
| M4(3) Category 3 Housing                                             | 0% of All units                       | 8 units @                | 10,307 £ per dwelling           |           | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       | 8 units @                | 9 £ per dwelling                |           | (72)               |
| Contingency                                                          | 1,019,496 @                           |                          | 5.0%                            |           | (50,975)           |
| <b>Professional Fees</b>                                             | 1,019,496 @                           |                          | 10.0%                           |           | (101,950)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |                                 |           |                    |
| Marketing and Promotion                                              | 1,554,852 OMS @                       |                          | 1.50%                           |           | (23,323)           |
| Residential Sales Agent Costs                                        | 1,554,852 OMS @                       |                          | 1.50%                           |           | (23,323)           |
| Residential Sales Legal Costs                                        | 1,554,852 OMS @                       |                          | 0.50%                           |           | (7,774)            |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                             |                          | 0.604% pcm                      |           | (36,785)           |
| <b>Developers Profit -</b>                                           |                                       |                          |                                 |           |                    |
| Margin on AH                                                         | 305,018                               |                          | 6.00% on AH values              |           | (18,301)           |
| Profit on GDV                                                        | 1,554,852                             |                          | 20.00%                          |           | (310,970)          |
|                                                                      | 1,358,284                             |                          | 22.89% on costs                 | (310,970) |                    |
|                                                                      | 1,859,870                             |                          | 17.70% blended                  | (329,271) |                    |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |                                 |           | <b>(1,687,555)</b> |



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Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 291,527        |
| SDLT                        | 291,527 @         | 5.0% (slabbed)   |                    | (4,076)        |
| Acquisition Agent fees      | 291,527 @         | 1.0%             |                    | (2,915)        |
| Acquisition Legal fees      | 291,527 @         | 0.5%             |                    | (1,458)        |
| Interest on Land            | 291,527 @         | 7.5%             |                    | (21,865)       |
| Residual Land Value         |                   |                  |                    | <b>261,213</b> |
| <i>RLV analysis:</i>        | 32,652 £ per plot | 293,865 £ per ha | 118,925 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 9.0 dp net ha        |                        |                |
| Site Area (Resi)         |                   | 0.89 net ha          | 2.20 net acres         |                |
| <i>Density analysis:</i> |                   | 774 sqm/ha           | 3,370 sqft/ac          |                |
| Threshold Land Value     | 30,493 £ per plot | 274,434 £ per net ha | 111,062 £ per net acre | <b>243,942</b> |
|                          |                   | 90% Gross to net     | 0.99 Gross hectares    |                |

| BALANCE           |  |                 |                  |        |
|-------------------|--|-----------------|------------------|--------|
| Surplus/(Deficit) |  | 19,430 £ per ha | 7,863 £ per acre | 17,271 |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Greenfield allocation**

| SENSITIVITY ANALYSIS        |           | AH - % on site 35% |           |           |           |           |           |           |  |
|-----------------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| Balance (RLV - TLV)         | 17,271    | 0%                 | 15%       | 20%       | 25%       | 30%       | 35%       | 40%       |  |
| CIL Epsm<br>143.29          | 0         | 196,253            | 147,282   | 130,958   | 114,634   | 98,310    | 81,986    | 65,662    |  |
|                             | 80        | 140,668            | 100,034   | 86,489    | 72,945    | 59,400    | 45,855    | 32,311    |  |
|                             | 100       | 126,771            | 88,222    | 75,372    | 62,522    | 49,672    | 36,823    | 23,973    |  |
|                             | 120       | 112,792            | 76,410    | 64,255    | 52,100    | 39,945    | 27,790    | 15,635    |  |
|                             | 140       | 98,812             | 64,591    | 53,138    | 41,678    | 30,217    | 18,757    | 7,297     |  |
|                             | 160       | 84,831             | 52,707    | 41,999    | 31,255    | 20,490    | 9,725     | (1,041)   |  |
|                             | 180       | 70,851             | 40,824    | 30,815    | 20,806    | 10,763    | 692       | (9,378)   |  |
|                             | 200       | 56,870             | 28,940    | 19,630    | 10,321    | 1,011     | (8,341)   | (17,716)  |  |
|                             | 220       | 42,890             | 17,057    | 8,446     | (165)     | (8,776)   | (17,387)  | (26,054)  |  |
|                             | 240       | 28,909             | 5,174     | (2,738)   | (10,650)  | (18,562)  | (26,474)  | (34,392)  |  |
|                             | 260       | 14,929             | (6,710)   | (13,923)  | (21,135)  | (28,348)  | (35,561)  | (42,774)  |  |
|                             | 280       | 949                | (18,593)  | (25,107)  | (31,621)  | (38,135)  | (44,648)  | (51,162)  |  |
|                             | 300       | (13,032)           | (30,476)  | (36,291)  | (42,106)  | (47,921)  | (53,736)  | (59,551)  |  |
|                             | 320       | (27,012)           | (42,360)  | (47,476)  | (52,591)  | (57,707)  | (62,823)  | (67,939)  |  |
|                             | 340       | (40,993)           | (54,243)  | (58,660)  | (63,077)  | (67,493)  | (71,910)  | (76,327)  |  |
|                             | 360       | (54,973)           | (66,126)  | (69,844)  | (73,562)  | (77,280)  | (80,998)  | (84,715)  |  |
|                             | 380       | (68,954)           | (78,010)  | (81,029)  | (84,047)  | (87,066)  | (90,085)  | (93,104)  |  |
|                             | 400       | (82,934)           | (89,893)  | (92,213)  | (94,533)  | (96,852)  | (99,172)  | (101,492) |  |
|                             | 420       | (96,914)           | (101,776) | (103,397) | (105,018) | (106,639) | (108,259) | (109,880) |  |
|                             | 440       | (110,895)          | (113,660) | (114,582) | (115,503) | (116,425) | (117,347) | (118,268) |  |
| 460                         | (124,875) | (125,543)          | (125,766) | (125,989) | (126,211) | (126,434) | (126,657) |           |  |
| 480                         | (138,906) | (137,427)          | (136,950) | (136,474) | (135,997) | (135,521) | (135,045) |           |  |
| 500                         | (152,971) | (149,310)          | (148,135) | (146,959) | (145,784) | (144,608) | (143,433) |           |  |
| 520                         | (167,035) | (161,244)          | (159,319) | (157,444) | (155,570) | (153,696) | (151,821) |           |  |
| 540                         | (181,100) | (173,199)          | (170,566) | (167,932) | (165,356) | (162,783) | (160,210) |           |  |
| Balance (RLV - TLV)         | 17,271    | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
| Site Specific S106<br>1,500 | -         | 107,740            | 51,124    | 39,778    | 28,433    | 17,087    | 5,741     | (5,605)   |  |
|                             | 1,500     | 96,512             | 39,963    | 28,617    | 17,271    | 5,926     | (5,420)   | (16,766)  |  |
|                             | 3,000     | 85,283             | 28,802    | 17,456    | 6,110     | (5,235)   | (16,581)  | (27,927)  |  |
|                             | 4,500     | 74,055             | 17,595    | 6,295     | (5,051)   | (16,396)  | (27,742)  | (39,088)  |  |
|                             | 6,000     | 62,826             | 6,366     | (4,926)   | (16,218)  | (27,558)  | (38,903)  | (50,249)  |  |
|                             | 7,500     | 51,598             | (4,862)   | (16,154)  | (27,446)  | (38,739)  | (50,064)  | (61,410)  |  |
|                             | 9,000     | 40,369             | (16,091)  | (27,383)  | (38,675)  | (49,967)  | (61,259)  | (72,571)  |  |
|                             | 10,500    | 29,141             | (27,320)  | (38,612)  | (49,904)  | (61,196)  | (72,488)  | (83,780)  |  |
|                             | 12,000    | 17,912             | (38,548)  | (49,840)  | (61,132)  | (72,424)  | (83,716)  | (95,008)  |  |
|                             | 13,500    | 6,683              | (49,777)  | (61,069)  | (72,361)  | (83,653)  | (94,945)  | (106,237) |  |
|                             | 15,000    | (4,545)            | (61,005)  | (72,297)  | (83,589)  | (94,881)  | (106,173) | (117,465) |  |
|                             | 16,500    | (15,774)           | (72,234)  | (83,526)  | (94,818)  | (106,110) | (117,402) | (128,694) |  |
|                             | 18,000    | (27,002)           | (83,462)  | (94,754)  | (106,046) | (117,338) | (128,630) | (139,922) |  |
|                             | 19,500    | (38,231)           | (94,691)  | (105,983) | (117,275) | (128,567) | (139,859) | (151,151) |  |
|                             | 21,000    | (49,459)           | (105,919) | (117,211) | (128,503) | (139,795) | (151,087) | (162,379) |  |
|                             | 22,500    | (60,688)           | (117,148) | (128,440) | (139,732) | (151,024) | (162,316) | (173,608) |  |
|                             | 24,000    | (71,916)           | (128,376) | (139,668) | (150,960) | (162,252) | (173,544) | (184,836) |  |
| 25,500                      | (83,145)  | (139,605)          | (150,897) | (162,189) | (173,481) | (184,773) | (196,065) |           |  |
| 27,000                      | (94,373)  | (150,833)          | (162,125) | (173,417) | (184,709) | (196,001) | (207,310) |           |  |
| 28,500                      | (105,602) | (162,062)          | (173,354) | (184,660) | (195,976) | (207,291) | (218,607) |           |  |
| 30,000                      | (116,830) | (173,295)          | (184,641) | (195,956) | (207,272) | (218,588) | (229,903) |           |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Greenfield allocation**

|                     |                               | AH - % on site 35% |           |                           |           |           |           |           |           |       |       |
|---------------------|-------------------------------|--------------------|-----------|---------------------------|-----------|-----------|-----------|-----------|-----------|-------|-------|
|                     |                               | 17,271             | 0%        | 25%                       | 30%       | 35%       | 40%       | 45%       | 50%       |       |       |
| Balance (RLV - TLV) |                               | 17,271             |           |                           |           |           |           |           |           |       |       |
|                     |                               | 50,000             | 230,631   | 174,082                   | 162,737   | 151,391   | 140,045   | 128,699   | 117,353   |       |       |
|                     |                               | 75,000             | 175,720   | 119,171                   | 107,826   | 96,480    | 85,134    | 73,788    | 62,442    |       |       |
|                     | TLV (per net acre)<br>111,062 | 100,000            | 120,809   | 64,260                    | 52,914    | 41,569    | 30,223    | 18,877    | 7,531     |       |       |
|                     |                               | 125,000            | 65,898    | 9,349                     | (1,997)   | (13,343)  | (24,688)  | (36,034)  | (47,380)  |       |       |
|                     |                               | 150,000            | 10,987    | (45,562)                  | (56,908)  | (68,254)  | (79,599)  | (90,945)  | (102,291) |       |       |
|                     |                               | 175,000            | (43,925)  | (100,473)                 | (111,819) | (123,165) | (134,511) | (145,856) | (157,202) |       |       |
|                     |                               | 200,000            | (98,836)  | (155,384)                 | (166,730) | (178,076) | (189,422) | (200,768) | (212,113) |       |       |
|                     |                               | 225,000            | (153,747) | (210,295)                 | (221,641) | (232,987) | (244,333) | (255,679) | (267,024) |       |       |
| 250,000             |                               | (208,658)          | (265,206) | (276,552)                 | (287,898) | (299,244) | (310,590) | (321,936) |           |       |       |
| 275,000             | (263,569)                     | (320,118)          | (331,463) | (342,809)                 | (354,155) | (365,501) | (376,847) |           |           |       |       |
|                     |                               | AH - % on site 35% |           |                           |           |           |           |           |           |       |       |
|                     |                               | 17,271             | 0%        | 25%                       | 30%       | 35%       | 40%       | 45%       | 50%       |       |       |
| Balance (RLV - TLV) | 5                             |                    | (133,643) | (190,103)                 | (201,395) | (212,687) | (224,018) | (235,364) | (246,710) |       |       |
|                     | 10                            | 125,281            | 68,706    | 57,360                    | 46,014    | 34,669    | 23,323    | 11,977    |           |       |       |
|                     | Density (dph)<br>9            | 15                 | 211,589   | 154,935                   | 143,589   | 132,243   | 120,898   | 109,552   | 98,206    |       |       |
|                     |                               | 20                 | 254,743   | 198,050                   | 186,704   | 175,358   | 164,012   | 152,666   | 141,320   |       |       |
|                     |                               | 22                 | 266,512   | 209,808                   | 198,462   | 187,116   | 175,771   | 164,425   | 153,079   |       |       |
|                     |                               | 25                 | 280,635   | 223,918                   | 212,573   | 201,227   | 189,881   | 178,535   | 167,189   |       |       |
|                     |                               | 30                 | 297,893   | 241,164                   | 229,818   | 218,472   | 207,127   | 195,781   | 184,435   |       |       |
|                     |                               | 35                 | 310,212   | 253,483                   | 242,137   | 230,791   | 219,445   | 208,099   | 196,753   |       |       |
|                     |                               | 40                 | 319,451   | 262,721                   | 251,376   | 240,030   | 228,684   | 217,338   | 205,992   |       |       |
|                     |                               | 45                 | 326,636   | 269,907                   | 258,561   | 247,215   | 235,870   | 224,524   | 213,178   |       |       |
|                     |                               | 50                 | 332,385   | 275,656                   | 264,310   | 252,964   | 241,618   | 230,272   | 218,927   |       |       |
|                     |                               | AH - % on site 35% |           |                           |           |           |           |           |           |       |       |
|                     |                               | 17,271             | 0%        | 25%                       | 30%       | 35%       | 40%       | 45%       | 50%       |       |       |
| Balance (RLV - TLV) | 95%                           | 148,040            | 88,561    | 76,666                    | 64,770    | 52,874    | 40,979    | 29,083    |           |       |       |
|                     | 100%                          | 96,512             | 39,963    | 28,617                    | 17,271    | 5,926     | (5,420)   | (16,766)  |           |       |       |
|                     | Build rate (Epsm)             | 105%               | 44,854    | (8,840)                   | (19,579)  | (30,318)  | (41,057)  | (51,819)  | (62,615)  |       |       |
|                     |                               | 110%               | (6,804)   | (57,732)                  | (67,918)  | (78,104)  | (88,289)  | (98,475)  | (108,661) |       |       |
|                     |                               | 115%               | (58,462)  | (106,624)                 | (116,257) | (125,889) | (135,522) | (145,155) | (154,787) |       |       |
|                     |                               | 120%               | (110,120) | (155,516)                 | (164,596) | (173,675) | (182,755) | (191,834) | (200,913) |       |       |
|                     |                               | 125%               | (161,966) | (204,631)                 | (213,164) | (221,697) | (230,231) | (239,303) | (249,552) |       |       |
|                     |                               | 130%               | (213,936) | (257,136)                 | (266,411) | (275,686) | (284,961) | (294,236) | (303,512) |       |       |
|                     |                               |                    |           | AH - % on site 35%        |           |           |           |           |           |       |       |
|                     |                               | 17,271             | 0%        | 25%                       | 30%       | 35%       | 40%       | 45%       | 50%       |       |       |
| Balance (RLV - TLV) | 75%                           | (313,916)          | (263,270) | (253,141)                 | (243,011) | (232,961) | (224,249) | (215,549) |           |       |       |
|                     | 80%                           | (222,543)          | (199,014) | (194,308)                 | (189,639) | (185,000) | (180,360) | (175,721) |           |       |       |
|                     | Changes in sales values (£)   | 85%                | (142,457) | (139,175)                 | (138,519) | (137,862) | (137,206) | (136,549) | (135,893) |       |       |
|                     |                               | 90%                | (62,801)  | (79,433)                  | (82,759)  | (86,086)  | (89,412)  | (92,738)  | (96,065)  |       |       |
|                     |                               | 95%                | 16,855    | (19,691)                  | (27,000)  | (34,309)  | (41,646)  | (49,027)  | (56,409)  |       |       |
|                     |                               | 100%               | 96,512    | 39,963                    | 28,617    | 17,271    | 5,926     | (5,420)   | (16,766)  |       |       |
|                     |                               | 105%               | 175,978   | 99,428                    | 84,117    | 68,807    | 53,497    | 38,187    | 22,877    |       |       |
|                     |                               | 110%               | 255,264   | 158,892                   | 139,618   | 120,343   | 101,069   | 81,794    | 62,520    |       |       |
|                     |                               | 115%               | 334,550   | 218,356                   | 195,118   | 171,879   | 148,640   | 125,401   | 102,143   |       |       |
|                     |                               | 120%               | 413,836   | 277,821                   | 250,618   | 223,415   | 196,192   | 168,916   | 141,641   |       |       |
|                     |                               | 125%               | 493,122   | 337,265                   | 306,039   | 274,814   | 243,589   | 212,364   | 181,138   |       |       |
|                     |                               |                    |           | Site Specific S106 £1,500 |           |           |           |           |           |       |       |
|                     |                               |                    |           | 17,271                    | -         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500 | 9,000 |
| Balance (RLV - TLV) | 0                             | 93,147             | 81,986    | 70,825                    | 59,664    | 48,503    | 37,342    | 26,181    |           |       |       |
|                     | 40                            | 75,082             | 63,921    | 52,760                    | 41,599    | 30,438    | 19,276    | 8,115     |           |       |       |
|                     | CIL Epsm<br>143.29            | 80                 | 57,016    | 45,855                    | 34,694    | 23,533    | 12,372    | 1,211     | (9,950)   |       |       |
|                     |                               | 143                | 28,564    | 17,402                    | 6,241     | (4,920)   | (16,086)  | (27,315)  | (38,543)  |       |       |
|                     |                               | 160                | 20,886    | 9,725                     | (1,436)   | (12,597)  | (23,810)  | (35,039)  | (46,267)  |       |       |
|                     |                               | 200                | 2,820     | (8,341)                   | (19,528)  | (30,756)  | (41,985)  | (53,213)  | (64,442)  |       |       |
|                     |                               | 240                | (15,245)  | (26,474)                  | (37,702)  | (48,931)  | (60,159)  | (71,388)  | (82,617)  |       |       |
|                     |                               | 280                | (33,420)  | (44,648)                  | (55,877)  | (67,105)  | (78,334)  | (89,563)  | (100,791) |       |       |
|                     |                               | 320                | (51,594)  | (62,823)                  | (74,051)  | (85,280)  | (96,509)  | (107,737) | (118,966) |       |       |
|                     |                               | 360                | (69,769)  | (80,998)                  | (92,226)  | (103,455) | (114,683) | (125,912) | (137,140) |       |       |
|                     |                               | 400                | (87,944)  | (99,172)                  | (110,401) | (121,629) | (132,858) | (144,086) | (155,315) |       |       |
|                     |                               | 440                | (106,118) | (117,347)                 | (128,575) | (139,804) | (151,032) | (162,261) | (173,489) |       |       |
|                     |                               | 480                | (124,293) | (135,521)                 | (146,750) | (157,978) | (169,207) | (180,435) | (191,664) |       |       |
|                     |                               | 520                | (142,467) | (153,696)                 | (164,924) | (176,153) | (187,382) | (198,610) | (209,839) |       |       |
|                     |                               | 560                | (160,642) | (171,870)                 | (183,103) | (194,332) | (205,561) | (216,790) | (228,019) |       |       |
|                     |                               | 600                | (178,816) | (190,091)                 | (201,388) | (212,684) | (223,981) | (235,278) | (246,575) |       |       |
|                     |                               | 640                | (197,019) | (208,376)                 | (219,672) | (230,969) | (242,266) | (253,563) | (264,860) |       |       |
| 680                 | (215,364)                     | (226,660)          | (238,029) | (249,326)                 | (260,623) | (271,920) | (283,217) |           |           |       |       |
| 720                 | (233,822)                     | (246,817)          | (259,953) | (273,088)                 | (286,223) | (299,358) | (312,494) |           |           |       |       |
| 760                 | (252,443)                     | (268,078)          | (281,214) | (294,349)                 | (307,484) | (320,620) | (333,755) |           |           |       |       |
| 800                 | (271,204)                     | (289,339)          | (302,475) | (315,610)                 | (328,745) | (341,881) | (355,016) |           |           |       |       |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **B**  
 Title: **15 No. Units**  
 Notes: **Greenfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                            |                             |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|----------------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 15 Units                             |                          |                            |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                            |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%                      |                             |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%                      |                             |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%                      |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                            |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |                            |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |                            |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units                 | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 0.0                                  | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| 2 bed House                            | 20.9%                   | 2.0                                  | 57.4%                    | 3.0                        | 34%                         | 5.0           |         |         |  |
| 3 bed House                            | 40.8%                   | 4.0                                  | 23.5%                    | 1.2                        | 36%                         | 5.2           |         |         |  |
| 4 bed House                            | 35.0%                   | 3.4                                  | 2.8%                     | 0.1                        | 24%                         | 3.6           |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 0.9                        | 6%                          | 0.9           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 9.8                                  | 100.0%                   | 5.3                        | 100%                        | 14.7          |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          | 58.0                       | 624                         |               |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          | 79.0                       | 850                         |               |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          | 90.0                       | 969                         |               |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          | 110.0                      | 1,184                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          | 50.0                       | 538                         |               |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          | 70.0                       | 753                         |               |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          | 84.0                       | 904                         |               |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          | 97.0                       | 1,044                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)                     | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 0                       | 0                                    | 0                        | 0                          | 0                           | 0             |         |         |  |
| 2 bed House                            | 161                     | 1,733                                | 211                      | 2,269                      | 372                         | 4,001         |         |         |  |
| 3 bed House                            | 358                     | 3,854                                | 104                      | 1,116                      | 462                         | 4,970         |         |         |  |
| 4 bed House                            | 375                     | 4,041                                | 14                       | 151                        | 389                         | 4,192         |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                          | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 51                       | 544                        | 51                          | 544           |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0                          | 0                           | 0             |         |         |  |
|                                        | 894                     | 9,627                                | 379                      | 4,080                      | 1,273                       | 13,707        |         |         |  |
| AH % by floor area:                    |                         | 29.77% AH % by floor area due to mix |                          |                            |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV £ (no AH)         |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 0                          |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 1,262,156                  |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 1,511,560                  |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 1,245,090                  |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                          |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 137,592                    |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 0                          |                             |               |         |         |  |
|                                        |                         |                                      |                          | 4,156,398                  |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm                       | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000                    | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000                    | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000                    | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000                    | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                          | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000                    | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000                    | 2,180                       | 152,000       | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |               |                          |
|----------------------------------|----------------------------|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b>                 |                            |                       |               |                          |
|                                  | (part houses due to % mix) |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 180,000       | -                        |
| 2 bed House                      | 2.0                        | @                     | 250,000       | 509,438                  |
| 3 bed House                      | 4.0                        | @                     | 290,000       | 1,153,620                |
| 4 bed House                      | 3.4                        | @                     | 350,000       | 1,194,375                |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.0                        | @                     | 160,000       | -                        |
| 2 bed Flat                       | 0.0                        | @                     | 190,000       | -                        |
|                                  | 9.4                        |                       |               | 2,857,433                |
| <b>Affordable Rent GDV -</b>     |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 90,000        | -                        |
| 2 bed House                      | 1.6                        | @                     | 125,000       | 199,470                  |
| 3 bed House                      | 0.7                        | @                     | 145,000       | 94,854                   |
| 4 bed House                      | 0.1                        | @                     | 175,000       | 13,439                   |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.5                        | @                     | 80,000        | 36,462                   |
| 2 bed Flat                       | 0.0                        | @                     | 95,000        | -                        |
|                                  | 2.8                        |                       |               | 344,226                  |
| <b>Shared ownership</b>          |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 126,000       | -                        |
| 2 bed House                      | 0.8                        | @                     | 175,000       | 131,937                  |
| 3 bed House                      | 0.3                        | @                     | 203,000       | 62,740                   |
| 4 bed House                      | 0.0                        | @                     | 245,000       | 8,889                    |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.2                        | @                     | 112,000       | 24,117                   |
| 2 bed Flat                       | 0.0                        | @                     | 133,000       | -                        |
|                                  | 1.3                        |                       |               | 227,683                  |
| <b>Intermediate</b>              |                            |                       |               |                          |
| 2 bed House                      | 0.0                        | @                     | 144,000       | -                        |
| 3 bed House                      | 0.7                        | @                     | 200,000       | 130,070                  |
| 4 bed House                      | 0.3                        | @                     | 232,000       | 61,852                   |
| 5 bed House                      | 0.0                        | @                     | 250,000       | 7,825                    |
| 1 bed Flat                       | 0.0                        | @                     | 0             | -                        |
| 2 bed Flat                       | 0.2                        | @                     | 128,000       | 23,776                   |
| 0.00%                            | 0.0                        | @                     | 152,000       | -                        |
|                                  | 1.1                        |                       |               | 223,522                  |
| <b>Sub-total GDV Residential</b> |                            |                       |               |                          |
|                                  | 14.7                       |                       |               | 3,652,863                |
| <i>AH on-site cost analysis:</i> |                            |                       |               |                          |
|                                  |                            |                       | £MV less £GDV | 503,535                  |
|                                  | 395                        | £ psm (total GIA sqm) | 33,569        | £ per unit (total units) |
| <b>Grant</b>                     |                            |                       |               |                          |
|                                  | 15                         | @                     | 0             | -                        |
| <b>Total GDV</b>                 |                            |                       |               |                          |
|                                  |                            |                       |               | 3,652,863                |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |                                       |                          |            |                                |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|------------|--------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |            |                                |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |            |                                | (20,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |            |                                | (5,775)            |
| CIL                                                                  |                                       | 894 sqm                  |            | 143.29 £ psm                   | (128,155)          |
|                                                                      | CIL analysis:                         | 3.51% % of GDV           |            | 8,544 £ per unit (total units) |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |            |                                | -                  |
|                                                                      | Year 2                                | 0                        |            |                                | -                  |
|                                                                      | Year 3                                | 0                        |            |                                | -                  |
|                                                                      | Year 4                                | 0                        |            |                                | -                  |
|                                                                      | Year 5                                | 0                        |            |                                | -                  |
|                                                                      | Year 6                                | 0                        |            |                                | -                  |
|                                                                      | Year 7                                | 0                        |            |                                | -                  |
|                                                                      | Year 8                                | 0                        |            |                                | -                  |
|                                                                      | Year 9                                | 0                        |            |                                | -                  |
|                                                                      | Year 10                               | 0                        |            |                                | -                  |
|                                                                      | total                                 | 15 units @               |            | 1,500 per unit                 | (22,500)           |
|                                                                      | S106 analysis:                        | 0.62% % of GDV           |            | 1,500 £ per unit (total units) |                    |
| AH Commuted Sum                                                      |                                       | 1,273 sqm (total)        |            | 0 £ psm                        | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% % of GDV           |            |                                |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |            |                                |                    |
| Site Clearance and Demolition                                        |                                       | 2.18 acres @             |            | 0 £ per acre (if brownfield)   | -                  |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |            |                                | (38,355)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |            |                                | (15,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |            |                                | (1,828)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |            |                                | (41,711)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |            |                                | (52,500)           |
|                                                                      | total                                 | 2.18 acres @             |            | 0 per acre                     | (149,394)          |
|                                                                      | Infra. Costs analysis:                | 4.09% % of GDV           |            | 9,960 £ per unit (total units) |                    |
| 1 bed House                                                          |                                       | - sqm @                  |            | 1,155 psm                      | -                  |
| 2 bed House                                                          |                                       | 372 sqm @                |            | 1,155 psm                      | (429,364)          |
| 3 bed House                                                          |                                       | 462 sqm @                |            | 1,155 psm                      | (533,262)          |
| 4 bed House                                                          |                                       | 389 sqm @                |            | 1,155 psm                      | (449,792)          |
| 5 bed House                                                          |                                       | - sqm @                  |            | 1,155 psm                      | -                  |
| 1 bed Flat                                                           |                                       | 51 sqm @                 |            | 1,296 psm                      | (65,559)           |
| 2 bed Flat                                                           | 1,273                                 | - sqm @                  |            | 1,296 psm                      | -                  |
| External works                                                       |                                       | 1,477,977 @              |            | 15.0%<br>14,780 £ per unit     | (221,697)          |
| M4(2) Category 2 Housing                                             |                                       | 50% of All units         | 15 units @ | 521 £ per dwelling             | (3,908)            |
| M4(3) Category 3 Housing                                             |                                       | 0% of All units          | 15 units @ | 10,307 £ per dwelling          | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                          | 15 units @ | 9 £ per dwelling               | (135)              |
| Contingency                                                          |                                       | 1,853,110 @              |            | 5.0%                           | (92,655)           |
| Professional Fees                                                    |                                       | 1,853,110 @              |            | 10.0%                          | (185,311)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |            |                                |                    |
| Marketing and Promotion                                              |                                       | 2,857,433 OMS @          |            | 1.50%                          | (42,861)           |
| Residential Sales Agent Costs                                        |                                       | 2,857,433 OMS @          |            | 1.50%                          | (42,861)           |
| Residential Sales Legal Costs                                        |                                       | 2,857,433 OMS @          |            | 0.50%                          | (14,287)           |
| Interest (on Development Costs) -                                    |                                       | 7.50% APR                |            | 0.604% pcm                     | (50,114)           |
| <b>Developers Profit -</b>                                           |                                       |                          |            |                                |                    |
| Margin on AH                                                         |                                       | 571,909                  |            | 6.00% on AH values             | (34,315)           |
| Profit on GDV                                                        |                                       | 2,857,433                |            | 20.00%                         | (571,487)          |
|                                                                      |                                       | 2,457,630                |            | 23.25% on costs                | (571,487)          |
|                                                                      |                                       | 3,429,341                |            | 17.67% blended                 | (605,801)          |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |            |                                | <b>(3,063,431)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 589,432        |
| SDLT                        | 589,432 @         | 5.0% (slabbed)   |                    | (18,972)       |
| Acquisition Agent fees      | 589,432 @         | 1.0%             |                    | (5,894)        |
| Acquisition Legal fees      | 589,432 @         | 0.5%             |                    | (2,947)        |
| Interest on Land            | 589,432 @         | 7.5%             |                    | (44,207)       |
| Residual Land Value         |                   |                  |                    | <b>517,411</b> |
| <i>RLV analysis:</i>        | 34,494 £ per plot | 586,400 £ per ha | 237,313 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      | 17.0 dp net ha    |                      |                        |                |
| Site Area (Resi)         | 0.88 net ha       | 2.18 net acres       |                        |                |
| <i>Density analysis:</i> | 1,443 sqm/ha      | 6,287 sqft/ac        |                        |                |
| Threshold Land Value     | 16,143 £ per plot | 274,434 £ per net ha | 111,062 £ per net acre | <b>242,148</b> |
|                          | 90%               | Gross to net         | 0.98 Gross hectares    |                |

| BALANCE           |                  |                    |                |
|-------------------|------------------|--------------------|----------------|
| Surplus/(Deficit) | 311,965 £ per ha | 126,251 £ per acre | <b>275,264</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS |         | AH - % on site 35% |          |          |           |           |           |           |  |
|----------------------|---------|--------------------|----------|----------|-----------|-----------|-----------|-----------|--|
| Balance (RLV - TLV)  | 275,264 | 0%                 | 25%      | 30%      | 35%       | 40%       | 45%       | 50%       |  |
|                      | 0       | 585,220            | 444,955  | 416,902  | 388,821   | 360,571   | 332,320   | 304,070   |  |
|                      | 80      | 487,281            | 371,783  | 348,608  | 325,433   | 302,258   | 278,984   | 255,582   |  |
|                      | 100     | 462,743            | 353,490  | 331,535  | 309,579   | 287,624   | 265,649   | 243,460   |  |
|                      | 120     | 438,205            | 335,197  | 314,461  | 293,725   | 272,990   | 252,254   | 231,338   |  |
|                      | 140     | 413,667            | 316,904  | 297,388  | 277,872   | 258,355   | 238,839   | 219,216   |  |
| CIL Epsm             | 160     | 389,129            | 298,525  | 280,314  | 262,018   | 243,721   | 225,424   | 207,094   |  |
| 143.29               | 180     | 364,591            | 280,122  | 263,228  | 246,164   | 229,087   | 212,009   | 194,932   |  |
|                      | 200     | 340,053            | 261,718  | 246,051  | 230,310   | 214,452   | 198,595   | 182,737   |  |
|                      | 220     | 315,515            | 243,315  | 228,875  | 214,435   | 199,818   | 185,180   | 170,542   |  |
|                      | 240     | 290,976            | 224,911  | 211,698  | 198,485   | 185,183   | 171,765   | 158,346   |  |
|                      | 260     | 266,302            | 206,508  | 194,522  | 182,535   | 170,549   | 158,350   | 146,151   |  |
|                      | 280     | 241,615            | 188,104  | 177,345  | 166,586   | 155,826   | 144,935   | 133,956   |  |
|                      | 300     | 216,929            | 169,701  | 160,168  | 150,636   | 141,104   | 131,520   | 121,760   |  |
|                      | 320     | 192,243            | 151,297  | 142,992  | 134,686   | 126,381   | 118,075   | 109,565   |  |
|                      | 340     | 167,556            | 132,894  | 125,815  | 118,736   | 111,658   | 104,579   | 97,370    |  |
|                      | 360     | 142,870            | 114,460  | 108,638  | 102,787   | 96,935    | 91,084    | 85,174    |  |
|                      | 380     | 118,184            | 95,945   | 91,462   | 86,837    | 82,212    | 77,588    | 72,963    |  |
|                      | 400     | 93,497             | 77,431   | 74,217   | 70,887    | 67,489    | 64,092    | 60,694    |  |
|                      | 420     | 68,811             | 58,916   | 56,937   | 54,938    | 52,767    | 50,596    | 48,425    |  |
|                      | 440     | 44,124             | 40,401   | 39,656   | 38,912    | 38,044    | 37,100    | 36,156    |  |
|                      | 460     | 19,385             | 21,886   | 22,376   | 22,866    | 23,321    | 23,604    | 23,887    |  |
|                      | 480     | (5,450)            | 3,371    | 5,095    | 6,819     | 8,543     | 10,108    | 11,618    |  |
|                      | 500     | (30,286)           | (15,143) | (12,185) | (9,227)   | (6,268)   | (3,388)   | (651)     |  |
|                      | 520     | (55,122)           | (33,658) | (29,466) | (25,273)  | (21,080)  | (16,888)  | (12,920)  |  |
|                      | 540     | (79,957)           | (52,173) | (46,746) | (41,319)  | (35,892)  | (30,465)  | (25,189)  |  |
|                      |         | AH - % on site 35% |          |          |           |           |           |           |  |
| Balance (RLV - TLV)  | 275,264 | 0%                 | 25%      | 30%      | 35%       | 40%       | 45%       | 50%       |  |
|                      | -       | 429,693            | 333,837  | 314,521  | 295,206   | 275,890   | 256,574   | 237,044   |  |
|                      | 1,500   | 409,630            | 313,895  | 294,579  | 275,264   | 255,948   | 236,632   | 217,222   |  |
|                      | 3,000   | 389,568            | 293,839  | 274,637  | 255,322   | 236,006   | 216,690   | 197,375   |  |
|                      | 4,500   | 369,505            | 273,777  | 254,631  | 235,380   | 216,064   | 196,748   | 177,433   |  |
|                      | 6,000   | 349,443            | 253,714  | 234,568  | 215,423   | 196,122   | 176,806   | 157,491   |  |
| Site Specific S106   | 7,500   | 329,380            | 233,652  | 214,506  | 195,360   | 176,180   | 156,864   | 137,549   |  |
| 1,500                | 9,000   | 309,318            | 213,589  | 194,443  | 175,298   | 156,152   | 136,922   | 117,607   |  |
|                      | 10,500  | 289,255            | 193,527  | 174,381  | 155,235   | 136,089   | 116,944   | 97,665    |  |
|                      | 12,000  | 269,073            | 173,464  | 154,318  | 135,173   | 116,027   | 96,881    | 77,723    |  |
|                      | 13,500  | 248,889            | 153,401  | 134,256  | 115,110   | 95,964    | 76,819    | 57,673    |  |
|                      | 15,000  | 228,705            | 133,339  | 114,193  | 95,048    | 75,902    | 56,756    | 37,610    |  |
|                      | 16,500  | 208,521            | 113,239  | 94,131   | 74,985    | 55,839    | 36,694    | 17,548    |  |
|                      | 18,000  | 188,338            | 93,056   | 73,999   | 54,923    | 35,777    | 16,631    | (2,515)   |  |
|                      | 19,500  | 168,154            | 72,872   | 53,815   | 34,759    | 15,702    | (3,431)   | (22,577)  |  |
|                      | 21,000  | 147,970            | 52,688   | 33,632   | 14,575    | (4,481)   | (23,538)  | (42,640)  |  |
|                      | 22,500  | 127,786            | 32,504   | 13,448   | (5,609)   | (24,665)  | (43,722)  | (62,778)  |  |
|                      | 24,000  | 107,602            | 12,320   | (6,736)  | (25,792)  | (44,849)  | (63,905)  | (82,962)  |  |
|                      | 25,500  | 87,419             | (7,863)  | (26,920) | (45,976)  | (65,033)  | (84,089)  | (103,145) |  |
|                      | 27,000  | 67,235             | (28,047) | (47,104) | (66,160)  | (85,216)  | (104,273) | (123,329) |  |
|                      | 28,500  | 47,051             | (48,231) | (67,287) | (86,344)  | (105,400) | (124,457) | (143,513) |  |
|                      | 30,000  | 26,866             | (68,415) | (87,471) | (106,528) | (125,584) | (144,640) | (163,697) |  |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **B**  
 Title: **15 No. Units**  
 Notes: **Greenfield allocation**

|                     |                               | AH - % on site 35% |          |          |          |           |           |           |          |
|---------------------|-------------------------------|--------------------|----------|----------|----------|-----------|-----------|-----------|----------|
|                     |                               | 275,264            | 0%       | 25%      | 30%      | 35%       | 40%       | 45%       | 50%      |
| Balance (RLV - TLV) | 275,264                       |                    |          |          |          |           |           |           |          |
|                     | 50,000                        | 542,763            | 447,028  | 427,712  | 408,397  | 389,081   | 369,765   | 350,355   |          |
|                     | 75,000                        | 488,256            | 392,521  | 373,205  | 353,889  | 334,574   | 315,258   | 295,847   |          |
|                     | TLV (per net acre)<br>111,062 | 100,000            | 433,749  | 338,013  | 318,698  | 299,382   | 280,066   | 260,751   | 241,340  |
|                     |                               | 125,000            | 379,241  | 283,506  | 264,190  | 244,875   | 225,559   | 206,243   | 186,833  |
|                     |                               | 150,000            | 324,734  | 228,999  | 209,683  | 190,367   | 171,052   | 151,736   | 132,325  |
|                     |                               | 175,000            | 270,227  | 174,491  | 155,176  | 135,860   | 116,544   | 97,229    | 77,818   |
|                     |                               | 200,000            | 215,719  | 119,984  | 100,668  | 81,353    | 62,037    | 42,721    | 23,311   |
|                     |                               | 225,000            | 161,212  | 65,476   | 46,161   | 26,845    | 7,530     | (11,786)  | (31,197) |
|                     |                               | 250,000            | 106,705  | 10,969   | (8,347)  | (27,662)  | (46,978)  | (66,293)  | (85,704) |
| 275,000             |                               | 52,197             | (43,538) | (62,854) | (82,169) | (101,485) | (120,801) | (140,211) |          |

|                     |    | AH - % on site 35% |           |           |           |           |           |           |     |
|---------------------|----|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
|                     |    | 275,264            | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50% |
| Balance (RLV - TLV) | 5  | (271,939)          | (367,668) | (386,813) | (406,035) | (425,351) | (444,666) | (463,982) |     |
|                     | 10 | 210,839            | 115,111   | 95,867    | 76,552    | 57,236    | 37,920    | 18,577    |     |
| Density (dph)<br>17 | 15 | 371,765            | 276,037   | 256,729   | 237,414   | 218,098   | 198,782   | 179,385   |     |
|                     | 20 | 452,228            | 356,476   | 337,160   | 317,845   | 298,529   | 279,213   | 259,788   |     |
|                     | 21 | 463,723            | 367,966   | 348,651   | 329,335   | 310,019   | 290,704   | 271,275   |     |
|                     | 25 | 500,506            | 404,735   | 385,419   | 366,103   | 346,788   | 327,472   | 308,031   |     |
|                     | 30 | 532,691            | 436,907   | 417,591   | 398,276   | 378,960   | 359,645   | 340,192   |     |
|                     | 35 | 555,681            | 459,887   | 440,572   | 421,256   | 401,940   | 382,625   | 363,164   |     |
|                     | 40 | 572,923            | 477,123   | 457,807   | 438,491   | 419,176   | 399,860   | 380,394   |     |
|                     | 45 | 586,333            | 490,528   | 471,212   | 451,896   | 432,581   | 413,265   | 393,794   |     |
|                     | 50 | 597,062            | 501,252   | 481,936   | 462,621   | 443,305   | 423,989   | 404,515   |     |

|                     |      | AH - % on site 35% |           |           |           |           |           |           |     |
|---------------------|------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
|                     |      | 275,264            | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50% |
| Balance (RLV - TLV) | 95%  | 505,939            | 404,837   | 384,564   | 364,291   | 343,894   | 323,377   | 302,859   |     |
|                     | 100% | 409,630            | 313,895   | 294,579   | 275,264   | 255,948   | 236,632   | 217,222   |     |
| Build rate (Epsm)   | 105% | 313,322            | 222,409   | 204,227   | 186,044   | 167,862   | 149,520   | 131,161   |     |
|                     | 110% | 216,578            | 130,917   | 113,698   | 96,478    | 79,259    | 62,040    | 44,821    |     |
|                     | 115% | 119,688            | 38,941    | 22,792    | 6,643     | (9,507)   | (25,656)  | (41,856)  |     |
|                     | 120% | 22,765             | (53,104)  | (68,284)  | (83,465)  | (98,645)  | (113,825) | (129,005) |     |
|                     | 125% | (74,712)           | (145,580) | (159,754) | (173,927) | (188,101) | (202,275) | (216,448) |     |
|                     | 130% | (172,188)          | (239,245) | (254,593) | (269,940) | (285,288) | (300,635) | (315,999) |     |

|                     |           | AH - % on site 35% |           |           |           |           |           |           |     |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
|                     |           | 275,264            | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50% |
| Balance (RLV - TLV) | 75%       | (347,156)          | (241,279) | (221,821) | (203,712) | (185,603) | (167,690) | (149,788) |     |
|                     | 80%       | (181,847)          | (128,458) | (117,913) | (107,402) | (96,892)  | (86,382)  | (76,074)  |     |
|                     | 85%       | (33,218)           | (17,548)  | (14,429)  | (11,311)  | (8,358)   | (5,435)   | (2,512)   |     |
|                     | 90%       | 114,693            | 93,216    | 88,783    | 84,349    | 79,916    | 75,483    | 70,818    |     |
|                     | 95%       | 262,507            | 203,559   | 191,769   | 179,980   | 168,048   | 156,058   | 144,067   |     |
|                     | 100%      | 409,630            | 313,895   | 294,579   | 275,264   | 255,948   | 236,632   | 217,222   |     |
|                     | 105%      | 556,754            | 423,769   | 397,129   | 370,488   | 343,847   | 317,665   | 290,202   |     |
|                     | 110%      | 703,471            | 533,644   | 499,678   | 465,666   | 431,505   | 397,343   | 363,181   |     |
|                     | 115%      | 849,970            | 643,459   | 602,000   | 560,540   | 519,080   | 477,621   | 436,140   |     |
|                     | 120%      | 996,470            | 752,929   | 704,171   | 655,414   | 606,656   | 557,899   | 508,892   |     |
| 125%                | 1,142,676 | 862,399            | 806,343   | 750,287   | 694,188   | 637,916   | 581,645   |           |     |

|                     |           | Site Specific S106<br>£1,500 |           |           |           |           |           |           |       |
|---------------------|-----------|------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------|
|                     |           | 275,264                      | -         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000 |
| Balance (RLV - TLV) | 0         | 408,644                      | 388,821   | 368,907   | 348,965   | 329,023   | 309,081   | 289,139   |       |
|                     | 40        | 377,083                      | 357,141   | 337,199   | 317,257   | 297,315   | 277,373   | 257,431   |       |
|                     | 80        | 345,375                      | 325,433   | 305,491   | 285,549   | 265,607   | 245,665   | 225,723   |       |
|                     | 143       | 295,435                      | 275,493   | 255,551   | 235,610   | 215,654   | 195,591   | 175,529   |       |
|                     | 160       | 281,960                      | 262,018   | 242,076   | 222,134   | 202,097   | 182,034   | 161,972   |       |
|                     | 200       | 250,252                      | 230,310   | 210,322   | 190,260   | 170,197   | 150,135   | 130,072   |       |
|                     | 240       | 218,544                      | 198,485   | 178,423   | 158,360   | 138,298   | 118,235   | 98,173    |       |
|                     | 280       | 186,648                      | 166,586   | 146,523   | 126,461   | 106,398   | 86,336    | 66,273    |       |
|                     | 320       | 154,749                      | 134,686   | 114,624   | 94,561    | 74,499    | 54,436    | 34,270    |       |
|                     | 360       | 122,849                      | 102,787   | 82,724    | 62,662    | 42,545    | 22,361    | 2,177     |       |
|                     | 400       | 90,950                       | 70,887    | 50,820    | 30,636    | 10,453    | (9,731)   | (29,915)  |       |
|                     | 440       | 59,050                       | 38,912    | 18,728    | (1,456)   | (21,640)  | (41,823)  | (62,007)  |       |
|                     | 480       | 27,003                       | 6,819     | (13,364)  | (33,548)  | (53,732)  | (73,916)  | (94,100)  |       |
|                     | 520       | (5,089)                      | (25,273)  | (45,457)  | (65,640)  | (85,824)  | (106,008) | (126,261) |       |
|                     | 560       | (37,181)                     | (57,365)  | (77,549)  | (97,733)  | (117,936) | (138,241) | (158,547) |       |
|                     | 600       | (69,274)                     | (89,458)  | (109,641) | (129,916) | (150,222) | (170,528) | (190,834) |       |
|                     | 640       | (101,366)                    | (121,591) | (141,897) | (162,202) | (182,508) | (202,814) | (223,120) |       |
|                     | 680       | (133,571)                    | (153,877) | (174,183) | (194,489) | (214,795) | (235,662) | (256,274) |       |
| 720                 | (165,858) | (186,163)                    | (206,469) | (226,775) | (247,093) | (267,205) | (287,862) |           |       |
| 760                 | (198,144) | (218,450)                    | (239,913) | (263,524) | (287,135) | (310,877) | (334,631) |           |       |
| 800                 | (230,430) | (253,843)                    | (277,455) | (301,138) | (324,892) | (348,646) | (372,400) |           |       |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                            |                             |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|----------------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 30 Units                             |                          |                            |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                            |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%                      |                             |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%                      |                             |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%                      |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                            |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |                            |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |                            |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units                 | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 0.6                                  | 0.0%                     | 0.0                        | 2%                          | 0.6           |         |         |  |
| 2 bed House                            | 20.9%                   | 4.1                                  | 57.4%                    | 6.0                        | 34%                         | 10.1          |         |         |  |
| 3 bed House                            | 40.8%                   | 8.0                                  | 23.5%                    | 2.5                        | 35%                         | 10.4          |         |         |  |
| 4 bed House                            | 35.0%                   | 6.8                                  | 2.8%                     | 0.3                        | 24%                         | 7.1           |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 1.7                        | 6%                          | 1.7           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 19.5                                 | 100.0%                   | 10.5                       | 100%                        | 30.0          |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          | 58.0                       | 624                         |               |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          | 79.0                       | 850                         |               |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          | 90.0                       | 969                         |               |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          | 110.0                      | 1,184                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          | 50.0                       | 538                         |               |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          | 70.0                       | 753                         |               |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          | 84.0                       | 904                         |               |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          | 97.0                       | 1,044                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)                     | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 37                      | 402                                  | 0                        | 0                          | 37                          | 402           |         |         |  |
| 2 bed House                            | 322                     | 3,466                                | 422                      | 4,537                      | 743                         | 8,003         |         |         |  |
| 3 bed House                            | 716                     | 7,707                                | 207                      | 2,232                      | 923                         | 9,939         |         |         |  |
| 4 bed House                            | 751                     | 8,081                                | 28                       | 303                        | 779                         | 8,384         |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                          | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 101                      | 1,089                      | 101                         | 1,089         |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0                          | 0                           | 0             |         |         |  |
|                                        | 1,826                   | 19,656                               | 758                      | 8,161                      | 2,584                       | 27,817        |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |                            |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV (£ no AH)         |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 115,830                    |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 2,524,313                  |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 3,023,120                  |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 2,490,180                  |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                          |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 275,184                    |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 0                          |                             |               |         |         |  |
|                                        |                         |                                      |                          | 8,428,626                  |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm                       | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000                    | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000                    | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000                    | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000                    | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                          | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000                    | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000                    | 2,180                       | 152,000       | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 0.6                        | @                     | 180,000 | 115,830                         |
| 2 bed House                      | 4.1                        | @                     | 250,000 | 1,018,875                       |
| 3 bed House                      | 8.0                        | @                     | 290,000 | 2,307,240                       |
| 4 bed House                      | 6.8                        | @                     | 350,000 | 2,388,750                       |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 19.5                       |                       |         | 5,830,695                       |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 3.2                        | @                     | 125,000 | 398,941                         |
| 3 bed House                      | 1.3                        | @                     | 145,000 | 189,708                         |
| 4 bed House                      | 0.2                        | @                     | 175,000 | 26,879                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.9                        | @                     | 80,000  | 72,924                          |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 5.6                        |                       |         | 688,452                         |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 1.5                        | @                     | 175,000 | 263,873                         |
| 3 bed House                      | 0.6                        | @                     | 203,000 | 125,479                         |
| 4 bed House                      | 0.1                        | @                     | 245,000 | 17,779                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.4                        | @                     | 112,000 | 48,234                          |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 2.6                        |                       |         | 455,365                         |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 1.3                        | @                     | 200,000 | 260,140                         |
| 4 bed House                      | 0.5                        | @                     | 232,000 | 123,704                         |
| 5 bed House                      | 0.1                        | @                     | 250,000 | 15,649                          |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 0.4                        | @                     | 128,000 | 47,552                          |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 2.3                        |                       |         | 447,045                         |
| <b>Sub-total GDV Residential</b> | <b>30.0</b>                |                       |         | <b>7,421,557</b>                |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 390                        | £ psm (total GIA sqm) |         | £MV less EGDV 1,007,069         |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 30                         | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>7,421,557</b>                |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |                                       |                          |            |                                |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|------------|--------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |            |                                |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |            |                                | (30,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |            |                                | (11,550)           |
| CIL                                                                  |                                       | 1,826 sqm                |            | 143.29 £ psm                   | (261,659)          |
|                                                                      | CIL analysis:                         | 3.53% % of GDV           |            | 8,722 £ per unit (total units) |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |            |                                | -                  |
|                                                                      | Year 2                                | 0                        |            |                                | -                  |
|                                                                      | Year 3                                | 0                        |            |                                | -                  |
|                                                                      | Year 4                                | 0                        |            |                                | -                  |
|                                                                      | Year 5                                | 0                        |            |                                | -                  |
|                                                                      | Year 6                                | 0                        |            |                                | -                  |
|                                                                      | Year 7                                | 0                        |            |                                | -                  |
|                                                                      | Year 8                                | 0                        |            |                                | -                  |
|                                                                      | Year 9                                | 0                        |            |                                | -                  |
|                                                                      | Year 10                               | 0                        |            |                                | -                  |
|                                                                      | total                                 | 30 units @               |            | 1,500 per unit                 | (45,000)           |
|                                                                      | S106 analysis:                        | 0.61% % of GDV           |            | 1,500 £ per unit (total units) |                    |
| AH Commuted Sum                                                      |                                       | 2,584 sqm (total)        |            | 0 £ psm                        | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% % of GDV           |            |                                |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |            |                                |                    |
| Site Clearance and Demolition                                        |                                       | 3.71 acres @             |            | 0 £ per acre (if brownfield)   | -                  |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |            |                                | (76,710)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |            |                                | (30,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |            |                                | (3,657)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |            |                                | (79,772)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |            |                                | (105,000)          |
|                                                                      | total                                 | 3.71 acres @             |            | 0 per acre                     | (295,139)          |
|                                                                      | Infra. Costs analysis:                | 3.98% % of GDV           |            | 9,838 £ per unit (total units) |                    |
| 1 bed House                                                          |                                       | 37 sqm @                 |            | 1,155 psm                      | (43,108)           |
| 2 bed House                                                          |                                       | 743 sqm @                |            | 1,155 psm                      | (858,727)          |
| 3 bed House                                                          |                                       | 923 sqm @                |            | 1,155 psm                      | (1,066,525)        |
| 4 bed House                                                          |                                       | 779 sqm @                |            | 1,155 psm                      | (899,584)          |
| 5 bed House                                                          |                                       | - sqm @                  |            | 1,155 psm                      | -                  |
| 1 bed Flat                                                           |                                       | 101 sqm @                |            | 1,296 psm                      | (131,117)          |
| 2 bed Flat                                                           | 2,584                                 | - sqm @                  |            | 1,296 psm                      | -                  |
| External works                                                       |                                       | 2,999,062 @              |            | 15.0%<br>14,995 £ per unit     | (449,859)          |
| M4(2) Category 2 Housing                                             |                                       | 50% of All units         | 30 units @ | 521 £ per dwelling             | (7,815)            |
| M4(3) Category 3 Housing                                             |                                       | 0% of All units          | 30 units @ | 10,307 £ per dwelling          | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                          | 30 units @ | 9 £ per dwelling               | (270)              |
| Contingency                                                          |                                       | 3,752,144 @              |            | 5.0%                           | (187,607)          |
| Professional Fees                                                    |                                       | 3,752,144 @              |            | 10.0%                          | (375,214)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |            |                                |                    |
| Marketing and Promotion                                              |                                       | 5,830,695 OMS @          |            | 1.50%                          | (87,460)           |
| Residential Sales Agent Costs                                        |                                       | 5,830,695 OMS @          |            | 1.50%                          | (87,460)           |
| Residential Sales Legal Costs                                        |                                       | 5,830,695 OMS @          |            | 0.50%                          | (29,153)           |
| Interest (on Development Costs) -                                    |                                       | 7.50% APR                |            | 0.604% pcm                     | (53,262)           |
| <b>Developers Profit -</b>                                           |                                       |                          |            |                                |                    |
| Margin on AH                                                         |                                       | 1,143,817                |            | 6.00% on AH values             | (68,629)           |
| Profit on GDV                                                        |                                       | 5,830,695                |            | 20.00%                         | (1,166,139)        |
|                                                                      |                                       | 4,920,511                |            | 23.70% on costs                | (1,166,139)        |
|                                                                      |                                       | 6,974,512                |            | 17.70% blended                 | (1,234,768)        |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |            |                                | <b>(6,155,279)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 1,266,278        |
| SDLT                        | 1,266,278 @       |                  | 5.0% (slabbed)     | (52,814)         |
| Acquisition Agent fees      | 1,266,278 @       |                  | 1.0%               | (12,663)         |
| Acquisition Legal fees      | 1,266,278 @       |                  | 0.5%               | (6,331)          |
| Interest on Land            | 1,266,278 @       |                  | 7.5%               | (94,971)         |
| Residual Land Value         |                   |                  |                    | <b>1,099,499</b> |
| <i>RLV analysis:</i>        | 36,650 £ per plot | 732,999 £ per ha | 296,641 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 20.0 dp net ha       |                        |                |
| Site Area (Resi)         |                   | 1.50 net ha          | 3.71 net acres         |                |
| <i>Density analysis:</i> |                   | 1,723 sqm/ha         | 7,505 sqft/ac          |                |
| Threshold Land Value     | 15,437 £ per plot | 308,737 £ per net ha | 124,944 £ per net acre | <b>463,105</b> |
|                          |                   | 80% Gross to net     | 1.88 Gross hectares    |                |

| BALANCE           |  |                  |                    |                |
|-------------------|--|------------------|--------------------|----------------|
| Surplus/(Deficit) |  | 424,263 £ per ha | 171,697 £ per acre | <b>636,394</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS |         | AH - % on site 35% |           |           |           |           |           |           |  |
|----------------------|---------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| Balance (RLV - TLV)  | 636,394 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
|                      | 0       | 1,280,786          | 1,000,413 | 942,493   | 883,189   | 821,824   | 759,293   | 695,813   |  |
|                      | 80      | 1,060,029          | 838,870   | 793,148   | 746,263   | 697,521   | 646,202   | 593,716   |  |
|                      | 100     | 1,004,524          | 798,178   | 755,448   | 711,675   | 666,166   | 617,804   | 568,054   |  |
|                      | 120     | 948,756            | 757,295   | 717,639   | 676,962   | 634,634   | 589,406   | 542,393   |  |
|                      | 140     | 892,915            | 716,305   | 679,711   | 642,153   | 602,985   | 561,008   | 516,732   |  |
| CIL Epsm             | 160     | 836,904            | 675,175   | 641,599   | 607,145   | 571,217   | 532,581   | 491,070   |  |
| 143.29               | 180     | 780,725            | 633,883   | 603,409   | 572,026   | 539,289   | 504,012   | 465,409   |  |
|                      | 200     | 724,464            | 592,504   | 565,021   | 536,805   | 507,207   | 475,273   | 439,600   |  |
|                      | 220     | 667,946            | 550,905   | 526,519   | 501,373   | 475,000   | 446,390   | 413,784   |  |
|                      | 240     | 611,428            | 509,246   | 487,899   | 465,835   | 442,668   | 417,363   | 387,967   |  |
|                      | 260     | 554,570            | 467,366   | 449,081   | 430,188   | 410,158   | 388,189   | 362,151   |  |
|                      | 280     | 497,710            | 425,412   | 410,176   | 394,328   | 377,501   | 358,865   | 336,334   |  |
|                      | 300     | 440,589            | 383,278   | 371,088   | 358,357   | 344,712   | 329,391   | 310,441   |  |
|                      | 320     | 383,386            | 341,024   | 331,878   | 322,274   | 311,791   | 299,764   | 284,379   |  |
|                      | 340     | 326,182            | 298,636   | 292,553   | 285,978   | 278,688   | 269,963   | 258,147   |  |
|                      | 360     | 268,979            | 256,077   | 253,033   | 249,579   | 245,431   | 240,001   | 231,741   |  |
|                      | 380     | 211,776            | 213,432   | 213,436   | 213,064   | 212,036   | 209,880   | 205,160   |  |
|                      | 400     | 154,246            | 170,564   | 173,635   | 176,345   | 178,517   | 179,600   | 178,396   |  |
|                      | 420     | 96,697             | 127,662   | 133,720   | 139,523   | 144,810   | 149,157   | 151,441   |  |
|                      | 440     | 39,148             | 84,759    | 93,678    | 102,564   | 110,960   | 118,550   | 124,305   |  |
|                      | 460     | (18,401)           | 41,857    | 53,635    | 65,414    | 76,981    | 87,792    | 96,984    |  |
|                      | 480     | (76,005)           | (1,059)   | 13,593    | 28,232    | 42,866    | 56,880    | 69,477    |  |
|                      | 500     | (133,902)          | (44,221)  | (26,449)  | (8,950)   | 8,549     | 25,795    | 41,782    |  |
|                      | 520     | (191,799)          | (87,383)  | (66,650)  | (46,132)  | (25,773)  | (5,461)   | 13,896    |  |
|                      | 540     | (249,696)          | (130,545) | (106,934) | (83,323)  | (60,095)  | (36,876)  | (14,169)  |  |
| Balance (RLV - TLV)  | 636,394 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
|                      | -       | 928,452            | 753,344   | 716,867   | 679,316   | 640,007   | 597,689   | 553,615   |  |
|                      | 1,500   | 883,729            | 709,539   | 673,472   | 636,394   | 597,764   | 556,336   | 512,510   |  |
|                      | 3,000   | 838,847            | 665,618   | 629,822   | 593,260   | 555,274   | 514,849   | 471,406   |  |
|                      | 4,500   | 793,854            | 621,460   | 586,028   | 549,880   | 512,534   | 473,064   | 430,097   |  |
|                      | 6,000   | 748,861            | 577,211   | 542,086   | 506,300   | 469,540   | 430,948   | 388,745   |  |
| Site Specific S106   | 7,500   | 703,660            | 532,757   | 497,899   | 462,516   | 426,289   | 388,504   | 347,392   |  |
| 1,500                | 9,000   | 658,395            | 488,146   | 453,541   | 418,525   | 382,778   | 345,752   | 305,936   |  |
|                      | 10,500  | 613,130            | 443,424   | 409,030   | 374,325   | 339,005   | 302,685   | 264,054   |  |
|                      | 12,000  | 567,603            | 398,466   | 364,307   | 329,871   | 294,965   | 259,256   | 221,735   |  |
|                      | 13,500  | 522,065            | 353,427   | 319,388   | 285,190   | 250,656   | 215,493   | 178,965   |  |
|                      | 15,000  | 476,480            | 308,162   | 274,327   | 240,310   | 206,074   | 171,404   | 135,711   |  |
|                      | 16,500  | 430,666            | 262,767   | 229,062   | 195,228   | 161,232   | 126,957   | 91,982    |  |
|                      | 18,000  | 384,852            | 217,228   | 183,584   | 149,940   | 116,128   | 82,155    | 47,770    |  |
|                      | 19,500  | 339,038            | 171,471   | 137,958   | 104,401   | 70,757    | 37,028    | 3,077     |  |
|                      | 21,000  | 293,224            | 125,657   | 92,144    | 58,631    | 25,117    | (8,425)   | (42,071)  |  |
|                      | 22,500  | 247,410            | 79,843    | 46,330    | 12,817    | (20,697)  | (54,210)  | (87,723)  |  |
|                      | 24,000  | 201,554            | 34,030    | 516       | (32,997)  | (66,511)  | (100,024) | (133,537) |  |
|                      | 25,500  | 155,463            | (11,863)  | (45,328)  | (78,811)  | (112,324) | (145,838) | (179,351) |  |
|                      | 27,000  | 109,372            | (57,954)  | (91,419)  | (124,884) | (158,349) | (191,814) | (225,279) |  |
|                      | 28,500  | 63,281             | (104,044) | (137,510) | (170,975) | (204,440) | (237,905) | (271,370) |  |
|                      | 30,000  | 17,190             | (150,135) | (183,600) | (217,065) | (250,531) | (283,996) | (317,461) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

|                     |         | AH - % on site 35% |         |         |         |         |         |          |
|---------------------|---------|--------------------|---------|---------|---------|---------|---------|----------|
| Balance (RLV - TLV) | 636,394 | 0%                 | 25%     | 30%     | 35%     | 40%     | 45%     | 50%      |
|                     | 50,000  | 1,161,509          | 987,319 | 951,252 | 914,174 | 875,544 | 834,116 | 790,290  |
|                     | 75,000  | 1,068,847          | 894,656 | 858,589 | 821,512 | 782,882 | 741,454 | 697,628  |
| TLV (per net acre)  | 100,000 | 976,184            | 801,994 | 765,927 | 728,849 | 690,219 | 648,791 | 604,965  |
| 124,944             | 125,000 | 883,522            | 709,331 | 673,264 | 636,187 | 597,557 | 556,129 | 512,303  |
|                     | 150,000 | 790,859            | 616,669 | 580,602 | 543,524 | 504,894 | 463,466 | 419,640  |
|                     | 175,000 | 698,197            | 524,006 | 487,939 | 450,862 | 412,232 | 370,804 | 326,978  |
|                     | 200,000 | 605,534            | 431,344 | 395,277 | 358,199 | 319,569 | 278,141 | 234,315  |
|                     | 225,000 | 512,872            | 338,681 | 302,614 | 265,537 | 226,907 | 185,479 | 141,653  |
|                     | 250,000 | 420,209            | 246,019 | 209,952 | 172,874 | 134,244 | 92,816  | 48,990   |
|                     | 275,000 | 327,547            | 153,356 | 117,289 | 80,212  | 41,582  | 154     | (43,672) |

|                     |         | AH - % on site 35% |           |           |             |             |             |             |
|---------------------|---------|--------------------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV) | 636,394 | 0%                 | 25%       | 30%       | 35%         | 40%         | 45%         | 50%         |
|                     | 5       | (780,150)          | (930,302) | (964,935) | (1,000,090) | (1,036,198) | (1,074,274) | (1,116,637) |
|                     | 10      | 336,028            | 163,337   | 127,763   | 91,315      | 53,505      | 13,094      | (30,443)    |
| Density (dph)       | 15      | 701,236            | 527,507   | 491,574   | 454,723     | 416,397     | 375,287     | 331,526     |
| 20                  | 20      | 883,729            | 709,539   | 673,472   | 636,394     | 597,764     | 556,336     | 512,510     |
| 20                  | 25      | 993,200            | 818,758   | 782,543   | 745,379     | 706,585     | 664,965     | 621,101     |
|                     | 26      | 1,010,042          | 835,561   | 799,323   | 762,139     | 723,327     | 681,678     | 637,807     |
|                     | 30      | 1,066,181          | 891,571   | 855,257   | 818,005     | 779,132     | 737,385     | 693,495     |
|                     | 35      | 1,118,310          | 943,665   | 907,196   | 869,880     | 830,951     | 789,113     | 745,205     |
|                     | 40      | 1,157,406          | 982,545   | 946,150   | 908,787     | 869,816     | 827,909     | 783,987     |
|                     | 45      | 1,187,815          | 1,012,862 | 976,447   | 939,047     | 900,031     | 858,084     | 814,151     |
|                     | 50      | 1,212,142          | 1,037,117 | 1,000,685 | 963,256     | 924,201     | 882,224     | 838,282     |

|                     |         | AH - % on site 35% |           |           |           |           |           |           |
|---------------------|---------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV) | 636,394 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                     | 95%     | 1,080,404          | 892,241   | 852,984   | 812,520   | 770,243   | 725,314   | 679,060   |
|                     | 100%    | 883,729            | 709,539   | 673,472   | 636,394   | 597,764   | 556,336   | 512,510   |
| Build rate (Epsm)   | 105%    | 685,483            | 525,155   | 492,266   | 458,687   | 423,949   | 386,863   | 345,850   |
|                     | 110%    | 485,571            | 338,613   | 308,815   | 278,696   | 247,918   | 215,649   | 178,897   |
|                     | 115%    | 283,966            | 149,118   | 122,148   | 95,179    | 68,052    | 40,594    | 11,435    |
|                     | 120%    | 81,590             | (41,847)  | (66,534)  | (91,222)  | (115,954) | (140,742) | (165,531) |
|                     | 125%    | (121,570)          | (233,877) | (256,339) | (278,800) | (301,261) | (323,723) | (346,184) |
|                     | 130%    | (325,628)          | (426,986) | (447,278) | (470,006) | (493,601) | (517,196) | (540,791) |

|                             |         | AH - % on site 0% |           |           |           |           |           |           |
|-----------------------------|---------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)         | 636,394 | 0%                | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                             | 75%     | (707,440)         | (444,929) | (399,951) | (355,046) | (310,359) | (265,861) | (225,622) |
|                             | 80%     | (355,762)         | (209,963) | (181,058) | (152,247) | (123,725) | (95,469)  | (77,467)  |
| Cahnges in sales values (E) | 85%     | (42,638)          | 23,341    | 36,355    | 49,028    | 60,591    | 68,865    | 70,028    |
|                             | 90%     | 268,452           | 254,866   | 251,223   | 246,824   | 240,907   | 231,580   | 217,522   |
|                             | 95%     | 577,618           | 483,200   | 463,186   | 442,233   | 419,688   | 394,018   | 365,016   |
|                             | 100%    | 883,729           | 709,539   | 673,472   | 636,394   | 597,764   | 556,336   | 512,510   |
|                             | 105%    | 1,187,547         | 934,624   | 882,684   | 829,863   | 775,503   | 718,653   | 660,005   |
|                             | 110%    | 1,489,824         | 1,158,809 | 1,091,282 | 1,022,901 | 953,052   | 880,969   | 807,499   |
|                             | 115%    | 1,790,762         | 1,382,426 | 1,299,440 | 1,215,603 | 1,130,429 | 1,043,286 | 954,993   |
|                             | 120%    | 2,090,776         | 1,605,650 | 1,507,330 | 1,408,117 | 1,307,757 | 1,205,602 | 1,102,487 |
|                             | 125%    | 2,389,955         | 1,828,418 | 1,714,856 | 1,600,520 | 1,484,957 | 1,367,919 | 1,249,982 |

|                     |         | Site Specific S106 |           |           |           |           |           |           |
|---------------------|---------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |         | £1,500             | £1,500    | £1,500    | £1,500    | £1,500    | £1,500    | £1,500    |
| Balance (RLV - TLV) | 636,394 | -                  | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |           |
|                     | 0       | 924,963            | 883,189   | 841,232   | 799,091   | 756,729   | 714,145   | 671,369   |
|                     | 40      | 857,099            | 814,992   | 772,692   | 730,204   | 687,525   | 644,650   | 601,518   |
|                     | 80      | 788,654            | 746,263   | 703,645   | 660,806   | 617,772   | 574,541   | 531,110   |
|                     | 143     | 679,821            | 636,902   | 593,767   | 550,391   | 506,814   | 463,033   | 419,045   |
|                     | 160     | 650,243            | 607,145   | 563,850   | 520,354   | 476,655   | 432,734   | 388,563   |
|                     | 200     | 580,202            | 536,805   | 493,148   | 449,284   | 405,214   | 360,933   | 316,440   |
| CIL Epsm            | 240     | 509,599            | 465,835   | 421,864   | 377,677   | 333,230   | 288,570   | 243,710   |
| 143.29              | 280     | 436,464            | 394,328   | 349,981   | 305,422   | 260,664   | 215,671   | 170,439   |
|                     | 320     | 366,733            | 322,274   | 277,552   | 232,625   | 187,496   | 142,162   | 96,619    |
|                     | 360     | 294,404            | 249,579   | 204,553   | 159,288   | 113,783   | 68,069    | 22,255    |
|                     | 400     | 221,541            | 176,345   | 130,943   | 85,333    | 39,519    | (6,295)   | (52,109)  |
|                     | 440     | 148,103            | 102,564   | 56,782    | 10,968    | (34,845)  | (80,659)  | (126,743) |
|                     | 480     | 74,046             | 28,232    | (17,582)  | (63,396)  | (109,375) | (155,466) | (201,557) |
|                     | 520     | (318)              | (46,132)  | (92,007)  | (138,098) | (184,189) | (230,280) | (276,464) |
|                     | 560     | (74,683)           | (120,730) | (166,821) | (212,912) | (259,003) | (305,361) | (351,730) |
|                     | 600     | (149,453)          | (195,544) | (241,635) | (287,888) | (334,257) | (380,627) | (426,996) |
|                     | 640     | (224,267)          | (270,415) | (316,784) | (363,154) | (409,523) | (456,540) | (503,784) |
|                     | 680     | (299,311)          | (345,681) | (392,050) | (438,420) | (480,343) | (524,587) | (568,831) |
|                     | 720     | (374,577)          | (420,947) | (469,903) | (524,147) | (578,391) | (632,635) | (687,125) |
|                     | 760     | (449,903)          | (503,707) | (557,951) | (612,195) | (666,561) | (721,133) | (775,705) |
|                     | 800     | (537,511)          | (591,755) | (645,999) | (700,569) | (755,141) | (809,713) | (864,344) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 50 Units                             |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 1.1                                  | 0.0%                     | 0.0        | 2%                          | 1.1                |         |         |  |
| 2 bed House                            | 20.9%                   | 6.8                                  | 57.4%                    | 10.0       | 34%                         | 16.8               |         |         |  |
| 3 bed House                            | 40.8%                   | 13.3                                 | 23.5%                    | 4.1        | 35%                         | 17.4               |         |         |  |
| 4 bed House                            | 35.0%                   | 11.4                                 | 2.8%                     | 0.5        | 24%                         | 11.9               |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 2.9        | 6%                          | 2.9                |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| Total number of units                  | 100.0%                  | 32.5                                 | 100.0%                   | 17.5       | 100%                        | 50.0               |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 62                      | 670                                  | 0                        | 0          | 62                          | 670                |         |         |  |
| 2 bed House                            | 537                     | 5,776                                | 703                      | 7,562      | 1,239                       | 13,338             |         |         |  |
| 3 bed House                            | 1,193                   | 12,846                               | 346                      | 3,720      | 1,539                       | 16,566             |         |         |  |
| 4 bed House                            | 1,251                   | 13,468                               | 47                       | 504        | 1,298                       | 13,973             |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 169                      | 1,815      | 169                         | 1,815              |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
|                                        | 3,043                   | 32,760                               | 1,264                    | 13,601     | 4,307                       | 46,361             |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 193,050            |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 4,207,188          |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 5,038,533          |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 4,150,300          |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 458,640            |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 0                  |         |         |  |
|                                        |                         |                                      |                          |            |                             | 14,047,710         |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 1.1                        | @                     | 180,000 | 193,050                         |
| 2 bed House                      | 6.8                        | @                     | 250,000 | 1,698,125                       |
| 3 bed House                      | 13.3                       | @                     | 290,000 | 3,845,400                       |
| 4 bed House                      | 11.4                       | @                     | 350,000 | 3,981,250                       |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 32.5                       |                       |         | 9,717,825                       |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 5.3                        | @                     | 125,000 | 664,902                         |
| 3 bed House                      | 2.2                        | @                     | 145,000 | 316,180                         |
| 4 bed House                      | 0.3                        | @                     | 175,000 | 44,798                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 1.5                        | @                     | 80,000  | 121,540                         |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 9.3                        |                       |         | 1,147,420                       |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 2.5                        | @                     | 175,000 | 439,788                         |
| 3 bed House                      | 1.0                        | @                     | 203,000 | 209,132                         |
| 4 bed House                      | 0.1                        | @                     | 245,000 | 29,631                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.7                        | @                     | 112,000 | 80,390                          |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 4.4                        |                       |         | 758,942                         |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 2.2                        | @                     | 200,000 | 433,566                         |
| 4 bed House                      | 0.9                        | @                     | 232,000 | 206,173                         |
| 5 bed House                      | 0.1                        | @                     | 250,000 | 26,082                          |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 0.6                        | @                     | 128,000 | 79,253                          |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 3.8                        |                       |         | 745,074                         |
| <b>Sub-total GDV Residential</b> | <b>49.9</b>                |                       |         | <b>12,369,261</b>               |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 390                        | £ psm (total GIA sqm) |         | £MV less EGDV 1,678,449         |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 50                         | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>12,369,261</b>               |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |                                           |                          |                                |             |                     |
|----------------------------------------------------------------------|-------------------------------------------|--------------------------|--------------------------------|-------------|---------------------|
| <b>Initial Payments -</b>                                            |                                           |                          |                                |             |                     |
| Planning Application Professional Fees, Surveys and reports          |                                           |                          |                                |             | (60,000)            |
| Statutory Planning Fees (Residential)                                |                                           |                          |                                |             | (19,250)            |
| CIL                                                                  | 3,043 sqm                                 |                          | 143.29 £ psm                   |             | (436,098)           |
|                                                                      | CIL analysis:                             | 3.53% % of GDV           | 8,722 £ per unit (total units) |             |                     |
| Site Specific S106 Contributions                                     | Year 1                                    | 0                        |                                |             | -                   |
|                                                                      | Year 2                                    | 0                        |                                |             | -                   |
|                                                                      | Year 3                                    | 0                        |                                |             | -                   |
|                                                                      | Year 4                                    | 0                        |                                |             | -                   |
|                                                                      | Year 5                                    | 0                        |                                |             | -                   |
|                                                                      | Year 6                                    | 0                        |                                |             | -                   |
|                                                                      | Year 7                                    | 0                        |                                |             | -                   |
|                                                                      | Year 8                                    | 0                        |                                |             | -                   |
|                                                                      | Year 9                                    | 0                        |                                |             | -                   |
|                                                                      | Year 10                                   | 0                        |                                |             | -                   |
|                                                                      | total                                     | 50 units @               | 1,500 per unit                 | (75,000)    | (75,000)            |
|                                                                      | S106 analysis:                            | 0.61% % of GDV           | 1,500 £ per unit (total units) |             |                     |
| AH Commuted Sum                                                      | 4,307 sqm (total)                         |                          | 0 £ psm                        |             | -                   |
|                                                                      | Comm. Sum analysis:                       | 0.00% % of GDV           |                                |             |                     |
| <b>Construction Costs -</b>                                          |                                           |                          |                                |             |                     |
| Site Clearance and Demolition                                        | 5.62 acres @                              |                          | 0 £ per acre (if brownfield)   |             | -                   |
| Infrastructure costs -                                               | Policy SP10 - Climate Change              | 2,557 per dwelling       |                                |             | (127,850)           |
|                                                                      | Policy LP32 - Electric charging point     | 1,000 per dwelling       |                                |             | (50,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitigate     | 121.89 per dwelling      |                                |             | (6,095)             |
|                                                                      | Policy LP18 - Biodiversity & Geodiversity | 42,545 per gross hectare |                                |             | (120,866)           |
|                                                                      | Policy LP25 - Sustainable Construction    | 3,500 per dwelling       |                                |             | (175,000)           |
|                                                                      | total                                     | 5.62 acres @             | 0 per acre                     | (479,811)   | -                   |
|                                                                      | Infra. Costs analysis:                    | 3.88% % of GDV           | 9,596 £ per unit (total units) |             |                     |
| 1 bed House                                                          | 62 sqm @                                  |                          | 1,155 psm                      |             | (71,847)            |
| 2 bed House                                                          | 1,239 sqm @                               |                          | 1,155 psm                      |             | (1,431,212)         |
| 3 bed House                                                          | 1,539 sqm @                               |                          | 1,155 psm                      |             | (1,777,542)         |
| 4 bed House                                                          | 1,298 sqm @                               |                          | 1,155 psm                      |             | (1,499,307)         |
| 5 bed House                                                          | - sqm @                                   |                          | 1,155 psm                      |             | -                   |
| 1 bed Flat                                                           | 169 sqm @                                 |                          | 1,296 psm                      |             | (218,528)           |
| 2 bed Flat                                                           | 4,307 sqm @                               |                          | 1,296 psm                      |             | -                   |
| External works                                                       | 4,998,436 @                               |                          | 15.0%<br>14,995 £ per unit     |             | (749,765)           |
| M4(2) Category 2 Housing                                             | 50% of All units                          | 50 units @               | 521 £ per dwelling             |             | (13,025)            |
| M4(3) Category 3 Housing                                             | 0% of All units                           | 50 units @               | 10,307 £ per dwelling          |             | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                           | 50 units @               | 9 £ per dwelling               |             | (450)               |
| Contingency                                                          | 6,241,487 @                               |                          | 5.0%                           |             | (312,074)           |
| <b>Professional Fees</b>                                             | 6,241,487 @                               |                          | 10.0%                          |             | (624,149)           |
| <b>Disposal Costs -</b>                                              |                                           |                          |                                |             |                     |
| Marketing and Promotion                                              | 9,717,825 OMS @                           |                          | 1.50%                          |             | (145,767)           |
| Residential Sales Agent Costs                                        | 9,717,825 OMS @                           |                          | 1.50%                          |             | (145,767)           |
| Residential Sales Legal Costs                                        | 9,717,825 OMS @                           |                          | 0.50%                          |             | (48,589)            |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                                 |                          | 0.604% pcm                     |             | (214,073)           |
| <b>Developers Profit -</b>                                           |                                           |                          |                                |             |                     |
| Margin on AH                                                         | 1,906,362                                 |                          | 6.00% on AH values             |             | (114,382)           |
| Profit on GDV                                                        | 9,717,825                                 |                          | 20.00%                         |             | (1,943,565)         |
|                                                                      | 8,322,255                                 |                          | 23.35% on costs                | (1,943,565) |                     |
|                                                                      | 11,624,187                                |                          | 17.70% blended                 | (2,057,947) |                     |
| <b>TOTAL COSTS</b>                                                   |                                           |                          |                                |             | <b>(10,380,202)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 1,989,059        |
| SDLT                        | 1,989,059 @       |                  | 5.0% (slabbed)     | (88,953)         |
| Acquisition Agent fees      | 1,989,059 @       |                  | 1.0%               | (19,891)         |
| Acquisition Legal fees      | 1,989,059 @       |                  | 0.5%               | (9,945)          |
| Interest on Land            | 1,989,059 @       |                  | 7.5%               | (149,179)        |
| Residual Land Value         |                   |                  |                    | <b>1,721,091</b> |
| <i>RLV analysis:</i>        | 34,422 £ per plot | 757,280 £ per ha | 306,467 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 22.0 dp net ha       |                        |                |
| Site Area (Resi)         |                   | 2.27 net ha          | 5.62 net acres         |                |
| <i>Density analysis:</i> |                   | 1,895 sqm/ha         | 8,255 sqft/ac          |                |
| Threshold Land Value     | 14,033 £ per plot | 308,737 £ per net ha | 124,944 £ per net acre | <b>701,674</b> |
|                          |                   | 80% Gross to net     | 2.84 Gross hectares    |                |

| BALANCE           |  |                  |                    |                  |
|-------------------|--|------------------|--------------------|------------------|
| Surplus/(Deficit) |  | 448,543 £ per ha | 181,523 £ per acre | <b>1,019,417</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS        |           | AH - % on site 35% |           |           |           |           |           |           |  |
|-----------------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| Balance (RLV - TLV)         | 1,019,417 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
| CIL Epsm<br>143.29          | 0         | 2,132,399          | 1,637,998 | 1,539,095 | 1,440,193 | 1,341,089 | 1,241,639 | 1,142,029 |  |
|                             | 80        | 1,768,994          | 1,367,063 | 1,286,241 | 1,205,399 | 1,124,557 | 1,043,716 | 962,663   |  |
|                             | 100       | 1,678,143          | 1,298,925 | 1,223,027 | 1,146,701 | 1,070,374 | 994,048   | 917,722   |  |
|                             | 120       | 1,587,292          | 1,230,787 | 1,159,485 | 1,088,002 | 1,016,191 | 944,380   | 872,569   |  |
|                             | 140       | 1,496,441          | 1,162,648 | 1,095,890 | 1,029,131 | 962,008   | 894,712   | 827,417   |  |
|                             | 160       | 1,405,175          | 1,094,510 | 1,032,294 | 970,078   | 907,825   | 845,044   | 782,264   |  |
|                             | 180       | 1,313,774          | 1,026,371 | 968,698   | 911,025   | 853,351   | 795,376   | 737,111   |  |
|                             | 200       | 1,222,374          | 958,233   | 905,102   | 851,971   | 798,840   | 745,709   | 691,959   |  |
|                             | 220       | 1,130,973          | 890,095   | 841,506   | 792,918   | 744,330   | 695,741   | 646,806   |  |
|                             | 240       | 1,039,573          | 821,710   | 777,911   | 733,865   | 689,819   | 645,773   | 601,653   |  |
|                             | 260       | 948,173            | 753,160   | 714,157   | 674,812   | 635,308   | 595,805   | 556,302   |  |
|                             | 280       | 856,772            | 684,610   | 650,177   | 615,745   | 580,798   | 545,837   | 510,876   |  |
|                             | 300       | 765,172            | 616,059   | 586,197   | 556,334   | 526,287   | 495,869   | 465,451   |  |
|                             | 320       | 673,225            | 547,509   | 522,217   | 496,924   | 471,632   | 445,901   | 420,025   |  |
|                             | 340       | 581,272            | 478,959   | 458,236   | 437,514   | 416,792   | 395,933   | 374,600   |  |
|                             | 360       | 489,319            | 410,409   | 394,256   | 378,104   | 361,951   | 345,799   | 329,174   |  |
|                             | 380       | 397,366            | 341,778   | 330,276   | 318,694   | 307,111   | 295,529   | 283,748   |  |
|                             | 400       | 305,413            | 272,814   | 266,294   | 259,283   | 252,271   | 245,258   | 238,246   |  |
|                             | 420       | 213,460            | 203,849   | 201,927   | 199,873   | 197,431   | 194,988   | 192,546   |  |
|                             | 440       | 121,507            | 134,884   | 137,560   | 140,235   | 142,590   | 144,718   | 146,846   |  |
|                             | 460       | 29,002             | 65,920    | 73,193    | 80,466    | 87,739    | 94,448    | 101,146   |  |
|                             | 480       | (63,506)           | (3,045)   | 8,826     | 20,696    | 32,567    | 44,178    | 55,445    |  |
|                             | 500       | (156,015)          | (72,010)  | (55,541)  | (39,073)  | (22,605)  | (6,136)   | 9,745     |  |
|                             | 520       | (248,524)          | (140,974) | (119,908) | (98,842)  | (77,776)  | (56,710)  | (35,955)  |  |
|                             | 540       | (341,032)          | (210,287) | (184,275) | (158,612) | (132,948) | (107,285) | (81,655)  |  |
| Balance (RLV - TLV)         | 1,019,417 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
| Site Specific S106<br>1,500 | -         | 1,554,258          | 1,224,202 | 1,158,191 | 1,091,973 | 1,025,420 | 958,867   | 892,314   |  |
|                             | 1,500     | 1,481,496          | 1,151,439 | 1,085,428 | 1,019,417 | 953,095   | 886,542   | 819,989   |  |
|                             | 3,000     | 1,408,337          | 1,078,677 | 1,012,666 | 946,654   | 880,643   | 814,217   | 747,664   |  |
|                             | 4,500     | 1,335,135          | 1,005,915 | 939,903   | 873,892   | 807,881   | 741,869   | 675,338   |  |
|                             | 6,000     | 1,261,933          | 933,152   | 867,141   | 801,130   | 735,118   | 669,107   | 603,013   |  |
|                             | 7,500     | 1,188,730          | 860,376   | 794,378   | 728,367   | 662,356   | 596,345   | 530,333   |  |
|                             | 9,000     | 1,115,528          | 787,174   | 721,503   | 655,605   | 589,593   | 523,582   | 457,571   |  |
|                             | 10,500    | 1,042,326          | 713,971   | 648,301   | 582,630   | 516,831   | 450,820   | 384,808   |  |
|                             | 12,000    | 969,124            | 640,769   | 575,098   | 509,427   | 443,757   | 378,057   | 312,046   |  |
|                             | 13,500    | 895,921            | 567,567   | 501,896   | 436,225   | 370,554   | 304,883   | 239,213   |  |
|                             | 15,000    | 822,719            | 494,365   | 428,694   | 363,023   | 297,352   | 231,681   | 166,010   |  |
|                             | 16,500    | 749,226            | 421,162   | 355,492   | 289,821   | 224,150   | 158,479   | 92,808    |  |
|                             | 18,000    | 675,582            | 347,917   | 282,289   | 216,618   | 150,947   | 85,277    | 19,606    |  |
|                             | 19,500    | 601,937            | 274,272   | 208,739   | 143,206   | 77,673    | 12,074    | (53,597)  |  |
|                             | 21,000    | 528,292            | 200,627   | 135,094   | 69,561    | 4,028     | (61,505)  | (127,037) |  |
|                             | 22,500    | 454,647            | 126,983   | 61,450    | (4,083)   | (69,616)  | (135,149) | (200,682) |  |
|                             | 24,000    | 381,002            | 53,338    | (12,195)  | (77,728)  | (143,261) | (208,794) | (274,327) |  |
| 25,500                      | 307,358   | (20,307)           | (85,840)  | (151,373) | (216,906) | (282,439) | (347,972) |           |  |
| 27,000                      | 233,713   | (93,952)           | (159,485) | (225,018) | (290,551) | (356,084) | (421,617) |           |  |
| 28,500                      | 160,068   | (167,688)          | (233,287) | (298,886) | (364,485) | (430,083) | (495,682) |           |  |
| 30,000                      | 86,215    | (241,778)          | (307,377) | (372,976) | (438,574) | (504,173) | (569,772) |           |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

|                     |  | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|--|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV) |  | 1,019,417          | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                     |  | 50,000             | 1,902,375 | 1,572,318 | 1,506,307 | 1,440,296 | 1,373,974 | 1,307,421 | 1,240,868 |
|                     |  | 75,000             | 1,761,977 | 1,431,920 | 1,365,909 | 1,299,898 | 1,233,576 | 1,167,023 | 1,100,470 |
| TLV (per net acre)  |  | 100,000            | 1,621,579 | 1,291,523 | 1,225,511 | 1,159,500 | 1,093,178 | 1,026,625 | 960,072   |
| 124,944             |  | 125,000            | 1,481,181 | 1,151,125 | 1,085,114 | 1,019,102 | 952,780   | 886,227   | 819,674   |
|                     |  | 150,000            | 1,340,784 | 1,010,727 | 944,716   | 878,705   | 812,383   | 745,830   | 679,277   |
|                     |  | 175,000            | 1,200,386 | 870,329   | 804,318   | 738,307   | 671,985   | 605,432   | 538,879   |
|                     |  | 200,000            | 1,059,988 | 729,932   | 663,920   | 597,909   | 531,587   | 465,034   | 398,481   |
|                     |  | 225,000            | 919,591   | 589,534   | 523,523   | 457,511   | 391,189   | 324,636   | 258,084   |
|                     |  | 250,000            | 779,193   | 449,136   | 383,125   | 317,114   | 250,792   | 184,239   | 117,686   |
|                     |  | 275,000            | 638,795   | 308,739   | 242,727   | 176,716   | 110,394   | 43,841    | (22,712)  |

|                     |  | AH - % on site 35% |             |             |             |             |             |             |             |
|---------------------|--|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV) |  | 1,019,417          | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
|                     |  | 5                  | (1,341,298) | (1,669,653) | (1,735,324) | (1,800,994) | (1,866,806) | (1,932,817) | (1,998,828) |
|                     |  | 10                 | 485,244     | 156,071     | 90,060      | 24,048      | (41,963)    | (107,974)   | (174,458)   |
| Density (dph)       |  | 15                 | 1,094,091   | 764,352     | 698,340     | 632,329     | 566,318     | 499,812     | 433,259     |
| 22                  |  | 20                 | 1,398,515   | 1,068,492   | 1,002,481   | 936,469     | 870,224     | 803,671     | 737,118     |
|                     |  | 25                 | 1,581,033   | 1,250,976   | 1,184,965   | 1,118,954   | 1,052,540   | 985,987     | 919,434     |
|                     |  | 28                 | 1,659,240   | 1,329,184   | 1,263,173   | 1,197,161   | 1,130,675   | 1,064,122   | 997,569     |
|                     |  | 30                 | 1,702,689   | 1,372,632   | 1,306,621   | 1,240,610   | 1,174,083   | 1,107,530   | 1,040,977   |
|                     |  | 35                 | 1,789,586   | 1,459,530   | 1,393,518   | 1,327,453   | 1,260,900   | 1,194,347   | 1,127,794   |
|                     |  | 40                 | 1,854,759   | 1,524,703   | 1,458,691   | 1,392,566   | 1,326,013   | 1,259,460   | 1,192,907   |
|                     |  | 45                 | 1,905,449   | 1,575,393   | 1,509,381   | 1,443,209   | 1,376,656   | 1,310,103   | 1,243,550   |
|                     |  | 50                 | 1,946,001   | 1,615,945   | 1,549,933   | 1,483,723   | 1,417,170   | 1,350,617   | 1,284,064   |

|                     |  | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|--|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV) |  | 1,019,417          | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                     |  | 95%                | 1,810,293 | 1,461,896 | 1,391,807 | 1,321,719 | 1,251,630 | 1,181,157 | 1,110,348 |
|                     |  | 100%               | 1,481,496 | 1,151,439 | 1,085,428 | 1,019,417 | 953,095   | 886,542   | 819,989   |
| Build rate (Epsm)   |  | 105%               | 1,150,755 | 840,294   | 777,974   | 715,520   | 653,066   | 590,612   | 528,158   |
|                     |  | 110%               | 819,970   | 527,403   | 468,889   | 410,376   | 351,863   | 293,349   | 234,836   |
|                     |  | 115%               | 487,320   | 213,661   | 158,930   | 104,198   | 49,466    | (5,266)   | (60,162)  |
|                     |  | 120%               | 154,536   | (101,121) | (152,253) | (203,384) | (254,515) | (305,647) | (356,778) |
|                     |  | 125%               | (180,057) | (417,497) | (464,985) | (512,473) | (559,960) | (607,448) | (654,936) |
|                     |  | 130%               | (514,853) | (741,705) | (792,874) | (844,043) | (895,211) | (946,380) | (997,549) |

|                             |  | AH - % on site 0% |             |           |           |           |           |           |           |
|-----------------------------|--|-------------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)         |  | 1,019,417         | 0%          | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                             |  | 75%               | (1,128,972) | (763,679) | (690,781) | (628,443) | (566,105) | (503,767) | (441,944) |
|                             |  | 80%               | (553,062)   | (369,309) | (332,558) | (296,237) | (259,987) | (223,737) | (187,779) |
| Changes in sales values (£) |  | 85%               | (41,315)    | 12,949    | 23,754    | 34,549    | 44,823    | 55,098    | 65,373    |
|                             |  | 90%               | 467,843     | 393,728   | 378,687   | 363,647   | 348,606   | 333,090   | 317,470   |
|                             |  | 95%               | 975,235     | 773,456   | 732,689   | 691,873   | 651,057   | 610,242   | 569,119   |
|                             |  | 100%              | 1,481,496   | 1,151,439 | 1,085,428 | 1,019,417 | 953,095   | 886,542   | 819,989   |
|                             |  | 105%              | 1,985,409   | 1,529,058 | 1,437,418 | 1,345,778 | 1,254,139 | 1,162,499 | 1,070,527 |
|                             |  | 110%              | 2,488,998   | 1,905,363 | 1,788,636 | 1,671,909 | 1,554,964 | 1,437,691 | 1,320,418 |
|                             |  | 115%              | 2,990,737   | 2,281,619 | 2,139,357 | 1,997,095 | 1,854,833 | 1,712,273 | 1,569,461 |
|                             |  | 120%              | 3,492,476   | 2,656,455 | 2,489,204 | 2,321,619 | 2,153,905 | 1,986,192 | 1,818,293 |
|                             |  | 125%              | 3,992,493   | 3,030,572 | 2,837,957 | 2,645,342 | 2,452,726 | 2,259,654 | 2,066,542 |

|                     |  | Site Specific S106 |           |           |             |             |             |             |             |
|---------------------|--|--------------------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV) |  | 1,019,417          | -         | 1,500     | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |
|                     |  | 0                  | 1,512,429 | 1,440,193 | 1,367,868   | 1,295,542   | 1,223,217   | 1,150,892   | 1,078,567   |
|                     |  | 40                 | 1,395,121 | 1,322,796 | 1,250,471   | 1,178,145   | 1,105,820   | 1,033,348   | 960,585     |
|                     |  | 80                 | 1,277,724 | 1,205,399 | 1,133,074   | 1,060,749   | 988,004     | 915,241     | 842,479     |
|                     |  | 143                | 1,092,824 | 1,020,273 | 947,511     | 874,748     | 801,986     | 729,223     | 656,461     |
|                     |  | 160                | 1,042,840 | 970,078   | 897,315     | 824,553     | 751,791     | 679,028     | 606,195     |
| CIL Epsm            |  | 200                | 924,734   | 851,971   | 779,209     | 706,446     | 633,684     | 560,577     | 487,374     |
| 143.29              |  | 240                | 806,627   | 733,865   | 661,102     | 588,161     | 514,958     | 441,756     | 368,554     |
|                     |  | 280                | 688,521   | 615,745   | 542,542     | 469,340     | 396,138     | 322,936     | 249,733     |
|                     |  | 320                | 570,127   | 496,924   | 423,722     | 350,520     | 277,317     | 204,115     | 130,627     |
|                     |  | 360                | 451,306   | 378,104   | 304,902     | 231,699     | 158,378     | 84,733      | 11,089      |
|                     |  | 400                | 332,486   | 259,283   | 186,081     | 112,484     | 38,839      | (34,805)    | (108,450)   |
|                     |  | 440                | 213,665   | 140,235   | 66,590      | (7,054)     | (80,699)    | (154,344)   | (227,989)   |
|                     |  | 480                | 94,341    | 20,696    | (52,948)    | (126,593)   | (200,238)   | (273,956)   | (348,046)   |
|                     |  | 520                | (25,198)  | (98,842)  | (172,487)   | (246,132)   | (320,128)   | (394,218)   | (468,308)   |
|                     |  | 560                | (144,736) | (218,381) | (292,209)   | (366,299)   | (440,389)   | (514,479)   | (588,569)   |
|                     |  | 600                | (264,291) | (338,380) | (412,470)   | (486,560)   | (560,650)   | (634,740)   | (711,755)   |
|                     |  | 640                | (384,552) | (458,642) | (532,732)   | (606,822)   | (680,912)   | (765,768)   | (852,440)   |
|                     |  | 680                | (504,813) | (578,903) | (652,993)   | (733,108)   | (819,780)   | (906,452)   | (993,124)   |
|                     |  | 720                | (625,074) | (700,465) | (787,120)   | (873,792)   | (960,464)   | (1,047,136) | (1,133,808) |
|                     |  | 760                | (754,460) | (841,132) | (927,804)   | (1,014,476) | (1,101,148) | (1,187,820) | (1,274,853) |
|                     |  | 800                | (895,144) | (981,816) | (1,068,488) | (1,155,160) | (1,241,996) | (1,329,192) | (1,416,387) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 85 Units                             |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 1.8                                  | 0.0%                     | 0.0        | 2%                          | 1.8                |         |         |  |
| 2 bed House                            | 20.9%                   | 11.5                                 | 57.4%                    | 17.1       | 34%                         | 28.6               |         |         |  |
| 3 bed House                            | 40.8%                   | 22.5                                 | 23.5%                    | 7.0        | 35%                         | 29.5               |         |         |  |
| 4 bed House                            | 35.0%                   | 19.3                                 | 2.8%                     | 0.8        | 24%                         | 20.2               |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 4.9        | 6%                          | 4.9                |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| Total number of units                  | 100.0%                  | 55.3                                 | 100.0%                   | 29.8       | 100%                        | 85.0               |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 106                     | 1,138                                | 0                        | 0          | 106                         | 1,138              |         |         |  |
| 2 bed House                            | 912                     | 9,819                                | 1,194                    | 12,855     | 2,107                       | 22,675             |         |         |  |
| 3 bed House                            | 2,029                   | 21,838                               | 588                      | 6,324      | 2,616                       | 28,162             |         |         |  |
| 4 bed House                            | 2,127                   | 22,896                               | 80                       | 857        | 2,207                       | 23,753             |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 287                      | 3,085      | 287                         | 3,085              |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
|                                        | 5,174                   | 55,691                               | 2,148                    | 23,122     | 7,322                       | 78,813             |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 328,185            |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 7,152,219          |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 8,565,505          |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 7,055,510          |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 779,688            |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 0                  |         |         |  |
|                                        |                         |                                      |                          |            |                             | 23,881,107         |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 1.8                        | @                     | 180,000 | 328,185                         |
| 2 bed House                      | 11.5                       | @                     | 250,000 | 2,886,813                       |
| 3 bed House                      | 22.5                       | @                     | 290,000 | 6,537,180                       |
| 4 bed House                      | 19.3                       | @                     | 350,000 | 6,768,125                       |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 55.3                       |                       |         | 16,520,303                      |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 9.0                        | @                     | 125,000 | 1,130,333                       |
| 3 bed House                      | 3.7                        | @                     | 145,000 | 537,506                         |
| 4 bed House                      | 0.4                        | @                     | 175,000 | 76,157                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 2.6                        | @                     | 80,000  | 206,617                         |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 15.8                       |                       |         | 1,950,613                       |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 4.3                        | @                     | 175,000 | 747,640                         |
| 3 bed House                      | 1.8                        | @                     | 203,000 | 355,525                         |
| 4 bed House                      | 0.2                        | @                     | 245,000 | 50,373                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 1.2                        | @                     | 112,000 | 136,664                         |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 7.4                        |                       |         | 1,290,202                       |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 3.7                        | @                     | 200,000 | 737,062                         |
| 4 bed House                      | 1.5                        | @                     | 232,000 | 350,495                         |
| 5 bed House                      | 0.2                        | @                     | 250,000 | 44,339                          |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 1.1                        | @                     | 128,000 | 134,730                         |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 6.4                        |                       |         | 1,266,626                       |
| <b>Sub-total GDV Residential</b> | <b>84.9</b>                |                       |         | <b>21,027,744</b>               |
| <i>AH on-site cost analysis:</i> |                            |                       |         | <i>£MV less £GDV</i>            |
|                                  | 390                        | £ psm (total GIA sqm) |         | 2,853,363                       |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 85                         | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>21,027,744</b>               |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |  |                   |                                |                       |                     |
|----------------------------------------------------------------------|--|-------------------|--------------------------------|-----------------------|---------------------|
| <b>Initial Payments -</b>                                            |  |                   |                                |                       |                     |
| Planning Application Professional Fees, Surveys and reports          |  |                   |                                |                       | (70,000)            |
| Statutory Planning Fees (Residential)                                |  |                   |                                |                       | (23,074)            |
| CIL                                                                  |  |                   |                                |                       | (741,366)           |
| CIL analysis:                                                        |  | 5,174 sqm         | 143.29 £ psm                   |                       |                     |
|                                                                      |  | 3.53% % of GDV    | 8,722 £ per unit (total units) |                       |                     |
| <b>Site Specific S106 Contributions</b>                              |  |                   |                                |                       |                     |
| Year 1                                                               |  | 0                 |                                |                       | -                   |
| Year 2                                                               |  | 0                 |                                |                       | -                   |
| Year 3                                                               |  | 0                 |                                |                       | -                   |
| Year 4                                                               |  | 0                 |                                |                       | -                   |
| Year 5                                                               |  | 0                 |                                |                       | -                   |
| Year 6                                                               |  | 0                 |                                |                       | -                   |
| Year 7                                                               |  | 0                 |                                |                       | -                   |
| Year 8                                                               |  | 0                 |                                |                       | -                   |
| Year 9                                                               |  | 0                 |                                |                       | -                   |
| Year 10                                                              |  | 0                 |                                |                       | -                   |
| total                                                                |  | 85 units @        | 1,500 per unit                 | (127,500)             | (127,500)           |
| S106 analysis:                                                       |  | 0.61% % of GDV    | 1,500 £ per unit (total units) |                       |                     |
| AH Commuted Sum                                                      |  | 7,322 sqm (total) | 0 £ psm                        |                       | -                   |
| Comm. Sum analysis:                                                  |  | 0.00% % of GDV    |                                |                       |                     |
| <b>Construction Costs -</b>                                          |  |                   |                                |                       |                     |
| Site Clearance and Demolition                                        |  |                   |                                |                       | -                   |
|                                                                      |  | 9.13 acres @      | 0 £ per acre (if brownfield)   |                       |                     |
| <b>Infrastructure costs -</b>                                        |  |                   |                                |                       |                     |
| Policy SP10 - Climate Change                                         |  |                   |                                |                       | (217,345)           |
| Policy LP32 - Electric charging point                                |  |                   |                                |                       | (85,000)            |
| Policy SP09 - Cross-boundary mitiga                                  |  |                   |                                |                       | (10,361)            |
| Policy LP18 - Biodiversity & Geodiv                                  |  |                   |                                |                       | (196,539)           |
| Policy LP25 - Sustainable Constructi                                 |  |                   |                                |                       | (297,500)           |
| total                                                                |  |                   |                                |                       | -                   |
|                                                                      |  | 9.13 acres @      | 0 per acre                     | (806,745)             | -                   |
| Infra. Costs analysis:                                               |  | 3.84% % of GDV    | 9,491 £ per unit (total units) |                       |                     |
| <b>1 bed House</b>                                                   |  |                   |                                |                       |                     |
| 106 sqm @                                                            |  |                   |                                |                       | (122,140)           |
| <b>2 bed House</b>                                                   |  |                   |                                |                       |                     |
| 2,107 sqm @                                                          |  |                   |                                |                       | (2,433,061)         |
| <b>3 bed House</b>                                                   |  |                   |                                |                       |                     |
| 2,616 sqm @                                                          |  |                   |                                |                       | (3,021,821)         |
| <b>4 bed House</b>                                                   |  |                   |                                |                       |                     |
| 2,207 sqm @                                                          |  |                   |                                |                       | (2,548,821)         |
| <b>5 bed House</b>                                                   |  |                   |                                |                       |                     |
| - sqm @                                                              |  |                   |                                |                       | -                   |
| <b>1 bed Flat</b>                                                    |  |                   |                                |                       |                     |
| 287 sqm @                                                            |  |                   |                                |                       | (371,498)           |
| <b>2 bed Flat</b>                                                    |  |                   |                                |                       |                     |
| 7,322 - sqm @                                                        |  |                   |                                |                       | -                   |
| External works                                                       |  |                   |                                |                       | (1,274,601)         |
|                                                                      |  | 8,497,341 @       | 15.0%                          | 14,995 £ per unit     |                     |
| <b>M4(2) Category 2 Housing</b>                                      |  |                   |                                |                       |                     |
|                                                                      |  | 50% of All units  | 85 units @                     | 521 £ per dwelling    | (22,143)            |
| <b>M4(3) Category 3 Housing</b>                                      |  |                   |                                |                       |                     |
|                                                                      |  | 0% of All units   | 85 units @                     | 10,307 £ per dwelling | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |  |                   |                                |                       | (765)               |
| 85 units @                                                           |  |                   |                                |                       | 9 £ per dwelling    |
| <b>Contingency</b>                                                   |  |                   |                                |                       |                     |
| 10,601,595 @                                                         |  |                   |                                |                       | 5.0%                |
|                                                                      |  |                   |                                |                       | (530,080)           |
| <b>Professional Fees</b>                                             |  |                   |                                |                       |                     |
| 10,601,595 @                                                         |  |                   |                                |                       | 10.0%               |
|                                                                      |  |                   |                                |                       | (1,060,159)         |
| <b>Disposal Costs -</b>                                              |  |                   |                                |                       |                     |
| Marketing and Promotion                                              |  |                   |                                |                       | (247,805)           |
| 16,520,303 OMS @                                                     |  |                   |                                |                       | 1.50%               |
| Residential Sales Agent Costs                                        |  |                   |                                |                       | (247,805)           |
| 16,520,303 OMS @                                                     |  |                   |                                |                       | 0.50%               |
| Residential Sales Legal Costs                                        |  |                   |                                |                       | (82,602)            |
| 16,520,303 OMS @                                                     |  |                   |                                |                       |                     |
| <b>Interest (on Development Costs) -</b>                             |  |                   |                                |                       |                     |
|                                                                      |  | 7.50% APR         | 0.604% pcm                     |                       | (269,349)           |
| <b>Developers Profit -</b>                                           |  |                   |                                |                       |                     |
| Margin on AH                                                         |  |                   |                                |                       | (194,449)           |
|                                                                      |  | 3,240,815         | 6.00% on AH values             |                       |                     |
| Profit on GDV                                                        |  |                   |                                |                       | (3,304,061)         |
|                                                                      |  | 16,520,303        | 20.00%                         |                       |                     |
|                                                                      |  | 14,001,333        | 23.60% on costs                | (3,304,061)           |                     |
|                                                                      |  | 19,761,118        | 17.70% blended                 | (3,498,509)           |                     |
| <b>TOTAL COSTS</b>                                                   |  |                   |                                |                       | <b>(17,499,843)</b> |



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Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 3,527,901        |
| SDLT                        | 3,527,901 @       |                  | 5.0% (slabbed)     | (165,895)        |
| Acquisition Agent fees      | 3,527,901 @       |                  | 1.0%               | (35,279)         |
| Acquisition Legal fees      | 3,527,901 @       |                  | 0.5%               | (17,640)         |
| Interest on Land            | 3,527,901 @       |                  | 7.5%               | (264,593)        |
| Residual Land Value         |                   |                  |                    | <b>3,044,495</b> |
| <i>RLV analysis:</i>        | 35,818 £ per plot | 823,805 £ per ha | 333,389 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      |                   | 23.0 dp net ha       |                        |                  |
| Site Area (Resi)         |                   | 3.70 net ha          | 9.13 net acres         |                  |
| <i>Density analysis:</i> |                   | 1,981 sqm/ha         | 6,631 sqft/ac          |                  |
| Threshold Land Value     | 13,423 £ per plot | 308,737 £ per net ha | 124,944 £ per net acre | <b>1,140,983</b> |
|                          |                   | 80% Gross to net     | 4.62 Gross hectares    |                  |

| BALANCE           |  |                  |                    |                  |
|-------------------|--|------------------|--------------------|------------------|
| Surplus/(Deficit) |  | 515,068 £ per ha | 208,445 £ per acre | <b>1,903,512</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS        |           | AH - % on site 35% |           |           |           |           |           |           |
|-----------------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)         | 1,903,512 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| CIL Epsm<br>143.29          | 0         | 3,869,921          | 2,981,971 | 2,804,115 | 2,625,824 | 2,447,533 | 2,268,910 | 2,090,060 |
|                             | 120       | 2,928,531          | 2,281,879 | 2,151,970 | 2,021,834 | 1,891,500 | 1,760,733 | 1,629,624 |
|                             | 140       | 2,769,984          | 2,163,931 | 2,042,221 | 1,920,226 | 1,797,907 | 1,675,274 | 1,552,276 |
|                             | 160       | 2,610,812          | 2,045,810 | 1,932,136 | 1,818,289 | 1,704,115 | 1,589,611 | 1,474,586 |
|                             | 180       | 2,451,227          | 1,927,148 | 1,821,801 | 1,716,067 | 1,610,084 | 1,503,635 | 1,396,895 |
|                             | 200       | 2,291,093          | 1,808,359 | 1,711,050 | 1,613,613 | 1,515,725 | 1,417,605 | 1,318,788 |
|                             | 220       | 2,130,451          | 1,688,980 | 1,600,117 | 1,510,773 | 1,421,247 | 1,331,109 | 1,240,628 |
|                             | 240       | 1,969,349          | 1,569,511 | 1,488,697 | 1,407,792 | 1,326,318 | 1,244,614 | 1,162,220 |
|                             | 260       | 1,807,634          | 1,449,410 | 1,377,154 | 1,304,330 | 1,231,384 | 1,157,684 | 1,083,588 |
|                             | 280       | 1,645,558          | 1,329,247 | 1,265,060 | 1,200,811 | 1,135,881 | 1,070,666 | 1,004,872 |
|                             | 300       | 1,482,816          | 1,208,421 | 1,152,896 | 1,096,724 | 1,040,378 | 983,349   | 925,765   |
|                             | 320       | 1,319,760          | 1,087,552 | 1,040,125 | 992,637   | 944,401   | 895,804   | 846,657   |
|                             | 340       | 1,155,974          | 965,995   | 927,328   | 887,939   | 848,320   | 808,091   | 767,148   |
|                             | 360       | 991,932            | 844,438   | 813,874   | 783,223   | 751,864   | 720,017   | 687,562   |
|                             | 380       | 827,083            | 722,164   | 700,421   | 677,962   | 655,203   | 631,898   | 607,728   |
|                             | 400       | 662,050            | 599,872   | 586,339   | 572,613   | 558,257   | 543,292   | 527,661   |
|                             | 420       | 496,120            | 476,911   | 472,200   | 466,820   | 461,011   | 454,686   | 447,492   |
|                             | 440       | 330,090            | 353,880   | 357,502   | 360,834   | 363,606   | 365,618   | 366,941   |
|                             | 460       | 164,059            | 230,218   | 242,674   | 254,498   | 265,773   | 276,476   | 286,390   |
|                             | 480       | (1,971)            | 106,444   | 127,349   | 147,871   | 167,898   | 187,017   | 205,394   |
| 500                         | (168,790) | (17,932)           | 11,826    | 40,982    | 69,473    | 97,337    | 124,356   |           |
| 520                         | (335,824) | (142,454)          | (104,139) | (66,289)  | (28,952)  | 7,479     | 43,040    |           |
| 540                         | (502,858) | (266,977)          | (220,360) | (173,743) | (127,901) | (82,743)  | (38,488)  |           |
| 560                         | (669,892) | (391,500)          | (336,582) | (281,663) | (226,920) | (173,009) | (120,131) |           |
| 580                         | (837,629) | (516,541)          | (452,803) | (389,583) | (326,363) | (263,777) | (202,152) |           |
| Balance (RLV - TLV)         | 1,903,512 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Site Specific S106<br>1,500 | -         | 2,871,004          | 2,270,481 | 2,149,742 | 2,028,708 | 1,907,380 | 1,785,660 | 1,663,393 |
|                             | 1,500     | 2,743,800          | 2,144,528 | 2,024,112 | 1,903,512 | 1,782,478 | 1,661,216 | 1,539,496 |
|                             | 3,000     | 2,616,320          | 2,018,237 | 1,898,159 | 1,777,743 | 1,657,282 | 1,536,248 | 1,415,052 |
|                             | 4,500     | 2,488,651          | 1,891,523 | 1,771,655 | 1,651,788 | 1,531,374 | 1,410,958 | 1,290,018 |
|                             | 6,000     | 2,360,400          | 1,764,417 | 1,644,941 | 1,525,073 | 1,405,206 | 1,285,005 | 1,164,588 |
|                             | 7,500     | 2,232,149          | 1,636,937 | 1,517,548 | 1,398,160 | 1,278,491 | 1,158,624 | 1,038,636 |
|                             | 9,000     | 2,103,227          | 1,509,002 | 1,390,023 | 1,270,680 | 1,151,291 | 1,031,903 | 912,042   |
|                             | 10,500    | 1,974,201          | 1,380,752 | 1,261,772 | 1,142,793 | 1,023,811 | 904,422   | 785,034   |
|                             | 12,000    | 1,844,785          | 1,251,974 | 1,133,334 | 1,014,542 | 895,563   | 776,584   | 657,554   |
|                             | 13,500    | 1,714,979          | 1,122,948 | 1,004,308 | 885,668   | 767,027   | 648,333   | 529,354   |
|                             | 15,000    | 1,585,121          | 993,313   | 874,941   | 756,569   | 638,001   | 519,361   | 400,721   |
|                             | 16,500    | 1,454,530          | 863,507   | 745,135   | 626,763   | 508,391   | 390,019   | 271,647   |
|                             | 18,000    | 1,323,940          | 733,049   | 614,871   | 496,693   | 378,515   | 260,213   | 141,841   |
|                             | 19,500    | 1,192,840          | 602,458   | 484,280   | 366,102   | 247,924   | 129,746   | 11,568    |
|                             | 21,000    | 1,061,459          | 471,164   | 353,104   | 235,045   | 116,986   | (1,073)   | (119,132) |
|                             | 22,500    | 929,889            | 339,783   | 221,724   | 103,665   | (14,394)  | (132,453) | (250,513) |
|                             | 24,000    | 797,715            | 207,637   | 89,621    | (28,394)  | (146,410) | (264,426) | (382,441) |
|                             | 25,500    | 665,541            | 75,423    | (42,625)  | (160,673) | (278,721) | (396,768) | (514,816) |
|                             | 27,000    | 532,689            | (57,550)  | (175,598) | (293,646) | (411,694) | (529,742) | (647,790) |
|                             | 28,500    | 399,715            | (190,524) | (308,572) | (426,619) | (544,667) | (662,715) | (780,763) |
| 30,000                      | 266,742   | (323,497)          | (441,545) | (559,593) | (677,712) | (795,998) | (914,285) |           |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** E  
**Title:** 85 No. Units  
**Notes:** Greenfield allocation

|                     |                               | AH - % on site 35% |                    |             |             |             |             |             |             |             |
|---------------------|-------------------------------|--------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |                               | 1,903,512          | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |             |
| Balance (RLV - TLV) |                               | 1,903,512          |                    |             |             |             |             |             |             |             |
|                     |                               | 50,000             | 3,428,186          | 2,828,913   | 2,708,497   | 2,587,897   | 2,466,863   | 2,345,601   | 2,223,881   |             |
|                     |                               | 75,000             | 3,199,887          | 2,600,615   | 2,480,198   | 2,359,598   | 2,238,564   | 2,117,302   | 1,995,582   |             |
|                     | TLV (per net acre)<br>124,944 |                    | 100,000            | 2,971,588   | 2,372,316   | 2,251,899   | 2,131,299   | 2,010,265   | 1,889,003   | 1,767,283   |
|                     |                               |                    | 125,000            | 2,743,289   | 2,144,017   | 2,023,601   | 1,903,000   | 1,781,967   | 1,660,705   | 1,538,985   |
|                     |                               |                    | 150,000            | 2,514,990   | 1,915,718   | 1,795,302   | 1,674,701   | 1,553,668   | 1,432,406   | 1,310,686   |
|                     |                               |                    | 175,000            | 2,286,691   | 1,687,419   | 1,567,003   | 1,446,403   | 1,325,369   | 1,204,107   | 1,082,387   |
|                     |                               |                    | 200,000            | 2,058,392   | 1,459,120   | 1,338,704   | 1,218,104   | 1,097,070   | 975,808     | 854,088     |
|                     |                               | 225,000            | 1,830,093          | 1,230,821   | 1,110,405   | 989,805     | 868,771     | 747,509     | 625,789     |             |
|                     | 250,000                       | 1,601,794          | 1,002,522          | 882,106     | 761,506     | 640,472     | 519,210     | 397,490     |             |             |
|                     | 275,000                       | 1,373,495          | 774,223            | 653,807     | 533,207     | 412,173     | 290,911     | 169,191     |             |             |
|                     |                               | AH - % on site 35% |                    |             |             |             |             |             |             |             |
|                     |                               | 1,903,512          | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |             |
| Balance (RLV - TLV) | 5                             |                    | (2,111,626)        | (2,705,864) | (2,824,941) | (2,944,330) | (3,063,718) | (3,183,374) | (3,303,242) |             |
|                     | 10                            |                    | 991,541            | 393,976     | 274,108     | 153,949     | 33,533      | (87,128)    | (208,162)   |             |
| Density (dph)<br>23 | 15                            |                    | 2,024,925          | 1,426,602   | 1,306,267   | 1,185,851   | 1,065,115   | 944,081     | 822,592     |             |
|                     | 20                            |                    | 2,541,617          | 1,942,634   | 1,822,218   | 1,701,753   | 1,580,720   | 1,459,587   | 1,337,867   |             |
|                     | 25                            |                    | 2,851,632          | 2,252,205   | 2,131,789   | 2,011,116   | 1,890,082   | 1,768,752   | 1,647,031   |             |
|                     | 28                            |                    | 2,984,495          | 2,384,878   | 2,264,462   | 2,143,700   | 2,022,666   | 1,901,251   | 1,779,531   |             |
|                     | 30                            |                    | 3,058,308          | 2,458,585   | 2,338,169   | 2,217,358   | 2,096,324   | 1,974,861   | 1,853,141   |             |
|                     | 34                            |                    | 3,179,883          | 2,579,985   | 2,459,569   | 2,338,677   | 2,217,643   | 2,096,102   | 1,974,319   |             |
|                     | 40                            |                    | 3,316,654          | 2,716,561   | 2,596,144   | 2,475,160   | 2,354,127   | 2,232,499   | 2,110,632   |             |
|                     | 45                            |                    | 3,402,770          | 2,802,552   | 2,682,128   | 2,561,095   | 2,440,061   | 2,318,378   | 2,196,458   |             |
|                     | 50                            |                    | 3,471,618          | 2,871,346   | 2,750,876   | 2,629,842   | 2,508,801   | 2,387,081   | 2,265,120   |             |
|                     |                               |                    | AH - % on site 35% |             |             |             |             |             |             |             |
|                     |                               |                    | 1,903,512          | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV) | 95%                           |                    | 3,297,932          | 2,664,781   | 2,537,473   | 2,409,840   | 2,281,903   | 2,153,539   | 2,024,619   |             |
|                     | 100%                          |                    | 2,743,800          | 2,144,528   | 2,024,112   | 1,903,512   | 1,782,478   | 1,661,216   | 1,539,496   |             |
|                     | Build rate (Epsm)             | 105%               |                    | 2,185,859   | 1,620,441   | 1,507,073   | 1,393,296   | 1,279,421   | 1,165,223   | 1,050,772   |
|                     |                               | 110%               |                    | 1,623,059   | 1,091,617   | 985,142     | 878,425     | 771,547     | 664,638     | 557,291     |
|                     |                               | 115%               |                    | 1,054,775   | 556,861     | 457,129     | 357,396     | 257,652     | 157,625     | 57,597      |
|                     |                               | 120%               |                    | 479,741     | 14,650      | (78,368)    | (171,386)   | (264,405)   | (357,491)   | (450,627)   |
|                     |                               | 125%               |                    | (99,002)    | (533,054)   | (619,865)   | (706,675)   | (793,486)   | (880,296)   | (967,107)   |
|                     |                               | 130%               |                    | (680,871)   | (1,084,300) | (1,170,658) | (1,264,534) | (1,358,411) | (1,452,287) | (1,546,163) |
|                     |                               | AH - % on site 0%  |                    |             |             |             |             |             |             |             |
|                     |                               | 1,903,512          | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |             |
| Balance (RLV - TLV) | 75%                           |                    | (1,768,457)        | (1,145,678) | (1,036,977) | (931,149)   | (825,348)   | (720,546)   | (616,270)   |             |
|                     | 80%                           |                    | (775,486)          | (471,204)   | (410,972)   | (350,881)   | (291,836)   | (233,931)   | (177,259)   |             |
|                     | 85%                           |                    | 119,035            | 194,640     | 208,366     | 221,531     | 234,007     | 245,636     | 256,300     |             |
|                     | 90%                           |                    | 1,005,197          | 850,799     | 819,044     | 786,653     | 753,800     | 720,407     | 686,324     |             |
|                     | 95%                           |                    | 1,878,786          | 1,500,050   | 1,423,673   | 1,346,763   | 1,269,606   | 1,191,996   | 1,113,759   |             |
|                     | 100%                          |                    | 2,743,800          | 2,144,528   | 2,024,112   | 1,903,512   | 1,782,478   | 1,661,216   | 1,539,496   |             |
|                     | 105%                          |                    | 3,602,732          | 2,785,657   | 2,621,858   | 2,457,610   | 2,293,355   | 2,128,740   | 1,963,851   |             |
|                     | 110%                          |                    | 4,457,355          | 3,424,144   | 3,217,224   | 3,009,919   | 2,802,614   | 2,595,044   | 2,387,135   |             |
|                     | 115%                          |                    | 5,308,792          | 4,060,760   | 3,811,039   | 3,560,845   | 3,310,629   | 3,060,414   | 2,809,657   |             |
|                     | 120%                          |                    | 6,157,669          | 4,695,871   | 4,403,349   | 4,110,789   | 3,817,771   | 3,524,753   | 3,231,725   |             |
|                     | 125%                          |                    | 7,004,608          | 5,329,943   | 4,994,717   | 4,659,491   | 4,324,266   | 3,988,666   | 3,652,923   |             |

|                     |     | Site Specific S106 |             |             |             |             |             |             | £1,500      |  |
|---------------------|-----|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     |     | 1,903,512          | -           | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |  |
| Balance (RLV - TLV) | 0   |                    | 2,748,777   | 2,625,824   | 2,502,673   | 2,378,976   | 2,254,920   | 2,130,476   | 2,005,501   |  |
|                     | 40  |                    | 2,549,202   | 2,425,588   | 2,301,813   | 2,177,369   | 2,052,677   | 1,927,481   | 1,801,857   |  |
|                     | 80  |                    | 2,348,503   | 2,224,262   | 2,099,818   | 1,974,658   | 1,849,319   | 1,723,366   | 1,597,082   |  |
|                     | 143 |                    | 2,030,181   | 1,904,985   | 1,779,225   | 1,653,272   | 1,526,564   | 1,399,660   | 1,272,180   |  |
|                     | 160 |                    | 1,943,814   | 1,818,289   | 1,692,336   | 1,565,865   | 1,439,150   | 1,311,718   | 1,184,079   |  |
|                     | 200 |                    | 1,739,798   | 1,613,613   | 1,486,899   | 1,359,755   | 1,232,275   | 1,104,156   | 975,823     |  |
|                     | 240 |                    | 1,534,647   | 1,407,792   | 1,280,312   | 1,152,483   | 1,024,233   | 895,416     | 766,377     |  |
|                     | 280 |                    | 1,328,349   | 1,200,811   | 1,072,560   | 944,036     | 815,010     | 685,484     | 555,678     |  |
|                     | 320 |                    | 1,120,888   | 992,637     | 863,629     | 734,398     | 604,592     | 474,387     | 343,797     |  |
|                     | 360 |                    | 912,249     | 783,223     | 653,505     | 523,597     | 393,006     | 262,112     | 130,731     |  |
|                     | 400 |                    | 702,419     | 572,613     | 442,215     | 311,618     | 180,238     | 48,642      | (83,533)    |  |
|                     | 440 |                    | 491,424     | 360,834     | 229,745     | 98,365      | (33,727)    | (166,037)   | (299,011)   |  |
|                     | 480 |                    | 279,251     | 147,871     | 16,079      | (116,095)   | (248,904)   | (381,877)   | (514,850)   |  |
|                     | 520 |                    | 65,885      | (66,289)    | (198,797)   | (331,770)   | (464,743)   | (597,779)   | (731,557)   |  |
|                     | 560 |                    | (148,690)   | (281,663)   | (414,636)   | (547,610)   | (681,147)   | (814,924)   | (948,701)   |  |
|                     | 600 |                    | (364,529)   | (497,503)   | (630,737)   | (764,514)   | (898,291)   | (1,032,073) | (1,172,548) |  |
|                     | 640 |                    | (580,369)   | (714,104)   | (847,881)   | (981,658)   | (1,115,944) | (1,250,702) | (1,426,567) |  |
| 680                 |     | (797,471)          | (931,248)   | (1,065,229) | (1,211,102) | (1,367,597) | (1,524,092) | (1,681,489) |             |  |
| 720                 |     | (1,014,616)        | (1,152,131) | (1,308,626) | (1,465,121) | (1,622,162) | (1,779,603) | (1,937,044) |             |  |
| 760                 |     | (1,249,656)        | (1,406,151) | (1,562,835) | (1,720,276) | (1,877,717) | (2,035,158) | (2,193,475) |             |  |
| 800                 |     | (1,503,676)        | (1,660,949) | (1,818,390) | (1,975,831) | (2,133,790) | (2,292,182) | (2,450,575) |             |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 150 Units                            |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 3.2                                  | 0.0%                     | 0.0        | 2%                          | 3.2                |         |         |  |
| 2 bed House                            | 20.9%                   | 20.4                                 | 57.4%                    | 30.1       | 34%                         | 50.5               |         |         |  |
| 3 bed House                            | 40.8%                   | 39.8                                 | 23.5%                    | 12.3       | 35%                         | 52.1               |         |         |  |
| 4 bed House                            | 35.0%                   | 34.1                                 | 2.8%                     | 1.4        | 24%                         | 35.6               |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 8.6        | 6%                          | 8.6                |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| Total number of units                  | 100.0%                  | 97.5                                 | 100.0%                   | 52.5       | 100%                        | 150.0              |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 187                     | 2,009                                | 0                        | 0          | 187                         | 2,009              |         |         |  |
| 2 bed House                            | 1,610                   | 17,328                               | 2,108                    | 22,686     | 3,717                       | 40,014             |         |         |  |
| 3 bed House                            | 3,580                   | 38,537                               | 1,037                    | 11,160     | 4,617                       | 49,697             |         |         |  |
| 4 bed House                            | 3,754                   | 40,405                               | 141                      | 1,513      | 3,894                       | 41,918             |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 506                      | 5,445      | 506                         | 5,445              |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
|                                        | 9,130                   | 98,279                               | 3,791                    | 40,804     | 12,921                      | 139,083            |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 579,150            |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 12,621,563         |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 15,115,598         |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 12,450,900         |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 1,375,920          |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 0                  |         |         |  |
|                                        |                         |                                      |                          |            |                             | 42,143,130         |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 3.2                        | @                     | 180,000 | 579,150                         |
| 2 bed House                      | 20.4                       | @                     | 250,000 | 5,094,375                       |
| 3 bed House                      | 39.8                       | @                     | 290,000 | 11,536,200                      |
| 4 bed House                      | 34.1                       | @                     | 350,000 | 11,943,750                      |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 97.5                       |                       |         | 29,153,475                      |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 16.0                       | @                     | 125,000 | 1,994,705                       |
| 3 bed House                      | 6.5                        | @                     | 145,000 | 948,540                         |
| 4 bed House                      | 0.8                        | @                     | 175,000 | 134,395                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 4.6                        | @                     | 80,000  | 364,619                         |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 27.8                       |                       |         | 3,442,259                       |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 7.5                        | @                     | 175,000 | 1,319,365                       |
| 3 bed House                      | 3.1                        | @                     | 203,000 | 627,397                         |
| 4 bed House                      | 0.4                        | @                     | 245,000 | 88,893                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 2.2                        | @                     | 112,000 | 241,171                         |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 13.1                       |                       |         | 2,276,827                       |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 6.5                        | @                     | 200,000 | 1,300,698                       |
| 4 bed House                      | 2.7                        | @                     | 232,000 | 618,520                         |
| 5 bed House                      | 0.3                        | @                     | 250,000 | 78,246                          |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 1.9                        | @                     | 128,000 | 237,759                         |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 11.3                       |                       |         | 2,235,223                       |
| <b>Sub-total GDV Residential</b> |                            |                       |         |                                 |
|                                  | <b>149.8</b>               |                       |         | <b>37,107,783</b>               |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 390                        | £ psm (total GIA sqm) |         | £MV less EGDV 5,035,347         |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     |                            |                       |         |                                 |
|                                  | 150                        | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>37,107,783</b>               |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |                                           |                          |                                |             |                     |
|----------------------------------------------------------------------|-------------------------------------------|--------------------------|--------------------------------|-------------|---------------------|
| <b>Initial Payments -</b>                                            |                                           |                          |                                |             |                     |
| Planning Application Professional Fees, Surveys and reports          |                                           |                          |                                |             | (90,000)            |
| Statutory Planning Fees (Residential)                                |                                           |                          |                                |             | (30,549)            |
| CIL                                                                  | 9,130 sqm                                 |                          | 143.29 £ psm                   |             | (1,308,293)         |
|                                                                      | CIL analysis:                             | 3.53% % of GDV           | 8,722 £ per unit (total units) |             |                     |
| Site Specific S106 Contributions                                     | Year 1                                    | 0                        |                                |             | -                   |
|                                                                      | Year 2                                    | 0                        |                                |             | -                   |
|                                                                      | Year 3                                    | 0                        |                                |             | -                   |
|                                                                      | Year 4                                    | 0                        |                                |             | -                   |
|                                                                      | Year 5                                    | 0                        |                                |             | -                   |
|                                                                      | Year 6                                    | 0                        |                                |             | -                   |
|                                                                      | Year 7                                    | 0                        |                                |             | -                   |
|                                                                      | Year 8                                    | 0                        |                                |             | -                   |
|                                                                      | Year 9                                    | 0                        |                                |             | -                   |
|                                                                      | Year 10                                   | 0                        |                                |             | -                   |
|                                                                      | total                                     | 150 units @              | 1,500 per unit                 | (225,000)   | (225,000)           |
|                                                                      | S106 analysis:                            | 0.61% % of GDV           | 1,500 £ per unit (total units) |             |                     |
| AH Commuted Sum                                                      | 12,921 sqm (total)                        |                          | 0 £ psm                        |             | -                   |
|                                                                      | Comm. Sum analysis:                       | 0.00% % of GDV           |                                |             |                     |
| <b>Construction Costs -</b>                                          |                                           |                          |                                |             |                     |
| Site Clearance and Demolition                                        | 14.26 acres @                             |                          | 0 £ per acre (if brownfield)   |             | -                   |
| Infrastructure costs -                                               | Policy SP10 - Climate Change              | 2,557 per dwelling       |                                |             | (383,550)           |
|                                                                      | Policy LP32 - Electric charging point     | 1,000 per dwelling       |                                |             | (150,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitigate     | 121.89 per dwelling      |                                |             | (18,284)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiversity | 42,545 per gross hectare |                                |             | (350,646)           |
|                                                                      | Policy LP25 - Sustainable Construction    | 3,500 per dwelling       |                                |             | (525,000)           |
|                                                                      | total                                     | 14.26 acres @            | 0 per acre                     | (1,427,479) | -                   |
|                                                                      | Infra. Costs analysis:                    | 3.85% % of GDV           | 9,517 £ per unit (total units) |             |                     |
| 1 bed House                                                          | 187 sqm @                                 |                          | 1,155 psm                      |             | (215,540)           |
| 2 bed House                                                          | 3,717 sqm @                               |                          | 1,155 psm                      |             | (4,293,637)         |
| 3 bed House                                                          | 4,617 sqm @                               |                          | 1,155 psm                      |             | (5,332,625)         |
| 4 bed House                                                          | 3,894 sqm @                               |                          | 1,155 psm                      |             | (4,497,920)         |
| 5 bed House                                                          | - sqm @                                   |                          | 1,155 psm                      |             | -                   |
| 1 bed Flat                                                           | 506 sqm @                                 |                          | 1,296 psm                      |             | (655,585)           |
| 2 bed Flat                                                           | 12,921 sqm @                              |                          | 1,296 psm                      |             | -                   |
| External works                                                       | 14,995,308 @                              |                          | 15.0%<br>14,995 £ per unit     |             | (2,249,296)         |
| M4(2) Category 2 Housing                                             | 50% of All units                          | 150 units @              | 521 £ per dwelling             |             | (39,075)            |
| M4(3) Category 3 Housing                                             | 0% of All units                           | 150 units @              | 10,307 £ per dwelling          |             | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                           | 150 units @              | 9 £ per dwelling               |             | (1,350)             |
| Contingency                                                          | 18,712,508 @                              |                          | 5.0%                           |             | (935,625)           |
| Professional Fees                                                    | 18,712,508 @                              |                          | 10.0%                          |             | (1,871,251)         |
| <b>Disposal Costs -</b>                                              |                                           |                          |                                |             |                     |
| Marketing and Promotion                                              | 29,153,475 OMS @                          |                          | 1.50%                          |             | (437,302)           |
| Residential Sales Agent Costs                                        | 29,153,475 OMS @                          |                          | 1.50%                          |             | (437,302)           |
| Residential Sales Legal Costs                                        | 29,153,475 OMS @                          |                          | 0.50%                          |             | (145,767)           |
| Interest (on Development Costs) -                                    | 7.50% APR                                 |                          | 0.604% pcm                     |             | (572,584)           |
| <b>Developers Profit -</b>                                           |                                           |                          |                                |             |                     |
| Margin on AH                                                         | 5,719,085                                 |                          | 6.00% on AH values             |             | (343,145)           |
| Profit on GDV                                                        | 29,153,475                                |                          | 20.00%                         |             | (5,830,695)         |
|                                                                      | 24,766,182                                |                          | 23.54% on costs                | (5,830,695) |                     |
|                                                                      | 34,872,560                                |                          | 17.70% blended                 | (6,173,840) |                     |
| <b>TOTAL COSTS</b>                                                   |                                           |                          |                                |             | <b>(30,940,022)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 6,167,761        |
| SDLT                        | 6,167,761 @       |                  | 5.0% (slabbed)     | (297,888)        |
| Acquisition Agent fees      | 6,167,761 @       |                  | 1.0%               | (61,678)         |
| Acquisition Legal fees      | 6,167,761 @       |                  | 0.5%               | (30,839)         |
| Interest on Land            | 6,167,761 @       |                  | 7.5%               | (462,582)        |
| Residual Land Value         |                   |                  |                    | <b>5,314,775</b> |
| <i>RLV analysis:</i>        | 35,432 £ per plot | 921,228 £ per ha | 372,816 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      |                   | 26.0 dp net ha       |                        |                  |
| Site Area (Resi)         |                   | 5.77 net ha          | 14.26 net acres        |                  |
| <i>Density analysis:</i> |                   | 2,240 sqm/ha         | 9,756 sqft/ac          |                  |
| Threshold Land Value     | 13,571 £ per plot | 352,844 £ per net ha | 142,794 £ per net acre | <b>2,035,638</b> |
|                          |                   | 70% Gross to net     | 8.24 Gross hectares    |                  |

| BALANCE           |  |                  |                    |                  |
|-------------------|--|------------------|--------------------|------------------|
| Surplus/(Deficit) |  | 568,384 £ per ha | 230,022 £ per acre | <b>3,279,136</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |           |           |           |           |           |           |
|----------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)  | 3,279,136 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                      | 0         | 6,802,918          | 5,244,452 | 4,932,191 | 4,619,361 | 4,306,414 | 3,992,753 | 3,678,731 |
|                      | 80        | 5,640,918          | 4,382,734 | 4,130,002 | 3,877,068 | 3,623,515 | 3,369,348 | 3,114,551 |
|                      | 100       | 5,346,238          | 4,164,384 | 3,926,964 | 3,689,105 | 3,450,847 | 3,211,703 | 2,971,897 |
|                      | 120       | 5,049,893          | 3,944,916 | 3,722,914 | 3,500,241 | 3,277,156 | 3,053,372 | 2,828,665 |
|                      | 140       | 4,751,861          | 3,724,317 | 3,517,817 | 3,310,465 | 3,102,642 | 2,894,155 | 2,684,792 |
| CIL Epsm             | 160       | 4,452,122          | 3,502,571 | 3,311,503 | 3,119,763 | 2,927,315 | 2,734,166 | 2,540,104 |
| 143.29               | 180       | 4,150,654          | 3,279,663 | 3,104,142 | 2,928,124 | 2,751,164 | 2,573,465 | 2,394,814 |
|                      | 200       | 3,847,437          | 3,055,578 | 2,895,721 | 2,735,368 | 2,574,178 | 2,412,042 | 2,248,914 |
|                      | 220       | 3,542,448          | 2,830,301 | 2,686,226 | 2,541,613 | 2,396,249 | 2,249,886 | 2,102,396 |
|                      | 240       | 3,235,666          | 2,603,817 | 2,475,643 | 2,346,889 | 2,217,340 | 2,086,785 | 1,955,013 |
|                      | 260       | 2,927,068          | 2,375,979 | 2,263,958 | 2,151,181 | 2,037,566 | 1,922,900 | 1,806,975 |
|                      | 280       | 2,616,633          | 2,146,894 | 2,051,156 | 1,954,477 | 1,856,915 | 1,758,257 | 1,658,295 |
|                      | 300       | 2,304,338          | 1,916,562 | 1,837,222 | 1,756,764 | 1,675,375 | 1,592,844 | 1,508,963 |
|                      | 320       | 1,990,161          | 1,684,967 | 1,621,995 | 1,558,028 | 1,492,934 | 1,426,651 | 1,358,891 |
|                      | 340       | 1,674,078          | 1,452,093 | 1,405,614 | 1,358,174 | 1,309,562 | 1,259,570 | 1,207,990 |
|                      | 360       | 1,356,067          | 1,217,923 | 1,188,065 | 1,157,194 | 1,125,100 | 1,091,575 | 1,056,413 |
|                      | 380       | 1,036,104          | 982,441   | 969,332   | 955,157   | 939,706   | 922,773   | 904,151   |
|                      | 400       | 714,167            | 745,632   | 749,400   | 752,049   | 753,368   | 753,151   | 751,192   |
|                      | 420       | 390,230            | 507,477   | 528,255   | 547,857   | 566,074   | 582,699   | 597,459   |
|                      | 440       | 64,271             | 267,960   | 305,880   | 342,566   | 377,810   | 411,406   | 442,866   |
|                      | 460       | (263,735)          | 27,065    | 82,260    | 136,162   | 188,564   | 239,213   | 287,552   |
|                      | 480       | (593,746)          | (215,226) | (142,620) | (71,369)  | (1,677)   | 66,026    | 131,507   |
|                      | 500       | (925,785)          | (458,930) | (368,777) | (280,041) | (192,951) | (108,031) | (25,278)  |
|                      | 520       | (1,259,879)        | (704,064) | (596,226) | (489,868) | (385,355) | (282,971) | (182,815) |
|                      | 540       | (1,596,050)        | (950,597) | (824,984) | (700,867) | (578,788) | (458,805) | (341,252) |

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |             |             |             |             |             |             |
|----------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)  | 3,279,136 | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
|                      | -         | 4,941,724          | 3,923,681   | 3,718,738   | 3,513,047   | 3,306,740   | 3,099,604   | 2,891,425   |
|                      | 1,500     | 4,702,784          | 3,687,950   | 3,483,897   | 3,279,136   | 3,073,897   | 2,867,964   | 2,661,036   |
|                      | 3,000     | 4,462,507          | 3,450,891   | 3,247,657   | 3,043,766   | 2,839,535   | 2,634,592   | 2,428,845   |
|                      | 4,500     | 4,221,224          | 3,212,486   | 3,010,002   | 2,806,919   | 2,603,635   | 2,399,582   | 2,194,990   |
|                      | 6,000     | 3,978,917          | 2,972,719   | 2,770,915   | 2,568,579   | 2,366,095   | 2,162,948   | 1,959,451   |
| Site Specific S106   | 7,500     | 3,735,573          | 2,731,572   | 2,530,377   | 2,328,726   | 2,126,922   | 1,924,672   | 1,722,188   |
| 1,500                | 9,000     | 3,490,803          | 2,489,029   | 2,288,371   | 2,087,344   | 1,886,149   | 1,684,734   | 1,482,930   |
|                      | 10,500    | 3,244,926          | 2,245,073   | 2,044,881   | 1,844,414   | 1,643,756   | 1,443,099   | 1,241,921   |
|                      | 12,000    | 2,997,972          | 1,999,685   | 1,799,886   | 1,599,918   | 1,399,726   | 1,199,534   | 999,141     |
|                      | 13,500    | 2,749,926          | 1,752,848   | 1,553,371   | 1,353,838   | 1,154,040   | 954,242     | 754,444     |
|                      | 15,000    | 2,500,690          | 1,504,545   | 1,305,316   | 1,106,087   | 906,679     | 707,201     | 507,724     |
|                      | 16,500    | 2,250,029          | 1,254,758   | 1,055,704   | 856,650     | 657,595     | 458,394     | 259,165     |
|                      | 18,000    | 1,998,235          | 1,003,468   | 804,515     | 605,561     | 406,608     | 207,655     | 8,702       |
|                      | 19,500    | 1,745,291          | 750,657     | 551,731     | 352,804     | 153,877     | (45,049)    | (243,976)   |
|                      | 21,000    | 1,491,182          | 496,308     | 297,333     | 98,358      | (100,617)   | (299,592)   | (498,567)   |
|                      | 22,500    | 1,235,865          | 240,400     | 41,302      | (157,796)   | (356,895)   | (555,993)   | (755,157)   |
|                      | 24,000    | 979,031            | (17,084)    | (216,381)   | (415,678)   | (614,976)   | (814,476)   | (1,014,050) |
|                      | 25,500    | 720,990            | (276,163)   | (475,735)   | (675,308)   | (875,083)   | (1,075,007) | (1,274,931) |
|                      | 27,000    | 461,725            | (536,856)   | (736,781)   | (936,762)   | (1,137,115) | (1,337,469) | (1,537,992) |
|                      | 28,500    | 201,218            | (799,184)   | (999,537)   | (1,200,122) | (1,400,985) | (1,601,848) | (1,803,300) |
|                      | 30,000    | (60,546)           | (1,063,115) | (1,263,978) | (1,465,258) | (1,666,712) | (1,868,514) | (2,078,048) |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

|                     |           | AH - % on site 35% |           |           |           |           |           |           |  |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|--|
|                     |           | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
| Balance (RLV - TLV) | 3,279,136 |                    |           |           |           |           |           |           |  |
|                     | 50,000    | 6,025,633          | 5,010,800 | 4,806,747 | 4,601,986 | 4,396,747 | 4,190,814 | 3,983,886 |  |
|                     | 75,000    | 5,669,239          | 4,654,406 | 4,450,352 | 4,245,592 | 4,040,353 | 3,834,420 | 3,627,491 |  |
| TLV (per net acre)  | 100,000   | 5,312,845          | 4,298,012 | 4,093,958 | 3,889,198 | 3,683,958 | 3,478,026 | 3,271,097 |  |
|                     | 142,794   | 4,956,451          | 3,941,617 | 3,737,564 | 3,532,803 | 3,327,564 | 3,121,632 | 2,914,703 |  |
|                     | 150,000   | 4,600,057          | 3,585,223 | 3,381,170 | 3,176,409 | 2,971,170 | 2,765,237 | 2,558,309 |  |
|                     | 175,000   | 4,243,662          | 3,228,829 | 3,024,775 | 2,820,015 | 2,614,776 | 2,408,843 | 2,201,914 |  |
|                     | 200,000   | 3,887,268          | 2,872,435 | 2,668,381 | 2,463,621 | 2,258,382 | 2,052,449 | 1,845,520 |  |
|                     | 225,000   | 3,530,874          | 2,516,040 | 2,311,987 | 2,107,226 | 1,901,987 | 1,696,055 | 1,489,126 |  |
|                     | 250,000   | 3,174,480          | 2,159,646 | 1,955,593 | 1,750,832 | 1,545,593 | 1,339,660 | 1,132,732 |  |
|                     | 275,000   | 2,818,085          | 1,803,252 | 1,599,199 | 1,394,438 | 1,189,199 | 983,266   | 776,337   |  |

|                     |           | AH - % on site 35% |             |             |             |             |             |             |  |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     |           | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
| Balance (RLV - TLV) | 3,279,136 |                    |             |             |             |             |             |             |  |
|                     | 5         | (5,426,522)        | (6,428,633) | (6,629,617) | (6,830,812) | (7,032,268) | (7,234,072) | (7,436,363) |  |
|                     | 10        | 846,863            | (162,705)   | (365,540)   | (568,774)   | (772,618)   | (976,937)   | (1,181,948) |  |
| Density (dph)       | 15        | 2,935,781          | 1,923,490   | 1,720,043   | 1,515,990   | 1,311,357   | 1,106,143   | 900,133     |  |
|                     | 20        | 3,979,983          | 2,966,374   | 2,762,320   | 2,557,976   | 2,353,033   | 2,147,238   | 1,940,666   |  |
|                     | 25        | 4,606,457          | 3,591,740   | 3,387,687   | 3,182,982   | 2,977,796   | 2,771,895   | 2,564,986   |  |
|                     | 28        | 4,874,796          | 3,859,754   | 3,655,701   | 3,450,841   | 3,245,506   | 3,039,481   | 2,832,552   |  |
|                     | 30        | 5,023,873          | 4,008,651   | 3,804,595   | 3,599,652   | 3,394,234   | 3,188,129   | 2,981,123   |  |
|                     | 34        | 5,269,412          | 4,253,892   | 4,049,695   | 3,844,752   | 3,639,197   | 3,432,960   | 3,225,827   |  |
|                     | 40        | 5,545,643          | 4,529,789   | 4,325,433   | 4,120,490   | 3,914,781   | 3,708,395   | 3,501,119   |  |
|                     | 45        | 5,719,566          | 4,703,502   | 4,499,045   | 4,294,103   | 4,088,297   | 3,881,818   | 3,674,451   |  |
|                     | 50        | 5,858,705          | 4,842,472   | 4,637,935   | 4,432,993   | 4,227,110   | 4,020,555   | 3,813,116   |  |

|                     |           | AH - % on site 35% |             |             |             |             |             |             |  |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     |           | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
| Balance (RLV - TLV) | 3,279,136 |                    |             |             |             |             |             |             |  |
|                     | 95%       | 5,691,568          | 4,614,892   | 4,398,258   | 4,180,807   | 3,962,599   | 3,743,590   | 3,523,565   |  |
|                     | 100%      | 4,702,784          | 3,687,950   | 3,483,897   | 3,279,136   | 3,073,897   | 2,867,964   | 2,661,036   |  |
| Build rate (Epsm)   | 105%      | 3,705,138          | 2,752,536   | 2,561,113   | 2,369,353   | 2,176,970   | 1,984,135   | 1,790,637   |  |
|                     | 110%      | 2,697,034          | 1,806,517   | 1,627,818   | 1,448,878   | 1,269,608   | 1,090,037   | 909,846     |  |
|                     | 115%      | 1,675,879          | 846,873     | 680,822     | 514,760     | 348,304     | 181,849     | 15,046      |  |
|                     | 120%      | 638,486            | (130,395)   | (284,239)   | (438,083)   | (591,926)   | (745,770)   | (899,633)   |  |
|                     | 125%      | (419,561)          | (1,131,462) | (1,273,842) | (1,416,357) | (1,558,912) | (1,701,468) | (1,844,024) |  |
|                     | 130%      | (1,503,582)        | (2,184,124) | (2,337,322) | (2,491,040) | (2,644,758) | (2,798,476) | (2,952,371) |  |

|                             |           | AH - % on site 0% |             |             |             |             |             |             |  |
|-----------------------------|-----------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                             |           | 0%                | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
| Balance (RLV - TLV)         | 3,279,136 |                   |             |             |             |             |             |             |  |
|                             | 75%       | (3,552,704)       | (2,272,656) | (2,020,651) | (1,804,671) | (1,592,698) | (1,385,316) | (1,182,870) |  |
|                             | 80%       | (1,643,806)       | (993,069)   | (868,283)   | (745,864)   | (625,899)   | (508,727)   | (394,685)   |  |
|                             | 85%       | 4,065             | 208,713     | 246,208     | 282,284     | 316,824     | 349,355     | 379,966     |  |
| Cahnges in sales values (E) | 90%       | 1,598,814         | 1,383,500   | 1,338,228   | 1,291,962   | 1,244,551   | 1,195,849   | 1,145,706   |  |
|                             | 95%       | 3,161,191         | 2,541,429   | 2,415,875   | 2,289,689   | 2,162,687   | 2,034,689   | 1,905,514   |  |
|                             | 100%      | 4,702,784         | 3,687,950   | 3,483,897   | 3,279,136   | 3,073,897   | 2,867,964   | 2,661,036   |  |
|                             | 105%      | 6,230,055         | 4,826,472   | 4,544,912   | 4,262,779   | 3,980,392   | 3,697,118   | 3,413,283   |  |
|                             | 110%      | 7,747,430         | 5,959,343   | 5,600,779   | 5,242,215   | 4,882,957   | 4,523,530   | 4,163,258   |  |
|                             | 115%      | 9,257,560         | 7,087,469   | 6,653,003   | 6,218,124   | 5,782,925   | 5,347,409   | 4,911,376   |  |
|                             | 120%      | 10,761,654        | 8,212,425   | 7,702,299   | 7,191,512   | 6,680,707   | 6,169,558   | 5,657,963   |  |
|                             | 125%      | 12,261,593        | 9,334,704   | 8,749,127   | 8,162,918   | 7,576,695   | 6,990,333   | 6,403,342   |  |

|                     |           | Site Specific S106 £1,500 |             |             |             |             |             |             |  |
|---------------------|-----------|---------------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     |           | 0                         | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |  |
| Balance (RLV - TLV) | 3,279,136 |                           |             |             |             |             |             |             |  |
|                     | 0         | 4,845,126                 | 4,619,361   | 4,392,236   | 4,163,736   | 3,933,843   | 3,702,540   | 3,469,811   |  |
|                     | 40        | 4,478,036                 | 4,250,054   | 4,020,683   | 3,789,905   | 3,557,704   | 3,324,063   | 3,088,965   |  |
|                     | 80        | 4,107,302                 | 3,877,068   | 3,645,422   | 3,412,348   | 3,177,829   | 2,941,846   | 2,704,363   |  |
|                     | 143       | 3,515,792                 | 3,281,898   | 3,046,544   | 2,809,714   | 2,571,391   | 2,331,555   | 2,090,190   |  |
|                     | 200       | 3,354,677                 | 3,119,763   | 2,883,376   | 2,645,497   | 2,406,110   | 2,165,196   | 1,922,736   |  |
|                     | 160       | 2,972,645                 | 2,735,368   | 2,496,595   | 2,256,307   | 2,014,416   | 1,770,948   | 1,525,902   |  |
|                     | 240       | 2,586,632                 | 2,346,889   | 2,105,616   | 1,862,797   | 1,618,412   | 1,372,444   | 1,124,874   |  |
|                     | 280       | 2,196,746                 | 1,954,477   | 1,710,647   | 1,465,236   | 1,218,227   | 969,600     | 719,337     |  |
|                     | 320       | 1,802,858                 | 1,558,028   | 1,311,579   | 1,063,517   | 813,822     | 562,475     | 309,457     |  |
|                     | 360       | 1,404,570                 | 1,157,194   | 908,198     | 657,531     | 405,088     | 150,958     | (104,879)   |  |
|                     | 400       | 1,002,115                 | 752,049     | 500,329     | 246,935     | (8,151)     | (265,066)   | (523,785)   |  |
|                     | 440       | 595,385                   | 342,566     | 88,058      | (168,159)   | (426,104)   | (685,796)   | (947,378)   |  |
|                     | 480       | 184,266                   | (71,369)    | (328,728)   | (587,832)   | (848,701)   | (1,111,354) | (1,375,769) |  |
|                     | 520       | (231,439)                 | (489,868)   | (750,145)   | (1,012,202) | (1,276,018) | (1,541,612) | (1,809,006) |  |
|                     | 560       | (651,880)                 | (913,135)   | (1,176,267) | (1,441,258) | (1,708,045) | (1,976,648) | (2,282,183) |  |
|                     | 600       | (1,077,026)               | (1,341,234) | (1,607,223) | (1,875,077) | (2,164,077) | (2,478,165) | (2,793,488) |  |
|                     | 640       | (1,506,868)               | (1,774,052) | (2,045,971) | (2,359,399) | (2,674,668) | (2,990,545) | (3,307,774) |  |
|                     | 680       | (1,941,483)               | (2,241,293) | (2,555,848) | (2,871,171) | (3,188,235) | (3,505,930) | (3,825,077) |  |
|                     | 720       | (2,437,028)               | (2,752,351) | (3,068,697) | (3,385,926) | (3,704,816) | (4,024,358) | (4,345,434) |  |
|                     | 760       | (2,949,159)               | (3,266,388) | (3,584,555) | (3,903,701) | (4,224,446) | (4,545,868) | (4,868,883) |  |
|                     | 800       | (3,464,294)               | (3,783,441) | (4,103,458) | (4,424,534) | (4,747,164) | (5,070,492) | (5,395,461) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 250 Units                            |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 5.4                                  | 0.0%                     | 0.0        | 2%                          | 5.4                |         |         |  |
| 2 bed House                            | 20.9%                   | 34.0                                 | 57.4%                    | 50.2       | 34%                         | 84.1               |         |         |  |
| 3 bed House                            | 40.8%                   | 66.3                                 | 23.5%                    | 20.6       | 35%                         | 86.9               |         |         |  |
| 4 bed House                            | 35.0%                   | 56.9                                 | 2.8%                     | 2.4        | 24%                         | 59.3               |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 14.3       | 6%                          | 14.3               |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| Total number of units                  | 100.0%                  | 162.5                                | 100.0%                   | 87.5       | 100%                        | 250.0              |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 311                     | 3,348                                | 0                        | 0          | 311                         | 3,348              |         |         |  |
| 2 bed House                            | 2,683                   | 28,880                               | 3,513                    | 37,810     | 6,196                       | 66,690             |         |         |  |
| 3 bed House                            | 5,967                   | 64,228                               | 1,728                    | 18,600     | 7,695                       | 82,828             |         |         |  |
| 4 bed House                            | 6,256                   | 67,342                               | 234                      | 2,521      | 6,491                       | 69,863             |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 843                      | 9,075      | 843                         | 9,075              |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
|                                        | 15,217                  | 163,798                              | 6,318                    | 68,007     | 21,535                      | 231,804            |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 965,250            |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 21,035,938         |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 25,192,663         |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 20,751,500         |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 2,293,200          |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 0                  |         |         |  |
|                                        |                         |                                      |                          |            |                             | 70,238,550         |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |               |                          |
|----------------------------------|----------------------------|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b>                 |                            |                       |               |                          |
|                                  | (part houses due to % mix) |                       |               |                          |
| 1 bed House                      | 5.4                        | @                     | 180,000       | 965,250                  |
| 2 bed House                      | 34.0                       | @                     | 250,000       | 8,490,625                |
| 3 bed House                      | 66.3                       | @                     | 290,000       | 19,227,000               |
| 4 bed House                      | 56.9                       | @                     | 350,000       | 19,906,250               |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.0                        | @                     | 160,000       | -                        |
| 2 bed Flat                       | 0.0                        | @                     | 190,000       | -                        |
|                                  | 162.5                      |                       |               | 48,589,125               |
| <b>Affordable Rent GDV -</b>     |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 90,000        | -                        |
| 2 bed House                      | 26.6                       | @                     | 125,000       | 3,324,508                |
| 3 bed House                      | 10.9                       | @                     | 145,000       | 1,580,901                |
| 4 bed House                      | 1.3                        | @                     | 175,000       | 223,991                  |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 7.6                        | @                     | 80,000        | 607,698                  |
| 2 bed Flat                       | 0.0                        | @                     | 95,000        | -                        |
|                                  | 46.4                       |                       |               | 5,737,098                |
| <b>Shared ownership</b>          |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 126,000       | -                        |
| 2 bed House                      | 12.6                       | @                     | 175,000       | 2,198,942                |
| 3 bed House                      | 5.2                        | @                     | 203,000       | 1,045,661                |
| 4 bed House                      | 0.6                        | @                     | 245,000       | 148,155                  |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 3.6                        | @                     | 112,000       | 401,952                  |
| 2 bed Flat                       | 0.0                        | @                     | 133,000       | -                        |
|                                  | 21.9                       |                       |               | 3,794,711                |
| <b>Intermediate</b>              |                            |                       |               |                          |
| 2 bed House                      | 0.0                        | @                     | 144,000       | -                        |
| 3 bed House                      | 10.8                       | @                     | 200,000       | 2,167,830                |
| 4 bed House                      | 4.4                        | @                     | 232,000       | 1,030,866                |
| 5 bed House                      | 0.5                        | @                     | 250,000       | 130,410                  |
| 1 bed Flat                       | 0.0                        | @                     | 0             | -                        |
| 2 bed Flat                       | 3.1                        | @                     | 128,000       | 396,265                  |
| 0.00%                            | 0.0                        | @                     | 152,000       | -                        |
|                                  | 18.9                       |                       |               | 3,725,371                |
| <b>Sub-total GDV Residential</b> |                            |                       |               |                          |
|                                  | 249.7                      |                       |               | 61,846,305               |
| <i>AH on-site cost analysis:</i> |                            |                       |               |                          |
|                                  |                            |                       | £MV less £GDV | 8,392,245                |
|                                  | 390                        | £ psm (total GIA sqm) | 33,569        | £ per unit (total units) |
| <b>Grant</b>                     |                            |                       |               |                          |
|                                  | 250                        | @                     | 0             | -                        |
| <b>Total GDV</b>                 |                            |                       |               |                          |
|                                  |                            |                       |               | 61,846,305               |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |         |                          |                                |                       |                     |
|----------------------------------------------------------------------|---------|--------------------------|--------------------------------|-----------------------|---------------------|
| <b>Initial Payments -</b>                                            |         |                          |                                |                       |                     |
| Planning Application Professional Fees, Surveys and reports          |         |                          |                                |                       | (130,000)           |
| Statutory Planning Fees (Residential)                                |         |                          |                                |                       | (42,049)            |
| CIL                                                                  |         |                          |                                |                       | (2,180,489)         |
| CIL analysis:                                                        |         | 15,217 sqm               | 143.29 £ psm                   |                       |                     |
|                                                                      |         | 3.53% % of GDV           | 8,722 £ per unit (total units) |                       |                     |
| Site Specific S106 Contributions                                     | Year 1  | 0                        |                                |                       | -                   |
|                                                                      | Year 2  | 0                        |                                |                       | -                   |
|                                                                      | Year 3  | 0                        |                                |                       | -                   |
|                                                                      | Year 4  | 0                        |                                |                       | -                   |
|                                                                      | Year 5  | 0                        |                                |                       | -                   |
|                                                                      | Year 6  | 0                        |                                |                       | -                   |
|                                                                      | Year 7  | 0                        |                                |                       | -                   |
|                                                                      | Year 8  | 0                        |                                |                       | -                   |
|                                                                      | Year 9  | 0                        |                                |                       | -                   |
|                                                                      | Year 10 | 0                        |                                |                       | -                   |
|                                                                      | total   | 250 units @              | 1,500 per unit                 | (375,000)             | (375,000)           |
| S106 analysis:                                                       |         | 0.61% % of GDV           | 1,500 £ per unit (total units) |                       |                     |
| AH Commuted Sum                                                      |         | 21,535 sqm (total)       | 0 £ psm                        |                       | -                   |
| Comm. Sum analysis:                                                  |         | 0.00% % of GDV           |                                |                       |                     |
| <b>Construction Costs -</b>                                          |         |                          |                                |                       |                     |
| Site Clearance and Demolition                                        |         |                          |                                |                       | -                   |
|                                                                      |         | 23.76 acres @            | 0 £ per acre (if brownfield)   |                       |                     |
| <b>Infrastructure costs -</b>                                        |         |                          |                                |                       |                     |
| Policy SP10 - Climate Change                                         |         | 2,557 per dwelling       |                                |                       | (639,250)           |
| Policy LP32 - Electric charging point                                |         | 1,000 per dwelling       |                                |                       | (250,000)           |
| Policy SP09 - Cross-boundary mitigate                                |         | 121.89 per dwelling      |                                |                       | (30,473)            |
| Policy LP18 - Biodiversity & Geodiv                                  |         | 42,545 per gross hectare |                                |                       | (584,409)           |
| Policy LP25 - Sustainable Constructi                                 |         | 3,500 per dwelling       |                                |                       | (875,000)           |
| total                                                                |         |                          |                                |                       | -                   |
|                                                                      |         | 23.76 acres @            | 0 per acre                     | (2,379,132)           | -                   |
| Infra. Costs analysis:                                               |         | 3.85% % of GDV           | 9,517 £ per unit (total units) |                       |                     |
| 1 bed House                                                          |         | 311 sqm @                | 1,155 psm                      |                       | (359,234)           |
| 2 bed House                                                          |         | 6,196 sqm @              | 1,155 psm                      |                       | (7,156,062)         |
| 3 bed House                                                          |         | 7,695 sqm @              | 1,155 psm                      |                       | (8,887,708)         |
| 4 bed House                                                          |         | 6,491 sqm @              | 1,155 psm                      |                       | (7,496,533)         |
| 5 bed House                                                          |         | - sqm @                  | 1,155 psm                      |                       | -                   |
| 1 bed Flat                                                           |         | 843 sqm @                | 1,296 psm                      |                       | (1,092,642)         |
| 2 bed Flat                                                           | 21,535  | - sqm @                  | 1,296 psm                      |                       | -                   |
| External works                                                       |         |                          |                                |                       | (3,748,827)         |
|                                                                      |         | 24,992,180 @             | 15.0%<br>14,995 £ per unit     |                       |                     |
| M4(2) Category 2 Housing                                             |         | 50% of All units         | 250 units @                    | 521 £ per dwelling    | (65,125)            |
| M4(3) Category 3 Housing                                             |         | 0% of All units          | 250 units @                    | 10,307 £ per dwelling | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |         |                          |                                |                       | (2,250)             |
|                                                                      |         | 250 units @              | 9 £ per dwelling               |                       |                     |
| Contingency                                                          |         |                          |                                |                       | (1,559,376)         |
|                                                                      |         | 31,187,513 @             | 5.0%                           |                       |                     |
| <b>Professional Fees</b>                                             |         |                          |                                |                       | (3,118,751)         |
|                                                                      |         | 31,187,513 @             | 10.0%                          |                       |                     |
| <b>Disposal Costs -</b>                                              |         |                          |                                |                       |                     |
| Marketing and Promotion                                              |         |                          |                                |                       | (728,837)           |
|                                                                      |         | 48,589,125 OMS @         | 1.50%                          |                       |                     |
| Residential Sales Agent Costs                                        |         |                          |                                |                       | (728,837)           |
|                                                                      |         | 48,589,125 OMS @         | 1.50%                          |                       |                     |
| Residential Sales Legal Costs                                        |         |                          |                                |                       | (242,946)           |
|                                                                      |         | 48,589,125 OMS @         | 0.50%                          |                       |                     |
| <b>Interest (on Development Costs) -</b>                             |         |                          |                                |                       |                     |
|                                                                      |         | 7.50% APR                | 0.604% pcm                     |                       | (827,448)           |
| <b>Developers Profit -</b>                                           |         |                          |                                |                       |                     |
| Margin on AH                                                         |         |                          |                                |                       | (571,909)           |
|                                                                      |         | 9,531,809                | 6.00% on AH values             |                       |                     |
| Profit on GDV                                                        |         |                          |                                |                       | (9,717,825)         |
|                                                                      |         | 48,589,125               | 20.00%                         |                       |                     |
|                                                                      |         | 41,121,246               | 23.63% on costs                | (9,717,825)           |                     |
|                                                                      |         | 58,120,934               | 17.70% blended                 | (10,289,734)          |                     |
| <b>TOTAL COSTS</b>                                                   |         |                          |                                |                       | <b>(51,410,979)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 10,435,326       |
| SDLT                        | 10,435,326 @      |                  | 5.0% (slabbed)     | (511,266)        |
| Acquisition Agent fees      | 10,435,326 @      |                  | 1.0%               | (104,353)        |
| Acquisition Legal fees      | 10,435,326 @      |                  | 0.5%               | (52,177)         |
| Interest on Land            | 10,435,326 @      |                  | 7.5%               | (782,649)        |
| Residual Land Value         |                   |                  |                    | <b>8,984,881</b> |
| <i>RLV analysis:</i>        | 35,940 £ per plot | 934,428 £ per ha | 378,158 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      |                   | 26.0 dp net ha       |                        |                  |
| Site Area (Resi)         |                   | 9.62 net ha          | 23.76 net acres        |                  |
| <i>Density analysis:</i> |                   | 2,240 sqm/ha         | 9,756 sqft/ac          |                  |
| Threshold Land Value     | 13,571 £ per plot | 352,844 £ per net ha | 142,794 £ per net acre | <b>3,392,731</b> |
|                          |                   | 70% Gross to net     | 13.74 Gross hectares   |                  |

| BALANCE           |  |                  |                    |                  |
|-------------------|--|------------------|--------------------|------------------|
| Surplus/(Deficit) |  | 581,584 £ per ha | 235,364 £ per acre | <b>5,592,150</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS        |             | AH - % on site 35% |             |             |             |             |             |             |
|-----------------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)         | 5,592,150   | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| CIL Epsm<br>143.29          | 0           | 11,633,987         | 8,942,687   | 8,403,958   | 7,864,747   | 7,325,478   | 6,785,580   | 6,245,407   |
|                             | 80          | 9,675,294          | 7,489,587   | 7,051,294   | 6,612,842   | 6,173,656   | 5,733,911   | 5,293,500   |
|                             | 100         | 9,173,822          | 7,118,146   | 6,706,043   | 6,293,185   | 5,879,842   | 5,465,891   | 5,051,116   |
|                             | 120         | 8,667,721          | 6,743,742   | 6,357,527   | 5,970,929   | 5,583,779   | 5,195,633   | 4,806,644   |
|                             | 140         | 8,156,718          | 6,365,645   | 6,006,152   | 5,645,962   | 5,284,954   | 4,923,159   | 4,560,364   |
|                             | 160         | 7,640,510          | 5,984,456   | 5,651,549   | 5,318,051   | 4,983,813   | 4,648,619   | 4,312,259   |
|                             | 180         | 7,119,431          | 5,599,468   | 5,293,860   | 4,987,533   | 4,680,116   | 4,371,718   | 4,062,126   |
|                             | 200         | 6,592,961          | 5,211,285   | 4,932,904   | 4,653,793   | 4,373,737   | 4,092,526   | 3,809,948   |
|                             | 220         | 6,061,120          | 4,819,112   | 4,568,708   | 4,317,394   | 4,064,946   | 3,811,187   | 3,555,873   |
|                             | 240         | 5,524,028          | 4,423,571   | 4,201,124   | 3,977,726   | 3,753,167   | 3,527,235   | 3,299,722   |
|                             | 260         | 4,981,328          | 4,024,060   | 3,830,222   | 3,635,245   | 3,438,920   | 3,241,038   | 3,041,390   |
|                             | 280         | 4,432,789          | 3,620,852   | 3,455,727   | 3,289,415   | 3,121,706   | 2,952,393   | 2,781,088   |
|                             | 300         | 3,878,597          | 3,213,782   | 3,077,914   | 2,940,664   | 2,801,823   | 2,661,185   | 2,518,545   |
|                             | 320         | 3,318,603          | 2,802,590   | 2,696,218   | 2,588,406   | 2,478,947   | 2,367,634   | 2,253,796   |
|                             | 340         | 2,752,516          | 2,387,565   | 2,311,105   | 2,233,143   | 2,153,255   | 2,071,261   | 1,986,999   |
|                             | 360         | 2,180,090          | 1,968,232   | 1,922,090   | 1,874,239   | 1,824,471   | 1,772,532   | 1,717,677   |
|                             | 380         | 1,601,433          | 1,544,703   | 1,529,301   | 1,512,116   | 1,492,793   | 1,470,888   | 1,446,237   |
|                             | 400         | 1,016,385          | 1,117,038   | 1,132,818   | 1,146,436   | 1,157,849   | 1,166,769   | 1,172,392   |
|                             | 420         | 424,784            | 684,836     | 732,043     | 777,170     | 820,003     | 859,675     | 896,166     |
|                             | 440         | (173,536)          | 248,125     | 327,387     | 404,481     | 478,640     | 550,002     | 617,594     |
| 460                         | (778,745)   | (193,040)          | (81,254)    | 27,808      | 134,234     | 237,225     | 336,433     |             |
| 480                         | (1,391,015) | (638,778)          | (494,370)   | (352,489)   | (213,612)   | (78,204)    | 52,927      |             |
| 500                         | (2,010,576) | (1,089,524)        | (911,704)   | (736,481)   | (564,861)   | (396,874)   | (233,321)   |             |
| 520                         | (2,637,535) | (1,545,091)        | (1,333,326) | (1,124,692) | (919,398)   | (718,369)   | (521,977)   |             |
| 540                         | (3,272,045) | (2,005,569)        | (1,759,391) | (1,516,779) | (1,277,742) | (1,043,043) | (813,468)   |             |
| Balance (RLV - TLV)         | 5,592,150   | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Site Specific S106<br>1,500 | -           | 8,482,514          | 6,707,315   | 6,350,397   | 5,992,794   | 5,634,289   | 5,274,672   | 4,913,729   |
|                             | 1,500       | 8,072,179          | 6,303,180   | 5,948,097   | 5,592,150   | 5,235,580   | 4,878,172   | 4,519,712   |
|                             | 3,000       | 7,658,457          | 5,895,217   | 5,541,502   | 5,187,317   | 4,832,431   | 4,476,985   | 4,120,763   |
|                             | 4,500       | 7,241,636          | 5,483,384   | 5,130,784   | 4,778,086   | 4,424,729   | 4,070,996   | 3,716,765   |
|                             | 6,000       | 6,821,538          | 5,067,236   | 4,715,937   | 4,364,273   | 4,012,359   | 3,660,086   | 3,307,485   |
|                             | 7,500       | 6,397,775          | 4,647,138   | 4,296,716   | 3,945,960   | 3,595,204   | 3,244,136   | 2,892,836   |
|                             | 9,000       | 5,970,793          | 4,222,808   | 3,872,921   | 3,523,033   | 3,173,145   | 2,823,024   | 2,472,738   |
|                             | 10,500      | 5,540,322          | 3,793,997   | 3,444,685   | 3,095,373   | 2,746,062   | 2,396,626   | 2,047,063   |
|                             | 12,000      | 5,106,088          | 3,360,926   | 3,011,894   | 2,662,861   | 2,313,829   | 1,964,797   | 1,615,681   |
|                             | 13,500      | 4,668,508          | 2,923,480   | 2,574,428   | 2,225,375   | 1,876,322   | 1,527,270   | 1,178,217   |
|                             | 15,000      | 4,227,030          | 2,481,148   | 2,131,971   | 1,782,789   | 1,433,413   | 1,084,036   | 734,660     |
|                             | 16,500      | 3,781,877          | 2,034,228   | 1,684,575   | 1,334,921   | 984,971     | 634,963     | 284,966     |
|                             | 18,000      | 3,333,068          | 1,582,604   | 1,232,165   | 881,725     | 530,863     | 179,913     | (171,330)   |
|                             | 19,500      | 2,880,106          | 1,126,152   | 774,614     | 423,076     | 70,954      | (281,277)   | (634,231)   |
|                             | 21,000      | 2,423,572          | 664,582     | 311,794     | (41,160)    | (394,893)   | (749,058)   | (1,103,889) |
|                             | 22,500      | 1,962,622          | 197,846     | (156,427)   | (511,140)   | (866,819)   | (1,223,278) | (1,580,731) |
| 24,000                      | 1,497,937   | (274,070)          | (630,184)   | (987,063)   | (1,344,965) | (1,704,084) | (2,064,690) |             |
| 25,500                      | 1,028,834   | (751,297)          | (1,109,612) | (1,469,022) | (1,829,770) | (2,192,098) | (2,556,253) |             |
| 27,000                      | 555,748     | (1,233,969)        | (1,594,850) | (1,957,161) | (2,321,147) | (2,687,053) | (3,055,485) |             |
| 28,500                      | 78,137      | (1,722,224)        | (2,086,041) | (2,451,626) | (2,819,228) | (3,189,427) | (3,591,941) |             |
| 30,000                      | (403,607)   | (2,216,199)        | (2,583,327) | (2,952,567) | (3,324,330) | (3,750,948) | (4,191,390) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

| Balance (RLV - TLV) | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     | 5,592,150          | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| 50,000              | 10,276,929         | 8,507,930 | 8,152,846 | 7,796,900 | 7,440,330 | 7,082,922 | 6,724,462 |           |
| 75,000              | 9,682,939          | 7,913,939 | 7,558,856 | 7,202,909 | 6,846,340 | 6,488,932 | 6,130,471 |           |
| TLV (per net acre)  | 100,000            | 9,088,948 | 7,319,949 | 6,964,866 | 6,608,919 | 6,252,349 | 5,894,941 | 5,536,481 |
| 142,794             | 125,000            | 8,494,958 | 6,725,959 | 6,370,875 | 6,014,929 | 5,658,359 | 5,300,951 | 4,942,491 |
|                     | 150,000            | 7,900,967 | 6,131,968 | 5,776,885 | 5,420,938 | 5,064,369 | 4,706,960 | 4,348,500 |
|                     | 175,000            | 7,306,977 | 5,537,978 | 5,182,895 | 4,826,948 | 4,470,378 | 4,112,970 | 3,754,510 |
|                     | 200,000            | 6,712,987 | 4,943,987 | 4,588,904 | 4,232,957 | 3,876,388 | 3,519,980 | 3,160,519 |
|                     | 225,000            | 6,118,996 | 4,349,997 | 3,994,914 | 3,638,967 | 3,282,397 | 2,924,989 | 2,566,529 |
|                     | 250,000            | 5,525,006 | 3,756,007 | 3,400,923 | 3,044,977 | 2,688,407 | 2,330,999 | 1,972,539 |
|                     | 275,000            | 4,931,016 | 3,162,016 | 2,806,933 | 2,450,986 | 2,094,417 | 1,737,008 | 1,378,548 |

| Balance (RLV - TLV) | AH - % on site 35% |              |              |              |              |              |              |           |
|---------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------|
|                     | 5,592,150          | 0%           | 25%          | 30%          | 35%          | 40%          | 45%          | 50%       |
| 5                   | (8,769,242)        | (10,522,336) | (10,873,635) | (11,224,941) | (11,576,855) | (11,928,932) | (12,281,532) |           |
| 10                  | 1,660,367          | (102,074)    | (455,485)    | (809,670)    | (1,164,314)  | (1,519,581)  | (1,875,686)  |           |
| Density (dph)       | 15                 | 5,134,008    | 3,368,041    | 3,013,735    | 2,658,651    | 2,302,936    | 1,946,492    | 1,589,107 |
| 26                  | 20                 | 6,870,200    | 5,102,712    | 4,747,676    | 4,392,220    | 4,036,126    | 3,679,038    | 3,320,985 |
|                     | 25                 | 7,911,915    | 6,143,124    | 5,788,041    | 5,432,159    | 5,075,653    | 4,718,306    | 4,359,906 |
|                     | 27                 | 8,220,572    | 6,451,380    | 6,096,297    | 5,740,290    | 5,383,661    | 5,026,196    | 4,667,680 |
|                     | 30                 | 8,606,392    | 6,836,700    | 6,481,503    | 6,125,452    | 5,768,671    | 5,411,058    | 5,052,399 |
|                     | 35                 | 9,102,231    | 7,332,112    | 6,976,713    | 6,620,662    | 6,263,684    | 5,905,880    | 5,547,036 |
|                     | 40                 | 9,474,107    | 7,703,671    | 7,348,120    | 6,992,032    | 6,634,944    | 6,276,997    | 5,918,015 |
|                     | 45                 | 9,763,344    | 7,992,661    | 7,636,992    | 7,280,789    | 6,923,701    | 6,565,644    | 6,206,553 |
|                     | 50                 | 9,994,733    | 8,223,853    | 7,868,090    | 7,511,796    | 7,154,707    | 6,796,561    | 6,437,384 |

| Balance (RLV - TLV) | AH - % on site 35% |             |             |             |             |             |             |             |
|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     | 5,592,150          | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| 95%                 | 9,697,947          | 7,830,490   | 7,455,144   | 7,079,157   | 6,702,310   | 6,324,387   | 5,945,174   |             |
| 100%                | 8,072,179          | 6,303,180   | 5,948,097   | 5,592,150   | 5,235,580   | 4,878,172   | 4,519,712   |             |
| Build rate (Epsm)   | 105%               | 6,434,408   | 4,764,354   | 4,429,423   | 4,093,811   | 3,757,799   | 3,421,174   | 3,083,610   |
|                     | 110%               | 4,782,230   | 3,211,046   | 2,896,080   | 2,580,987   | 2,265,394   | 1,949,543   | 1,633,073   |
|                     | 115%               | 3,112,130   | 1,638,852   | 1,343,946   | 1,048,839   | 753,731     | 458,322     | 162,779     |
|                     | 120%               | 1,419,602   | 42,066      | (233,473)   | (509,061)   | (784,650)   | (1,060,238) | (1,335,827) |
|                     | 125%               | (301,528)   | (1,588,179) | (1,845,777) | (2,103,375) | (2,360,972) | (2,618,894) | (2,876,833) |
|                     | 130%               | (2,060,502) | (3,265,422) | (3,528,105) | (3,810,633) | (4,094,242) | (4,379,186) | (4,666,099) |

| Balance (RLV - TLV) | AH - % on site 0% |             |             |             |             |             |             |     |
|---------------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
|                     | 5,592,150         | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50% |
| 75%                 | (5,676,257)       | (3,579,540) | (3,206,479) | (2,866,840) | (2,533,426) | (2,206,656) | (1,886,937) |     |
| 80%                 | (2,455,472)       | (1,477,284) | (1,289,396) | (1,104,592) | (923,203)   | (745,620)   | (572,344)   |     |
| 85%                 | 275,551           | 519,068     | 563,377     | 605,689     | 645,918     | 683,680     | 718,766     |     |
| 90%                 | 2,919,376         | 2,471,547   | 2,379,113   | 2,285,422   | 2,190,251   | 2,093,483   | 1,994,973   |     |
| 95%                 | 5,512,052         | 4,396,477   | 4,171,391   | 3,945,401   | 3,718,448   | 3,490,350   | 3,260,925   |     |
| 100%                | 8,072,179         | 6,303,180   | 5,948,097   | 5,592,150   | 5,235,580   | 4,878,172   | 4,519,712   |     |
| 105%                | 10,610,409        | 8,197,379   | 7,713,618   | 7,229,648   | 6,744,786   | 6,259,621   | 5,774,305   |     |
| 110%                | 13,132,957        | 10,082,397  | 9,471,216   | 8,860,022   | 8,248,091   | 7,635,900   | 7,022,892   |     |
| 115%                | 15,644,224        | 11,960,271  | 11,222,886  | 10,485,024  | 9,747,103   | 9,008,401   | 8,269,428   |     |
| 120%                | 18,147,148        | 13,833,006  | 12,969,650  | 12,106,295  | 11,242,272  | 10,378,165  | 9,513,463   |     |
| 125%                | 20,642,844        | 15,701,537  | 14,712,968  | 13,724,067  | 12,734,814  | 11,745,561  | 10,755,603  |     |

| Balance (RLV - TLV) | Site Specific S106 £1,500 |             |             |             |             |              |              |       |
|---------------------|---------------------------|-------------|-------------|-------------|-------------|--------------|--------------|-------|
|                     | 5,592,150                 | -           | 1,500       | 3,000       | 4,500       | 6,000        | 7,500        | 9,000 |
| 0                   | 8,242,320                 | 7,864,747   | 7,483,551   | 7,098,356   | 6,709,193   | 6,316,124    | 5,918,976    |       |
| 40                  | 7,627,580                 | 7,243,964   | 6,856,370   | 6,464,686   | 6,069,038   | 5,669,319    | 5,265,150    |       |
| 80                  | 7,002,858                 | 6,612,842   | 6,218,605   | 5,820,343   | 5,417,950   | 5,011,195    | 4,599,926    |       |
| 143                 | 5,997,480                 | 5,596,893   | 5,192,117   | 4,782,916   | 4,369,161   | 3,950,908    | 3,528,041    |       |
| 160                 | 5,721,641                 | 5,318,051   | 4,910,206   | 4,497,995   | 4,081,264   | 3,659,756    | 3,233,565    |       |
| 200                 | 5,064,416                 | 4,653,793   | 4,238,739   | 3,819,141   | 3,394,837   | 2,965,623    | 2,531,537    |       |
| 240                 | 4,395,658                 | 3,977,726   | 3,555,184   | 3,127,915   | 2,695,797   | 2,258,609    | 1,816,332    |       |
| 280                 | 3,714,937                 | 3,289,415   | 2,859,097   | 2,423,863   | 1,983,589   | 1,538,150    | 1,087,418    |       |
| 320                 | 3,021,810                 | 2,588,406   | 2,150,017   | 1,706,517   | 1,257,781   | 803,679      | 344,080      |       |
| 360                 | 2,315,822                 | 1,874,239   | 1,427,474   | 975,400     | 517,886     | 54,801       | (413,993)    |       |
| 400                 | 1,596,506                 | 1,146,436   | 690,984     | 230,017     | (236,597)   | (708,995)    | (1,187,318)  |       |
| 440                 | 863,357                   | 404,481     | (60,017)    | (530,274)   | (1,006,429) | (1,488,623)  | (1,977,000)  |       |
| 480                 | 115,568                   | (352,489)   | (826,382)   | (1,306,251) | (1,792,240) | (2,284,493)  | (2,783,158)  |       |
| 520                 | (647,120)                 | (1,124,892) | (1,608,320) | (2,098,148) | (2,594,475) | (3,097,415)  | (3,643,640)  |       |
| 560                 | (1,425,238)               | (1,912,846) | (2,406,774) | (2,907,170) | (3,419,390) | (4,016,822)  | (4,622,643)  |       |
| 600                 | (2,219,951)               | (2,717,833) | (3,222,269) | (3,790,712) | (4,393,462) | (5,004,426)  | (5,623,792)  |       |
| 640                 | (3,031,298)               | (3,565,828) | (4,165,433) | (4,773,168) | (5,389,356) | (6,014,473)  | (6,648,295)  |       |
| 680                 | (3,938,540)               | (4,543,083) | (5,156,194) | (5,777,931) | (6,408,336) | (7,047,805)  | (7,695,446)  |       |
| 720                 | (4,924,234)               | (5,542,627) | (6,169,623) | (6,805,850) | (7,450,908) | (8,101,681)  | (8,757,106)  |       |
| 760                 | (5,932,323)               | (6,565,150) | (7,206,720) | (7,855,665) | (8,509,603) | (9,168,237)  | (9,831,619)  |       |
| 800                 | (6,963,810)               | (7,610,784) | (8,262,523) | (8,919,238) | (9,581,115) | (10,247,784) | (10,919,298) |       |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                    |                             |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|--------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 350 Units                            |                          |                    |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                    |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%              |                             |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%              |                             |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%              |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                    |                             |               |         |         |  |
|                                        |                         | 100%                                 |                          |                    |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 143.29 £ psm                         |                          |                    |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units         | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 7.5                                  | 0.0%                     | 0.0                | 2%                          | 7.5           |         |         |  |
| 2 bed House                            | 20.9%                   | 47.5                                 | 57.4%                    | 70.3               | 34%                         | 117.8         |         |         |  |
| 3 bed House                            | 40.8%                   | 92.8                                 | 23.5%                    | 28.8               | 35%                         | 121.6         |         |         |  |
| 4 bed House                            | 35.0%                   | 79.6                                 | 2.8%                     | 3.4                | 24%                         | 83.0          |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 20.1               | 6%                          | 20.1          |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 227.5                                | 100.0%                   | 122.5              | 100%                        | 350.0         |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |                    | 58.0                        | 624           |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |                    | 79.0                        | 850           |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |                    | 90.0                        | 969           |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |                    | 110.0                       | 1,184         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |                    | 50.0                        | 538           |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |                    | 70.0                        | 753           |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |                    | 84.0                        | 904           |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |                    | 97.0                        | 1,044         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)             | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 435                     | 4,687                                | 0                        | 0                  | 435                         | 4,687         |         |         |  |
| 2 bed House                            | 3,756                   | 40,432                               | 4,918                    | 52,934             | 8,674                       | 93,366        |         |         |  |
| 3 bed House                            | 8,354                   | 89,920                               | 2,419                    | 26,040             | 10,773                      | 115,959       |         |         |  |
| 4 bed House                            | 8,759                   | 94,278                               | 328                      | 3,530              | 9,087                       | 97,808        |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                  | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 1,180                    | 12,705             | 1,180                       | 12,705        |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0                  | 0                           | 0             |         |         |  |
|                                        | 21,304                  | 229,317                              | 8,845                    | 95,209             | 30,149                      | 324,526       |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |                    |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV £ (no AH) |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 1,351,350          |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 29,450,313         |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 35,269,728         |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 29,052,100         |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                  |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 3,210,480          |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 0                  |                             |               |         |         |  |
|                                        |                         |                                      |                          | 98,333,970         |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm               | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000            | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000            | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000            | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000            | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                  | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000            | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000            | 2,180                       | 152,000       | 2,492   | 80%     |  |



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 7.5                        | @                     | 180,000 | 1,351,350                       |
| 2 bed House                      | 47.5                       | @                     | 250,000 | 11,886,875                      |
| 3 bed House                      | 92.8                       | @                     | 290,000 | 26,917,800                      |
| 4 bed House                      | 79.6                       | @                     | 350,000 | 27,868,750                      |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 227.5                      |                       |         | 68,024,775                      |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 37.2                       | @                     | 125,000 | 4,654,311                       |
| 3 bed House                      | 15.3                       | @                     | 145,000 | 2,213,261                       |
| 4 bed House                      | 1.8                        | @                     | 175,000 | 313,588                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 10.6                       | @                     | 80,000  | 850,777                         |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 64.9                       |                       |         | 8,031,937                       |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 17.6                       | @                     | 175,000 | 3,078,519                       |
| 3 bed House                      | 7.2                        | @                     | 203,000 | 1,463,926                       |
| 4 bed House                      | 0.8                        | @                     | 245,000 | 207,418                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 5.0                        | @                     | 112,000 | 562,733                         |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 30.7                       |                       |         | 5,312,596                       |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 15.2                       | @                     | 200,000 | 3,034,962                       |
| 4 bed House                      | 6.2                        | @                     | 232,000 | 1,443,213                       |
| 5 bed House                      | 0.7                        | @                     | 250,000 | 182,574                         |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 4.3                        | @                     | 128,000 | 554,771                         |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 26.5                       |                       |         | 5,215,520                       |
| <b>Sub-total GDV Residential</b> | <b>349.6</b>               |                       |         | <b>86,584,827</b>               |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 390                        | £ psm (total GIA sqm) |         | £MV less EGDV 11,749,143        |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 350                        | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>86,584,827</b>               |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |         |                    |                                |                       |                     |
|----------------------------------------------------------------------|---------|--------------------|--------------------------------|-----------------------|---------------------|
| <b>Initial Payments -</b>                                            |         |                    |                                |                       |                     |
| Planning Application Professional Fees, Surveys and reports          |         |                    |                                |                       | (160,000)           |
| Statutory Planning Fees (Residential)                                |         |                    |                                |                       | (53,549)            |
| CIL                                                                  |         |                    |                                |                       | (3,052,684)         |
| CIL analysis:                                                        |         | 21,304 sqm         | 143.29 £ psm                   |                       |                     |
|                                                                      |         | 3.53% % of GDV     | 8,722 £ per unit (total units) |                       |                     |
| Site Specific S106 Contributions                                     | Year 1  | 0                  |                                |                       | -                   |
|                                                                      | Year 2  | 0                  |                                |                       | -                   |
|                                                                      | Year 3  | 0                  |                                |                       | -                   |
|                                                                      | Year 4  | 0                  |                                |                       | -                   |
|                                                                      | Year 5  | 0                  |                                |                       | -                   |
|                                                                      | Year 6  | 0                  |                                |                       | -                   |
|                                                                      | Year 7  | 0                  |                                |                       | -                   |
|                                                                      | Year 8  | 0                  |                                |                       | -                   |
|                                                                      | Year 9  | 0                  |                                |                       | -                   |
|                                                                      | Year 10 | 0                  |                                |                       | -                   |
|                                                                      | total   | 350 units @        | 1,500 per unit                 | (525,000)             | (525,000)           |
| S106 analysis:                                                       |         | 0.61% % of GDV     | 1,500 £ per unit (total units) |                       |                     |
| AH Commuted Sum                                                      |         | 30,149 sqm (total) | 0 £ psm                        |                       | -                   |
| Comm. Sum analysis:                                                  |         | 0.00% % of GDV     |                                |                       |                     |
| <b>Construction Costs -</b>                                          |         |                    |                                |                       |                     |
| Site Clearance and Demolition                                        |         |                    |                                |                       | -                   |
|                                                                      |         | 30.89 acres @      | 0 £ per acre (if brownfield)   |                       |                     |
| <b>Infrastructure costs -</b>                                        |         |                    |                                |                       |                     |
| Policy SP10 - Climate Change                                         |         |                    |                                |                       | (894,950)           |
| Policy LP32 - Electric charging point                                |         |                    |                                |                       | (350,000)           |
| Policy SP09 - Cross-boundary mitigate                                |         |                    |                                |                       | (42,662)            |
| Policy LP18 - Biodiversity & Geodiv                                  |         |                    |                                |                       | (759,732)           |
| Policy LP25 - Sustainable Constructi                                 |         |                    |                                |                       | (1,225,000)         |
|                                                                      |         |                    |                                |                       | -                   |
| total                                                                |         |                    |                                |                       | -                   |
|                                                                      |         | 30.89 acres @      | 0 per acre                     | (3,272,344)           | -                   |
| Infra. Costs analysis:                                               |         | 3.78% % of GDV     | 9,350 £ per unit (total units) |                       |                     |
| 1 bed House                                                          |         | 435 sqm @          | 1,155 psm                      |                       | (502,927)           |
| 2 bed House                                                          |         | 8,674 sqm @        | 1,155 psm                      |                       | (10,018,487)        |
| 3 bed House                                                          |         | 10,773 sqm @       | 1,155 psm                      |                       | (12,442,791)        |
| 4 bed House                                                          |         | 9,087 sqm @        | 1,155 psm                      |                       | (10,495,147)        |
| 5 bed House                                                          |         | - sqm @            | 1,155 psm                      |                       | -                   |
| 1 bed Flat                                                           |         | 1,180 sqm @        | 1,296 psm                      |                       | (1,529,699)         |
| 2 bed Flat                                                           | 30,149  | - sqm @            | 1,296 psm                      |                       | -                   |
| External works                                                       |         |                    |                                |                       | (5,248,358)         |
|                                                                      |         | 34,989,051 @       | 15.0%                          | 14,995 £ per unit     |                     |
| M4(2) Category 2 Housing                                             |         |                    |                                |                       | (91,175)            |
|                                                                      |         | 50% of All units   | 350 units @                    | 521 £ per dwelling    |                     |
| M4(3) Category 3 Housing                                             |         |                    |                                |                       | -                   |
|                                                                      |         | 0% of All units    | 350 units @                    | 10,307 £ per dwelling |                     |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |         |                    |                                |                       | (3,150)             |
|                                                                      |         | 350 units @        | 9 £ per dwelling               |                       |                     |
| Contingency                                                          |         |                    |                                |                       | (2,180,204)         |
|                                                                      |         | 43,604,078 @       | 5.0%                           |                       |                     |
| <b>Professional Fees</b>                                             |         |                    |                                |                       | (4,360,408)         |
|                                                                      |         | 43,604,078 @       | 10.0%                          |                       |                     |
| <b>Disposal Costs -</b>                                              |         |                    |                                |                       |                     |
| Marketing and Promotion                                              |         |                    |                                |                       | (1,020,372)         |
|                                                                      |         | 68,024,775 OMS @   | 1.50%                          |                       |                     |
| Residential Sales Agent Costs                                        |         |                    |                                |                       | (1,020,372)         |
|                                                                      |         | 68,024,775 OMS @   | 1.50%                          |                       |                     |
| Residential Sales Legal Costs                                        |         |                    |                                |                       | (340,124)           |
|                                                                      |         | 68,024,775 OMS @   | 0.50%                          |                       |                     |
| <b>Interest (on Development Costs) -</b>                             |         |                    |                                |                       |                     |
|                                                                      |         | 7.50% APR          | 0.604% pcm                     |                       | (1,114,986)         |
| <b>Developers Profit -</b>                                           |         |                    |                                |                       |                     |
| Margin on AH                                                         |         |                    |                                |                       | (800,672)           |
|                                                                      |         | 13,344,532         | 6.00% on AH values             |                       |                     |
| Profit on GDV                                                        |         |                    |                                |                       | (13,604,955)        |
|                                                                      |         | 68,024,775         | 20.00%                         |                       |                     |
|                                                                      |         | 57,431,775         | 23.69% on costs                | (13,604,955)          |                     |
|                                                                      |         | 81,369,307         | 17.70% blended                 | (14,405,627)          |                     |
| <b>TOTAL COSTS</b>                                                   |         |                    |                                |                       | <b>(71,837,402)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                    |                    |                   |
|-----------------------------|-------------------|--------------------|--------------------|-------------------|
| Residual Land Value (gross) |                   |                    |                    | 14,747,425        |
| SDLT                        | 14,747,425 @      |                    | 5.0% (slabbed)     | (726,871)         |
| Acquisition Agent fees      | 14,747,425 @      |                    | 1.0%               | (147,474)         |
| Acquisition Legal fees      | 14,747,425 @      |                    | 0.5%               | (73,737)          |
| Interest on Land            | 14,747,425 @      |                    | 7.5%               | (1,106,057)       |
| Residual Land Value         |                   |                    |                    | <b>12,693,286</b> |
| <i>RLV analysis:</i>        | 36,267 £ per plot | 1,015,463 £ per ha | 410,952 £ per acre |                   |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      |                   | 28.0 dp net ha       |                        |                  |
| Site Area (Resi)         |                   | 12.50 net ha         | 30.89 net acres        |                  |
| <i>Density analysis:</i> |                   | 2,412 sqm/ha         | 10,507 sqft/ac         |                  |
| Threshold Land Value     | 12,602 £ per plot | 352,844 £ per net ha | 142,794 £ per net acre | <b>4,410,550</b> |
|                          |                   | 70% Gross to net     | 17.86 Gross hectares   |                  |

| BALANCE           |  |                  |                    |                  |
|-------------------|--|------------------|--------------------|------------------|
| Surplus/(Deficit) |  | 662,619 £ per ha | 268,158 £ per acre | <b>8,282,736</b> |

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 Title: 350 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS        |             | AH - % on site 35% |             |             |             |             |             |             |
|-----------------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)         | 8,282,736   | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| CIL Epsm<br>143.29          | 0           | 16,874,837         | 13,050,234  | 12,284,631  | 11,518,996  | 10,753,078  | 9,986,826   | 9,220,223   |
|                             | 80          | 14,102,489         | 10,992,651  | 10,369,498  | 9,746,142   | 9,122,006   | 8,497,288   | 7,871,858   |
|                             | 100         | 13,385,911         | 10,462,227  | 9,876,158   | 9,289,743   | 8,702,503   | 8,114,513   | 7,525,671   |
|                             | 120         | 12,659,610         | 9,925,081   | 9,376,711   | 8,827,844   | 8,278,070   | 7,727,403   | 7,175,738   |
|                             | 140         | 11,923,355         | 9,381,054   | 8,871,009   | 8,360,309   | 7,848,584   | 7,335,851   | 6,821,965   |
|                             | 160         | 11,176,266         | 8,829,982   | 8,358,903   | 7,886,995   | 7,413,921   | 6,939,744   | 6,464,251   |
|                             | 180         | 10,418,706         | 8,271,700   | 7,840,240   | 7,407,668   | 6,973,955   | 6,538,969   | 6,102,355   |
|                             | 200         | 9,650,158          | 7,706,037   | 7,314,706   | 6,922,253   | 6,528,558   | 6,133,411   | 5,736,343   |
|                             | 220         | 8,870,076          | 7,132,541   | 6,782,182   | 6,430,604   | 6,077,597   | 5,722,953   | 5,366,110   |
|                             | 240         | 8,078,569          | 6,551,177   | 6,242,584   | 5,932,575   | 5,620,941   | 5,307,475   | 4,991,552   |
|                             | 260         | 7,274,701          | 5,961,860   | 5,695,748   | 5,428,014   | 5,158,452   | 4,886,854   | 4,612,562   |
|                             | 280         | 6,458,655          | 5,364,246   | 5,141,426   | 4,916,770   | 4,689,992   | 4,460,969   | 4,229,029   |
|                             | 300         | 5,629,679          | 4,757,899   | 4,579,150   | 4,398,481   | 4,215,421   | 4,029,691   | 3,840,844   |
|                             | 320         | 4,787,441          | 4,142,990   | 4,009,077   | 3,873,011   | 3,734,588   | 3,592,892   | 3,447,892   |
|                             | 340         | 3,931,759          | 3,518,822   | 3,430,889   | 3,340,338   | 3,247,050   | 3,150,442   | 3,050,060   |
|                             | 360         | 3,061,814          | 2,885,470   | 2,844,080   | 2,800,178   | 2,752,922   | 2,702,208   | 2,647,229   |
|                             | 380         | 2,177,224          | 2,242,412   | 2,248,881   | 2,252,077   | 2,252,053   | 2,248,053   | 2,239,280   |
|                             | 400         | 1,277,652          | 1,589,585   | 1,644,446   | 1,696,223   | 1,744,101   | 1,787,573   | 1,826,015   |
|                             | 420         | 362,529            | 926,348     | 1,031,131   | 1,131,987   | 1,228,803   | 1,320,824   | 1,407,264   |
|                             | 440         | (568,730)          | 252,798     | 408,009     | 559,425     | 706,248     | 847,694     | 982,990     |
| 460                         | (1,516,729) | (431,796)          | (224,637)   | (21,941)    | 175,822     | 367,874     | 553,065     |             |
| 480                         | (2,482,085) | (1,127,641)        | (867,497)   | (612,144)   | (362,361)   | (118,915)   | 117,357     |             |
| 500                         | (3,465,434) | (1,834,996)        | (1,520,805) | (1,211,806) | (908,771)   | (612,574)   | (324,528)   |             |
| 520                         | (4,478,398) | (2,554,304)        | (2,184,752) | (1,820,823) | (1,463,456) | (1,113,688) | (772,581)   |             |
| 540                         | (5,665,971) | (3,286,076)        | (2,859,765) | (2,439,804) | (2,026,944) | (1,622,141) | (1,226,863) |             |
| Balance (RLV - TLV)         | 8,282,736   | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Site Specific S106<br>1,500 | -           | 12,392,985         | 9,872,770   | 9,366,486   | 8,859,201   | 8,350,702   | 7,840,778   | 7,329,221   |
|                             | 1,500       | 11,800,994         | 9,290,927   | 8,787,327   | 8,282,736   | 7,777,346   | 7,270,942   | 6,763,311   |
|                             | 3,000       | 11,202,317         | 8,701,063   | 8,199,442   | 7,697,514   | 7,194,905   | 6,691,461   | 6,187,205   |
|                             | 4,500       | 10,596,788         | 8,102,604   | 7,603,139   | 7,103,080   | 6,602,808   | 6,101,970   | 5,600,527   |
|                             | 6,000       | 9,984,233          | 7,495,772   | 6,997,624   | 6,499,476   | 6,000,803   | 5,502,090   | 5,002,890   |
|                             | 7,500       | 9,364,478          | 6,880,113   | 6,383,141   | 5,885,905   | 5,388,669   | 4,891,433   | 4,393,897   |
|                             | 9,000       | 8,737,345          | 6,255,278   | 5,758,859   | 5,262,440   | 4,766,021   | 4,269,602   | 3,773,140   |
|                             | 10,500      | 8,102,652          | 5,621,282   | 5,125,008   | 4,628,734   | 4,132,460   | 3,636,186   | 3,139,912   |
|                             | 12,000      | 7,460,215          | 4,977,431   | 4,480,874   | 3,984,318   | 3,487,579   | 2,990,766   | 2,493,952   |
|                             | 13,500      | 6,809,846          | 4,323,836   | 3,826,277   | 3,328,717   | 2,830,957   | 2,332,908   | 1,834,835   |
|                             | 15,000      | 6,151,353          | 3,659,913   | 3,160,991   | 2,661,724   | 2,162,164   | 1,662,169   | 1,161,579   |
|                             | 16,500      | 5,484,540          | 2,985,395   | 2,484,591   | 1,982,910   | 1,480,756   | 977,894     | 474,084     |
|                             | 18,000      | 4,809,211          | 2,300,144   | 1,796,428   | 1,291,835   | 786,278     | 279,516     | (228,695)   |
|                             | 19,500      | 4,125,162          | 1,603,468   | 1,096,370   | 588,049     | 78,262      | (433,279)   | (947,219)   |
|                             | 21,000      | 3,432,187          | 895,122     | 383,969     | (128,913)   | (643,910)   | (1,161,576) | (1,682,200) |
|                             | 22,500      | 2,730,078          | 174,813     | (341,235)   | (859,527)   | (1,380,957) | (1,905,603) | (2,434,471) |
|                             | 24,000      | 2,018,378          | (557,916)   | (1,079,714) | (1,604,567) | (2,133,112) | (2,666,244) | (3,204,898) |
| 25,500                      | 1,296,844   | (1,303,531)        | (1,831,953) | (2,364,380) | (2,901,515) | (3,444,395) | (3,994,379) |             |
| 27,000                      | 565,466     | (2,062,516)        | (2,598,453) | (3,139,445) | (3,686,357) | (4,240,678) | (4,869,575) |             |
| 28,500                      | (176,027)   | (2,835,364)        | (3,379,918) | (3,930,716) | (4,503,273) | (5,162,785) | (5,835,168) |             |
| 30,000                      | (928,476)   | (3,622,584)        | (4,176,899) | (4,793,717) | (5,457,516) | (6,134,077) | (6,826,549) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

|                               |           | AH - % on site 35% |            |            |            |            |            |           |
|-------------------------------|-----------|--------------------|------------|------------|------------|------------|------------|-----------|
|                               | 8,282,736 | 0%                 | 25%        | 30%        | 35%        | 40%        | 45%        | 50%       |
| Balance (RLV - TLV)           | 50,000    | 14,667,168         | 12,157,102 | 11,653,502 | 11,148,911 | 10,643,520 | 10,137,116 | 9,629,486 |
|                               | 75,000    | 13,894,981         | 11,384,914 | 10,881,314 | 10,376,723 | 9,871,333  | 9,364,929  | 8,857,298 |
| TLV (per net acre)<br>142,794 | 100,000   | 13,122,793         | 10,612,727 | 10,109,127 | 9,604,536  | 9,099,145  | 8,592,741  | 8,085,111 |
|                               | 125,000   | 12,350,606         | 9,840,539  | 9,336,939  | 8,832,348  | 8,326,958  | 7,820,554  | 7,312,923 |
|                               | 150,000   | 11,578,418         | 9,068,352  | 8,564,752  | 8,060,161  | 7,554,770  | 7,048,366  | 6,540,736 |
|                               | 175,000   | 10,806,231         | 8,296,164  | 7,792,564  | 7,287,973  | 6,782,583  | 6,276,179  | 5,768,548 |
|                               | 200,000   | 10,034,043         | 7,523,977  | 7,020,377  | 6,515,786  | 6,010,395  | 5,503,991  | 4,996,361 |
|                               | 225,000   | 9,261,856          | 6,751,789  | 6,248,189  | 5,743,598  | 5,238,208  | 4,731,804  | 4,224,173 |
|                               | 250,000   | 8,489,668          | 5,979,602  | 5,476,002  | 4,971,411  | 4,466,020  | 3,959,616  | 3,451,986 |
|                               | 275,000   | 7,717,481          | 5,207,414  | 4,703,814  | 4,199,223  | 3,693,833  | 3,187,429  | 2,679,798 |

|                     |           | AH - % on site 35% |              |              |              |              |              |              |
|---------------------|-----------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                     | 8,282,736 | 0%                 | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
| Balance (RLV - TLV) | 5         | (12,160,391)       | (14,650,571) | (15,149,284) | (15,648,158) | (16,147,508) | (16,647,214) | (17,147,337) |
|                     | 10        | 2,430,416          | (71,113)     | (572,801)    | (1,074,969)  | (1,577,725)  | (2,081,325)  | (2,585,946)  |
| Density (dph)<br>28 | 15        | 7,290,068          | 4,784,146    | 4,281,537    | 3,778,095    | 3,273,960    | 2,768,918    | 2,262,753    |
|                     | 20        | 9,719,259          | 7,211,094    | 6,707,804    | 6,203,913    | 5,699,205    | 5,193,415    | 4,686,477    |
|                     | 25        | 11,176,473         | 8,667,070    | 8,163,470    | 7,659,089    | 7,153,903    | 6,647,698    | 6,140,261    |
|                     | 27        | 11,608,240         | 9,098,379    | 8,594,779    | 8,090,252    | 7,584,925    | 7,078,583    | 6,571,012    |
|                     | 30        | 12,147,949         | 9,637,514    | 9,133,867    | 8,629,206    | 8,123,703    | 7,617,188    | 7,109,450    |
|                     | 35        | 12,841,861         | 10,330,689   | 9,826,807    | 9,322,147    | 8,816,416    | 8,309,681    | 7,801,727    |
|                     | 40        | 13,362,295         | 10,850,569   | 10,346,513   | 9,841,741    | 9,335,951    | 8,829,050    | 8,320,936    |
|                     | 45        | 13,767,076         | 11,254,921   | 10,750,729   | 10,245,824   | 9,739,991    | 9,233,004    | 8,724,690    |
|                     | 50        | 14,090,811         | 11,578,402   | 11,074,101   | 10,569,090   | 10,063,154   | 9,556,080    | 9,047,655    |

|                     |           | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     | 8,282,736 | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV) | 95%       | 14,067,374         | 11,421,310  | 10,890,048  | 10,357,669  | 9,824,273   | 9,289,646   | 8,753,573   |
|                     | 100%      | 11,800,994         | 9,290,927   | 8,787,327   | 8,282,736   | 7,777,346   | 7,270,942   | 6,763,311   |
| Build rate (Epsm)   | 105%      | 9,518,983          | 7,145,366   | 6,669,307   | 6,192,867   | 5,715,725   | 5,237,712   | 4,758,821   |
|                     | 110%      | 7,217,962          | 4,980,417   | 4,532,082   | 4,083,644   | 3,634,569   | 3,185,164   | 2,735,216   |
|                     | 115%      | 4,893,035          | 2,790,367   | 2,369,547   | 1,948,727   | 1,527,621   | 1,106,387   | 684,929     |
|                     | 120%      | 2,537,975          | 567,206     | 173,052     | (221,102)   | (615,256)   | (1,009,410) | (1,403,564) |
|                     | 125%      | 144,481            | (1,701,180) | (2,070,581) | (2,440,135) | (2,809,953) | (3,179,984) | (3,550,290) |
|                     | 130%      | (2,300,393)        | (4,033,719) | (4,382,446) | (4,786,400) | (5,194,801) | (5,605,450) | (6,019,058) |

|                             |           | AH - % on site 35% |             |             |             |             |             |             |
|-----------------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                             | 8,282,736 | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV)         | 75%       | (7,512,587)        | (4,581,871) | (4,074,340) | (3,600,559) | (3,135,705) | (2,680,185) | (2,234,611) |
|                             | 80%       | (2,972,841)        | (1,628,278) | (1,369,888) | (1,115,722) | (866,276)   | (621,951)   | (383,336)   |
| Changes in sales values (E) | 85%       | 869,166            | 1,178,901   | 1,234,980   | 1,288,587   | 1,339,333   | 1,386,993   | 1,431,114   |
|                             | 90%       | 4,579,588          | 3,919,132   | 3,783,437   | 3,646,191   | 3,507,206   | 3,365,959   | 3,222,520   |
|                             | 95%       | 8,214,176          | 6,618,457   | 6,296,974   | 5,974,401   | 5,650,555   | 5,325,257   | 4,998,328   |
|                             | 100%      | 11,800,994         | 9,290,927   | 8,787,327   | 8,282,736   | 7,777,346   | 7,270,942   | 6,763,311   |
|                             | 105%      | 15,356,212         | 11,944,723  | 11,261,347  | 10,577,113  | 9,892,408   | 9,206,982   | 8,520,495   |
|                             | 110%      | 18,889,050         | 14,585,275  | 13,723,433  | 12,861,447  | 11,998,678  | 11,135,533  | 10,271,609  |
|                             | 115%      | 22,405,337         | 17,215,719  | 16,176,829  | 15,137,940  | 14,098,393  | 13,058,649  | 12,018,019  |
|                             | 120%      | 25,909,490         | 19,838,387  | 18,623,545  | 17,408,365  | 16,193,179  | 14,977,167  | 13,761,067  |
|                             | 125%      | 29,404,237         | 22,455,040  | 21,064,773  | 19,674,468  | 18,283,472  | 16,892,477  | 15,500,940  |

|                    |              | Site Specific S106 £1,500 |              |              |              |              |              |             |
|--------------------|--------------|---------------------------|--------------|--------------|--------------|--------------|--------------|-------------|
|                    | 8,282,736    | -                         | 1,500        | 3,000        | 4,500        | 6,000        | 7,500        | 9,000       |
| CIL Epsm<br>143.29 | 0            | 12,049,053                | 11,518,996   | 10,981,533   | 10,436,579   | 9,883,495    | 9,322,444    | 8,752,992   |
|                    | 40           | 11,184,953                | 10,642,902   | 10,092,790   | 9,534,874    | 8,968,547    | 8,393,808    | 7,810,206   |
|                    | 80           | 10,300,957                | 9,746,142    | 9,182,899    | 8,611,438    | 8,031,141    | 7,442,104    | 6,843,590   |
|                    | 143          | 8,865,922                 | 8,289,580    | 7,704,441    | 7,110,133    | 6,506,654    | 5,893,174    | 5,269,841   |
|                    | 160          | 8,469,221                 | 7,886,995    | 7,295,425    | 6,694,793    | 6,084,509    | 5,464,243    | 4,833,864   |
|                    | 200          | 7,519,357                 | 6,922,253    | 6,315,622    | 5,699,126    | 5,072,654    | 4,435,799    | 3,787,937   |
|                    | 240          | 6,545,349                 | 5,932,575    | 5,309,961    | 4,677,038    | 4,033,292    | 3,378,586    | 2,712,502   |
|                    | 280          | 5,545,802                 | 4,916,770    | 4,277,090    | 3,626,594    | 2,964,870    | 2,291,495    | 1,606,034   |
|                    | 320          | 4,519,348                 | 3,873,011    | 3,215,593    | 2,546,677    | 1,865,830    | 1,172,610    | 466,563     |
|                    | 360          | 3,464,691                 | 2,800,178    | 2,123,890    | 1,435,388    | 734,220      | 19,925       | (707,973)   |
|                    | 400          | 2,380,108                 | 1,696,223    | 999,909      | 290,711      | (432,001)    | (1,168,658)  | (1,919,731) |
|                    | 440          | 1,263,724                 | 559,425      | (158,059)    | (889,345)    | (1,634,969)  | (2,395,337)  | (3,170,974) |
|                    | 480          | 113,825                   | (612,144)    | (1,352,241)  | (2,107,043)  | (2,876,921)  | (3,662,599)  | (4,475,458) |
|                    | 520          | (1,071,673)               | (1,820,823)  | (2,585,017)  | (3,364,628)  | (4,160,610)  | (5,066,754)  | (6,032,551) |
|                    | 560          | (2,295,230)               | (3,069,034)  | (3,858,601)  | (4,708,315)  | (5,666,034)  | (6,645,170)  | (7,646,170) |
|                    | 600          | (3,559,237)               | (4,359,214)  | (5,302,778)  | (6,273,702)  | (7,266,145)  | (8,281,495)  | (9,320,546) |
| 640                | (4,942,372)  | (5,905,202)               | (6,889,667)  | (7,896,272)  | (8,926,152)  | (9,980,478)  | (11,060,471) |             |
| 680                | (6,516,154)  | (7,514,119)               | (8,535,243)  | (9,580,295)  | (10,650,474) | (11,746,973) | (12,869,180) |             |
| 720                | (8,147,785)  | (9,183,573)               | (10,244,107) | (11,330,615) | (12,443,876) | (13,577,293) | (14,725,317) |             |
| 760                | (9,841,569)  | (10,918,127)              | (12,021,222) | (13,148,650) | (14,291,023) | (15,448,196) | (16,620,515) |             |
| 800                | (11,602,365) | (12,721,935)              | (13,858,723) | (15,010,160) | (16,176,885) | (17,359,327) | (18,557,566) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 600 Units                            |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 12.9                                 | 0.0%                     | 0.0        | 2%                          | 12.9               |         |         |  |
| 2 bed House                            | 20.9%                   | 81.5                                 | 57.4%                    | 120.4      | 34%                         | 201.9              |         |         |  |
| 3 bed House                            | 40.8%                   | 159.1                                | 23.5%                    | 49.4       | 35%                         | 208.5              |         |         |  |
| 4 bed House                            | 35.0%                   | 136.5                                | 2.8%                     | 5.8        | 24%                         | 142.3              |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 34.4       | 6%                          | 34.4               |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| Total number of units                  | 100.0%                  | 390.0                                | 100.0%                   | 210.0      | 100%                        | 600.0              |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 746                     | 8,035                                | 0                        | 0          | 746                         | 8,035              |         |         |  |
| 2 bed House                            | 6,439                   | 69,312                               | 8,430                    | 90,745     | 14,870                      | 160,057            |         |         |  |
| 3 bed House                            | 14,321                  | 154,148                              | 4,147                    | 44,640     | 18,468                      | 198,788            |         |         |  |
| 4 bed House                            | 15,015                  | 161,620                              | 562                      | 6,052      | 15,577                      | 167,672            |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 2,023                    | 21,780     | 2,023                       | 21,780             |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
|                                        | 36,522                  | 393,115                              | 15,163                   | 163,216    | 51,685                      | 556,330            |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 2,316,600          |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 50,486,250         |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 60,462,390         |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 49,803,600         |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 5,503,680          |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 0                  |         |         |  |
|                                        |                         |                                      |                          |            |                             | 168,572,520        |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 12.9                       | @                     | 180,000 | 2,316,600                       |
| 2 bed House                      | 81.5                       | @                     | 250,000 | 20,377,500                      |
| 3 bed House                      | 159.1                      | @                     | 290,000 | 46,144,800                      |
| 4 bed House                      | 136.5                      | @                     | 350,000 | 47,775,000                      |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 390.0                      |                       |         | 116,613,900                     |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 63.8                       | @                     | 125,000 | 7,978,819                       |
| 3 bed House                      | 26.2                       | @                     | 145,000 | 3,794,161                       |
| 4 bed House                      | 3.1                        | @                     | 175,000 | 537,579                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 18.2                       | @                     | 80,000  | 1,458,475                       |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 111.3                      |                       |         | 13,769,034                      |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 30.2                       | @                     | 175,000 | 5,277,462                       |
| 3 bed House                      | 12.4                       | @                     | 203,000 | 2,509,587                       |
| 4 bed House                      | 1.5                        | @                     | 245,000 | 355,573                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 8.6                        | @                     | 112,000 | 964,685                         |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 52.6                       |                       |         | 9,107,307                       |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 26.0                       | @                     | 200,000 | 5,202,792                       |
| 4 bed House                      | 10.7                       | @                     | 232,000 | 2,474,080                       |
| 5 bed House                      | 1.3                        | @                     | 250,000 | 312,984                         |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 7.4                        | @                     | 128,000 | 951,036                         |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 45.4                       |                       |         | 8,940,891                       |
| <b>Sub-total GDV Residential</b> |                            |                       |         |                                 |
|                                  | 599.2                      |                       |         | 148,431,133                     |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 390                        | £ psm (total GIA sqm) |         | £MV less EGDV 20,141,387        |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     |                            |                       |         |                                 |
|                                  | 600                        | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         |                                 |
|                                  |                            |                       |         | 148,431,133                     |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |         |                    |                                |                       |                      |
|----------------------------------------------------------------------|---------|--------------------|--------------------------------|-----------------------|----------------------|
| <b>Initial Payments -</b>                                            |         |                    |                                |                       |                      |
| Planning Application Professional Fees, Surveys and reports          |         |                    |                                |                       | (250,000)            |
| Statutory Planning Fees (Residential)                                |         |                    |                                |                       | (82,299)             |
| CIL                                                                  |         |                    |                                |                       | (5,233,173)          |
| CIL analysis:                                                        |         | 36,522 sqm         | 143.29 £ psm                   |                       |                      |
|                                                                      |         | 3.53% % of GDV     | 8,722 £ per unit (total units) |                       |                      |
| Site Specific S106 Contributions                                     | Year 1  | 0                  |                                |                       | -                    |
|                                                                      | Year 2  | 0                  |                                |                       | -                    |
|                                                                      | Year 3  | 0                  |                                |                       | -                    |
|                                                                      | Year 4  | 0                  |                                |                       | -                    |
|                                                                      | Year 5  | 0                  |                                |                       | -                    |
|                                                                      | Year 6  | 0                  |                                |                       | -                    |
|                                                                      | Year 7  | 0                  |                                |                       | -                    |
|                                                                      | Year 8  | 0                  |                                |                       | -                    |
|                                                                      | Year 9  | 0                  |                                |                       | -                    |
|                                                                      | Year 10 | 0                  |                                |                       | -                    |
|                                                                      | total   | 600 units @        | 1,500 per unit                 | (900,000)             | (900,000)            |
| S106 analysis:                                                       |         | 0.61% % of GDV     | 1,500 £ per unit (total units) |                       |                      |
| AH Commuted Sum                                                      |         | 51,685 sqm (total) | 0 £ psm                        |                       | -                    |
| Comm. Sum analysis:                                                  |         | 0.00% % of GDV     |                                |                       |                      |
| <b>Construction Costs -</b>                                          |         |                    |                                |                       |                      |
| Site Clearance and Demolition                                        |         |                    |                                |                       | -                    |
|                                                                      |         | 43.61 acres @      | 0 £ per acre (if brownfield)   |                       |                      |
| <b>Infrastructure costs -</b>                                        |         |                    |                                |                       |                      |
| Policy SP10 - Climate Change                                         |         |                    |                                |                       | (1,534,200)          |
| Policy LP32 - Electric charging point                                |         |                    |                                |                       | (600,000)            |
| Policy SP09 - Cross-boundary mitiga                                  |         |                    |                                |                       | (73,134)             |
| Policy LP18 - Biodiversity & Geodiv                                  |         |                    |                                |                       | (1,072,563)          |
| Policy LP25 - Sustainable Constructi                                 |         |                    |                                |                       | (2,100,000)          |
| total                                                                |         |                    |                                |                       | -                    |
|                                                                      |         | 43.61 acres @      | 0 per acre                     | (5,379,897)           | -                    |
| Infra. Costs analysis:                                               |         | 3.62% % of GDV     | 8,966 £ per unit (total units) |                       |                      |
| 1 bed House                                                          |         | 746 sqm @          | 1,155 psm                      |                       | (862,161)            |
| 2 bed House                                                          |         | 14,870 sqm @       | 1,155 psm                      |                       | (17,174,550)         |
| 3 bed House                                                          |         | 18,468 sqm @       | 1,155 psm                      |                       | (21,330,498)         |
| 4 bed House                                                          |         | 15,577 sqm @       | 1,155 psm                      |                       | (17,991,680)         |
| 5 bed House                                                          |         | - sqm @            | 1,155 psm                      |                       | -                    |
| 1 bed Flat                                                           |         | 2,023 sqm @        | 1,296 psm                      |                       | (2,622,342)          |
| 2 bed Flat                                                           | 51,685  | - sqm @            | 1,296 psm                      |                       | -                    |
| External works                                                       |         |                    |                                |                       | (8,997,185)          |
|                                                                      |         | 59,981,231 @       | 15.0%                          | 14,995 £ per unit     |                      |
| M4(2) Category 2 Housing                                             |         | 50% of All units   | 600 units @                    | 521 £ per dwelling    | (156,300)            |
| M4(3) Category 3 Housing                                             |         | 0% of All units    | 600 units @                    | 10,307 £ per dwelling | -                    |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |         |                    |                                |                       | (5,400)              |
| Contingency                                                          |         |                    |                                |                       | (3,726,001)          |
|                                                                      |         | 74,520,013 @       | 5.0%                           |                       |                      |
| <b>Professional Fees</b>                                             |         |                    |                                |                       | (7,452,001)          |
|                                                                      |         | 74,520,013 @       | 10.0%                          |                       |                      |
| <b>Disposal Costs -</b>                                              |         |                    |                                |                       |                      |
| Marketing and Promotion                                              |         |                    |                                |                       | (1,749,209)          |
| Residential Sales Agent Costs                                        |         |                    |                                |                       | (1,749,209)          |
| Residential Sales Legal Costs                                        |         |                    |                                |                       | (583,070)            |
| Interest (on Development Costs) -                                    |         |                    |                                |                       | (2,083,213)          |
|                                                                      |         | 7.50% APR          | 0.604% pcm                     |                       |                      |
| <b>Developers Profit -</b>                                           |         |                    |                                |                       |                      |
| Margin on AH                                                         |         |                    |                                |                       | (1,372,580)          |
|                                                                      |         | 22,876,341         | 6.00% on AH values             |                       |                      |
| Profit on GDV                                                        |         |                    |                                |                       | (23,322,780)         |
|                                                                      |         | 116,613,900        | 20.00%                         |                       |                      |
|                                                                      |         | 98,328,186         | 23.72% on costs                | (23,322,780)          |                      |
|                                                                      |         | 139,490,241        | 17.70% blended                 | (24,695,360)          |                      |
| <b>TOTAL COSTS</b>                                                   |         |                    |                                |                       | <b>(123,023,546)</b> |



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                    |                    |                   |
|-----------------------------|-------------------|--------------------|--------------------|-------------------|
| Residual Land Value (gross) |                   |                    |                    | 25,407,586        |
| SDLT                        | 25,407,586 @      |                    | 5.0% (slabbed)     | (1,259,879)       |
| Acquisition Agent fees      | 25,407,586 @      |                    | 1.0%               | (254,076)         |
| Acquisition Legal fees      | 25,407,586 @      |                    | 0.5%               | (127,038)         |
| Interest on Land            | 25,407,586 @      |                    | 7.5%               | (1,905,569)       |
| Residual Land Value         |                   |                    |                    | <b>21,861,024</b> |
| <i>RLV analysis:</i>        | 36,435 £ per plot | 1,238,791 £ per ha | 501,332 £ per acre |                   |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      |                   | 34.0 dp net ha       |                        |                  |
| Site Area (Resi)         |                   | 17.65 net ha         | 43.61 net acres        |                  |
| <i>Density analysis:</i> |                   | 2,929 sqm/ha         | 12,758 sqft/ac         |                  |
| Threshold Land Value     | 10,377 £ per plot | 352,822 £ per net ha | 142,785 £ per net acre | <b>6,226,266</b> |
|                          |                   | 70% Gross to net     | 25.21 Gross hectares   |                  |

| BALANCE           |  |                  |                    |                   |
|-------------------|--|------------------|--------------------|-------------------|
| Surplus/(Deficit) |  | 885,970 £ per ha | 358,547 £ per acre | <b>15,634,758</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS        |             | AH - % on site 35% |             |             |             |             |             |             |
|-----------------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)         | 15,634,758  | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| CIL Epsm<br>143.29          | 0           | 29,881,157         | 23,549,230  | 22,281,075  | 21,010,747  | 19,740,107  | 18,467,262  | 17,192,940  |
|                             | 120         | 22,849,786         | 18,338,504  | 17,432,863  | 16,524,293  | 15,614,153  | 14,701,727  | 13,786,303  |
|                             | 140         | 21,650,219         | 17,450,941  | 16,607,347  | 15,760,830  | 14,912,494  | 14,061,626  | 13,207,518  |
|                             | 160         | 20,441,678         | 16,557,745  | 15,776,682  | 14,992,729  | 14,206,703  | 13,417,894  | 12,625,594  |
|                             | 180         | 19,224,728         | 15,658,849  | 14,940,806  | 14,219,933  | 13,496,729  | 12,770,483  | 12,040,491  |
|                             | 200         | 17,999,391         | 14,754,186  | 14,099,656  | 13,442,388  | 12,782,521  | 12,119,349  | 11,452,169  |
|                             | 220         | 16,765,571         | 13,843,687  | 13,253,170  | 12,660,034  | 12,064,027  | 11,464,445  | 10,860,588  |
|                             | 240         | 15,523,173         | 12,927,286  | 12,401,285  | 11,872,815  | 11,341,195  | 10,805,724  | 10,265,705  |
|                             | 260         | 14,272,098         | 12,004,474  | 11,543,938  | 11,080,673  | 10,613,973  | 10,143,140  | 9,667,479   |
|                             | 280         | 13,011,025         | 11,075,555  | 10,681,063  | 10,283,548  | 9,882,308   | 9,476,645   | 9,065,869   |
|                             | 300         | 11,740,994         | 10,140,487  | 9,812,596   | 9,481,383   | 9,146,146   | 8,806,192   | 8,460,831   |
|                             | 320         | 10,461,937         | 9,199,199   | 8,938,473   | 8,674,116   | 8,405,433   | 8,131,730   | 7,852,323   |
|                             | 340         | 9,173,753          | 8,251,619   | 8,058,625   | 7,861,689   | 7,660,114   | 7,453,213   | 7,240,302   |
|                             | 360         | 7,875,862          | 7,297,673   | 7,172,988   | 7,044,039   | 6,910,136   | 6,770,591   | 6,624,724   |
|                             | 380         | 6,567,576          | 6,337,290   | 6,281,493   | 6,221,107   | 6,155,441   | 6,083,813   | 6,005,546   |
|                             | 400         | 5,249,796          | 5,370,394   | 5,384,074   | 5,392,829   | 5,395,975   | 5,392,831   | 5,382,722   |
|                             | 420         | 3,922,417          | 4,396,471   | 4,480,080   | 4,558,891   | 4,631,681   | 4,697,593   | 4,756,208   |
|                             | 440         | 2,584,668          | 3,415,512   | 3,569,966   | 3,719,273   | 3,862,501   | 3,998,048   | 4,125,960   |
|                             | 460         | 1,235,989          | 2,427,775   | 2,653,683   | 2,874,087   | 3,088,309   | 3,294,145   | 3,491,930   |
|                             | 480         | (122,671)          | 1,433,182   | 1,731,160   | 2,023,270   | 2,308,836   | 2,585,831   | 2,854,074   |
| 500                         | (1,491,421) | 431,657            | 802,325     | 1,166,755   | 1,524,274   | 1,873,055   | 2,212,345   |             |
| 520                         | (2,872,221) | (576,880)          | (132,892)   | 304,478     | 734,562     | 1,155,763   | 1,566,696   |             |
| 540                         | (4,263,524) | (1,593,386)        | (1,074,710) | (563,628)   | (60,358)    | 433,903     | 917,080     |             |
| 560                         | (5,665,316) | (2,617,257)        | (2,023,785) | (1,437,629) | (860,549)   | (292,581)   | 263,448     |             |
| 580                         | (7,219,410) | (3,648,421)        | (2,979,503) | (2,317,928) | (1,666,070) | (1,023,741) | (394,246)   |             |
| Balance (RLV - TLV)         | 15,634,758  | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Site Specific S106<br>1,500 | -           | 22,414,262         | 18,253,048  | 17,416,058  | 16,575,827  | 15,733,206  | 14,887,486  | 14,037,962  |
|                             | 1,500       | 21,451,647         | 17,304,595  | 16,470,757  | 15,634,758  | 14,796,820  | 13,956,229  | 13,112,246  |
|                             | 3,000       | 20,483,726         | 16,349,776  | 15,518,860  | 14,686,902  | 13,853,065  | 13,016,469  | 12,177,440  |
|                             | 4,500       | 19,510,429         | 15,388,094  | 14,560,290  | 13,732,064  | 12,901,268  | 12,069,210  | 11,235,170  |
|                             | 6,000       | 18,531,348         | 14,419,581  | 13,594,973  | 12,769,203  | 11,942,300  | 11,114,073  | 10,283,676  |
|                             | 7,500       | 17,546,690         | 13,444,440  | 12,622,833  | 11,799,283  | 10,975,734  | 10,150,311  | 9,324,309   |
|                             | 9,000       | 16,556,485         | 12,462,595  | 11,642,776  | 10,822,228  | 10,000,662  | 9,178,986   | 8,355,436   |
|                             | 10,500      | 15,560,663         | 11,473,971  | 10,655,659  | 9,837,346   | 9,018,138   | 8,198,319   | 7,378,451   |
|                             | 12,000      | 14,559,154         | 10,478,490  | 9,661,444   | 8,844,398   | 8,027,352   | 7,209,769   | 6,391,456   |
|                             | 13,500      | 13,551,887         | 9,475,678   | 8,660,052   | 7,844,030   | 7,028,008   | 6,211,986   | 5,395,964   |
|                             | 15,000      | 12,538,790         | 8,465,257   | 7,650,551   | 6,835,844   | 6,020,920   | 5,205,678   | 4,390,437   |
|                             | 16,500      | 11,519,793         | 7,447,702   | 6,633,283   | 5,818,865   | 5,004,447   | 4,190,029   | 3,375,611   |
|                             | 18,000      | 10,494,821         | 6,422,931   | 5,608,553   | 4,794,175   | 3,979,797   | 3,165,419   | 2,351,041   |
|                             | 19,500      | 9,463,802          | 5,390,865   | 4,576,274   | 3,761,226   | 2,946,178   | 2,131,130   | 1,316,083   |
|                             | 21,000      | 8,426,660          | 4,350,704   | 3,534,943   | 2,719,182   | 1,903,421   | 1,087,660   | 271,450     |
|                             | 22,500      | 7,383,323          | 3,302,582   | 2,485,853   | 1,669,124   | 851,889     | 33,937      | (784,015)   |
|                             | 24,000      | 6,333,713          | 2,246,870   | 1,428,919   | 609,896     | (209,536)   | (1,028,969) | (1,850,086) |
|                             | 25,500      | 5,277,756          | 1,183,486   | 362,887     | (458,285)   | (1,279,771) | (2,102,943) | (2,926,594) |
|                             | 27,000      | 4,215,373          | 111,551     | (711,621)   | (1,535,004) | (2,360,438) | (3,186,525) | (4,014,484) |
|                             | 28,500      | 3,146,489          | (968,848)   | (1,794,281) | (2,621,875) | (3,450,188) | (4,280,938) | (5,113,798) |
| 30,000                      | 2,071,023   | (2,057,225)        | (2,886,554) | (3,717,303) | (4,550,685) | (5,386,107) | (6,225,747) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**

|                     | 15,634,758 | AH - % on site 35% |            |            |            |            |            |            |
|---------------------|------------|--------------------|------------|------------|------------|------------|------------|------------|
|                     |            | 0%                 | 25%        | 30%        | 35%        | 40%        | 45%        | 50%        |
| Balance (RLV - TLV) | 15,634,758 |                    |            |            |            |            |            |            |
|                     | 50,000     | 25,497,619         | 21,350,567 | 20,516,729 | 19,680,730 | 18,842,792 | 18,002,200 | 17,158,218 |
|                     | 75,000     | 24,407,472         | 20,260,420 | 19,426,582 | 18,590,583 | 17,752,645 | 16,912,053 | 16,068,071 |
| TLV (per net acre)  | 100,000    | 23,317,325         | 19,170,273 | 18,336,435 | 17,500,436 | 16,662,498 | 15,821,906 | 14,977,924 |
| 142,785             | 125,000    | 22,227,178         | 18,080,126 | 17,246,288 | 16,410,289 | 15,572,350 | 14,731,759 | 13,887,777 |
|                     | 150,000    | 21,137,031         | 16,989,978 | 16,156,141 | 15,320,142 | 14,482,203 | 13,641,612 | 12,797,630 |
|                     | 175,000    | 20,046,884         | 15,899,831 | 15,065,994 | 14,229,995 | 13,392,056 | 12,551,465 | 11,707,483 |
|                     | 200,000    | 18,956,737         | 14,809,684 | 13,975,847 | 13,139,848 | 12,301,909 | 11,461,318 | 10,617,336 |
|                     | 225,000    | 17,866,590         | 13,719,537 | 12,885,700 | 12,049,701 | 11,211,762 | 10,371,171 | 9,527,189  |
|                     | 250,000    | 16,776,443         | 12,629,390 | 11,795,553 | 10,959,554 | 10,121,615 | 9,281,024  | 8,437,042  |
|                     | 275,000    | 15,686,296         | 11,539,243 | 10,705,406 | 9,869,407  | 9,031,468  | 8,190,877  | 7,346,895  |

|                     | 15,634,758 | AH - % on site 35% |              |              |              |              |              |              |
|---------------------|------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                     |            | 0%                 | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
| Balance (RLV - TLV) | 15,634,758 |                    |              |              |              |              |              |              |
|                     | 5          | (21,280,219)       | (25,379,167) | (26,200,732) | (27,023,155) | (27,846,705) | (28,671,527) | (29,497,492) |
|                     | 10         | 3,781,656          | (344,112)    | (1,172,339)  | (2,002,654)  | (2,834,218)  | (3,668,055)  | (4,504,740)  |
| Density (dph)       | 15         | 12,128,273         | 7,992,180    | 7,161,264    | 6,328,345    | 5,493,823    | 4,656,833    | 3,816,610    |
| 34                  | 20         | 16,299,257         | 12,158,681   | 11,326,545   | 10,492,707   | 9,656,114    | 8,817,269    | 7,975,461    |
|                     | 25         | 18,801,846         | 14,658,582   | 13,825,162   | 12,990,479   | 12,153,489   | 11,313,442   | 10,470,471   |
|                     | 30         | 20,470,240         | 16,324,745   | 15,490,907   | 14,655,396   | 13,817,929   | 12,977,557   | 12,133,811   |
|                     | 32         | 20,991,613         | 16,845,290   | 16,011,453   | 15,175,682   | 14,337,965   | 13,497,587   | 12,653,605   |
|                     | 35         | 21,661,949         | 17,514,563   | 16,680,725   | 15,844,622   | 15,006,582   | 14,165,893   | 13,321,848   |
|                     | 40         | 22,555,731         | 18,406,926   | 17,573,089   | 16,736,541   | 15,898,072   | 15,056,968   | 14,212,522   |
|                     | 45         | 23,250,895         | 19,100,987   | 18,267,149   | 17,430,257   | 16,591,454   | 15,750,027   | 14,905,268   |
|                     | 50         | 23,806,818         | 19,656,235   | 18,822,219   | 17,985,229   | 17,146,159   | 16,304,473   | 15,459,465   |

|                     | 15,634,758 | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |            | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV) | 15,634,758 |                    |             |             |             |             |             |             |
|                     | 95%        | 25,378,879         | 20,988,628  | 20,105,761  | 19,219,923  | 18,331,297  | 17,439,674  | 16,544,340  |
|                     | 100%       | 21,451,647         | 17,304,595  | 16,470,757  | 15,634,758  | 14,796,820  | 13,956,229  | 13,112,246  |
| Build rate (Epsm)   | 105%       | 17,493,104         | 13,589,988  | 12,806,315  | 12,020,632  | 11,233,201  | 10,443,906  | 9,652,045   |
|                     | 110%       | 13,497,306         | 9,837,887   | 9,104,352   | 8,368,808   | 7,632,789   | 6,894,940   | 6,155,275   |
|                     | 115%       | 9,454,631          | 6,038,081   | 5,353,230   | 4,668,303   | 3,982,895   | 3,296,407   | 2,609,275   |
|                     | 120%       | 5,354,112          | 2,174,472   | 1,538,544   | 902,480     | 265,949     | (370,581)   | (1,007,112) |
|                     | 125%       | 1,179,962          | (1,773,273) | (2,363,938) | (2,954,604) | (3,545,269) | (4,136,356) | (4,727,597) |
|                     | 130%       | (3,090,447)        | (5,837,709) | (6,417,905) | (7,060,545) | (7,704,937) | (8,351,874) | (9,001,652) |

|                             | 15,634,758 | AH - % on site 0% |             |             |             |             |             |             |
|-----------------------------|------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                             |            | 0%                | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV)         | 15,634,758 |                   |             |             |             |             |             |             |
|                             | 75%        | (11,426,384)      | (6,305,257) | (5,444,956) | (4,612,336) | (3,795,603) | (2,996,498) | (2,215,795) |
|                             | 80%        | (3,805,863)       | (1,342,926) | (870,941)   | (407,902)   | 45,765      | 489,130     | 921,094     |
| Cahnges in sales values (E) | 85%        | 2,737,662         | 3,435,085   | 3,562,030   | 3,683,501   | 3,798,585   | 3,907,309   | 4,007,843   |
|                             | 90%        | 9,080,655         | 8,114,173   | 7,912,490   | 7,706,970   | 7,497,119   | 7,282,444   | 7,062,458   |
|                             | 95%        | 15,304,408        | 12,730,067  | 12,209,393  | 11,686,180  | 11,159,689  | 10,629,589  | 10,095,261  |
|                             | 100%       | 21,451,647        | 17,304,595  | 16,470,757  | 15,634,758  | 14,796,820  | 13,956,229  | 13,112,246  |
|                             | 105%       | 27,545,884        | 21,849,159  | 20,706,705  | 19,562,098  | 18,416,449  | 17,267,919  | 16,116,974  |
|                             | 110%       | 33,603,057        | 26,372,708  | 24,923,466  | 23,473,944  | 22,021,897  | 20,568,823  | 19,113,671  |
|                             | 115%       | 39,633,138        | 30,879,281  | 29,127,151  | 27,372,526  | 25,617,882  | 23,860,961  | 22,103,225  |
|                             | 120%       | 45,641,589        | 35,374,198  | 33,318,586  | 31,262,154  | 29,205,650  | 27,146,552  | 25,087,274  |
|                             | 125%       | 51,634,724        | 39,859,103  | 37,501,767  | 35,144,246  | 32,786,725  | 30,426,787  | 28,066,712  |

|                     | 15,634,758 | Site Specific S106 |              |              |              |              |              |              |
|---------------------|------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                     |            | £1,500             | 3,000        | 4,500        | 6,000        | 7,500        | 9,000        |              |
| Balance (RLV - TLV) | 15,634,758 |                    |              |              |              |              |              |              |
|                     | 0          | 21,912,814         | 21,010,747   | 20,102,365   | 19,187,596   | 18,265,998   | 17,337,240   | 16,401,839   |
|                     | 40         | 20,445,562         | 19,532,868   | 18,613,727   | 17,688,068   | 16,755,535   | 15,815,553   | 14,868,789   |
|                     | 80         | 18,961,086         | 18,037,526   | 17,107,388   | 16,170,596   | 15,226,775   | 14,275,320   | 13,316,945   |
|                     | 143        | 16,586,873         | 15,645,871   | 14,698,082   | 13,743,379   | 12,780,587   | 11,810,736   | 10,833,750   |
|                     | 160        | 15,938,747         | 14,992,729   | 14,039,859   | 13,080,061   | 12,112,572   | 11,137,410   | 10,155,045   |
| CIL Epsm            | 200        | 14,400,008         | 13,442,388   | 12,477,775   | 11,506,095   | 10,526,213   | 9,538,808    | 8,544,055    |
| 143.29              | 240        | 12,842,292         | 11,872,815   | 10,896,204   | 9,912,219    | 8,919,723    | 7,919,811    | 6,912,401    |
|                     | 280        | 11,265,141         | 10,283,548   | 9,294,677    | 8,297,750    | 7,292,625    | 6,279,934    | 5,258,966    |
|                     | 320        | 9,668,088          | 8,674,116    | 7,672,719    | 6,662,456    | 5,644,429    | 4,618,685    | 3,583,608    |
|                     | 360        | 8,050,658          | 7,044,039    | 6,029,264    | 5,005,845    | 3,974,640    | 2,934,714    | 1,885,959    |
|                     | 400        | 6,412,368          | 5,392,829    | 4,364,141    | 3,327,417    | 2,282,567    | 1,228,117    | 165,503      |
|                     | 440        | 4,752,725          | 3,719,273    | 2,676,975    | 1,626,662    | 566,919      | (501,522)    | (1,578,765)  |
|                     | 480        | 3,071,200          | 2,023,270    | 967,253      | (97,678)     | (1,172,006)  | (2,254,735)  | (3,347,898)  |
|                     | 520        | 1,366,258          | 304,478      | (765,721)    | (1,845,995)  | (2,934,745)  | (4,033,543)  | (5,141,598)  |
|                     | 560        | (361,706)          | (1,437,629)  | (2,523,534)  | (3,618,367)  | (4,722,884)  | (5,837,213)  | (7,082,346)  |
|                     | 600        | (2,113,224)        | (3,204,670)  | (4,305,648)  | (5,415,968)  | (6,588,869)  | (7,902,358)  | (9,228,558)  |
|                     | 640        | (3,889,450)        | (4,996,634)  | (6,112,843)  | (7,406,467)  | (8,727,194)  | (10,060,495) | (11,400,138) |
|                     | 680        | (5,691,373)        | (6,911,043)  | (8,228,438)  | (9,556,610)  | (10,895,334) | (12,239,568) | (13,589,394) |
|                     | 720        | (7,730,588)        | (9,054,839)  | (10,390,530) | (11,731,712) | (13,079,453) | (14,434,356) | (15,794,966) |
|                     | 760        | (9,885,725)        | (11,225,368) | (12,571,597) | (13,923,431) | (15,280,951) | (16,645,036) | (18,016,573) |
|                     | 800        | (12,063,742)       | (13,412,505) | (14,768,393) | (16,131,021) | (17,499,452) | (18,873,769) | (20,254,395) |

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Scheme Ref: **G**  
 Title: **1000 No. Units**  
 Notes: **Greenfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES         |  |                                |                           |                                             |                           |                     |                      |             |                |
|----------------------------------------|--|--------------------------------|---------------------------|---------------------------------------------|---------------------------|---------------------|----------------------|-------------|----------------|
| Total number of units in scheme        |  | 1,000 Units                    |                           |                                             |                           |                     |                      |             |                |
| AH Policy requirement (% Target)       |  | 35%                            |                           |                                             |                           |                     |                      |             |                |
| AH tenure split %                      |  | Affordable Rent:               |                           | 53.0%                                       |                           |                     |                      |             |                |
|                                        |  | Shared ownership               |                           | 25.0%                                       |                           |                     |                      |             |                |
|                                        |  | Intermediate                   |                           | 21.6%                                       |                           |                     |                      |             |                |
| Open Market Sale (OMS) housing         |  | 65%                            |                           |                                             |                           |                     |                      |             |                |
| CIL Rate (£ psm)                       |  | 100%                           |                           |                                             |                           |                     |                      |             |                |
|                                        |  | 143.29 £ psm                   |                           |                                             |                           |                     |                      |             |                |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>          | <b>MV # units</b>         | <b>AH mix%</b>                              | <b>AH # units</b>         | <b>Overall mix%</b> | <b>Total # units</b> |             |                |
| 1 bed House                            |  | 3.3%                           | 21.5                      | 0.0%                                        | 0.0                       | 2%                  | 21.5                 |             |                |
| 2 bed House                            |  | 20.9%                          | 135.9                     | 57.4%                                       | 200.7                     | 34%                 | 336.6                |             |                |
| 3 bed House                            |  | 40.8%                          | 265.2                     | 23.5%                                       | 82.3                      | 35%                 | 347.5                |             |                |
| 4 bed House                            |  | 35.0%                          | 227.5                     | 2.8%                                        | 9.7                       | 24%                 | 237.2                |             |                |
| 5 bed House                            |  | 0.0%                           | 0.0                       | 0.0%                                        | 0.0                       | 0%                  | 0.0                  |             |                |
| 1 bed Flat                             |  | 0.0%                           | 0.0                       | 16.4%                                       | 57.3                      | 6%                  | 57.3                 |             |                |
| 2 bed Flat                             |  | 0.0%                           | 0.0                       | 0.0%                                        | 0.0                       | 0%                  | 0.0                  |             |                |
| Total number of units                  |  | 100.0%                         | 650.0                     | 100.0%                                      | 350.0                     | 100%                | 1,000.0              |             |                |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit (sqm)</b> | <b>Net to Gross %</b>     | <b>Gross (GIA) per unit (sqm)</b>           |                           |                     |                      |             |                |
| 1 bed House                            |  | 58.0                           | 624                       | 58.0                                        |                           | 624                 |                      |             |                |
| 2 bed House                            |  | 79.0                           | 850                       | 79.0                                        |                           | 850                 |                      |             |                |
| 3 bed House                            |  | 90.0                           | 969                       | 90.0                                        |                           | 969                 |                      |             |                |
| 4 bed House                            |  | 110.0                          | 1,184                     | 110.0                                       |                           | 1,184               |                      |             |                |
| 5 bed House                            |  | 0.0                            | 0                         | 0.0                                         |                           | 0                   |                      |             |                |
| 1 bed Flat                             |  | 50.0                           | 538                       | 85.0%                                       | 58.8                      | 633                 |                      |             |                |
| 2 bed Flat                             |  | 61.0                           | 657                       | 85.0%                                       | 71.8                      | 772                 |                      |             |                |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit (sqm)</b> | <b>Net to Gross %</b>     | <b>Gross (GIA) per unit (sqm)</b>           |                           |                     |                      |             |                |
| 1 bed House                            |  | 50.0                           | 538                       | 50.0                                        |                           | 538                 |                      |             |                |
| 2 bed House                            |  | 70.0                           | 753                       | 70.0                                        |                           | 753                 |                      |             |                |
| 3 bed House                            |  | 84.0                           | 904                       | 84.0                                        |                           | 904                 |                      |             |                |
| 4 bed House                            |  | 97.0                           | 1,044                     | 97.0                                        |                           | 1,044               |                      |             |                |
| 5 bed House                            |  | 0.0                            | 0                         | 0.0                                         |                           | 0                   |                      |             |                |
| 1 bed Flat                             |  | 50.0                           | 538                       | 85.0%                                       | 58.8                      | 633                 |                      |             |                |
| 2 bed Flat                             |  | 61.0                           | 657                       | 85.0%                                       | 71.8                      | 772                 |                      |             |                |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA (sqm)</b>     | <b>AH units GIA (sqm)</b> | <b>Total GIA (all units) (sqm)</b>          |                           |                     |                      |             |                |
| 1 bed House                            |  | 1,244                          | 13,391                    | 0                                           | 0                         | 1,244               | 13,391               |             |                |
| 2 bed House                            |  | 10,732                         | 115,520                   | 14,051                                      | 151,241                   | 24,783              | 266,761              |             |                |
| 3 bed House                            |  | 23,868                         | 256,913                   | 6,912                                       | 74,400                    | 30,780              | 331,313              |             |                |
| 4 bed House                            |  | 25,025                         | 269,367                   | 937                                         | 10,086                    | 25,962              | 279,453              |             |                |
| 5 bed House                            |  | 0                              | 0                         | 0                                           | 0                         | 0                   | 0                    |             |                |
| 1 bed Flat                             |  | 0                              | 0                         | 3,372                                       | 36,300                    | 3,372               | 36,300               |             |                |
| 2 bed Flat                             |  | 0                              | 0                         | 0                                           | 0                         | 0                   | 0                    |             |                |
|                                        |  | 60,869                         | 655,191                   | 25,272                                      | 272,026                   | 86,141              | 927,217              |             |                |
| <i>AH % by floor area:</i>             |  |                                |                           | <i>29.34% AH % by floor area due to mix</i> |                           |                     |                      |             |                |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>        | <b>Epsm</b>               | <b>Epsf</b>                                 | <b>total MV £ (no AH)</b> |                     |                      |             |                |
| 1 bed House                            |  | 180,000                        | 3,103                     | 288                                         | 3,861,000                 |                     |                      |             |                |
| 2 bed House                            |  | 250,000                        | 3,165                     | 294                                         | 84,143,750                |                     |                      |             |                |
| 3 bed House                            |  | 290,000                        | 3,222                     | 299                                         | 100,770,650               |                     |                      |             |                |
| 4 bed House                            |  | 350,000                        | 3,182                     | 296                                         | 83,006,000                |                     |                      |             |                |
| 5 bed House                            |  | 0                              | #DIV/0!                   | #DIV/0!                                     | 0                         |                     |                      |             |                |
| 1 bed Flat                             |  | 160,000                        | 3,200                     | 297                                         | 9,172,800                 |                     |                      |             |                |
| 2 bed Flat                             |  | 190,000                        | 3,115                     | 289                                         | 0                         |                     |                      |             |                |
|                                        |  |                                |                           |                                             |                           | 280,954,200         |                      |             |                |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>        | <b>Epsm</b>               | <b>% of MV Shared ownership</b>             | <b>Epsm</b>               | <b>% of MV</b>      | <b>Intermediate</b>  | <b>Epsm</b> | <b>% of MV</b> |
| 1 bed House                            |  | 90,000                         | 1,800                     | 50%                                         | 126,000                   | 2,520               | 144,000              | 2,880       | 80%            |
| 2 bed House                            |  | 125,000                        | 1,786                     | 50%                                         | 175,000                   | 2,500               | 200,000              | 2,857       | 80%            |
| 3 bed House                            |  | 145,000                        | 1,726                     | 50%                                         | 203,000                   | 2,417               | 232,000              | 2,762       | 80%            |
| 4 bed House                            |  | 175,000                        | 1,804                     | 50%                                         | 245,000                   | 2,526               | 250,000              | 2,577       | 71%            |
| 5 bed House                            |  | 0                              | #DIV/0!                   | 50%                                         | 0                         | #DIV/0!             | 0                    | #DIV/0!     | 71%            |
| 1 bed Flat                             |  | 80,000                         | 1,600                     | 50%                                         | 112,000                   | 2,240               | 128,000              | 2,560       | 80%            |
| 2 bed Flat                             |  | 95,000                         | 1,557                     | 50%                                         | 133,000                   | 2,180               | 152,000              | 2,492       | 80%            |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 21.5                       | @                     | 180,000 | 3,861,000                       |
| 2 bed House                      | 135.9                      | @                     | 250,000 | 33,962,500                      |
| 3 bed House                      | 265.2                      | @                     | 290,000 | 76,908,000                      |
| 4 bed House                      | 227.5                      | @                     | 350,000 | 79,625,000                      |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 650.0                      |                       |         | 194,356,500                     |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 106.4                      | @                     | 125,000 | 13,298,031                      |
| 3 bed House                      | 43.6                       | @                     | 145,000 | 6,323,602                       |
| 4 bed House                      | 5.1                        | @                     | 175,000 | 895,965                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 30.4                       | @                     | 80,000  | 2,430,792                       |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 185.5                      |                       |         | 22,948,391                      |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 50.3                       | @                     | 175,000 | 8,795,770                       |
| 3 bed House                      | 20.6                       | @                     | 203,000 | 4,182,645                       |
| 4 bed House                      | 2.4                        | @                     | 245,000 | 592,622                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 14.4                       | @                     | 112,000 | 1,607,808                       |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 87.6                       |                       |         | 15,178,845                      |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 43.4                       | @                     | 200,000 | 8,671,320                       |
| 4 bed House                      | 17.8                       | @                     | 232,000 | 4,123,466                       |
| 5 bed House                      | 2.1                        | @                     | 250,000 | 521,640                         |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 12.4                       | @                     | 128,000 | 1,585,060                       |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 75.6                       |                       |         | 14,901,486                      |
| <b>Sub-total GDV Residential</b> | <b>998.7</b>               |                       |         | <b>247,385,221</b>              |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 390                        | £ psm (total GIA sqm) |         | £MV less £GDV 33,568,979        |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 1,000                      | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>247,385,221</b>              |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                                    |         |                          |                                |                       |                      |
|----------------------------------------------------------------------|---------|--------------------------|--------------------------------|-----------------------|----------------------|
| <b>Initial Payments -</b>                                            |         |                          |                                |                       |                      |
| Planning Application Professional Fees, Surveys and reports          |         |                          |                                |                       | (380,000)            |
| Statutory Planning Fees (Residential)                                |         |                          |                                |                       | (128,299)            |
| CIL                                                                  |         |                          |                                |                       | (8,721,955)          |
| CIL analysis:                                                        |         | 60,869 sqm               | 143.29 £ psm                   |                       |                      |
|                                                                      |         | 3.53% % of GDV           | 8,722 £ per unit (total units) |                       |                      |
| Site Specific S106 Contributions                                     | Year 1  | 0                        |                                |                       | -                    |
|                                                                      | Year 2  | 0                        |                                |                       | -                    |
|                                                                      | Year 3  | 0                        |                                |                       | -                    |
|                                                                      | Year 4  | 0                        |                                |                       | -                    |
|                                                                      | Year 5  | 0                        |                                |                       | -                    |
|                                                                      | Year 6  | 0                        |                                |                       | -                    |
|                                                                      | Year 7  | 0                        |                                |                       | -                    |
|                                                                      | Year 8  | 0                        |                                |                       | -                    |
|                                                                      | Year 9  | 0                        |                                |                       | -                    |
|                                                                      | Year 10 | 0                        |                                |                       | -                    |
|                                                                      | total   | 1,000 units @            | 1,500 per unit                 | (1,500,000)           | (1,500,000)          |
| S106 analysis:                                                       |         | 0.61% % of GDV           | 1,500 £ per unit (total units) |                       |                      |
| AH Commuted Sum                                                      |         | 86,141 sqm (total)       | 0 £ psm                        |                       | -                    |
| Comm. Sum analysis:                                                  |         | 0.00% % of GDV           |                                |                       |                      |
| <b>Construction Costs -</b>                                          |         |                          |                                |                       |                      |
| Site Clearance and Demolition                                        |         |                          |                                |                       | -                    |
|                                                                      |         | 72.68 acres @            | 0 £ per acre (if brownfield)   |                       |                      |
| <b>Infrastructure costs -</b>                                        |         |                          |                                |                       |                      |
| Policy SP10 - Climate Change                                         |         | 2,557 per dwelling       |                                |                       | (2,557,000)          |
| Policy LP32 - Electric charging point                                |         | 1,000 per dwelling       |                                |                       | (1,000,000)          |
| Policy SP09 - Cross-boundary mitigate                                |         | 121.89 per dwelling      |                                |                       | (121,890)            |
| Policy LP18 - Biodiversity & Geodiversity                            |         | 42,545 per gross hectare |                                |                       | (1,925,113)          |
| Policy LP25 - Sustainable Construction                               |         | 3,500 per dwelling       |                                |                       | (3,500,000)          |
|                                                                      | total   | 72.68 acres @            | 0 per acre                     | (9,104,003)           | -                    |
| Infra. Costs analysis:                                               |         | 3.68% % of GDV           | 9,104 £ per unit (total units) |                       |                      |
| 1 bed House                                                          |         | 1,244 sqm @              | 1,155 psm                      |                       | (1,436,936)          |
| 2 bed House                                                          |         | 24,783 sqm @             | 1,155 psm                      |                       | (28,624,250)         |
| 3 bed House                                                          |         | 30,780 sqm @             | 1,155 psm                      |                       | (35,550,831)         |
| 4 bed House                                                          |         | 25,962 sqm @             | 1,155 psm                      |                       | (29,986,133)         |
| 5 bed House                                                          |         | - sqm @                  | 1,155 psm                      |                       | -                    |
| 1 bed Flat                                                           |         | 3,372 sqm @              | 1,296 psm                      |                       | (4,370,569)          |
| 2 bed Flat                                                           | 86,141  | - sqm @                  | 1,296 psm                      |                       | -                    |
| <b>External works</b>                                                |         |                          |                                |                       |                      |
|                                                                      |         | 99,968,718 @             | 15.0%                          | 14,995 £ per unit     | (14,995,308)         |
| M4(2) Category 2 Housing                                             |         | 50% of All units         | 1,000 units @                  | 521 £ per dwelling    | (260,500)            |
| M4(3) Category 3 Housing                                             |         | 0% of All units          | 1,000 units @                  | 10,307 £ per dwelling | -                    |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |         |                          | 1,000 units @                  | 9 £ per dwelling      | (9,000)              |
| Contingency                                                          |         | 124,337,529 @            | 5.0%                           |                       | (6,216,876)          |
| <b>Professional Fees</b>                                             |         | 124,337,529 @            | 10.0%                          |                       | (12,433,753)         |
| <b>Disposal Costs -</b>                                              |         |                          |                                |                       |                      |
| Marketing and Promotion                                              |         | 194,356,500 OMS @        | 1.50%                          |                       | (2,915,348)          |
| Residential Sales Agent Costs                                        |         | 194,356,500 OMS @        | 1.50%                          |                       | (2,915,348)          |
| Residential Sales Legal Costs                                        |         | 194,356,500 OMS @        | 0.50%                          |                       | (971,783)            |
| <b>Interest (on Development Costs) -</b>                             |         |                          |                                |                       |                      |
|                                                                      |         | 7.50% APR                | 0.604% pcm                     |                       | (3,194,741)          |
| <b>Developers Profit -</b>                                           |         |                          |                                |                       |                      |
| Margin on AH                                                         |         | 38,127,235               | 6.00% on AH values             |                       | (2,287,634)          |
| Profit on GDV                                                        |         | 194,356,500              | 20.00%                         |                       | (38,871,300)         |
|                                                                      |         | 163,715,630              | 23.74% on costs                | (38,871,300)          |                      |
|                                                                      |         | 232,483,735              | 17.70% blended                 | (41,158,934)          |                      |
| <b>TOTAL COSTS</b>                                                   |         |                          |                                |                       | <b>(204,874,565)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                   |                    |                    |                   |
|-----------------------------|-------------------|--------------------|--------------------|-------------------|
| Residual Land Value (gross) |                   |                    |                    | 42,510,657        |
| SDLT                        | 42,510,657 @      |                    | 5.0% (slabbed)     | (2,115,033)       |
| Acquisition Agent fees      | 42,510,657 @      |                    | 1.0%               | (425,107)         |
| Acquisition Legal fees      | 42,510,657 @      |                    | 0.5%               | (212,553)         |
| Interest on Land            | 42,510,657 @      |                    | 7.5%               | (3,188,299)       |
| Residual Land Value         |                   |                    |                    | <b>36,569,665</b> |
| <i>RLV analysis:</i>        | 36,570 £ per plot | 1,243,369 £ per ha | 503,184 £ per acre |                   |

| THRESHOLD LAND VALUE     |                   |                      |                        |                   |
|--------------------------|-------------------|----------------------|------------------------|-------------------|
| Residential Density      |                   | 34.0 dp net ha       |                        |                   |
| Site Area (Resi)         |                   | 29.41 net ha         | 72.68 net acres        |                   |
| <i>Density analysis:</i> |                   | 2,929 sqm/ha         | 12,758 sqft/ac         |                   |
| Threshold Land Value     | 11,176 £ per plot | 379,985 £ per net ha | 153,778 £ per net acre | <b>11,176,042</b> |
|                          |                   | 65.00% Gross to net  | 45.25 Gross hectares   |                   |

| BALANCE           |                  |                    |                   |
|-------------------|------------------|--------------------|-------------------|
| Surplus/(Deficit) | 863,383 £ per ha | 349,406 £ per acre | <b>25,393,622</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS |            | AH - % on site 35% |              |              |              |              |              |              |
|----------------------|------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - TLV)  | 25,393,622 | 0%                 | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
|                      | 0          | 50,357,620         | 39,304,333   | 37,092,594   | 34,880,856   | 32,668,852   | 30,456,030   | 28,243,107   |
|                      | 80         | 42,305,634         | 33,326,833   | 31,528,986   | 29,729,676   | 27,929,473   | 26,127,942   | 24,324,380   |
|                      | 100        | 40,192,753         | 31,764,312   | 30,075,904   | 28,385,800   | 26,694,393   | 25,001,252   | 23,305,949   |
|                      | 120        | 38,036,607         | 30,172,513   | 28,596,086   | 27,017,876   | 25,437,920   | 23,855,794   | 22,271,073   |
|                      | 140        | 35,836,069         | 28,550,307   | 27,088,555   | 25,625,012   | 24,159,250   | 22,690,848   | 21,219,386   |
| CIL Epsm             | 160        | 33,587,858         | 26,896,017   | 25,552,308   | 24,206,294   | 22,857,555   | 21,505,674   | 20,150,095   |
| 143.29               | 180        | 31,291,309         | 25,208,991   | 23,986,312   | 22,760,782   | 21,531,987   | 20,299,512   | 19,062,388   |
|                      | 200        | 28,943,560         | 23,488,073   | 22,389,508   | 21,287,511   | 20,181,671   | 19,071,579   | 17,955,966   |
|                      | 220        | 26,542,087         | 21,730,939   | 20,760,024   | 19,785,337   | 18,805,711   | 17,821,074   | 16,830,124   |
|                      | 240        | 24,084,890         | 19,937,082   | 19,097,079   | 18,252,641   | 17,403,186   | 16,547,171   | 15,684,136   |
|                      | 260        | 21,569,164         | 18,104,009   | 17,399,221   | 16,688,942   | 15,972,588   | 15,249,021   | 14,517,256   |
|                      | 280        | 18,992,000         | 16,230,854   | 15,664,691   | 15,092,497   | 14,513,152   | 13,925,756   | 13,328,719   |
|                      | 300        | 16,350,385         | 14,315,188   | 13,891,986   | 13,462,029   | 13,024,056   | 12,576,479   | 12,117,737   |
|                      | 320        | 13,641,191         | 12,355,045   | 12,079,688   | 11,795,931   | 11,503,034   | 11,199,432   | 10,883,502   |
|                      | 340        | 10,860,011         | 10,348,620   | 10,225,624   | 10,093,031   | 9,949,926    | 9,794,313    | 9,624,652    |
|                      | 360        | 8,003,951          | 8,293,605    | 8,327,691    | 8,351,063    | 8,362,185    | 8,359,548    | 8,340,635    |
|                      | 380        | 5,068,194          | 6,187,608    | 6,384,113    | 6,568,419    | 6,739,020    | 6,893,991    | 7,030,648    |
|                      | 400        | 2,048,801          | 4,028,075    | 4,392,633    | 4,743,312    | 5,078,705    | 5,396,040    | 5,692,805    |
|                      | 420        | (1,059,574)        | 1,811,539    | 2,350,444    | 2,873,633    | 3,379,356    | 3,864,669    | 4,326,885    |
|                      | 440        | (4,262,525)        | (464,053)    | 255,152      | 957,195      | 1,639,018    | 2,298,160    | 2,930,677    |
|                      | 460        | (7,565,906)        | (2,802,690)  | (1,895,647)  | (1,008,765)  | (144,333)    | 694,524      | 1,503,627    |
|                      | 480        | (10,975,842)       | (5,207,309)  | (4,105,884)  | (3,026,648)  | (1,972,800)  | (947,674)    | 44,144       |
|                      | 500        | (15,042,128)       | (7,682,318)  | (6,377,987)  | (5,098,820)  | (3,848,560)  | (2,630,338)  | (1,449,561)  |
|                      | 520        | (19,280,900)       | (10,231,845) | (8,716,125)  | (7,229,230)  | (5,774,180)  | (4,355,880)  | (2,979,010)  |
|                      | 540        | (23,671,581)       | (13,136,361) | (11,124,246) | (9,420,503)  | (7,752,794)  | (6,126,148)  | (4,545,807)  |
| Balance (RLV - TLV)  |            | AH - % on site 35% |              |              |              |              |              |              |
| Site Specific S106   | 1,500      | 0%                 | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
|                      | -          | 37,241,835         | 30,017,081   | 28,565,612   | 27,111,328   | 25,653,804   | 24,191,923   | 22,725,708   |
|                      | 1,500      | 35,469,195         | 28,280,082   | 26,837,860   | 25,393,622   | 23,946,943   | 22,497,403   | 21,044,583   |
|                      | 3,000      | 33,666,439         | 26,507,281   | 25,072,219   | 23,636,246   | 22,198,931   | 20,759,683   | 19,318,328   |
|                      | 4,500      | 31,832,423         | 24,695,906   | 23,267,330   | 21,837,644   | 20,407,642   | 18,976,166   | 17,543,889   |
|                      | 6,000      | 29,965,972         | 22,845,478   | 21,420,906   | 19,995,752   | 18,570,598   | 17,145,108   | 15,718,958   |
|                      | 7,500      | 28,065,878         | 20,953,695   | 19,531,064   | 18,108,432   | 16,685,801   | 15,263,170   | 13,840,539   |
|                      | 9,000      | 26,130,898         | 19,018,447   | 17,595,956   | 16,173,466   | 14,750,930   | 13,328,096   | 11,905,262   |
|                      | 10,500     | 24,159,757         | 17,038,134   | 15,613,345   | 14,187,997   | 12,762,244   | 11,336,475   | 9,909,603    |
|                      | 12,000     | 22,151,145         | 15,010,493   | 13,580,771   | 12,149,585   | 10,717,685   | 9,284,736    | 7,849,872    |
|                      | 13,500     | 20,103,716         | 12,933,176   | 11,495,241   | 10,055,576   | 8,613,705    | 7,169,143    | 5,721,404    |
|                      | 15,000     | 18,015,875         | 10,803,750   | 9,354,647    | 7,902,473    | 6,446,542    | 4,985,786    | 3,520,012    |
|                      | 16,500     | 15,885,287         | 8,619,582    | 7,155,598    | 5,686,836    | 4,212,261    | 2,730,579    | 1,240,001    |
|                      | 18,000     | 13,711,359         | 6,377,082    | 4,895,071    | 3,405,195    | 1,906,744    | 397,667      | (1,124,345)  |
|                      | 19,500     | 11,491,387         | 4,074,263    | 2,568,930    | 1,053,431    | (474,316)    | (2,017,710)  | (3,579,515)  |
|                      | 21,000     | 9,224,056          | 1,706,556    | 173,841      | (1,372,769)  | (2,937,013)  | (4,521,806)  | (6,132,243)  |
|                      | 22,500     | 6,906,458          | (728,855)    | (2,294,511)  | (3,879,047)  | (5,486,291)  | (7,121,219)  | (8,791,196)  |
|                      | 24,000     | 4,537,229          | (3,236,289)  | (4,840,640)  | (6,469,661)  | (8,128,731)  | (9,824,215)  | (11,630,763) |
|                      | 25,500     | 2,113,715          | (5,820,262)  | (7,470,364)  | (9,151,586)  | (10,871,283) | (12,878,371) | (15,002,998) |
|                      | 27,000     | (367,005)          | (8,485,504)  | (10,188,163) | (12,055,419) | (14,138,422) | (16,291,909) | (18,535,267) |
|                      | 28,500     | (2,907,475)        | (11,248,582) | (13,300,192) | (15,409,089) | (17,589,287) | (19,858,757) | (22,243,402) |
|                      | 30,000     | (5,510,586)        | (14,555,887) | (16,689,342) | (18,894,380) | (21,188,113) | (23,594,338) | (26,146,355) |





# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

| ASSUMPTIONS - RESIDENTIAL USES                          |                         |            |                          |                            |                             |               |         |         |  |
|---------------------------------------------------------|-------------------------|------------|--------------------------|----------------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme                         |                         |            |                          | 8 Units                    |                             |               |         |         |  |
| AH Policy requirement (% Target)                        |                         |            |                          | 0%                         |                             |               |         |         |  |
| AH tenure split %                                       |                         |            |                          | Affordable Rent:           |                             | 53.0%         |         |         |  |
|                                                         |                         |            |                          | Shared ownership           |                             | 25.0%         |         |         |  |
|                                                         |                         |            |                          | Intermediate               |                             | 21.6%         |         |         |  |
| Open Market Sale (OMS) housing                          |                         |            |                          | 100%                       |                             |               |         |         |  |
| CIL Rate (£ psm)                                        |                         |            |                          | 143.29                     |                             | £ psm         |         |         |  |
| <b>Unit mix -</b>                                       |                         |            |                          |                            |                             |               |         |         |  |
|                                                         | Mkt Units mix%          | MV # units | AH mix%                  | AH # units                 | Overall mix%                | Total # units |         |         |  |
| 1 bed House                                             | 3.3%                    | 0.3        | 0.0%                     | 0.0                        | 3%                          | 0.3           |         |         |  |
| 2 bed House                                             | 20.9%                   | 1.7        | 0.0%                     | 0.0                        | 21%                         | 1.7           |         |         |  |
| 3 bed House                                             | 40.8%                   | 3.3        | 23.5%                    | 0.0                        | 41%                         | 3.3           |         |         |  |
| 4 bed House                                             | 35.0%                   | 2.8        | 2.8%                     | 0.0                        | 35%                         | 2.8           |         |         |  |
| 5 bed House                                             | 0.0%                    | 0.0        | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                                              | 0.0%                    | 0.0        | 16.4%                    | 0.0                        | 0%                          | 0.0           |         |         |  |
| 2 bed Flat                                              | 0.0%                    | 0.0        | 57.4%                    | 0.0                        | 0%                          | 0.0           |         |         |  |
| Total number of units                                   | 100.0%                  | 8.0        | 100.0%                   | 0.0                        | 100%                        | 8.0           |         |         |  |
| <b>OMS Unit Floor areas -</b>                           |                         |            |                          |                            |                             |               |         |         |  |
|                                                         | Net area per unit (sqm) | (sqft)     | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                                             | 58.0                    | 624        | %                        | 58.0                       | 624                         |               |         |         |  |
| 2 bed House                                             | 79.0                    | 850        |                          | 79.0                       | 850                         |               |         |         |  |
| 3 bed House                                             | 90.0                    | 969        |                          | 90.0                       | 969                         |               |         |         |  |
| 4 bed House                                             | 110.0                   | 1,184      |                          | 110.0                      | 1,184                       |               |         |         |  |
| 5 bed House                                             | 0.0                     | 0          |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                                              | 50.0                    | 538        | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                                              | 61.0                    | 657        | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>AH Unit Floor areas -</b>                            |                         |            |                          |                            |                             |               |         |         |  |
|                                                         | Net area per unit (sqm) | (sqft)     | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                                             | 50.0                    | 538        | %                        | 50.0                       | 538                         |               |         |         |  |
| 2 bed House                                             | 70.0                    | 753        |                          | 70.0                       | 753                         |               |         |         |  |
| 3 bed House                                             | 84.0                    | 904        |                          | 84.0                       | 904                         |               |         |         |  |
| 4 bed House                                             | 97.0                    | 1,044      |                          | 97.0                       | 1,044                       |               |         |         |  |
| 5 bed House                                             | 0.0                     | 0          |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                                              | 50.0                    | 538        | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                                              | 61.0                    | 657        | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>Total Gross Floor areas -</b>                        |                         |            |                          |                            |                             |               |         |         |  |
|                                                         | Mkt Units GIA (sqm)     | (sqft)     | AH units GIA (sqm)       | (sqft)                     | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                                             | 15                      | 165        | 0                        | 0                          | 15                          | 165           |         |         |  |
| 2 bed House                                             | 132                     | 1,422      | 0                        | 0                          | 132                         | 1,422         |         |         |  |
| 3 bed House                                             | 294                     | 3,162      | 0                        | 0                          | 294                         | 3,162         |         |         |  |
| 4 bed House                                             | 308                     | 3,315      | 0                        | 0                          | 308                         | 3,315         |         |         |  |
| 5 bed House                                             | 0                       | 0          | 0                        | 0                          | 0                           | 0             |         |         |  |
| 1 bed Flat                                              | 0                       | 0          | 0                        | 0                          | 0                           | 0             |         |         |  |
| 2 bed Flat                                              | 0                       | 0          | 0                        | 0                          | 0                           | 0             |         |         |  |
|                                                         | 749                     | 8,064      | 0                        | 0                          | 749                         | 8,064         |         |         |  |
| AH % by floor area: 0.00% AH % by floor area due to mix |                         |            |                          |                            |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>                   |                         |            |                          |                            |                             |               |         |         |  |
|                                                         | £ OMS (per unit)        | £psm       | £pft                     | total MV £ (no AH)         |                             |               |         |         |  |
| 1 bed House                                             | 180,000                 | 3,103      | 288                      | 47,520                     |                             |               |         |         |  |
| 2 bed House                                             | 250,000                 | 3,165      | 294                      | 418,000                    |                             |               |         |         |  |
| 3 bed House                                             | 290,000                 | 3,222      | 299                      | 946,560                    |                             |               |         |         |  |
| 4 bed House                                             | 350,000                 | 3,182      | 296                      | 980,000                    |                             |               |         |         |  |
| 5 bed House                                             | 0                       | #DIV/0!    | #DIV/0!                  | 0                          |                             |               |         |         |  |
| 1 bed Flat                                              | 160,000                 | 3,200      | 297                      | 0                          |                             |               |         |         |  |
| 2 bed Flat                                              | 190,000                 | 3,115      | 289                      | 0                          |                             |               |         |         |  |
|                                                         |                         |            |                          | 2,392,080                  |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b>                  |                         |            |                          |                            |                             |               |         |         |  |
|                                                         | Affordable Rent:        | £psm       | % of MV Shared ownership | £psm                       | % of MV                     | Intermediate  | £psm    | % of MV |  |
| 1 bed House                                             | 90,000                  | 1,800      | 50%                      | 126,000                    | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                                             | 125,000                 | 1,786      | 50%                      | 175,000                    | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                                             | 145,000                 | 1,726      | 50%                      | 203,000                    | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                                             | 175,000                 | 1,804      | 50%                      | 245,000                    | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                                             | 0                       | #DIV/0!    | 50%                      | 0                          | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                                              | 80,000                  | 1,600      | 50%                      | 112,000                    | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                                              | 95,000                  | 1,557      | 50%                      | 133,000                    | 2,180                       | 152,000       | 2,492   | 80%     |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

| GROSS DEVELOPMENT VALUE                     |            |   |                                |                                   |                  |
|---------------------------------------------|------------|---|--------------------------------|-----------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |            |   |                                |                                   |                  |
| 1 bed House                                 | 0.3        | @ | 180,000                        |                                   | 47,520           |
| 2 bed House                                 | 1.7        | @ | 250,000                        |                                   | 418,000          |
| 3 bed House                                 | 3.3        | @ | 290,000                        |                                   | 946,560          |
| 4 bed House                                 | 2.8        | @ | 350,000                        |                                   | 980,000          |
| 5 bed House                                 | 0.0        | @ | 0                              |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 160,000                        |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 190,000                        |                                   | -                |
|                                             | 8.0        |   |                                |                                   | 2,392,080        |
| <b>Affordable Rent GDV -</b>                |            |   |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @ | 90,000                         |                                   | -                |
| 2 bed House                                 | 0.0        | @ | 125,000                        |                                   | -                |
| 3 bed House                                 | 0.0        | @ | 145,000                        |                                   | -                |
| 4 bed House                                 | 0.0        | @ | 175,000                        |                                   | -                |
| 5 bed House                                 | 0.0        | @ | 0                              |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 80,000                         |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 95,000                         |                                   | -                |
|                                             | 0.0        |   |                                |                                   | -                |
| <b>Shared ownership</b>                     |            |   |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @ | 126,000                        |                                   | -                |
| 2 bed House                                 | 0.0        | @ | 175,000                        |                                   | -                |
| 3 bed House                                 | 0.0        | @ | 203,000                        |                                   | -                |
| 4 bed House                                 | 0.0        | @ | 245,000                        |                                   | -                |
| 5 bed House                                 | 0.0        | @ | 0                              |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 112,000                        |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 133,000                        |                                   | -                |
|                                             | 0.0        |   |                                |                                   | -                |
| <b>Intermediate</b>                         |            |   |                                |                                   |                  |
| 2 bed House                                 | 0.0        | @ | 144,000                        |                                   | -                |
| 3 bed House                                 | 0.0        | @ | 200,000                        |                                   | -                |
| 4 bed House                                 | 0.0        | @ | 232,000                        |                                   | -                |
| 5 bed House                                 | 0.0        | @ | 250,000                        |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 0                              |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 128,000                        |                                   | -                |
| 0.00%                                       | 0.0        | @ | 152,000                        |                                   | -                |
|                                             | 0.0        |   |                                |                                   | -                |
| <b>Sub-total GDV Residential</b>            | <b>8.0</b> |   |                                |                                   | <b>2,392,080</b> |
| <i>AH on-site cost analysis:</i>            |            |   |                                |                                   |                  |
|                                             |            |   | <i>0 £ psm (total GIA sqm)</i> | <i>EMV less £GDV</i>              | <i>0</i>         |
|                                             |            |   |                                | <i>0 £ per unit (total units)</i> |                  |
| <b>Grant</b>                                | <b>8</b>   | @ | <b>0</b>                       |                                   | <b>-</b>         |
| <b>Total GDV</b>                            |            |   |                                |                                   | <b>2,392,080</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

| DEVELOPMENT COSTS                                                    |                                      |                          |                                    |                    |
|----------------------------------------------------------------------|--------------------------------------|--------------------------|------------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                      |                          |                                    |                    |
| Planning Application Professional Fees, Surveys and reports          |                                      |                          |                                    | (10,000)           |
| Statutory Planning Fees (Residential)                                |                                      |                          |                                    | (3,080)            |
| CIL                                                                  | 749 sqm                              |                          | 143.29 £ psm                       | (107,347)          |
|                                                                      | CIL analysis:                        | 4.49% % of GDV           | 13,418 £ per unit (total units)    |                    |
| Site Specific S106 Contributions                                     | Year 1                               | 0                        |                                    | -                  |
|                                                                      | Year 2                               | 0                        |                                    | -                  |
|                                                                      | Year 3                               | 0                        |                                    | -                  |
|                                                                      | Year 4                               | 0                        |                                    | -                  |
|                                                                      | Year 5                               | 0                        |                                    | -                  |
|                                                                      | Year 6                               | 0                        |                                    | -                  |
|                                                                      | Year 7                               | 0                        |                                    | -                  |
|                                                                      | Year 8                               | 0                        |                                    | -                  |
|                                                                      | Year 9                               | 0                        |                                    | -                  |
|                                                                      | Year 10                              | 0                        |                                    | -                  |
|                                                                      | total                                | 8 units @                | 1,500 per unit                     | (12,000)           |
|                                                                      | S106 analysis:                       | 0.50% % of GDV           | 1,500 £ per unit (total units)     |                    |
| AH Commuted Sum                                                      | 749 sqm (total)                      |                          | 0 £ psm                            | -                  |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV           |                                    |                    |
| <b>Construction Costs -</b>                                          |                                      |                          |                                    |                    |
| Site Clearance and Demolition                                        | 0.90 acres @                         |                          | 110,000 £ per acre (if brownfield) | (98,840)           |
| Infrastructure costs -                                               | Policy SP10 - Climate Change         | 2,557 per dwelling       |                                    | (20,456)           |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling       |                                    | (8,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling      |                                    | (975)              |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare |                                    | (17,190)           |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling       |                                    | (28,000)           |
|                                                                      | total                                | 0.90 acres @             | 0 per acre                         | (74,621)           |
|                                                                      | Infra. Costs analysis:               | 3.12% % of GDV           | 9,328 £ per unit (total units)     |                    |
| 1 bed House                                                          | 15 sqm @                             |                          | 1,155 psm                          | (17,685)           |
| 2 bed House                                                          | 132 sqm @                            |                          | 1,155 psm                          | (152,562)          |
| 3 bed House                                                          | 294 sqm @                            |                          | 1,155 psm                          | (339,293)          |
| 4 bed House                                                          | 308 sqm @                            |                          | 1,155 psm                          | (355,740)          |
| 5 bed House                                                          | - sqm @                              |                          | 1,155 psm                          | -                  |
| 1 bed Flat                                                           | - sqm @                              |                          | 1,296 psm                          | -                  |
| 2 bed Flat                                                           | 749 - sqm @                          |                          | 1,296 psm                          | -                  |
| External works                                                       | 865,280 @                            |                          | 15.0%<br>16,224 £per unit          | (129,792)          |
| M4(2) Category 2 Housing                                             | 50% of All units                     |                          | 8 units @ 521 £ per dwelling       | (2,084)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      |                          | 8 units @ 10,307 £ per dwelling    | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      |                          | 8 units @ 9 £ per dwelling         | (72)               |
| Contingency                                                          | 1,170,689 @                          |                          | 5.0%                               | (58,534)           |
| <b>Professional Fees</b>                                             | 1,170,689 @                          |                          | 10.0%                              | (117,069)          |
| <b>Disposal Costs -</b>                                              |                                      |                          |                                    |                    |
| Marketing and Promotion                                              | 2,392,080 OMS @                      |                          | 1.50%                              | (35,881)           |
| Residential Sales Agent Costs                                        | 2,392,080 OMS @                      |                          | 1.50%                              | (35,881)           |
| Residential Sales Legal Costs                                        | 2,392,080 OMS @                      |                          | 0.50%                              | (11,960)           |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                          | 0.604% pcm                         | (63,725)           |
| <b>Developers Profit -</b>                                           |                                      |                          |                                    |                    |
| Margin on AH                                                         | 0                                    |                          | 6.00% on AH values                 | -                  |
| Profit on GDV                                                        | 2,392,080                            |                          | 20.00%                             | (478,416)          |
|                                                                      | 1,626,167                            |                          | 29.42% on costs                    | (478,416)          |
|                                                                      | 2,392,080                            |                          | 20.00% blended                     | (478,416)          |
| <b>TOTAL COSTS</b>                                                   |                                      |                          |                                    | <b>(2,104,583)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 287,497        |
| SDLT                        | 287,497 @         |                  | 5.0% (slabbed)     | (3,875)        |
| Acquisition Agent fees      | 287,497 @         |                  | 1.0%               | (2,875)        |
| Acquisition Legal fees      | 287,497 @         |                  | 0.5%               | (1,437)        |
| Interest on Land            | 287,497 @         |                  | 7.5%               | (21,562)       |
| Residual Land Value         |                   |                  |                    | <b>257,748</b> |
| <i>RLV analysis:</i>        | 32,218 £ per plot | 708,806 £ per ha | 286,850 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 22.0 dp net ha       |                        |                |
| Site Area (Resi)         |                   | 0.36 net ha          | 0.90 net acres         |                |
| <i>Density analysis:</i> |                   | 2,060 sqm/ha         | 8,974 sqft/ac          |                |
| Threshold Land Value     | 20,592 £ per plot | 453,017 £ per net ha | 183,333 £ per net acre | <b>164,733</b> |
|                          |                   | 90% Gross to net     | 0.40 Gross hectares    |                |

| BALANCE           |  |                  |                    |               |
|-------------------|--|------------------|--------------------|---------------|
| Surplus/(Deficit) |  | 255,790 £ per ha | 103,517 £ per acre | <b>93,014</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

| SENSITIVITY ANALYSIS |                             | AH - % on site 0% |           |           |           |           |           |           |           |
|----------------------|-----------------------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                      |                             | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |           |
| Balance (RLV - TLV)  | 93,014                      |                   |           |           |           |           |           |           |           |
|                      | 0                           | 193,460           | 140,470   | 113,975   | 87,480    | 60,985    | 34,490    | 7,995     |           |
|                      | 20                          | 179,440           | 127,852   | 102,058   | 76,264    | 50,470    | 24,676    | (1,118)   |           |
|                      | 45                          | 161,915           | 112,080   | 87,162    | 62,244    | 37,326    | 12,408    | (12,509)  |           |
|                      | 60                          | 151,400           | 102,616   | 78,224    | 53,832    | 29,440    | 5,048     | (19,344)  |           |
|                      | 80                          | 137,381           | 89,998    | 66,307    | 42,616    | 18,925    | (4,766)   | (28,457)  |           |
|                      | CIL Epsm<br>143.29          | 100               | 123,361   | 77,380    | 54,390    | 31,400    | 8,410     | (14,580)  | (37,570)  |
|                      |                             | 120               | 109,341   | 64,762    | 42,473    | 20,184    | (2,105)   | (24,394)  | (46,683)  |
|                      |                             | 140               | 95,321    | 52,145    | 30,556    | 8,968     | (12,620)  | (34,208)  | (55,796)  |
|                      |                             | 160               | 81,301    | 39,527    | 18,639    | (2,248)   | (23,135)  | (44,022)  | (64,909)  |
|                      |                             | 180               | 67,281    | 26,909    | 6,723     | (13,464)  | (33,650)  | (53,836)  | (74,022)  |
|                      |                             | 200               | 53,261    | 14,291    | (5,194)   | (24,680)  | (44,165)  | (63,650)  | (83,135)  |
|                      |                             | 220               | 39,241    | 1,673     | (17,111)  | (35,895)  | (54,680)  | (73,464)  | (92,248)  |
|                      |                             | 240               | 25,221    | (10,945)  | (29,028)  | (47,111)  | (65,195)  | (83,278)  | (101,363) |
|                      |                             | 260               | 11,201    | (23,563)  | (40,945)  | (58,327)  | (75,710)  | (93,092)  | (110,531) |
|                      |                             | 280               | (2,819)   | (36,181)  | (52,862)  | (69,543)  | (86,224)  | (102,960) | (119,699) |
|                      | 300                         | (16,839)          | (48,799)  | (64,779)  | (80,766)  | (96,800)  | (112,834) | (128,868) |           |
|                      | 320                         | (30,859)          | (61,417)  | (76,721)  | (92,050)  | (107,378) | (122,707) | (138,036) |           |
|                      | 340                         | (44,879)          | (74,036)  | (88,710)  | (103,333) | (117,957) | (132,580) | (147,204) |           |
|                      | 360                         | (58,894)          | (86,781)  | (100,699) | (114,617) | (128,535) | (142,453) | (156,720) |           |
| 380                  | (73,049)                    | (99,475)          | (112,688) | (125,901) | (139,114) | (152,327) | (167,380) |           |           |
| 400                  | (87,154)                    | (112,169)         | (124,677) | (137,185) | (149,692) | (163,497) | (178,041) |           |           |
| 420                  | (101,258)                   | (124,863)         | (136,666) | (148,468) | (161,254) | (174,978) | (188,701) |           |           |
| 440                  | (115,363)                   | (137,557)         | (148,655) | (160,650) | (173,554) | (186,458) | (199,362) |           |           |
| 460                  | (129,468)                   | (150,252)         | (161,687) | (173,771) | (185,855) | (197,939) | (210,022) |           |           |
| 480                  | (143,572)                   | (162,946)         | (175,628) | (186,892) | (198,155) | (209,419) | (220,683) |           |           |
|                      |                             | AH - % on site 0% |           |           |           |           |           |           |           |
| Balance (RLV - TLV)  | 93,014                      |                   |           |           |           |           |           |           |           |
|                      | -                           | 104,243           | 61,297    | 39,825    | 18,352    | (3,121)   | (24,594)  | (46,067)  |           |
|                      | 1,500                       | 93,014            | 50,069    | 28,596    | 7,123     | (14,349)  | (35,822)  | (57,295)  |           |
|                      | 3,000                       | 81,786            | 38,840    | 17,368    | (4,105)   | (25,578)  | (47,051)  | (68,524)  |           |
|                      | 4,500                       | 70,557            | 27,612    | 6,139     | (15,334)  | (36,807)  | (58,279)  | (79,752)  |           |
|                      | 6,000                       | 59,329            | 16,383    | (5,090)   | (26,562)  | (48,035)  | (69,508)  | (90,981)  |           |
|                      | Site Specific S106<br>1,500 | 7,500             | 48,100    | 5,155     | (16,318)  | (37,791)  | (59,264)  | (80,736)  | (102,217) |
|                      |                             | 9,000             | 36,872    | (6,074)   | (27,547)  | (49,019)  | (70,492)  | (91,965)  | (113,513) |
|                      |                             | 10,500            | 25,643    | (17,302)  | (38,775)  | (60,248)  | (81,721)  | (103,250) | (124,810) |
|                      |                             | 12,000            | 14,415    | (28,531)  | (50,004)  | (71,476)  | (92,987)  | (114,546) | (136,106) |
|                      |                             | 13,500            | 3,186     | (39,759)  | (61,232)  | (82,723)  | (104,283) | (125,843) | (147,403) |
|                      |                             | 15,000            | (8,042)   | (50,988)  | (72,461)  | (94,020)  | (115,579) | (137,139) | (158,700) |
|                      |                             | 16,500            | (19,271)  | (62,216)  | (83,756)  | (105,316) | (126,876) | (148,436) | (170,003) |
|                      |                             | 18,000            | (30,499)  | (73,493)  | (95,053)  | (116,612) | (138,172) | (160,627) | (181,306) |
|                      |                             | 19,500            | (41,728)  | (84,789)  | (106,349) | (127,909) | (149,469) | (173,762) | (192,609) |
|                      |                             | 21,000            | (52,956)  | (96,086)  | (117,645) | (139,205) | (161,828) | (186,898) | (203,912) |
|                      | 22,500                      | (64,262)          | (107,382) | (128,942) | (150,502) | (174,964) | (200,033) | (215,215) |           |
|                      | 24,000                      | (75,559)          | (118,678) | (140,238) | (163,029) | (188,099) | (213,168) | (226,518) |           |
|                      | 25,500                      | (86,855)          | (129,975) | (151,535) | (176,165) | (201,234) | (226,304) | (237,821) |           |
|                      | 27,000                      | (98,152)          | (141,271) | (162,831) | (189,300) | (214,370) | (239,439) | (249,124) |           |
| 28,500               | (109,448)                   | (152,568)         | (174,066) | (202,436) | (227,505) | (252,575) | (260,427) |           |           |
| 30,000               | (120,744)                   | (163,864)         | (185,301) | (215,571) | (240,640) | (265,710) | (271,730) |           |           |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **H**  
 Title: **8 No. Units**  
 Notes: **Brownfield allocation**

|                    | Balance (RLV - TLV) | AH - % on site 0% |          |          |          |          |           |           |
|--------------------|---------------------|-------------------|----------|----------|----------|----------|-----------|-----------|
|                    |                     | 93,014            | 0%       | 10%      | 15%      | 20%      | 25%       | 30%       |
|                    | 50,000              | 212,820           | 169,875  | 148,402  | 126,929  | 105,457  | 83,984    | 62,511    |
|                    | 75,000              | 190,357           | 147,411  | 125,939  | 104,466  | 82,993   | 61,520    | 40,047    |
| TLV (per net acre) | 100,000             | 167,893           | 124,948  | 103,475  | 82,002   | 60,529   | 39,057    | 17,584    |
| 183,333            | 125,000             | 145,430           | 102,484  | 81,011   | 59,538   | 38,066   | 16,593    | (4,880)   |
|                    | 150,000             | 122,966           | 80,200   | 58,548   | 37,075   | 15,602   | (5,871)   | (27,344)  |
|                    | 175,000             | 100,502           | 57,557   | 36,084   | 14,611   | (6,862)  | (28,334)  | (49,807)  |
|                    | 200,000             | 78,039            | 35,093   | 13,620   | (7,852)  | (29,325) | (50,798)  | (72,271)  |
|                    | 225,000             | 55,575            | 12,629   | (8,843)  | (30,316) | (51,789) | (73,262)  | (94,734)  |
|                    | 250,000             | 33,111            | (9,834)  | (31,307) | (52,780) | (74,253) | (95,725)  | (117,198) |
|                    | 275,000             | 10,648            | (32,298) | (53,771) | (75,243) | (96,716) | (118,189) | (139,662) |

|               | Balance (RLV - TLV) | AH - % on site 0% |           |           |             |             |             |             |
|---------------|---------------------|-------------------|-----------|-----------|-------------|-------------|-------------|-------------|
|               |                     | 93,014            | 0%        | 10%       | 15%         | 20%         | 25%         | 30%         |
|               | 5                   | (916,173)         | (966,697) | (991,958) | (1,017,220) | (1,042,482) | (1,104,078) | (1,469,257) |
|               | 10                  | (252,590)         | (295,710) | (317,270) | (338,829)   | (361,769)   | (386,838)   | (411,908)   |
| Density (dph) | 15                  | (41,379)          | (84,325)  | (105,797) | (127,270)   | (148,743)   | (170,216)   | (191,772)   |
| 22            | 20                  | 64,216            | 21,270    | (203)     | (21,675)    | (43,148)    | (64,621)    | (86,094)    |
|               | 25                  | 127,573           | 84,627    | 63,154    | 41,682      | 20,209      | (22,737)    | (45,270)    |
|               | 30                  | 169,811           | 126,865   | 105,392   | 83,920      | 62,447      | 40,974      | 19,501      |
|               | 35                  | 199,981           | 157,035   | 135,562   | 114,090     | 92,617      | 71,144      | 49,671      |
|               | 40                  | 222,608           | 179,663   | 158,190   | 136,717     | 115,244     | 93,771      | 72,299      |
|               | 45                  | 240,207           | 197,262   | 175,789   | 154,316     | 132,843     | 111,371     | 89,898      |
|               | 50                  | 254,287           | 211,341   | 189,868   | 168,396     | 146,923     | 125,450     | 103,977     |
|               | 55                  | 265,806           | 222,861   | 201,388   | 179,915     | 158,442     | 136,969     | 115,497     |

|                   | Balance (RLV - TLV) | AH - % on site 0% |           |           |           |           |           |           |
|-------------------|---------------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                   |                     | 93,014            | 0%        | 10%       | 15%       | 20%       | 25%       | 30%       |
|                   | 95%                 | 144,818           | 101,087   | 79,222    | 57,357    | 35,491    | 13,626    | (8,240)   |
|                   | 100%                | 93,014            | 50,069    | 28,596    | 7,123     | (14,349)  | (35,822)  | (57,295)  |
| Build rate (£psm) | 105%                | 41,211            | (950)     | (22,030)  | (43,110)  | (64,190)  | (85,270)  | (106,383) |
|                   | 110%                | (10,593)          | (51,968)  | (72,656)  | (93,426)  | (114,196) | (134,965) | (155,979) |
|                   | 115%                | (62,464)          | (103,213) | (123,588) | (143,963) | (165,982) | (189,674) | (213,365) |
|                   | 120%                | (114,581)         | (154,590) | (177,822) | (201,055) | (224,287) | (247,519) | (270,751) |
|                   | 125%                | (168,727)         | (214,273) | (237,046) | (259,818) | (282,591) | (305,437) | (328,388) |
|                   | 130%                | (229,328)         | (273,955) | (296,269) | (318,654) | (341,143) | (363,632) | (386,121) |

|                             | Balance (RLV - TLV) | AH - % on site 0% |           |           |           |           |           |           |
|-----------------------------|---------------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                             |                     | 93,014            | 0%        | 10%       | 15%       | 20%       | 25%       | 30%       |
|                             | 75%                 | (331,716)         | (335,357) | (337,177) | (338,998) | (340,818) | (342,639) | (344,459) |
|                             | 80%                 | (238,311)         | (251,191) | (257,631) | (264,071) | (270,511) | (277,004) | (283,512) |
| Changes in sales values (£) | 85%                 | (146,433)         | (167,358) | (178,455) | (189,553) | (200,650) | (211,748) | (222,845) |
|                             | 90%                 | (66,326)          | (93,424)  | (106,974) | (120,523) | (134,072) | (147,621) | (161,299) |
|                             | 95%                 | 13,358            | (21,622)  | (39,112)  | (56,602)  | (74,092)  | (91,582)  | (109,101) |
|                             | 100%                | 93,014            | 50,069    | 28,596    | 7,123     | (14,349)  | (35,822)  | (57,295)  |
|                             | 105%                | 172,671           | 121,760   | 96,304    | 70,848    | 45,393    | 19,937    | (5,518)   |
|                             | 110%                | 252,264           | 193,450   | 164,012   | 134,573   | 105,135   | 75,697    | 46,258    |
|                             | 115%                | 331,550           | 264,837   | 231,480   | 198,124   | 164,767   | 131,411   | 98,035    |
|                             | 120%                | 410,835           | 336,194   | 298,873   | 261,553   | 224,232   | 186,911   | 149,590   |
|                             | 125%                | 490,121           | 407,551   | 366,266   | 324,981   | 283,696   | 242,411   | 201,126   |

|          | Balance (RLV - TLV) | Site Specific S106 |          |          |           |           |           |           |
|----------|---------------------|--------------------|----------|----------|-----------|-----------|-----------|-----------|
|          |                     | 93,014             | -        | 1,500    | 3,000     | 4,500     | 6,000     | 7,500     |
|          | 0                   | 204,689            | 193,460  | 182,232  | 171,003   | 159,775   | 148,546   | 137,318   |
|          | 20                  | 190,669            | 179,440  | 168,212  | 156,983   | 145,755   | 134,526   | 123,298   |
|          | 40                  | 176,649            | 165,420  | 154,192  | 142,963   | 131,735   | 120,506   | 109,278   |
|          | 60                  | 162,629            | 151,400  | 140,172  | 128,943   | 117,715   | 106,486   | 95,258    |
| CIL £psm | 80                  | 148,609            | 137,381  | 126,152  | 114,923   | 103,695   | 92,466    | 81,238    |
| 143.29   | 100                 | 134,589            | 123,361  | 112,132  | 100,904   | 89,675    | 78,446    | 67,218    |
|          | 120                 | 120,569            | 109,341  | 98,112   | 86,884    | 75,655    | 64,427    | 53,198    |
|          | 143                 | 104,243            | 93,014   | 81,786   | 70,557    | 59,329    | 48,100    | 36,872    |
|          | 160                 | 92,529             | 81,301   | 70,072   | 58,844    | 47,615    | 36,387    | 25,158    |
|          | 180                 | 78,509             | 67,281   | 56,052   | 44,824    | 33,595    | 22,367    | 11,138    |
|          | 200                 | 64,489             | 53,261   | 42,032   | 30,804    | 19,575    | 8,347     | (2,882)   |
|          | 220                 | 50,469             | 39,241   | 28,012   | 16,784    | 5,555     | (5,673)   | (16,902)  |
|          | 240                 | 36,450             | 25,221   | 13,992   | 2,764     | (8,465)   | (19,693)  | (30,922)  |
|          | 260                 | 22,430             | 11,201   | (27)     | (11,256)  | (22,485)  | (33,713)  | (44,942)  |
|          | 280                 | 8,410              | (2,819)  | (14,047) | (25,276)  | (36,504)  | (47,733)  | (59,007)  |
|          | 300                 | (5,610)            | (16,839) | (28,067) | (39,296)  | (50,524)  | (61,816)  | (73,112)  |
|          | 320                 | (19,630)           | (30,859) | (42,087) | (53,328)  | (64,624)  | (75,920)  | (87,217)  |
|          | 340                 | (33,650)           | (44,879) | (56,136) | (67,432)  | (78,729)  | (90,025)  | (101,321) |
|          | 360                 | (47,670)           | (58,944) | (70,241) | (81,537)  | (92,833)  | (104,130) | (115,426) |
|          | 380                 | (61,752)           | (73,049) | (84,345) | (95,642)  | (106,938) | (118,234) | (129,531) |
|          | 400                 | (75,857)           | (87,154) | (98,450) | (109,746) | (121,043) | (132,339) | (143,636) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES         |  |                          |  |                   |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
|----------------------------------------|--|--------------------------|--|-------------------|--|---------------------------------|--|---------------------------------------------|--|-----------------------------|--|---------------------------|--|------------------------------|--|----------------|--|---------------|--|
| Total number of units in scheme        |  |                          |  | 8 Units           |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
| AH Policy requirement (% Target)       |  |                          |  | 35%               |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
| AH tenure split %                      |  | Affordable Rent:         |  | 53.0%             |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
|                                        |  | Shared ownership         |  | 25.0%             |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
|                                        |  | Intermediate             |  | 21.6%             |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
| Open Market Sale (OMS) housing         |  |                          |  | 65%               |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
|                                        |  |                          |  | 100%              |  |                                 |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
| CIL Rate (£ psm)                       |  |                          |  | 143.29            |  | £ psm                           |  |                                             |  |                             |  |                           |  |                              |  |                |  |               |  |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>    |  | <b>MV # units</b> |  | <b>AH mix%</b>                  |  | <b>AH # units</b>                           |  | <b>Overall mix%</b>         |  | <b>Total # units</b>      |  |                              |  |                |  |               |  |
| 1 bed House                            |  | 3.3%                     |  | 0.2               |  | 0.0%                            |  | 0.0                                         |  | 2%                          |  | 0.2                       |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 20.9%                    |  | 1.1               |  | 0.0%                            |  | 0.0                                         |  | 14%                         |  | 1.1                       |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 40.8%                    |  | 2.1               |  | 23.5%                           |  | 0.7                                         |  | 35%                         |  | 2.8                       |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 35.0%                    |  | 1.8               |  | 2.8%                            |  | 0.1                                         |  | 24%                         |  | 1.9                       |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0%                     |  | 0.0               |  | 0.0%                            |  | 0.0                                         |  | 0%                          |  | 0.0                       |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 16.4%                           |  | 0.5                                         |  | 6%                          |  | 0.5                       |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 57.4%                           |  | 1.6                                         |  | 20%                         |  | 1.6                       |  |                              |  |                |  |               |  |
| Total number of units                  |  | 100.0%                   |  | 5.2               |  | 100.0%                          |  | 2.8                                         |  | 100%                        |  | 8.0                       |  |                              |  |                |  |               |  |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>Net to Gross %</b>                       |  | <b>Gross (GIA) per unit</b> |  | <b>(sqm)</b>              |  | <b>(sqft)</b>                |  |                |  |               |  |
| 1 bed House                            |  | 58.0                     |  | 624               |  |                                 |  |                                             |  | 58.0                        |  | 624                       |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 79.0                     |  | 850               |  |                                 |  |                                             |  | 79.0                        |  | 850                       |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 90.0                     |  | 969               |  |                                 |  |                                             |  | 90.0                        |  | 969                       |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 110.0                    |  | 1,184             |  |                                 |  |                                             |  | 110.0                       |  | 1,184                     |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                 |  |                                             |  | 0.0                         |  | 0                         |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  |                                 |  | 85.0%                                       |  | 58.8                        |  | 633                       |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  |                                 |  | 85.0%                                       |  | 71.8                        |  | 772                       |  |                              |  |                |  |               |  |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>Net to Gross %</b>                       |  | <b>Gross (GIA) per unit</b> |  | <b>(sqm)</b>              |  | <b>(sqft)</b>                |  |                |  |               |  |
| 1 bed House                            |  | 50.0                     |  | 538               |  |                                 |  |                                             |  | 50.0                        |  | 538                       |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 70.0                     |  | 753               |  |                                 |  |                                             |  | 70.0                        |  | 753                       |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 84.0                     |  | 904               |  |                                 |  |                                             |  | 84.0                        |  | 904                       |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 97.0                     |  | 1,044             |  |                                 |  |                                             |  | 97.0                        |  | 1,044                     |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                 |  |                                             |  | 0.0                         |  | 0                         |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  |                                 |  | 85.0%                                       |  | 58.8                        |  | 633                       |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  |                                 |  | 85.0%                                       |  | 71.8                        |  | 772                       |  |                              |  |                |  |               |  |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA</b>     |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>AH units GIA</b>                         |  | <b>(sqm)</b>                |  | <b>(sqft)</b>             |  | <b>Total GIA (all units)</b> |  | <b>(sqm)</b>   |  | <b>(sqft)</b> |  |
| 1 bed House                            |  | 10                       |  | 107               |  |                                 |  | 0                                           |  | 0                           |  | 10                        |  | 107                          |  |                |  |               |  |
| 2 bed House                            |  | 86                       |  | 924               |  |                                 |  | 0                                           |  | 0                           |  | 86                        |  | 924                          |  |                |  |               |  |
| 3 bed House                            |  | 191                      |  | 2,055             |  |                                 |  | 55                                          |  | 595                         |  | 246                       |  | 2,651                        |  |                |  |               |  |
| 4 bed House                            |  | 200                      |  | 2,155             |  |                                 |  | 7                                           |  | 80                          |  | 208                       |  | 2,235                        |  |                |  |               |  |
| 5 bed House                            |  | 0                        |  | 0                 |  |                                 |  | 0                                           |  | 0                           |  | 0                         |  | 0                            |  |                |  |               |  |
| 1 bed Flat                             |  | 0                        |  | 0                 |  |                                 |  | 27                                          |  | 290                         |  | 27                        |  | 290                          |  |                |  |               |  |
| 2 bed Flat                             |  | 0                        |  | 0                 |  |                                 |  | 115                                         |  | 1,242                       |  | 115                       |  | 1,242                        |  |                |  |               |  |
|                                        |  | 487                      |  | 5,242             |  |                                 |  | 205                                         |  | 2,208                       |  | 692                       |  | 7,449                        |  |                |  |               |  |
| <i>AH % by floor area:</i>             |  |                          |  |                   |  |                                 |  | <i>29.63% AH % by floor area due to mix</i> |  |                             |  |                           |  |                              |  |                |  |               |  |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>  |  | <b>£psm</b>       |  | <b>£pft</b>                     |  |                                             |  |                             |  | <b>total MV £ (no AH)</b> |  |                              |  |                |  |               |  |
| 1 bed House                            |  | 180,000                  |  | 3,103             |  | 288                             |  |                                             |  |                             |  | 30,888                    |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 250,000                  |  | 3,165             |  | 294                             |  |                                             |  |                             |  | 271,700                   |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 290,000                  |  | 3,222             |  | 299                             |  |                                             |  |                             |  | 806,165                   |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 350,000                  |  | 3,182             |  | 296                             |  |                                             |  |                             |  | 663,950                   |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | #DIV/0!                         |  |                                             |  |                             |  | 0                         |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 160,000                  |  | 3,200             |  | 297                             |  |                                             |  |                             |  | 73,382                    |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 190,000                  |  | 3,115             |  | 289                             |  |                                             |  |                             |  | 305,368                   |  |                              |  |                |  |               |  |
|                                        |  |                          |  |                   |  |                                 |  |                                             |  |                             |  | 2,151,454                 |  |                              |  |                |  |               |  |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>  |  | <b>£psm</b>       |  | <b>% of MV Shared ownership</b> |  | <b>£psm</b>                                 |  | <b>% of MV</b>              |  | <b>Intermediate</b>       |  | <b>£psm</b>                  |  | <b>% of MV</b> |  |               |  |
| 1 bed House                            |  | 90,000                   |  | 1,800             |  | 50%                             |  | 126,000                                     |  | 70%                         |  | 144,000                   |  | 2,880                        |  | 80%            |  |               |  |
| 2 bed House                            |  | 125,000                  |  | 1,786             |  | 50%                             |  | 175,000                                     |  | 70%                         |  | 200,000                   |  | 2,857                        |  | 80%            |  |               |  |
| 3 bed House                            |  | 145,000                  |  | 1,726             |  | 50%                             |  | 203,000                                     |  | 70%                         |  | 232,000                   |  | 2,762                        |  | 80%            |  |               |  |
| 4 bed House                            |  | 175,000                  |  | 1,804             |  | 50%                             |  | 245,000                                     |  | 70%                         |  | 250,000                   |  | 2,577                        |  | 71%            |  |               |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | 50%                             |  | 0                                           |  | 70%                         |  | 0                         |  | #DIV/0!                      |  | 71%            |  |               |  |
| 1 bed Flat                             |  | 80,000                   |  | 1,600             |  | 50%                             |  | 112,000                                     |  | 70%                         |  | 128,000                   |  | 2,560                        |  | 80%            |  |               |  |
| 2 bed Flat                             |  | 95,000                   |  | 1,557             |  | 50%                             |  | 133,000                                     |  | 70%                         |  | 152,000                   |  | 2,492                        |  | 80%            |  |               |  |



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Scheme Ref: H  
 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation

| GROSS DEVELOPMENT VALUE          |                            |   |                                 |                  |
|----------------------------------|----------------------------|---|---------------------------------|------------------|
| <b>OMS GDV -</b>                 |                            |   |                                 |                  |
|                                  | (part houses due to % mix) |   |                                 |                  |
| 1 bed House                      | 0.2                        | @ | 180,000                         | 30,888           |
| 2 bed House                      | 1.1                        | @ | 250,000                         | 271,700          |
| 3 bed House                      | 2.1                        | @ | 290,000                         | 615,264          |
| 4 bed House                      | 1.8                        | @ | 350,000                         | 637,000          |
| 5 bed House                      | 0.0                        | @ | 0                               | -                |
| 1 bed Flat                       | 0.0                        | @ | 160,000                         | -                |
| 2 bed Flat                       | 0.0                        | @ | 190,000                         | -                |
|                                  | 5.2                        |   |                                 | 1,554,852        |
| <b>Affordable Rent GDV -</b>     |                            |   |                                 |                  |
| 1 bed House                      | 0.0                        | @ | 90,000                          | -                |
| 2 bed House                      | 0.0                        | @ | 125,000                         | -                |
| 3 bed House                      | 0.3                        | @ | 145,000                         | 50,589           |
| 4 bed House                      | 0.0                        | @ | 175,000                         | 7,142            |
| 5 bed House                      | 0.0                        | @ | 0                               | -                |
| 1 bed Flat                       | 0.2                        | @ | 80,000                          | 19,446           |
| 2 bed Flat                       | 0.9                        | @ | 95,000                          | 80,923           |
|                                  | 1.5                        |   |                                 | 158,099          |
| <b>Shared ownership</b>          |                            |   |                                 |                  |
| 1 bed House                      | 0.0                        | @ | 126,000                         | -                |
| 2 bed House                      | 0.0                        | @ | 175,000                         | -                |
| 3 bed House                      | 0.2                        | @ | 203,000                         | 33,461           |
| 4 bed House                      | 0.0                        | @ | 245,000                         | 4,724            |
| 5 bed House                      | 0.0                        | @ | 0                               | -                |
| 1 bed Flat                       | 0.1                        | @ | 112,000                         | 12,862           |
| 2 bed Flat                       | 0.4                        | @ | 133,000                         | 53,525           |
|                                  | 0.7                        |   |                                 | 104,572          |
| <b>Intermediate</b>              |                            |   |                                 |                  |
| 2 bed House                      | 0.0                        | @ | 144,000                         | -                |
| 3 bed House                      | 0.0                        | @ | 200,000                         | -                |
| 4 bed House                      | 0.1                        | @ | 232,000                         | 32,988           |
| 5 bed House                      | 0.0                        | @ | 250,000                         | 4,158            |
| 1 bed Flat                       | 0.0                        | @ | 0                               | -                |
| 2 bed Flat                       | 0.1                        | @ | 128,000                         | 12,680           |
| 0.00%                            | 0.3                        | @ | 152,000                         | 52,768           |
|                                  | 0.6                        |   |                                 | 102,594          |
| <b>Sub-total GDV Residential</b> |                            |   |                                 |                  |
|                                  | <b>8.0</b>                 |   |                                 | <b>1,920,118</b> |
| <i>AH on-site cost analysis:</i> |                            |   |                                 |                  |
|                                  | 334 £ psm (total GIA sqm)  |   | EMV less £GDV                   | 231,336          |
|                                  |                            |   | 28,917 £ per unit (total units) |                  |
| <b>Grant</b>                     |                            |   |                                 |                  |
|                                  | 8                          | @ | 0                               | -                |
| <b>Total GDV</b>                 |                            |   |                                 | <b>1,920,118</b> |

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Scheme Ref: H  
 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation

| DEVELOPMENT COSTS                                                    |                                      |                          |                                    |                    |
|----------------------------------------------------------------------|--------------------------------------|--------------------------|------------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                      |                          |                                    |                    |
| Planning Application Professional Fees, Surveys and reports          |                                      |                          |                                    | (10,000)           |
| Statutory Planning Fees (Residential)                                |                                      |                          |                                    | (3,080)            |
| CIL                                                                  | 487 sqm                              |                          | 143.29 £ psm                       | (69,776)           |
|                                                                      | CIL analysis:                        | 3.63% % of GDV           | 8,722 £ per unit (total units)     |                    |
| Site Specific S106 Contributions                                     | Year 1                               | 0                        |                                    | -                  |
|                                                                      | Year 2                               | 0                        |                                    | -                  |
|                                                                      | Year 3                               | 0                        |                                    | -                  |
|                                                                      | Year 4                               | 0                        |                                    | -                  |
|                                                                      | Year 5                               | 0                        |                                    | -                  |
|                                                                      | Year 6                               | 0                        |                                    | -                  |
|                                                                      | Year 7                               | 0                        |                                    | -                  |
|                                                                      | Year 8                               | 0                        |                                    | -                  |
|                                                                      | Year 9                               | 0                        |                                    | -                  |
|                                                                      | Year 10                              | 0                        |                                    | -                  |
|                                                                      | total                                | 8 units @                | 1,500 per unit                     | (12,000)           |
|                                                                      | S106 analysis:                       | 0.62% % of GDV           | 1,500 £ per unit (total units)     |                    |
| AH Commuted Sum                                                      | 692 sqm (total)                      |                          | 0 £ psm                            | -                  |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV           |                                    |                    |
| <b>Construction Costs -</b>                                          |                                      |                          |                                    |                    |
| Site Clearance and Demolition                                        | 1.65 acres @                         |                          | 110,000 £ per acre (if brownfield) | (181,207)          |
| Infrastructure costs -                                               | Policy SP10 - Climate Change         | 2,557 per dwelling       |                                    | (20,456)           |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling       |                                    | (8,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling      |                                    | (975)              |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare |                                    | (31,515)           |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling       |                                    | (28,000)           |
|                                                                      | total                                | 1.65 acres @             | 0 per acre                         | (88,946)           |
|                                                                      | Infra. Costs analysis:               | 4.63% % of GDV           | 11,118 £ per unit (total units)    |                    |
| 1 bed House                                                          | 10 sqm @                             |                          | 1,155 psm                          | (11,495)           |
| 2 bed House                                                          | 86 sqm @                             |                          | 1,155 psm                          | (99,165)           |
| 3 bed House                                                          | 246 sqm @                            |                          | 1,155 psm                          | (284,407)          |
| 4 bed House                                                          | 208 sqm @                            |                          | 1,155 psm                          | (239,858)          |
| 5 bed House                                                          | - sqm @                              |                          | 1,155 psm                          | -                  |
| 1 bed Flat                                                           | 27 sqm @                             |                          | 1,296 psm                          | (34,965)           |
| 2 bed Flat                                                           | 692 115 sqm @                        |                          | 1,296 psm                          | (149,481)          |
| External works                                                       | 819,370 @                            |                          | 15.0%<br>15,363 £per unit          | (122,906)          |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 8 units @                | 521 £ per dwelling                 | (2,084)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 8 units @                | 10,307 £ per dwelling              | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 8 units @                | 9 £ per dwelling                   | (72)               |
| Contingency                                                          | 1,214,585 @                          |                          | 5.0%                               | (60,729)           |
| <b>Professional Fees</b>                                             | 1,214,585 @                          |                          | 10.0%                              | (121,458)          |
| <b>Disposal Costs -</b>                                              |                                      |                          |                                    |                    |
| Marketing and Promotion                                              | 1,554,852 OMS @                      |                          | 1.50%                              | (23,323)           |
| Residential Sales Agent Costs                                        | 1,554,852 OMS @                      |                          | 1.50%                              | (23,323)           |
| Residential Sales Legal Costs                                        | 1,554,852 OMS @                      |                          | 0.50%                              | (7,774)            |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                          | 0.604% pcm                         | (54,466)           |
| <b>Developers Profit -</b>                                           |                                      |                          |                                    |                    |
| Margin on AH                                                         | 262,672                              |                          | 6.00% on AH values                 | (15,760)           |
| Profit on GDV                                                        | 1,554,852                            |                          | 20.00%                             | (310,970)          |
|                                                                      | 1,600,514                            |                          | 19.43% on costs                    | (310,970)          |
|                                                                      | 1,817,524                            |                          | 17.98% blended                     | (326,731)          |
| <b>TOTAL COSTS</b>                                                   |                                      |                          |                                    | <b>(1,927,245)</b> |

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Scheme Ref: H  
 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                |                |                  |              |
|-----------------------------|----------------|----------------|------------------|--------------|
| Residual Land Value (gross) |                |                |                  | (7,127)      |
| SDLT                        | - @            |                | 5.0% (slabbed)   | 10,500       |
| Acquisition Agent fees      | - @            |                | 1.0%             | -            |
| Acquisition Legal fees      | - @            |                | 0.5%             | -            |
| Interest on Land            | - @            |                | 7.5%             | -            |
| Residual Land Value         |                |                |                  | <b>3,373</b> |
| <i>RLV analysis:</i>        |                |                |                  |              |
|                             | 422 £ per plot | 5,059 £ per ha | 2,047 £ per acre |              |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 12.0 dp net ha       |                        |                |
| Site Area (Resi)         |                   | 0.67 net ha          | 1.65 net acres         |                |
| <i>Density analysis:</i> |                   |                      |                        |                |
|                          |                   | 1,038 sqm/ha         | 4,522 sqft/ac          |                |
| Threshold Land Value     | 37,751 £ per plot | 453,017 £ per net ha | 183,333 £ per net acre | <b>302,011</b> |
|                          |                   | 90% Gross to net     | 0.74 Gross hectares    |                |

| BALANCE           |                    |                      |           |
|-------------------|--------------------|----------------------|-----------|
| Surplus/(Deficit) | (447,958) £ per ha | (181,286) £ per acre | (298,638) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation

| SENSITIVITY ANALYSIS        |                    | AH - % on site 35% |           |           |           |           |           |           |           |  |
|-----------------------------|--------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--|
|                             |                    | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |           |  |
| Balance (RLV - TLV)         | (298,638)          |                    |           |           |           |           |           |           |           |  |
|                             | 0                  | (46,528)           | (99,518)  | (126,013) | (152,508) | (179,004) | (205,499) | (231,994) |           |  |
|                             | 20                 | (60,548)           | (112,136) | (137,930) | (163,724) | (189,518) | (215,313) | (241,124) |           |  |
|                             | 40                 | (74,568)           | (124,754) | (149,847) | (174,940) | (200,033) | (225,127) | (250,292) |           |  |
|                             | 60                 | (88,588)           | (137,372) | (161,764) | (186,156) | (210,548) | (234,964) | (259,460) |           |  |
|                             | 80                 | (102,608)          | (149,990) | (173,681) | (197,372) | (221,063) | (244,837) | (268,628) |           |  |
|                             | CIL Epsm<br>143.29 | 100                | (116,628) | (162,608) | (185,598) | (208,588) | (231,624) | (254,710) | (277,796) |  |
|                             |                    | 120                | (130,648) | (175,226) | (197,515) | (219,821) | (242,202) | (264,593) | (286,984) |  |
|                             |                    | 140                | (144,668) | (187,844) | (209,432) | (231,105) | (252,781) | (274,457) | (296,885) |  |
|                             |                    | 160                | (158,688) | (200,462) | (221,418) | (242,389) | (263,359) | (284,330) | (307,545) |  |
|                             |                    | 180                | (172,708) | (213,142) | (233,407) | (253,673) | (273,938) | (294,641) | (318,206) |  |
|                             |                    | 200                | (186,728) | (225,836) | (245,396) | (264,956) | (284,516) | (306,122) | (328,866) |  |
|                             |                    | 220                | (200,821) | (238,530) | (257,385) | (276,240) | (295,678) | (317,603) | (339,527) |  |
|                             |                    | 240                | (214,925) | (251,225) | (269,374) | (287,524) | (307,979) | (329,083) | (350,187) |  |
|                             |                    | 260                | (229,030) | (263,919) | (281,363) | (299,995) | (320,280) | (340,564) | (360,848) |  |
|                             |                    | 280                | (243,135) | (276,613) | (293,652) | (313,116) | (332,580) | (352,044) | (371,508) |  |
|                             |                    | 300                | (257,239) | (289,307) | (307,593) | (326,237) | (344,881) | (363,525) | (382,169) |  |
|                             |                    | 320                | (271,344) | (303,709) | (321,533) | (339,357) | (357,181) | (375,005) | (392,829) |  |
|                             |                    | 340                | (285,449) | (318,470) | (335,474) | (352,478) | (369,482) | (386,486) | (403,490) |  |
|                             |                    | 360                | (300,863) | (333,231) | (349,415) | (365,599) | (381,783) | (397,967) | (414,151) |  |
| 380                         |                    | (317,263)          | (347,991) | (363,355) | (378,719) | (394,083) | (409,447) | (424,817) |           |  |
| 400                         |                    | (333,664)          | (362,752) | (377,296) | (391,840) | (406,384) | (420,928) | (435,542) |           |  |
| 420                         |                    | (350,065)          | (377,513) | (391,237) | (404,961) | (418,684) | (432,419) | (446,267) |           |  |
| 440                         |                    | (366,466)          | (392,274) | (405,177) | (418,081) | (430,985) | (443,969) | (456,992) |           |  |
| 460                         |                    | (382,867)          | (407,034) | (419,118) | (431,202) | (443,322) | (455,519) | (467,716) |           |  |
| 480                         |                    | (399,268)          | (421,795) | (433,059) | (444,324) | (455,697) | (467,069) | (478,441) |           |  |
|                             |                    | AH - % on site 35% |           |           |           |           |           |           |           |  |
|                             |                    | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |           |  |
| Balance (RLV - TLV)         | (298,638)          |                    |           |           |           |           |           |           |           |  |
|                             | -                  | (135,745)          | (178,691) | (200,164) | (221,665) | (243,225) | (264,784) | (286,344) |           |  |
|                             | 1,500              | (146,974)          | (189,920) | (211,401) | (232,961) | (254,521) | (276,081) | (298,638) |           |  |
|                             | 3,000              | (158,203)          | (201,148) | (222,698) | (244,258) | (265,817) | (287,377) | (311,774) |           |  |
|                             | 4,500              | (169,431)          | (212,434) | (233,994) | (255,554) | (277,114) | (299,840) | (324,909) |           |  |
|                             | 6,000              | (180,660)          | (223,731) | (245,291) | (266,850) | (288,410) | (312,975) | (338,044) |           |  |
|                             | 7,500              | (191,908)          | (235,027) | (256,587) | (278,147) | (301,041) | (326,110) | (351,180) |           |  |
|                             | 9,000              | (203,204)          | (246,324) | (267,883) | (289,443) | (314,176) | (339,246) | (364,315) |           |  |
|                             | 10,500             | (214,500)          | (257,620) | (279,180) | (302,242) | (327,312) | (352,381) | (377,451) |           |  |
|                             | 12,000             | (225,797)          | (268,916) | (290,476) | (315,377) | (340,447) | (365,516) | (390,586) |           |  |
|                             | 13,500             | (237,093)          | (280,213) | (303,443) | (328,513) | (353,582) | (378,652) | (403,721) |           |  |
|                             | 15,000             | (248,390)          | (291,509) | (316,579) | (341,648) | (366,718) | (391,787) | (416,857) |           |  |
|                             | 16,500             | (259,686)          | (304,644) | (329,714) | (354,783) | (379,853) | (404,922) | (430,029) |           |  |
|                             | 18,000             | (270,983)          | (317,780) | (342,849) | (367,919) | (392,988) | (418,058) | (443,244) |           |  |
|                             | 19,500             | (282,279)          | (330,915) | (355,985) | (381,054) | (406,124) | (431,197) | (456,458) |           |  |
|                             | 21,000             | (293,911)          | (344,050) | (369,120) | (394,189) | (419,259) | (444,411) | (469,673) |           |  |
|                             | 22,500             | (307,047)          | (357,186) | (382,255) | (407,325) | (432,394) | (457,626) | (482,888) |           |  |
|                             | 24,000             | (320,182)          | (370,321) | (395,391) | (420,460) | (445,579) | (470,841) | (496,103) |           |  |
|                             | 25,500             | (333,317)          | (383,456) | (408,526) | (433,596) | (458,794) | (484,056) | (509,317) |           |  |
|                             | 27,000             | (346,453)          | (396,592) | (421,661) | (446,747) | (472,009) | (497,271) | (522,532) |           |  |
| 28,500                      | (359,588)          | (409,727)          | (434,797) | (459,962) | (485,224) | (510,485) | (535,747) |           |           |  |
| 30,000                      | (372,724)          | (422,863)          | (447,932) | (473,177) | (498,438) | (523,700) | (548,962) |           |           |  |
| Site Specific S106<br>1,500 |                    |                    |           |           |           |           |           |           |           |  |
|                             | -                  | (135,745)          | (178,691) | (200,164) | (221,665) | (243,225) | (264,784) | (286,344) |           |  |
|                             | 1,500              | (146,974)          | (189,920) | (211,401) | (232,961) | (254,521) | (276,081) | (298,638) |           |  |
|                             | 3,000              | (158,203)          | (201,148) | (222,698) | (244,258) | (265,817) | (287,377) | (311,774) |           |  |
|                             | 4,500              | (169,431)          | (212,434) | (233,994) | (255,554) | (277,114) | (299,840) | (324,909) |           |  |
|                             | 6,000              | (180,660)          | (223,731) | (245,291) | (266,850) | (288,410) | (312,975) | (338,044) |           |  |
|                             | 7,500              | (191,908)          | (235,027) | (256,587) | (278,147) | (301,041) | (326,110) | (351,180) |           |  |
|                             | 9,000              | (203,204)          | (246,324) | (267,883) | (289,443) | (314,176) | (339,246) | (364,315) |           |  |
|                             | 10,500             | (214,500)          | (257,620) | (279,180) | (302,242) | (327,312) | (352,381) | (377,451) |           |  |
|                             | 12,000             | (225,797)          | (268,916) | (290,476) | (315,377) | (340,447) | (365,516) | (390,586) |           |  |
|                             | 13,500             | (237,093)          | (280,213) | (303,443) | (328,513) | (353,582) | (378,652) | (403,721) |           |  |
|                             | 15,000             | (248,390)          | (291,509) | (316,579) | (341,648) | (366,718) | (391,787) | (416,857) |           |  |
|                             | 16,500             | (259,686)          | (304,644) | (329,714) | (354,783) | (379,853) | (404,922) | (430,029) |           |  |
|                             | 18,000             | (270,983)          | (317,780) | (342,849) | (367,919) | (392,988) | (418,058) | (443,244) |           |  |
|                             | 19,500             | (282,279)          | (330,915) | (355,985) | (381,054) | (406,124) | (431,197) | (456,458) |           |  |
|                             | 21,000             | (293,911)          | (344,050) | (369,120) | (394,189) | (419,259) | (444,411) | (469,673) |           |  |
|                             | 22,500             | (307,047)          | (357,186) | (382,255) | (407,325) | (432,394) | (457,626) | (482,888) |           |  |
|                             | 24,000             | (320,182)          | (370,321) | (395,391) | (420,460) | (445,579) | (470,841) | (496,103) |           |  |
|                             | 25,500             | (333,317)          | (383,456) | (408,526) | (433,596) | (458,794) | (484,056) | (509,317) |           |  |
|                             | 27,000             | (346,453)          | (396,592) | (421,661) | (446,747) | (472,009) | (497,271) | (522,532) |           |  |
| 28,500                      | (359,588)          | (409,727)          | (434,797) | (459,962) | (485,224) | (510,485) | (535,747) |           |           |  |
| 30,000                      | (372,724)          | (422,863)          | (447,932) | (473,177) | (498,438) | (523,700) | (548,962) |           |           |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**

|                     |           | AH - % on site 35% |           |           |           |           |           |           |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |           | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV) |           | (298,638)          |           |           |           |           |           |           |
|                     | 50,000    | 72,670             | 29,725    | 8,243     | (13,317)  | (34,877)  | (56,436)  | (78,994)  |
|                     | 75,000    | 31,487             | (11,458)  | (32,940)  | (54,500)  | (76,060)  | (97,620)  | (120,177) |
|                     | 100,000   | (9,896)            | (52,642)  | (74,124)  | (95,683)  | (117,243) | (138,803) | (161,361) |
|                     | 125,000   | (50,880)           | (93,825)  | (115,307) | (136,867) | (158,427) | (179,986) | (202,544) |
|                     | 150,000   | (92,063)           | (135,008) | (156,490) | (178,050) | (199,610) | (221,170) | (243,727) |
|                     | 175,000   | (133,246)          | (176,192) | (197,674) | (219,233) | (240,793) | (262,353) | (284,911) |
|                     | 200,000   | (174,430)          | (217,375) | (238,857) | (260,417) | (281,977) | (303,536) | (326,094) |
|                     | 225,000   | (215,613)          | (258,558) | (280,040) | (301,600) | (323,160) | (344,720) | (367,277) |
| 250,000             | (256,796) | (299,742)          | (321,224) | (342,783) | (364,343) | (385,903) | (408,461) |           |
| 275,000             | (297,980) | (340,925)          | (362,407) | (383,967) | (405,527) | (427,086) | (449,644) |           |

|                     |    | AH - % on site 35% |           |           |             |             |             |             |
|---------------------|----|--------------------|-----------|-----------|-------------|-------------|-------------|-------------|
|                     |    | 0%                 | 10%       | 15%       | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) |    | (298,638)          |           |           |             |             |             |             |
|                     | 5  | (916,173)          | (966,697) | (991,958) | (1,017,220) | (1,042,482) | (1,104,078) | (1,169,257) |
|                     | 10 | (252,590)          | (295,710) | (317,270) | (338,829)   | (361,769)   | (386,838)   | (411,908)   |
|                     | 15 | (41,379)           | (84,325)  | (105,797) | (127,270)   | (148,743)   | (170,216)   | (191,772)   |
|                     | 20 | 64,216             | 21,270    | (203)     | (21,675)    | (43,148)    | (64,621)    | (86,094)    |
|                     | 25 | 127,573            | 84,627    | 63,154    | 41,682      | 20,209      | (1,284)     | (22,737)    |
|                     | 30 | 169,811            | 126,865   | 105,392   | 83,920      | 62,447      | 40,974      | 19,501      |
|                     | 35 | 199,981            | 157,035   | 135,562   | 114,090     | 92,617      | 71,144      | 49,671      |
|                     | 40 | 222,608            | 179,663   | 158,190   | 136,717     | 115,244     | 93,771      | 72,299      |
|                     | 45 | 240,207            | 197,262   | 175,789   | 154,316     | 132,843     | 111,371     | 89,898      |
|                     | 50 | 254,287            | 211,341   | 189,868   | 168,396     | 146,923     | 125,450     | 103,977     |
|                     | 55 | 265,806            | 222,861   | 201,388   | 179,915     | 158,442     | 136,969     | 115,497     |

|                     |      | AH - % on site 35% |           |           |           |           |           |           |
|---------------------|------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |      | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV) |      | (298,638)          |           |           |           |           |           |           |
|                     | 95%  | (95,170)           | (138,901) | (160,766) | (182,632) | (204,497) | (226,363) | (248,289) |
|                     | 100% | (146,974)          | (189,920) | (211,401) | (232,961) | (254,521) | (276,081) | (298,638) |
|                     | 105% | (198,839)          | (241,169) | (262,333) | (283,498) | (306,804) | (331,414) | (356,024) |
|                     | 110% | (250,956)          | (292,656) | (316,807) | (340,958) | (365,108) | (389,259) | (413,410) |
|                     | 115% | (304,955)          | (352,338) | (376,030) | (399,721) | (423,413) | (447,204) | (471,080) |
|                     | 120% | (365,557)          | (412,021) | (435,253) | (458,573) | (481,986) | (505,399) | (528,812) |
|                     | 130% | (486,855)          | (531,833) | (554,322) | (576,811) | (599,300) | (621,789) | (643,855) |

|                     |      | AH - % on site 0% |           |           |           |           |           |             |
|---------------------|------|-------------------|-----------|-----------|-----------|-----------|-----------|-------------|
|                     |      | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%         |
| Balance (RLV - TLV) |      | (298,638)         |           |           |           |           |           |             |
|                     | 75%  | (589,873)         | (593,514) | (595,334) | (666,603) | (795,244) | (923,885) | (1,052,526) |
|                     | 80%  | (496,108)         | (509,126) | (515,635) | (522,143) | (528,652) | (535,161) | (541,669)   |
|                     | 85%  | (402,594)         | (424,789) | (435,935) | (447,132) | (458,328) | (469,525) | (480,722)   |
|                     | 90%  | (309,447)         | (340,956) | (356,711) | (372,466) | (388,220) | (403,975) | (419,775)   |
|                     | 95%  | (226,829)         | (261,938) | (279,492) | (297,948) | (318,360) | (338,772) | (359,184)   |
|                     | 100% | (146,974)         | (189,920) | (211,401) | (232,961) | (254,521) | (276,081) | (298,638)   |
|                     | 105% | (67,318)          | (118,229) | (143,684) | (169,140) | (194,596) | (220,051) | (245,571)   |
|                     | 110% | 12,339            | (46,538)  | (75,977)  | (105,415) | (134,853) | (164,292) | (193,730)   |
|                     | 115% | 91,995            | 25,153    | (8,269)   | (41,690)  | (75,111)  | (108,532) | (141,954)   |
|                     | 120% | 171,464           | 96,823    | 59,439    | 22,035    | (15,369)  | (52,773)  | (90,177)    |
|                     | 125% | 250,750           | 168,180   | 126,895   | 85,610    | 44,325    | 2,986     | (38,400)    |

|                     |           | Site Specific S106 |           |           |           |           |           |           |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |           | £1,500             |           |           |           |           |           |           |
|                     |           | 0                  | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |
| Balance (RLV - TLV) |           | (298,638)          |           |           |           |           |           |           |
|                     | 0         | (220,765)          | (231,994) | (243,253) | (254,549) | (265,845) | (277,142) | (288,438) |
|                     | 20        | (229,878)          | (241,124) | (252,421) | (263,717) | (275,013) | (286,310) | (298,598) |
|                     | 40        | (238,996)          | (250,292) | (261,589) | (272,885) | (284,181) | (296,124) | (309,259) |
|                     | 60        | (248,164)          | (259,460) | (270,757) | (282,053) | (293,649) | (306,784) | (319,919) |
|                     | 80        | (257,332)          | (268,628) | (279,925) | (291,221) | (304,309) | (317,445) | (330,580) |
|                     | 100       | (266,500)          | (277,796) | (289,093) | (301,834) | (314,970) | (328,105) | (341,240) |
|                     | 120       | (275,668)          | (286,964) | (299,360) | (312,495) | (325,630) | (338,766) | (351,901) |
|                     | 143       | (286,344)          | (298,638) | (311,774) | (324,909) | (338,044) | (351,180) | (364,315) |
|                     | 160       | (294,410)          | (307,545) | (320,681) | (333,816) | (346,951) | (360,087) | (373,222) |
|                     | 180       | (305,070)          | (318,206) | (331,341) | (344,477) | (357,612) | (370,747) | (383,883) |
|                     | 200       | (315,731)          | (328,866) | (342,002) | (355,137) | (368,272) | (381,408) | (394,543) |
|                     | 220       | (326,392)          | (339,527) | (352,662) | (365,798) | (378,933) | (392,068) | (405,204) |
|                     | 240       | (337,052)          | (350,187) | (363,323) | (376,458) | (389,593) | (402,729) | (415,864) |
|                     | 260       | (347,713)          | (360,848) | (373,983) | (387,119) | (400,254) | (413,389) | (426,541) |
|                     | 280       | (358,373)          | (371,508) | (384,644) | (397,779) | (410,914) | (424,051) | (437,266) |
|                     | 300       | (369,034)          | (382,169) | (395,304) | (408,440) | (421,575) | (434,776) | (447,991) |
|                     | 320       | (379,694)          | (392,829) | (405,965) | (419,100) | (432,286) | (445,501) | (458,716) |
|                     | 340       | (390,355)          | (403,490) | (416,625) | (429,796) | (443,011) | (456,226) | (469,440) |
|                     | 360       | (401,015)          | (414,151) | (427,306) | (440,521) | (453,736) | (466,951) | (480,165) |
| 380                 | (411,676) | (424,817)          | (438,031) | (451,246) | (464,461) | (477,676) | (490,890) |           |
| 400                 | (422,336) | (435,542)          | (448,756) | (461,971) | (475,186) | (488,401) | (501,615) |           |

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |  |                                             |                           |                                    |                           |                     |                      |             |                |
|----------------------------------------|--|---------------------------------------------|---------------------------|------------------------------------|---------------------------|---------------------|----------------------|-------------|----------------|
| Total number of units in scheme        |  | 15 Units                                    |                           |                                    |                           |                     |                      |             |                |
| AH Policy requirement (% Target)       |  | 35%                                         |                           |                                    |                           |                     |                      |             |                |
| AH tenure split %                      |  | Affordable Rent:                            |                           | 53.0%                              |                           |                     |                      |             |                |
|                                        |  | Shared ownership                            |                           | 25.0%                              |                           |                     |                      |             |                |
|                                        |  | Intermediate                                |                           | 21.6%                              |                           |                     |                      |             |                |
| Open Market Sale (OMS) housing         |  | 65%                                         |                           |                                    |                           |                     |                      |             |                |
| CIL Rate (£ psm)                       |  | 100%                                        |                           |                                    |                           |                     |                      |             |                |
|                                        |  | 143.29 £ psm                                |                           |                                    |                           |                     |                      |             |                |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>                       | <b>MV # units</b>         | <b>AH mix%</b>                     | <b>AH # units</b>         | <b>Overall mix%</b> | <b>Total # units</b> |             |                |
| 1 bed House                            |  | 3.3%                                        | 0.3                       | 0.0%                               | 0.0                       | 2%                  | 0.3                  |             |                |
| 2 bed House                            |  | 20.9%                                       | 2.0                       | 0.0%                               | 0.0                       | 14%                 | 2.0                  |             |                |
| 3 bed House                            |  | 40.8%                                       | 4.0                       | 23.5%                              | 1.2                       | 35%                 | 5.2                  |             |                |
| 4 bed House                            |  | 35.0%                                       | 3.4                       | 2.8%                               | 0.1                       | 24%                 | 3.6                  |             |                |
| 5 bed House                            |  | 0.0%                                        | 0.0                       | 0.0%                               | 0.0                       | 0%                  | 0.0                  |             |                |
| 1 bed Flat                             |  | 0.0%                                        | 0.0                       | 16.4%                              | 0.9                       | 6%                  | 0.9                  |             |                |
| 2 bed Flat                             |  | 0.0%                                        | 0.0                       | 57.4%                              | 3.0                       | 20%                 | 3.0                  |             |                |
| Total number of units                  |  | 100.0%                                      | 9.8                       | 100.0%                             | 5.3                       | 100%                | 15.0                 |             |                |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit (sqm)</b>              | <b>Net to Gross %</b>     | <b>Gross (GIA) per unit (sqm)</b>  |                           |                     |                      |             |                |
| 1 bed House                            |  | 58.0                                        | 624                       | 58.0                               |                           | 624                 |                      |             |                |
| 2 bed House                            |  | 79.0                                        | 850                       | 79.0                               |                           | 850                 |                      |             |                |
| 3 bed House                            |  | 90.0                                        | 969                       | 90.0                               |                           | 969                 |                      |             |                |
| 4 bed House                            |  | 110.0                                       | 1,184                     | 110.0                              |                           | 1,184               |                      |             |                |
| 5 bed House                            |  | 0.0                                         | 0                         | 0.0                                |                           | 0                   |                      |             |                |
| 1 bed Flat                             |  | 50.0                                        | 538                       | 85.0%                              | 58.8                      | 633                 |                      |             |                |
| 2 bed Flat                             |  | 61.0                                        | 657                       | 85.0%                              | 71.8                      | 772                 |                      |             |                |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit (sqm)</b>              | <b>Net to Gross %</b>     | <b>Gross (GIA) per unit (sqm)</b>  |                           |                     |                      |             |                |
| 1 bed House                            |  | 50.0                                        | 538                       | 50.0                               |                           | 538                 |                      |             |                |
| 2 bed House                            |  | 70.0                                        | 753                       | 70.0                               |                           | 753                 |                      |             |                |
| 3 bed House                            |  | 84.0                                        | 904                       | 84.0                               |                           | 904                 |                      |             |                |
| 4 bed House                            |  | 97.0                                        | 1,044                     | 97.0                               |                           | 1,044               |                      |             |                |
| 5 bed House                            |  | 0.0                                         | 0                         | 0.0                                |                           | 0                   |                      |             |                |
| 1 bed Flat                             |  | 50.0                                        | 538                       | 85.0%                              | 58.8                      | 633                 |                      |             |                |
| 2 bed Flat                             |  | 61.0                                        | 657                       | 85.0%                              | 71.8                      | 772                 |                      |             |                |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA (sqm)</b>                  | <b>AH units GIA (sqm)</b> | <b>Total GIA (all units) (sqm)</b> |                           |                     |                      |             |                |
| 1 bed House                            |  | 19                                          | 201                       | 0                                  | 19                        | 201                 |                      |             |                |
| 2 bed House                            |  | 161                                         | 1,733                     | 0                                  | 161                       | 1,733               |                      |             |                |
| 3 bed House                            |  | 358                                         | 3,854                     | 104                                | 462                       | 4,970               |                      |             |                |
| 4 bed House                            |  | 375                                         | 4,041                     | 14                                 | 389                       | 4,191               |                      |             |                |
| 5 bed House                            |  | 0                                           | 0                         | 0                                  | 0                         | 0                   |                      |             |                |
| 1 bed Flat                             |  | 0                                           | 0                         | 51                                 | 544                       | 544                 |                      |             |                |
| 2 bed Flat                             |  | 0                                           | 0                         | 216                                | 2,328                     | 2,328               |                      |             |                |
|                                        |  | 913                                         | 9,828                     | 385                                | 4,139                     | 13,967              |                      |             |                |
| <i>AH % by floor area:</i>             |  | <i>29.63% AH % by floor area due to mix</i> |                           |                                    |                           |                     |                      |             |                |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>                     | <b>Epsm</b>               | <b>Epsf</b>                        | <b>total MV £ (no AH)</b> |                     |                      |             |                |
| 1 bed House                            |  | 180,000                                     | 3,103                     | 288                                | 57,915                    |                     |                      |             |                |
| 2 bed House                            |  | 250,000                                     | 3,165                     | 294                                | 509,438                   |                     |                      |             |                |
| 3 bed House                            |  | 290,000                                     | 3,222                     | 299                                | 1,511,560                 |                     |                      |             |                |
| 4 bed House                            |  | 350,000                                     | 3,182                     | 296                                | 1,244,906                 |                     |                      |             |                |
| 5 bed House                            |  | 0                                           | #DIV/0!                   | #DIV/0!                            | 0                         |                     |                      |             |                |
| 1 bed Flat                             |  | 160,000                                     | 3,200                     | 297                                | 137,592                   |                     |                      |             |                |
| 2 bed Flat                             |  | 190,000                                     | 3,115                     | 289                                | 572,565                   |                     |                      |             |                |
|                                        |  | 4,033,976                                   |                           |                                    |                           |                     |                      |             |                |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>                     | <b>Epsm</b>               | <b>% of MV Shared ownership</b>    | <b>Epsm</b>               | <b>% of MV</b>      | <b>Intermediate</b>  | <b>Epsm</b> | <b>% of MV</b> |
| 1 bed House                            |  | 90,000                                      | 1,800                     | 50%                                | 126,000                   | 2,520               | 144,000              | 2,880       | 80%            |
| 2 bed House                            |  | 125,000                                     | 1,786                     | 50%                                | 175,000                   | 2,500               | 200,000              | 2,857       | 80%            |
| 3 bed House                            |  | 145,000                                     | 1,726                     | 50%                                | 203,000                   | 2,417               | 232,000              | 2,762       | 80%            |
| 4 bed House                            |  | 175,000                                     | 1,804                     | 50%                                | 245,000                   | 2,526               | 250,000              | 2,577       | 71%            |
| 5 bed House                            |  | 0                                           | #DIV/0!                   | 50%                                | 0                         | #DIV/0!             | 0                    | #DIV/0!     | 71%            |
| 1 bed Flat                             |  | 80,000                                      | 1,600                     | 50%                                | 112,000                   | 2,240               | 128,000              | 2,560       | 80%            |
| 2 bed Flat                             |  | 95,000                                      | 1,557                     | 50%                                | 133,000                   | 2,180               | 152,000              | 2,492       | 80%            |

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Scheme Ref: I  
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| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 0.3                        | @                     | 180,000 | 57,915                          |
| 2 bed House                      | 2.0                        | @                     | 250,000 | 509,438                         |
| 3 bed House                      | 4.0                        | @                     | 290,000 | 1,153,620                       |
| 4 bed House                      | 3.4                        | @                     | 350,000 | 1,194,375                       |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 9.8                        |                       |         | 2,915,348                       |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 0.0                        | @                     | 125,000 | -                               |
| 3 bed House                      | 0.7                        | @                     | 145,000 | 94,854                          |
| 4 bed House                      | 0.1                        | @                     | 175,000 | 13,391                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.5                        | @                     | 80,000  | 36,462                          |
| 2 bed Flat                       | 1.6                        | @                     | 95,000  | 151,730                         |
|                                  | 2.8                        |                       |         | 296,436                         |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 0.0                        | @                     | 175,000 | -                               |
| 3 bed House                      | 0.3                        | @                     | 203,000 | 62,740                          |
| 4 bed House                      | 0.0                        | @                     | 245,000 | 8,857                           |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.2                        | @                     | 112,000 | 24,117                          |
| 2 bed Flat                       | 0.8                        | @                     | 133,000 | 100,359                         |
|                                  | 1.3                        |                       |         | 196,073                         |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 0.0                        | @                     | 200,000 | -                               |
| 4 bed House                      | 0.3                        | @                     | 232,000 | 61,852                          |
| 5 bed House                      | 0.0                        | @                     | 250,000 | 7,796                           |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 0.2                        | @                     | 128,000 | 23,776                          |
| 0.00%                            | 0.7                        | @                     | 152,000 | 98,939                          |
|                                  | 1.1                        |                       |         | 192,363                         |
| <b>Sub-total GDV Residential</b> | <b>15.0</b>                |                       |         | <b>3,600,220</b>                |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 334                        | £ psm (total GIA sqm) |         | £MV less EGDV 433,755           |
|                                  |                            |                       |         | 28,917 £ per unit (total units) |
| <b>Grant</b>                     | 15                         | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>3,600,220</b>                |

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation

| DEVELOPMENT COSTS                                                    |                                       |                          |            |                                    |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|------------|------------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |            |                                    |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |            |                                    | (20,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |            |                                    | (5,775)            |
| CIL                                                                  |                                       | 913 sqm                  |            | 143.29 £ psm                       | (130,829)          |
|                                                                      | CIL analysis:                         | 3.63% of GDV             |            | 8,722 £ per unit (total units)     |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |            |                                    | -                  |
|                                                                      | Year 2                                | 0                        |            |                                    | -                  |
|                                                                      | Year 3                                | 0                        |            |                                    | -                  |
|                                                                      | Year 4                                | 0                        |            |                                    | -                  |
|                                                                      | Year 5                                | 0                        |            |                                    | -                  |
|                                                                      | Year 6                                | 0                        |            |                                    | -                  |
|                                                                      | Year 7                                | 0                        |            |                                    | -                  |
|                                                                      | Year 8                                | 0                        |            |                                    | -                  |
|                                                                      | Year 9                                | 0                        |            |                                    | -                  |
|                                                                      | Year 10                               | 0                        |            |                                    | -                  |
|                                                                      | total                                 | 15 units @               |            | 1,500 per unit                     | (22,500)           |
|                                                                      | S106 analysis:                        | 0.62% of GDV             |            | 1,500 £ per unit (total units)     |                    |
| AH Commuted Sum                                                      |                                       | 1,298 sqm (total)        |            | 0 £ psm                            | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% of GDV             |            |                                    |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |            |                                    |                    |
| Site Clearance and Demolition                                        |                                       | 1.77 acres @             |            | 110,000 £ per acre (if brownfield) | (194,150)          |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |            |                                    | (38,355)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |            |                                    | (15,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |            |                                    | (1,828)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |            |                                    | (33,766)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |            |                                    | (52,500)           |
|                                                                      | total                                 | 1.77 acres @             |            | 0 per acre                         | (141,449)          |
|                                                                      | Infra. Costs analysis:                | 3.93% of GDV             |            | 9,430 £ per unit (total units)     |                    |
| 1 bed House                                                          |                                       | 19 sqm @                 |            | 1,155 psm                          | (21,554)           |
| 2 bed House                                                          |                                       | 161 sqm @                |            | 1,155 psm                          | (185,934)          |
| 3 bed House                                                          |                                       | 462 sqm @                |            | 1,155 psm                          | (533,262)          |
| 4 bed House                                                          |                                       | 389 sqm @                |            | 1,155 psm                          | (449,733)          |
| 5 bed House                                                          |                                       | - sqm @                  |            | 1,155 psm                          | -                  |
| 1 bed Flat                                                           |                                       | 51 sqm @                 |            | 1,296 psm                          | (65,559)           |
| 2 bed Flat                                                           | 1,298                                 | 216 sqm @                |            | 1,296 psm                          | (280,277)          |
| External works                                                       |                                       | 1,536,319 @              |            | 15.0%<br>15,363 £ per unit         | (230,448)          |
| M4(2) Category 2 Housing                                             |                                       | 50% of All units         | 15 units @ | 521 £ per dwelling                 | (3,908)            |
| M4(3) Category 3 Housing                                             |                                       | 0% of All units          | 15 units @ | 10,307 £ per dwelling              | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                          | 15 units @ | 9 £ per dwelling                   | (135)              |
| Contingency                                                          |                                       | 2,106,409 @              |            | 5.0%                               | (105,320)          |
| Professional Fees                                                    |                                       | 2,106,409 @              |            | 10.0%                              | (210,641)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |            |                                    |                    |
| Marketing and Promotion                                              |                                       | 2,915,348 OMS @          |            | 1.50%                              | (43,730)           |
| Residential Sales Agent Costs                                        |                                       | 2,915,348 OMS @          |            | 1.50%                              | (43,730)           |
| Residential Sales Legal Costs                                        |                                       | 2,915,348 OMS @          |            | 0.50%                              | (14,577)           |
| Interest (on Development Costs) -                                    |                                       | 7.50% APR                |            | 0.604% pcm                         | (107,228)          |
| <b>Developers Profit -</b>                                           |                                       |                          |            |                                    |                    |
| Margin on AH                                                         |                                       | 492,510                  |            | 6.00% on AH values                 | (29,551)           |
| Profit on GDV                                                        |                                       | 2,915,348                |            | 20.00%                             | (583,070)          |
|                                                                      |                                       | 2,810,740                |            | 20.74% on costs                    | (583,070)          |
|                                                                      |                                       | 3,407,857                |            | 17.98% blended                     | (612,620)          |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |            |                                    | <b>(3,423,360)</b> |



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                   |                |
|-----------------------------|-------------------|------------------|-------------------|----------------|
| Residual Land Value (gross) |                   |                  |                   | 176,860        |
| SDLT                        | 176,860 @         | 5.0% (slabbed)   |                   | 1,657          |
| Acquisition Agent fees      | 176,860 @         | 1.0%             |                   | (1,769)        |
| Acquisition Legal fees      | 176,860 @         | 0.5%             |                   | (884)          |
| Interest on Land            | 176,860 @         | 7.5%             |                   | (13,265)       |
| Residual Land Value         |                   |                  |                   | <b>162,600</b> |
| <i>RLV analysis:</i>        | 10,840 £ per plot | 227,640 £ per ha | 92,125 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      | 21.0 dp net ha    |                      |                        |                |
| Site Area (Resi)         | 0.71 net ha       | 1.77 net acres       |                        |                |
| <i>Density analysis:</i> | 1,817 sqm/ha      | 7,913 sqft/ac        |                        |                |
| Threshold Land Value     | 21,572 £ per plot | 453,017 £ per net ha | 183,333 £ per net acre | <b>323,583</b> |
|                          | 90%               | Gross to net         | 0.79 Gross hectares    |                |

| BALANCE           |                    |                     |                  |
|-------------------|--------------------|---------------------|------------------|
| Surplus/(Deficit) | (225,377) £ per ha | (91,209) £ per acre | <b>(160,983)</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation

| SENSITIVITY ANALYSIS        |           | AH - % on site 35% |           |           |           |           |           |           |
|-----------------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)         | (160,983) | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| CIL Epsm<br>143.29          | 0         | 310,116            | 211,701   | 162,442   | 113,182   | 63,923    | 14,664    | (34,595)  |
|                             | 20        | 283,128            | 187,318   | 139,414   | 91,509    | 43,605    | (4,300)   | (52,205)  |
|                             | 40        | 256,036            | 162,936   | 116,386   | 69,836    | 23,286    | (23,264)  | (69,814)  |
|                             | 60        | 228,945            | 138,554   | 93,358    | 48,163    | 2,967     | (42,228)  | (87,424)  |
|                             | 80        | 201,853            | 114,171   | 70,330    | 26,489    | (17,352)  | (61,192)  | (105,033) |
|                             | 100       | 174,761            | 89,789    | 47,302    | 4,816     | (37,670)  | (80,157)  | (122,643) |
|                             | 120       | 147,670            | 65,406    | 24,275    | (16,857)  | (57,989)  | (99,121)  | (140,353) |
|                             | 140       | 120,578            | 41,024    | 1,247     | (38,530)  | (78,308)  | (118,173) | (158,069) |
|                             | 160       | 93,487             | 16,641    | (21,781)  | (60,204)  | (98,719)  | (137,252) | (175,785) |
|                             | 180       | 66,395             | (7,741)   | (44,820)  | (81,990)  | (119,161) | (156,331) | (193,501) |
|                             | 200       | 39,303             | (32,180)  | (67,987)  | (103,795) | (139,602) | (175,410) | (211,217) |
|                             | 220       | 12,180             | (56,710)  | (91,154)  | (125,599) | (160,044) | (194,488) | (228,933) |
|                             | 240       | (15,076)           | (81,239)  | (114,321) | (147,403) | (180,485) | (213,567) | (246,649) |
|                             | 260       | (42,331)           | (105,769) | (137,488) | (169,208) | (200,927) | (232,646) | (264,365) |
|                             | 280       | (69,586)           | (130,299) | (160,655) | (191,012) | (221,368) | (251,725) | (282,081) |
|                             | 300       | (96,842)           | (154,829) | (183,822) | (212,816) | (241,810) | (270,803) | (299,797) |
|                             | 320       | (124,097)          | (179,359) | (206,990) | (234,620) | (262,251) | (289,882) | (318,338) |
|                             | 340       | (151,352)          | (203,889) | (230,157) | (256,425) | (282,693) | (309,037) | (339,063) |
|                             | 360       | (178,608)          | (228,418) | (253,324) | (278,229) | (303,214) | (330,697) | (359,787) |
|                             | 380       | (205,863)          | (252,948) | (276,491) | (300,133) | (325,520) | (353,016) | (380,512) |
| 400                         | (233,118) | (277,519)          | (299,794) | (323,532) | (349,433) | (375,335) | (401,236) |           |
| 420                         | (260,388) | (302,197)          | (324,732) | (349,039) | (373,346) | (397,653) | (421,961) |           |
| 440                         | (287,808) | (329,120)          | (351,833) | (374,546) | (397,259) | (419,972) | (442,685) |           |
| 460                         | (315,578) | (357,815)          | (378,934) | (400,053) | (421,172) | (442,291) | (463,410) |           |
| 480                         | (347,462) | (386,511)          | (406,036) | (425,560) | (445,085) | (464,609) | (484,134) |           |
| Balance (RLV - TLV)         | (160,983) | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Site Specific S106<br>1,500 | -         | 137,819            | 58,711    | 19,156    | (20,398)  | (59,952)  | (99,507)  | (139,155) |
|                             | 1,500     | 116,122            | 37,013    | (2,541)   | (42,096)  | (81,650)  | (121,312) | (160,983) |
|                             | 3,000     | 94,424             | 15,315    | (24,239)  | (63,797)  | (103,469) | (143,140) | (182,812) |
|                             | 4,500     | 72,727             | (6,382)   | (45,955)  | (85,626)  | (125,298) | (164,969) | (204,641) |
|                             | 6,000     | 51,029             | (28,112)  | (67,783)  | (107,455) | (147,126) | (186,798) | (226,470) |
|                             | 7,500     | 29,331             | (49,940)  | (89,612)  | (129,284) | (168,955) | (208,627) | (248,298) |
|                             | 9,000     | 7,574              | (71,769)  | (111,441) | (151,112) | (190,784) | (230,455) | (270,127) |
|                             | 10,500    | (14,255)           | (93,598)  | (133,269) | (172,941) | (212,613) | (252,284) | (291,956) |
|                             | 12,000    | (36,083)           | (115,427) | (155,098) | (194,770) | (234,441) | (274,113) | (313,977) |
|                             | 13,500    | (57,912)           | (137,255) | (176,927) | (216,598) | (256,270) | (295,942) | (339,512) |
|                             | 15,000    | (79,741)           | (159,084) | (198,756) | (238,427) | (278,099) | (318,684) | (365,048) |
|                             | 16,500    | (101,570)          | (180,913) | (220,584) | (260,256) | (299,988) | (344,220) | (390,584) |
|                             | 18,000    | (123,398)          | (202,742) | (242,413) | (282,085) | (323,392) | (369,756) | (416,119) |
|                             | 19,500    | (145,227)          | (224,570) | (264,242) | (304,037) | (348,928) | (395,291) | (441,655) |
|                             | 21,000    | (167,056)          | (246,399) | (286,125) | (328,100) | (374,463) | (420,827) | (467,191) |
|                             | 22,500    | (188,885)          | (268,228) | (308,085) | (353,635) | (399,999) | (446,363) | (492,726) |
|                             | 24,000    | (210,713)          | (290,173) | (332,807) | (379,171) | (425,535) | (471,898) | (518,317) |
|                             | 25,500    | (232,542)          | (312,134) | (358,343) | (404,707) | (451,070) | (497,434) | (544,007) |
|                             | 27,000    | (254,371)          | (337,515) | (383,879) | (430,242) | (476,606) | (523,001) | (569,697) |
|                             | 28,500    | (276,310)          | (363,051) | (409,414) | (455,778) | (502,142) | (548,681) | (595,387) |
| 30,000                      | (298,270) | (388,586)          | (434,950) | (481,314) | (527,685) | (574,381) | (621,077) |           |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation

|                               |           | AH - % on site 35% |           |           |           |           |           |           |
|-------------------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                               |           | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV)           | (160,983) |                    |           |           |           |           |           |           |
|                               | 50,000    | 351,455            | 272,346   | 232,792   | 193,238   | 153,683   | 114,022   | 74,350    |
|                               | 75,000    | 307,330            | 228,221   | 188,667   | 149,113   | 109,558   | 69,897    | 30,225    |
| TLV (per net acre)<br>183,333 | 100,000   | 263,205            | 184,096   | 144,542   | 104,988   | 65,433    | 25,772    | (13,900)  |
|                               | 125,000   | 219,080            | 139,971   | 100,417   | 60,863    | 21,308    | (18,353)  | (58,025)  |
|                               | 150,000   | 174,955            | 95,846    | 56,292    | 16,738    | (22,817)  | (62,478)  | (102,150) |
|                               | 175,000   | 130,830            | 51,721    | 12,167    | (27,387)  | (66,942)  | (106,603) | (146,275) |
|                               | 200,000   | 86,705             | 7,596     | (31,958)  | (71,512)  | (111,067) | (150,728) | (190,400) |
|                               | 225,000   | 42,580             | (36,529)  | (76,083)  | (115,637) | (155,192) | (194,853) | (234,525) |
|                               | 250,000   | (1,545)            | (80,654)  | (120,208) | (159,762) | (199,317) | (238,978) | (278,650) |
|                               | 275,000   | (45,670)           | (124,779) | (164,333) | (203,887) | (243,442) | (283,103) | (322,775) |

|                     |           | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | (160,983) |                    |             |             |             |             |             |             |
|                     | 5         | (1,779,814)        | (1,873,205) | (1,920,315) | (1,967,442) | (2,014,569) | (2,442,101) | (3,046,578) |
|                     | 10        | (513,272)          | (592,615)   | (632,286)   | (672,664)   | (719,027)   | (765,391)   | (811,755)   |
| Density (dph)<br>21 | 15        | (112,369)          | (191,713)   | (231,384)   | (271,056)   | (310,727)   | (350,399)   | (390,070)   |
|                     | 20        | 87,561             | 8,452       | (31,102)    | (70,657)    | (110,276)   | (149,894)   | (189,619)   |
|                     | 25        | 207,517            | 128,408     | 88,854      | 49,300      | 9,745       | (29,809)    | (69,363)    |
|                     | 30        | 287,488            | 208,379     | 168,825     | 129,270     | 89,716      | 50,162      | 10,607      |
|                     | 35        | 344,610            | 265,501     | 225,947     | 186,393     | 146,838     | 107,284     | 67,730      |
|                     | 40        | 387,451            | 308,343     | 268,788     | 229,234     | 189,680     | 150,125     | 110,571     |
|                     | 45        | 420,773            | 341,664     | 302,110     | 262,555     | 223,001     | 183,447     | 143,892     |
|                     | 50        | 447,430            | 368,321     | 328,767     | 289,212     | 249,658     | 210,104     | 170,549     |
|                     | 55        | 469,240            | 390,131     | 350,577     | 311,022     | 271,468     | 231,914     | 192,359     |

|                     |           | AH - % on site 35% |           |           |           |           |           |           |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |           | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV) | (160,983) |                    |           |           |           |           |           |           |
|                     | 95%       | 215,034            | 134,426   | 94,122    | 53,818    | 13,514    | (26,790)  | (67,094)  |
|                     | 100%      | 116,122            | 37,013    | (2,541)   | (42,096)  | (81,650)  | (121,312) | (160,983) |
| Build rate (Epsm)   | 105%      | 17,207             | (60,627)  | (99,544)  | (138,462) | (177,379) | (216,296) | (255,214) |
|                     | 110%      | (82,303)           | (158,629) | (196,792) | (234,955) | (273,118) | (311,372) | (355,692) |
|                     | 115%      | (181,813)          | (256,630) | (294,141) | (332,775) | (378,491) | (422,208) | (465,925) |
|                     | 120%      | (281,464)          | (361,985) | (404,820) | (447,654) | (490,488) | (533,417) | (576,662) |
|                     | 125%      | (392,726)          | (476,630) | (518,582) | (560,688) | (602,946) | (645,203) | (687,461) |
|                     | 130%      | (509,134)          | (591,510) | (632,880) | (674,250) | (715,620) | (757,080) | (798,849) |

|                             |           | AH - % on site 0% |           |           |           |           |           |           |
|-----------------------------|-----------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                             |           | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV)         | (160,983) |                   |           |           |           |           |           |           |
|                             | 75%       | (698,712)         | (702,842) | (704,977) | (707,160) | (709,342) | (711,525) | (713,708) |
|                             | 80%       | (520,189)         | (542,171) | (553,162) | (564,154) | (575,145) | (586,136) | (597,127) |
| Cahnges in sales values (E) | 85%       | (342,803)         | (382,318) | (402,075) | (421,833) | (441,591) | (461,348) | (481,106) |
|                             | 90%       | (186,565)         | (235,580) | (260,088) | (284,595) | (309,193) | (337,187) | (365,813) |
|                             | 95%       | (34,924)          | (99,103)  | (131,192) | (163,282) | (195,371) | (227,461) | (259,550) |
|                             | 100%      | 116,122           | 37,013    | (2,541)   | (42,096)  | (81,650)  | (121,312) | (160,983) |
|                             | 105%      | 266,951           | 172,760   | 125,664   | 78,568    | 31,472    | (15,624)  | (62,719)  |
|                             | 110%      | 417,396           | 308,333   | 253,802   | 199,232   | 144,594   | 89,957    | 35,320    |
|                             | 115%      | 567,501           | 443,428   | 381,392   | 319,356   | 257,319   | 195,283   | 133,246   |
|                             | 120%      | 717,607           | 578,523   | 508,982   | 439,440   | 369,898   | 300,357   | 230,815   |
|                             | 125%      | 867,239           | 713,365   | 636,428   | 559,491   | 482,477   | 405,430   | 328,383   |

|                     |           | Site Specific S106 £1,500 |           |           |           |           |           |           |
|---------------------|-----------|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |           | 0                         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |
| Balance (RLV - TLV) | (160,983) | -                         |           |           |           |           |           |           |
|                     | 0         | (12,898)                  | (34,595)  | (56,293)  | (77,990)  | (99,688)  | (121,385) | (143,201) |
|                     | 20        | (30,507)                  | (52,205)  | (73,902)  | (95,600)  | (117,297) | (138,988) | (160,917) |
| CIL Epsm<br>143.29  | 40        | (48,117)                  | (69,814)  | (91,512)  | (113,209) | (134,975) | (156,804) | (178,633) |
|                     | 60        | (65,726)                  | (87,424)  | (109,121) | (130,863) | (152,691) | (174,520) | (196,349) |
|                     | 80        | (83,336)                  | (105,033) | (126,750) | (148,579) | (170,407) | (192,236) | (214,065) |
|                     | 100       | (100,945)                 | (122,643) | (144,466) | (166,295) | (188,123) | (209,952) | (231,781) |
|                     | 120       | (118,555)                 | (140,353) | (162,182) | (184,011) | (205,839) | (227,668) | (249,497) |
|                     | 143       | (139,155)                 | (160,983) | (182,812) | (204,641) | (226,470) | (248,298) | (270,127) |
|                     | 160       | (153,956)                 | (175,785) | (197,614) | (219,442) | (241,271) | (263,100) | (284,929) |
|                     | 180       | (171,672)                 | (193,501) | (215,330) | (237,158) | (258,987) | (280,816) | (302,645) |
|                     | 200       | (189,388)                 | (211,217) | (233,046) | (254,874) | (276,703) | (298,532) | (321,670) |
|                     | 220       | (207,104)                 | (228,933) | (250,762) | (272,590) | (294,419) | (316,858) | (342,394) |
|                     | 240       | (224,820)                 | (246,649) | (268,478) | (290,306) | (312,192) | (337,583) | (363,119) |
|                     | 260       | (242,536)                 | (264,365) | (286,194) | (308,055) | (332,772) | (358,307) | (383,843) |
|                     | 280       | (260,252)                 | (282,081) | (303,917) | (327,961) | (353,496) | (379,032) | (404,568) |
|                     | 300       | (277,968)                 | (299,797) | (323,149) | (348,685) | (374,221) | (399,756) | (425,292) |
|                     | 320       | (295,684)                 | (318,338) | (343,874) | (369,410) | (394,945) | (420,481) | (446,017) |
|                     | 340       | (313,527)                 | (339,063) | (364,598) | (390,134) | (415,670) | (441,205) | (466,741) |
|                     | 360       | (334,252)                 | (359,787) | (385,323) | (410,859) | (436,394) | (461,930) | (487,466) |
|                     | 380       | (354,976)                 | (380,512) | (406,047) | (431,583) | (457,119) | (482,654) | (508,190) |
| 400                 | (375,700) | (401,236)                 | (426,772) | (452,308) | (477,843) | (503,379) | (529,034) |           |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 40 Units                             |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 0.9                                  | 0.0%                     | 0.0        | 2%                          | 0.9                |         |         |  |
| 2 bed House                            | 20.9%                   | 5.4                                  | 0.0%                     | 0.0        | 14%                         | 5.4                |         |         |  |
| 3 bed House                            | 40.8%                   | 10.6                                 | 23.5%                    | 3.3        | 35%                         | 13.9               |         |         |  |
| 4 bed House                            | 35.0%                   | 9.1                                  | 2.8%                     | 0.4        | 24%                         | 9.5                |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 2.3        | 6%                          | 2.3                |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 57.4%                    | 8.0        | 20%                         | 8.0                |         |         |  |
| Total number of units                  | 100.0%                  | 26.0                                 | 100.0%                   | 14.0       | 100%                        | 40.0               |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 50                      | 536                                  | 0                        | 0          | 50                          | 536                |         |         |  |
| 2 bed House                            | 429                     | 4,621                                | 0                        | 0          | 429                         | 4,621              |         |         |  |
| 3 bed House                            | 955                     | 10,277                               | 276                      | 2,976      | 1,231                       | 13,253             |         |         |  |
| 4 bed House                            | 1,001                   | 10,775                               | 37                       | 402        | 1,038                       | 11,177             |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 135                      | 1,452      | 135                         | 1,452              |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 577                      | 6,208      | 577                         | 6,208              |         |         |  |
|                                        | 2,435                   | 26,208                               | 1,025                    | 11,038     | 3,460                       | 37,245             |         |         |  |
| AH % by floor area:                    |                         | 29.63% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 154,440            |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 1,358,500          |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 4,030,826          |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 3,319,750          |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 366,912            |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 1,526,840          |         |         |  |
|                                        |                         |                                      |                          |            |                             | 10,757,268         |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

| GROSS DEVELOPMENT VALUE          |                            |                       |               |                          |
|----------------------------------|----------------------------|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b>                 |                            |                       |               |                          |
|                                  | (part houses due to % mix) |                       |               |                          |
| 1 bed House                      | 0.9                        | @                     | 180,000       | 154,440                  |
| 2 bed House                      | 5.4                        | @                     | 250,000       | 1,358,500                |
| 3 bed House                      | 10.6                       | @                     | 290,000       | 3,076,320                |
| 4 bed House                      | 9.1                        | @                     | 350,000       | 3,185,000                |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.0                        | @                     | 160,000       | -                        |
| 2 bed Flat                       | 0.0                        | @                     | 190,000       | -                        |
|                                  | 26.0                       |                       |               | 7,774,260                |
| <b>Affordable Rent GDV -</b>     |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 90,000        | -                        |
| 2 bed House                      | 0.0                        | @                     | 125,000       | -                        |
| 3 bed House                      | 1.7                        | @                     | 145,000       | 252,944                  |
| 4 bed House                      | 0.2                        | @                     | 175,000       | 35,709                   |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 1.2                        | @                     | 80,000        | 97,232                   |
| 2 bed Flat                       | 4.3                        | @                     | 95,000        | 404,613                  |
|                                  | 7.4                        |                       |               | 790,497                  |
| <b>Shared ownership</b>          |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 126,000       | -                        |
| 2 bed House                      | 0.0                        | @                     | 175,000       | -                        |
| 3 bed House                      | 0.8                        | @                     | 203,000       | 167,306                  |
| 4 bed House                      | 0.1                        | @                     | 245,000       | 23,619                   |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.6                        | @                     | 112,000       | 64,312                   |
| 2 bed Flat                       | 2.0                        | @                     | 133,000       | 267,625                  |
|                                  | 3.5                        |                       |               | 522,862                  |
| <b>Intermediate</b>              |                            |                       |               |                          |
| 2 bed House                      | 0.0                        | @                     | 144,000       | -                        |
| 3 bed House                      | 0.0                        | @                     | 200,000       | -                        |
| 4 bed House                      | 0.7                        | @                     | 232,000       | 164,939                  |
| 5 bed House                      | 0.1                        | @                     | 250,000       | 20,790                   |
| 1 bed Flat                       | 0.0                        | @                     | 0             | -                        |
| 2 bed Flat                       | 0.5                        | @                     | 128,000       | 63,402                   |
| 0.00%                            | 1.7                        | @                     | 152,000       | 263,838                  |
|                                  | 3.0                        |                       |               | 512,969                  |
| <b>Sub-total GDV Residential</b> |                            |                       |               |                          |
|                                  | 40.0                       |                       |               | 9,600,588                |
| <i>AH on-site cost analysis:</i> |                            |                       |               |                          |
|                                  |                            |                       | £MV less £GDV | 1,156,680                |
|                                  | 334                        | £ psm (total GIA sqm) | 28,917        | £ per unit (total units) |
| <b>Grant</b>                     |                            |                       |               |                          |
|                                  | 40                         | @                     | 0             | -                        |
| <b>Total GDV</b>                 |                            |                       |               |                          |
|                                  |                            |                       |               | 9,600,588                |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

| DEVELOPMENT COSTS                                                    |                                       |                          |                                    |             |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|------------------------------------|-------------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |                                    |             |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |                                    |             | (50,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |                                    |             | (15,400)           |
| CIL                                                                  | 2,435 sqm                             |                          | 143.29 £ psm                       |             | (348,878)          |
|                                                                      | CIL analysis:                         | 3.63% % of GDV           | 8,722 £ per unit (total units)     |             |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |                                    |             | -                  |
|                                                                      | Year 2                                | 0                        |                                    |             | -                  |
|                                                                      | Year 3                                | 0                        |                                    |             | -                  |
|                                                                      | Year 4                                | 0                        |                                    |             | -                  |
|                                                                      | Year 5                                | 0                        |                                    |             | -                  |
|                                                                      | Year 6                                | 0                        |                                    |             | -                  |
|                                                                      | Year 7                                | 0                        |                                    |             | -                  |
|                                                                      | Year 8                                | 0                        |                                    |             | -                  |
|                                                                      | Year 9                                | 0                        |                                    |             | -                  |
|                                                                      | Year 10                               | 0                        |                                    |             | -                  |
|                                                                      | total                                 | 40 units @               | 1,500 per unit                     | (60,000)    | (60,000)           |
|                                                                      | S106 analysis:                        | 0.62% % of GDV           | 1,500 £ per unit (total units)     |             |                    |
| AH Commuted Sum                                                      | 3,460 sqm (total)                     |                          | 0 £ psm                            |             | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% % of GDV           |                                    |             |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |                                    |             |                    |
| Site Clearance and Demolition                                        | 4.30 acres @                          |                          | 110,000 £ per acre (if brownfield) |             | (472,713)          |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |                                    |             | (102,280)          |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |                                    |             | (40,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |                                    |             | (4,876)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |                                    |             | (92,489)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |                                    |             | (140,000)          |
|                                                                      | total                                 | 4.30 acres @             | 0 per acre                         | (379,645)   | -                  |
|                                                                      | Infra. Costs analysis:                | 3.95% % of GDV           | 9,491 £ per unit (total units)     |             |                    |
| 1 bed House                                                          | 50 sqm @                              |                          | 1,155 psm                          |             | (57,477)           |
| 2 bed House                                                          | 429 sqm @                             |                          | 1,155 psm                          |             | (495,825)          |
| 3 bed House                                                          | 1,231 sqm @                           |                          | 1,155 psm                          |             | (1,422,033)        |
| 4 bed House                                                          | 1,038 sqm @                           |                          | 1,155 psm                          |             | (1,199,288)        |
| 5 bed House                                                          | - sqm @                               |                          | 1,155 psm                          |             | -                  |
| 1 bed Flat                                                           | 135 sqm @                             |                          | 1,296 psm                          |             | (174,823)          |
| 2 bed Flat                                                           | 3,460 577 sqm @                       |                          | 1,296 psm                          |             | (747,405)          |
| External works                                                       | 4,096,852 @                           |                          | 15.0%<br>15,363 £ per unit         |             | (614,528)          |
| M4(2) Category 2 Housing                                             | 50% of All units                      | 40 units @               | 521 £ per dwelling                 |             | (10,420)           |
| M4(3) Category 3 Housing                                             | 0% of All units                       | 40 units @               | 10,307 £ per dwelling              |             | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       | 40 units @               | 9 £ per dwelling                   |             | (360)              |
| Contingency                                                          | 5,574,518 @                           |                          | 5.0%                               |             | (278,726)          |
| Professional Fees                                                    | 5,574,518 @                           |                          | 10.0%                              |             | (557,452)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |                                    |             |                    |
| Marketing and Promotion                                              | 7,774,260 OMS @                       |                          | 1.50%                              |             | (116,614)          |
| Residential Sales Agent Costs                                        | 7,774,260 OMS @                       |                          | 1.50%                              |             | (116,614)          |
| Residential Sales Legal Costs                                        | 7,774,260 OMS @                       |                          | 0.50%                              |             | (38,871)           |
| Interest (on Development Costs) -                                    | 7.50% APR                             |                          | 0.604% pcm                         |             | (247,008)          |
| <b>Developers Profit -</b>                                           |                                       |                          |                                    |             |                    |
| Margin on AH                                                         | 1,313,359                             |                          | 6.00% on AH values                 |             | (78,802)           |
| Profit on GDV                                                        | 7,774,260                             |                          | 20.00%                             |             | (1,554,852)        |
|                                                                      | 7,404,081                             |                          | 21.00% on costs                    | (1,554,852) |                    |
|                                                                      | 9,087,619                             |                          | 17.98% blended                     | (1,633,654) |                    |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |                                    |             | <b>(9,037,734)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 562,854        |
| SDLT                        | 562,854 @         | 5.0% (slabbed)   |                    | (17,643)       |
| Acquisition Agent fees      | 562,854 @         | 1.0%             |                    | (5,629)        |
| Acquisition Legal fees      | 562,854 @         | 0.5%             |                    | (2,814)        |
| Interest on Land            | 562,854 @         | 7.5%             |                    | (42,214)       |
| Residual Land Value         |                   |                  |                    | <b>494,554</b> |
| <i>RLV analysis:</i>        | 12,364 £ per plot | 284,369 £ per ha | 115,082 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      | 23.0 dp net ha    |                      |                        |                |
| Site Area (Resi)         | 1.74 net ha       | 4.30 net acres       |                        |                |
| <i>Density analysis:</i> | 1,990 sqm/ha      | 6,667 sqft/ac        |                        |                |
| Threshold Land Value     | 22,158 £ per plot | 509,644 £ per net ha | 206,250 £ per net acre | <b>886,337</b> |
|                          | 80%               | Gross to net         | 2.17 Gross hectares    |                |

| BALANCE           |                    |                     |                  |
|-------------------|--------------------|---------------------|------------------|
| Surplus/(Deficit) | (225,275) £ per ha | (91,168) £ per acre | <b>(391,783)</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

| SENSITIVITY ANALYSIS        |           | AH - % on site 35% |             |             |             |             |             |             |
|-----------------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)         | (391,783) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| CIL Epsm<br>143.29          | 0         | 938,271            | 662,677     | 524,871     | 386,813     | 248,756     | 110,445     | (27,981)    |
|                             | 20        | 862,474            | 594,285     | 460,041     | 325,760     | 191,246     | 56,665      | (78,159)    |
|                             | 40        | 786,502            | 525,641     | 395,052     | 264,374     | 133,591     | 2,628       | (128,544)   |
|                             | 60        | 710,231            | 456,670     | 329,829     | 202,798     | 75,694      | (51,618)    | (179,065)   |
|                             | 80        | 633,619            | 387,530     | 264,286     | 141,042     | 17,542      | (106,008)   | (229,851)   |
|                             | 100       | 556,822            | 318,053     | 198,576     | 78,936      | (40,764)    | (160,700)   | (280,817)   |
|                             | 120       | 479,626            | 248,320     | 132,563     | 16,667      | (99,363)    | (215,568)   | (331,926)   |
|                             | 140       | 402,172            | 178,408     | 66,285      | (45,838)    | (158,179)   | (270,591)   | (383,327)   |
|                             | 160       | 324,510            | 108,089     | (169)       | (108,650)   | (217,156)   | (325,943)   | (434,875)   |
|                             | 180       | 246,390            | 37,569      | (66,982)    | (171,633)   | (276,466)   | (381,433)   | (486,588)   |
|                             | 200       | 168,068            | (33,175)    | (134,018)   | (234,897)   | (335,946)   | (437,123)   | (538,581)   |
|                             | 220       | 89,464             | (104,311)   | (201,236)   | (298,415)   | (395,614)   | (493,091)   | (590,711)   |
|                             | 240       | 10,459             | (175,619)   | (268,840)   | (362,092)   | (455,605)   | (549,205)   | (643,050)   |
|                             | 260       | (68,734)           | (247,221)   | (336,612)   | (426,123)   | (515,751)   | (605,570)   | (695,637)   |
|                             | 280       | (148,292)          | (319,136)   | (404,645)   | (490,349)   | (576,143)   | (662,174)   | (748,293)   |
|                             | 300       | (228,157)          | (391,233)   | (473,000)   | (554,767)   | (636,812)   | (718,880)   | (800,949)   |
|                             | 320       | (308,221)          | (463,703)   | (541,532)   | (619,550)   | (697,568)   | (775,586)   | (853,716)   |
|                             | 340       | (388,743)          | (536,422)   | (610,390)   | (684,358)   | (758,325)   | (832,384)   | (911,713)   |
|                             | 360       | (469,496)          | (609,330)   | (679,248)   | (749,165)   | (819,202)   | (891,647)   | (973,310)   |
|                             | 380       | (550,505)          | (682,239)   | (748,105)   | (814,170)   | (881,057)   | (957,983)   | (1,034,908) |
| 400                         | (631,514) | (755,207)          | (817,288)   | (879,944)   | (952,132)   | (1,024,319) | (1,096,856) |             |
| 420                         | (712,544) | (828,558)          | (888,308)   | (955,757)   | (1,023,206) | (1,090,998) | (1,158,826) |             |
| 440                         | (794,043) | (906,149)          | (968,859)   | (1,031,614) | (1,094,675) | (1,157,735) | (1,220,796) |             |
| 460                         | (875,541) | (991,438)          | (1,049,591) | (1,107,885) | (1,166,179) | (1,224,472) | (1,282,972) |             |
| 480                         | (970,259) | (1,077,102)        | (1,130,629) | (1,184,156) | (1,237,683) | (1,291,397) | (1,345,316) |             |
|                             |           | AH - % on site 35% |             |             |             |             |             |             |
| Balance (RLV - TLV)         | (391,783) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Site Specific S106<br>1,500 | -         | 451,557            | 229,126     | 117,890     | 6,455       | (105,026)   | (216,688)   | (328,453)   |
|                             | 1,500     | 389,397            | 166,841     | 55,360      | (56,121)    | (167,876)   | (279,693)   | (391,783)   |
|                             | 3,000     | 327,197            | 104,265     | (7,300)     | (119,065)   | (230,937)   | (343,027)   | (455,387)   |
|                             | 4,500     | 264,650            | 41,512      | (70,254)    | (182,182)   | (294,272)   | (406,648)   | (519,269)   |
|                             | 6,000     | 202,075            | (21,442)    | (133,426)   | (245,516)   | (357,909)   | (470,507)   | (583,433)   |
|                             | 7,500     | 139,135            | (84,671)    | (196,761)   | (309,170)   | (421,746)   | (534,610)   | (647,923)   |
|                             | 9,000     | 76,175             | (148,005)   | (260,432)   | (372,984)   | (485,848)   | (599,099)   | (712,763)   |
|                             | 10,500    | 12,840             | (211,693)   | (324,223)   | (437,087)   | (550,275)   | (663,837)   | (777,643)   |
|                             | 12,000    | (50,498)           | (275,461)   | (388,325)   | (501,452)   | (614,911)   | (728,717)   | (842,567)   |
|                             | 13,500    | (114,215)          | (339,564)   | (452,628)   | (565,985)   | (679,791)   | (793,597)   | (913,049)   |
|                             | 15,000    | (177,939)          | (403,804)   | (517,118)   | (630,865)   | (744,671)   | (858,726)   | (988,947)   |
|                             | 16,500    | (242,041)          | (468,294)   | (581,939)   | (695,745)   | (809,614)   | (931,839)   | (1,065,002) |
|                             | 18,000    | (306,157)          | (533,013)   | (646,819)   | (760,625)   | (874,886)   | (1,007,736) | (1,141,359) |
|                             | 19,500    | (370,647)          | (597,893)   | (711,699)   | (825,773)   | (950,629)   | (1,083,935) | (1,217,716) |
|                             | 21,000    | (435,161)          | (662,773)   | (776,660)   | (893,521)   | (1,026,526) | (1,160,291) | (1,294,346) |
|                             | 22,500    | (500,041)          | (727,653)   | (841,932)   | (969,418)   | (1,102,867) | (1,236,648) | (1,371,164) |
|                             | 24,000    | (564,921)          | (792,820)   | (912,311)   | (1,045,443) | (1,179,224) | (1,313,324) | (1,447,982) |
|                             | 25,500    | (629,801)          | (858,092)   | (988,208)   | (1,121,800) | (1,255,580) | (1,390,142) | (1,525,198) |
|                             | 27,000    | (694,681)          | (931,100)   | (1,064,376) | (1,198,156) | (1,332,302) | (1,466,960) | (1,602,481) |
|                             | 28,500    | (759,866)          | (1,006,998) | (1,140,732) | (1,274,513) | (1,409,120) | (1,544,125) | (1,679,828) |
| 30,000                      | (825,138) | (1,083,308)        | (1,217,089) | (1,351,280) | (1,485,938) | (1,621,407) | (1,757,578) |             |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

|                               |           | AH - % on site 35% |           |           |           |           |           |           |
|-------------------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                               |           | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV)           | (391,783) |                    |           |           |           |           |           |           |
|                               | 50,000    | 1,060,864          | 838,308   | 726,827   | 615,347   | 503,591   | 391,774   | 279,684   |
| TLV (per net acre)<br>206,250 | 75,000    | 953,429            | 730,873   | 619,393   | 507,912   | 396,156   | 284,340   | 172,250   |
|                               | 100,000   | 845,995            | 623,438   | 511,958   | 400,477   | 288,721   | 176,905   | 64,815    |
|                               | 125,000   | 738,560            | 516,004   | 404,523   | 293,042   | 181,287   | 69,470    | (42,620)  |
|                               | 150,000   | 631,125            | 408,569   | 297,088   | 185,608   | 73,852    | (37,965)  | (150,055) |
|                               | 175,000   | 523,690            | 301,134   | 189,653   | 78,173    | (33,583)  | (145,399) | (257,489) |
|                               | 200,000   | 416,256            | 193,699   | 82,219    | (29,262)  | (141,018) | (252,834) | (364,924) |
|                               | 225,000   | 308,821            | 86,264    | (25,216)  | (136,697) | (248,453) | (360,269) | (472,359) |
|                               | 250,000   | 201,386            | (21,170)  | (132,651) | (244,131) | (355,887) | (467,704) | (579,794) |
| 275,000                       | 93,951    | (128,605)          | (240,086) | (351,566) | (463,322) | (575,139) | (687,229) |           |

|                     |           | AH - % on site 35% |             |             |             |             |             |              |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|--------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%          |
| Balance (RLV - TLV) | (391,783) |                    |             |             |             |             |             |              |
|                     | 5         | (5,431,904)        | (5,707,666) | (5,846,871) | (5,987,400) | (7,267,347) | (8,752,169) | (10,236,990) |
| Density (dph)<br>23 | 10        | (1,623,207)        | (1,850,818) | (1,964,922) | (2,087,647) | (2,220,890) | (2,354,671) | (2,488,980)  |
|                     | 15        | (432,069)          | (656,394)   | (768,850)   | (881,592)   | (994,597)   | (1,107,987) | (1,221,793)  |
|                     | 20        | 158,947            | (64,014)    | (175,773)   | (287,538)   | (399,611)   | (511,809)   | (624,265)    |
|                     | 25        | 512,217            | 289,746     | 178,482     | 67,002      | (44,479)    | (156,214)   | (268,046)    |
|                     | 30        | 747,088            | 525,029     | 413,917     | 302,681     | 191,446     | 80,025      | (31,456)     |
|                     | 35        | 914,635            | 692,768     | 581,738     | 470,708     | 359,593     | 248,357     | 137,104      |
|                     | 40        | 1,040,137          | 818,411     | 707,542     | 596,512     | 485,483     | 374,453     | 263,232      |
|                     | 45        | 1,137,750          | 916,023     | 805,160     | 694,297     | 583,330     | 472,301     | 361,271      |
|                     | 50        | 1,215,679          | 994,114     | 883,250     | 772,387     | 661,524     | 550,579     | 439,549      |
|                     | 55        | 1,279,419          | 1,057,948   | 947,142     | 836,279     | 725,416     | 614,553     | 503,595      |

|                     |           | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | (391,783) |                    |             |             |             |             |             |             |
|                     | 95%       | 654,075            | 428,206     | 315,171     | 202,137     | 89,006      | (24,244)    | (137,512)   |
| Build rate (Epsm)   | 100%      | 389,397            | 166,841     | 55,360      | (56,121)    | (167,876)   | (279,693)   | (391,783)   |
|                     | 105%      | 122,308            | (97,344)    | (207,387)   | (317,684)   | (428,162)   | (538,956)   | (650,174)   |
|                     | 110%      | (147,713)          | (364,821)   | (473,792)   | (583,087)   | (692,702)   | (802,317)   | (918,347)   |
|                     | 115%      | (421,139)          | (636,118)   | (743,638)   | (851,581)   | (973,284)   | (1,099,329) | (1,225,711) |
|                     | 120%      | (697,531)          | (914,825)   | (1,038,137) | (1,162,054) | (1,286,057) | (1,410,791) | (1,535,989) |
|                     | 125%      | (991,822)          | (1,234,642) | (1,356,466) | (1,478,720) | (1,601,499) | (1,724,729) | (1,848,897) |
|                     | 130%      | (1,317,095)        | (1,556,572) | (1,676,993) | (1,797,655) | (1,919,297) | (2,041,569) | (2,164,776) |

|                             |           | AH - % on site 0% |             |             |             |             |             |             |
|-----------------------------|-----------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                             |           | 0%                | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV)         | (391,783) |                   |             |             |             |             |             |             |
|                             | 75%       | (1,886,246)       | (1,903,666) | (1,912,546) | (1,921,426) | (1,930,405) | (1,939,667) | (1,948,929) |
| Changes in sales values (£) | 80%       | (1,376,668)       | (1,443,628) | (1,477,349) | (1,511,151) | (1,544,953) | (1,578,875) | (1,613,079) |
|                             | 85%       | (874,081)         | (989,910)   | (1,048,239) | (1,106,612) | (1,164,986) | (1,223,424) | (1,282,198) |
|                             | 90%       | (446,245)         | (588,245)   | (659,334)   | (730,422)   | (801,511)   | (872,864)   | (955,420)   |
|                             | 95%       | (25,169)          | (207,547)   | (298,982)   | (390,430)   | (482,138)   | (573,967)   | (666,043)   |
|                             | 100%      | 389,397           | 166,841     | 55,360      | (56,121)    | (167,876)   | (279,693)   | (391,783)   |
|                             | 105%      | 799,483           | 536,889     | 405,453     | 273,905     | 142,325     | 10,483      | (121,458)   |
|                             | 110%      | 1,206,300         | 903,890     | 752,447     | 601,002     | 449,509     | 297,777     | 145,999     |
|                             | 115%      | 1,610,886         | 1,268,450   | 1,097,228   | 925,949     | 754,464     | 582,979     | 411,277     |
|                             | 120%      | 2,013,469         | 1,631,428   | 1,440,274   | 1,249,121   | 1,057,914   | 866,483     | 675,052     |
|                             | 125%      | 2,414,728         | 1,993,056   | 1,782,043   | 1,571,030   | 1,360,017   | 1,148,807   | 937,511     |

|                     |           | Site Specific S106 £1,500 |             |             |             |             |             |             |
|---------------------|-----------|---------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0                         | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |
| Balance (RLV - TLV) | (391,783) |                           |             |             |             |             |             |             |
|                     | 0         | 33,548                    | (27,981)    | (89,807)    | (151,982)   | (214,435)   | (277,169)   | (340,188)   |
| CIL Epsm<br>143.29  | 20        | (16,333)                  | (78,159)    | (140,263)   | (202,645)   | (265,307)   | (328,261)   | (391,590)   |
|                     | 40        | (66,510)                  | (128,544)   | (190,855)   | (253,446)   | (316,400)   | (379,657)   | (443,188)   |
|                     | 60        | (116,825)                 | (179,065)   | (241,641)   | (304,539)   | (367,724)   | (431,183)   | (494,918)   |
|                     | 80        | (167,306)                 | (229,851)   | (292,678)   | (355,791)   | (419,178)   | (482,895)   | (546,943)   |
|                     | 100       | (218,061)                 | (280,817)   | (343,859)   | (407,193)   | (470,890)   | (534,866)   | (599,124)   |
|                     | 120       | (268,966)                 | (331,926)   | (395,260)   | (458,885)   | (522,788)   | (586,974)   | (651,464)   |
|                     | 143       | (328,453)                 | (391,783)   | (455,387)   | (519,269)   | (583,433)   | (647,923)   | (712,763)   |
|                     | 160       | (371,395)                 | (434,875)   | (498,633)   | (562,736)   | (627,163)   | (691,877)   | (756,757)   |
|                     | 180       | (422,870)                 | (486,588)   | (550,658)   | (615,012)   | (679,653)   | (744,533)   | (809,413)   |
|                     | 200       | (474,583)                 | (538,581)   | (602,861)   | (667,429)   | (732,309)   | (797,189)   | (862,231)   |
|                     | 220       | (526,503)                 | (590,711)   | (655,205)   | (720,085)   | (784,965)   | (849,933)   | (921,614)   |
|                     | 240       | (578,560)                 | (643,050)   | (707,861)   | (772,741)   | (837,635)   | (907,314)   | (983,212)   |
|                     | 260       | (630,900)                 | (695,637)   | (760,517)   | (825,397)   | (893,014)   | (968,912)   | (1,044,847) |
|                     | 280       | (683,413)                 | (748,293)   | (813,173)   | (878,715)   | (954,612)   | (1,030,510) | (1,106,817) |
|                     | 300       | (736,069)                 | (800,949)   | (866,014)   | (940,312)   | (1,016,210) | (1,092,431) | (1,168,787) |
|                     | 320       | (788,725)                 | (853,716)   | (926,012)   | (1,001,910) | (1,078,044) | (1,154,401) | (1,230,757) |
|                     | 340       | (841,418)                 | (911,713)   | (987,610)   | (1,063,658) | (1,140,015) | (1,216,371) | (1,292,993) |
|                     | 360       | (897,413)                 | (973,310)   | (1,049,272) | (1,125,628) | (1,201,985) | (1,278,520) | (1,355,338) |
|                     | 380       | (959,011)                 | (1,034,908) | (1,111,242) | (1,187,598) | (1,264,047) | (1,340,865) | (1,417,683) |
|                     | 400       | (1,020,608)               | (1,096,856) | (1,173,212) | (1,249,573) | (1,326,391) | (1,403,209) | (1,480,155) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |            |                                      |                            |                             |               |         |         |     |
|----------------------------------------|-------------------------|------------|--------------------------------------|----------------------------|-----------------------------|---------------|---------|---------|-----|
| Total number of units in scheme        |                         |            | 40 Units                             |                            |                             |               |         |         |     |
| AH Policy requirement (% Target)       |                         |            | 35%                                  |                            |                             |               |         |         |     |
| AH tenure split %                      |                         |            | Affordable Rent:                     |                            | 53.0%                       |               |         |         |     |
|                                        |                         |            | Shared ownership                     |                            | 25.0%                       |               |         |         |     |
|                                        |                         |            | Intermediate                         |                            | 21.6%                       |               |         |         |     |
| Open Market Sale (OMS) housing         |                         |            | 65%                                  |                            |                             |               |         |         |     |
|                                        |                         |            | 100%                                 |                            |                             |               |         |         |     |
| CIL Rate (£ psm)                       |                         |            | 143.29                               |                            | £ psm                       |               |         |         |     |
| <b>Unit mix -</b>                      |                         |            |                                      |                            |                             |               |         |         |     |
|                                        | Mkt Units mix%          | MV # units | AH mix%                              | AH # units                 | Overall mix%                | Total # units |         |         |     |
| 1 bed House                            | 0.0%                    | 0.0        | 0.0%                                 | 0.0                        | 0%                          | 0.0           |         |         |     |
| 2 bed House                            | 0.0%                    | 0.0        | 0.0%                                 | 0.0                        | 0%                          | 0.0           |         |         |     |
| 3 bed House                            | 0.0%                    | 0.0        | 23.5%                                | 3.3                        | 8%                          | 3.3           |         |         |     |
| 4 bed House                            | 0.0%                    | 0.0        | 2.8%                                 | 0.4                        | 1%                          | 0.4           |         |         |     |
| 5 bed House                            | 0.0%                    | 0.0        | 0.0%                                 | 0.0                        | 0%                          | 0.0           |         |         |     |
| 1 bed Flat                             | 25.0%                   | 6.5        | 16.4%                                | 2.3                        | 22%                         | 8.8           |         |         |     |
| 2 bed Flat                             | 75.0%                   | 19.5       | 57.4%                                | 8.0                        | 69%                         | 27.5          |         |         |     |
| Total number of units                  |                         | 100.0%     | 26.0                                 | 100.0%                     | 14.0                        | 100%          | 40.0    |         |     |
| <b>OMS Unit Floor areas -</b>          |                         |            |                                      |                            |                             |               |         |         |     |
|                                        | Net area per unit (sqm) | (sqft)     | Net to Gross %                       | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |     |
| 1 bed House                            | 58.0                    | 624        | %                                    | 58.0                       | 624                         |               |         |         |     |
| 2 bed House                            | 79.0                    | 850        |                                      | 79.0                       | 850                         |               |         |         |     |
| 3 bed House                            | 90.0                    | 969        |                                      | 90.0                       | 969                         |               |         |         |     |
| 4 bed House                            | 110.0                   | 1,184      |                                      | 110.0                      | 1,184                       |               |         |         |     |
| 5 bed House                            | 0.0                     | 0          |                                      | 0.0                        | 0                           |               |         |         |     |
| 1 bed Flat                             | 50.0                    | 538        | 85.0%                                | 58.8                       | 633                         |               |         |         |     |
| 2 bed Flat                             | 61.0                    | 657        | 85.0%                                | 71.8                       | 772                         |               |         |         |     |
| <b>AH Unit Floor areas -</b>           |                         |            |                                      |                            |                             |               |         |         |     |
|                                        | Net area per unit (sqm) | (sqft)     | Net to Gross %                       | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |     |
| 1 bed House                            | 50.0                    | 538        | %                                    | 50.0                       | 538                         |               |         |         |     |
| 2 bed House                            | 70.0                    | 753        |                                      | 70.0                       | 753                         |               |         |         |     |
| 3 bed House                            | 84.0                    | 904        |                                      | 84.0                       | 904                         |               |         |         |     |
| 4 bed House                            | 97.0                    | 1,044      |                                      | 97.0                       | 1,044                       |               |         |         |     |
| 5 bed House                            | 0.0                     | 0          |                                      | 0.0                        | 0                           |               |         |         |     |
| 1 bed Flat                             | 50.0                    | 538        | 85.0%                                | 58.8                       | 633                         |               |         |         |     |
| 2 bed Flat                             | 61.0                    | 657        | 85.0%                                | 71.8                       | 772                         |               |         |         |     |
| <b>Total Gross Floor areas -</b>       |                         |            |                                      |                            |                             |               |         |         |     |
|                                        | Mkt Units GIA (sqm)     | (sqft)     | AH units GIA (sqm)                   | (sqft)                     | Total GIA (all units) (sqm) |               |         |         |     |
| 1 bed House                            | 0                       | 0          | 0                                    | 0                          | 0                           |               |         |         |     |
| 2 bed House                            | 0                       | 0          | 0                                    | 0                          | 0                           |               |         |         |     |
| 3 bed House                            | 0                       | 0          | 276                                  | 2,976                      | 2,976                       |               |         |         |     |
| 4 bed House                            | 0                       | 0          | 37                                   | 402                        | 402                         |               |         |         |     |
| 5 bed House                            | 0                       | 0          | 0                                    | 0                          | 0                           |               |         |         |     |
| 1 bed Flat                             | 382                     | 4,116      | 135                                  | 1,452                      | 5,177                       |               |         |         |     |
| 2 bed Flat                             | 1,399                   | 15,063     | 577                                  | 6,208                      | 1,976                       |               |         |         |     |
|                                        |                         | 1,782      | 19,179                               | 1,025                      | 11,038                      | 2,807         |         | 30,216  |     |
| AH % by floor area:                    |                         |            | 36.53% AH % by floor area due to mix |                            |                             |               |         |         |     |
| <b>Open Market Sales values (£) -</b>  |                         |            |                                      |                            |                             |               |         |         |     |
|                                        | £ OMS (per unit)        | £psm       | £pof                                 | total MV £ (no AH)         |                             |               |         |         |     |
| 1 bed House                            | 180,000                 | 3,103      | 288                                  | 0                          |                             |               |         |         |     |
| 2 bed House                            | 250,000                 | 3,165      | 294                                  | 0                          |                             |               |         |         |     |
| 3 bed House                            | 290,000                 | 3,222      | 299                                  | 954,506                    |                             |               |         |         |     |
| 4 bed House                            | 350,000                 | 3,182      | 296                                  | 134,750                    |                             |               |         |         |     |
| 5 bed House                            | 0                       | #DIV/0!    | #DIV/0!                              | 0                          |                             |               |         |         |     |
| 1 bed Flat                             | 160,000                 | 3,200      | 297                                  | 1,406,912                  |                             |               |         |         |     |
| 2 bed Flat                             | 190,000                 | 3,115      | 289                                  | 5,231,840                  |                             |               |         |         |     |
|                                        |                         |            |                                      | 7,728,008                  |                             |               |         |         |     |
| <b>Affordable Housing values (£) -</b> |                         |            |                                      |                            |                             |               |         |         |     |
|                                        | Affordable Rent:        | £psm       | % of MV Shared ownership             | £psm                       | % of MV                     | Intermediate  | £psm    | % of MV |     |
| 1 bed House                            | 90,000                  | 1,800      | 50%                                  | 126,000                    | 2,520                       | 70%           | 144,000 | 2,880   | 80% |
| 2 bed House                            | 125,000                 | 1,786      | 50%                                  | 175,000                    | 2,500                       | 70%           | 200,000 | 2,857   | 80% |
| 3 bed House                            | 145,000                 | 1,726      | 50%                                  | 203,000                    | 2,417                       | 70%           | 232,000 | 2,762   | 80% |
| 4 bed House                            | 175,000                 | 1,804      | 50%                                  | 245,000                    | 2,526                       | 70%           | 250,000 | 2,577   | 71% |
| 5 bed House                            | 0                       | #DIV/0!    | 50%                                  | 0                          | #DIV/0!                     | 70%           | 0       | #DIV/0! | 71% |
| 1 bed Flat                             | 80,000                  | 1,600      | 50%                                  | 112,000                    | 2,240                       | 70%           | 128,000 | 2,560   | 80% |
| 2 bed Flat                             | 95,000                  | 1,557      | 50%                                  | 133,000                    | 2,180                       | 70%           | 152,000 | 2,492   | 80% |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

| GROSS DEVELOPMENT VALUE                     |                                  |   |                                        |                  |
|---------------------------------------------|----------------------------------|---|----------------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |                                  |   |                                        |                  |
| 1 bed House                                 | 0.0                              | @ | 180,000                                | -                |
| 2 bed House                                 | 0.0                              | @ | 250,000                                | -                |
| 3 bed House                                 | 0.0                              | @ | 290,000                                | -                |
| 4 bed House                                 | 0.0                              | @ | 350,000                                | -                |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                |
| 1 bed Flat                                  | 6.5                              | @ | 160,000                                | 1,040,000        |
| 2 bed Flat                                  | 19.5                             | @ | 190,000                                | 3,705,000        |
|                                             | 26.0                             |   |                                        | 4,745,000        |
| <b>Affordable Rent GDV -</b>                |                                  |   |                                        |                  |
| 1 bed House                                 | 0.0                              | @ | 90,000                                 | -                |
| 2 bed House                                 | 0.0                              | @ | 125,000                                | -                |
| 3 bed House                                 | 1.7                              | @ | 145,000                                | 252,944          |
| 4 bed House                                 | 0.2                              | @ | 175,000                                | 35,709           |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                |
| 1 bed Flat                                  | 1.2                              | @ | 80,000                                 | 97,232           |
| 2 bed Flat                                  | 4.3                              | @ | 95,000                                 | 404,613          |
|                                             | 7.4                              |   |                                        | 790,497          |
| <b>Shared ownership</b>                     |                                  |   |                                        |                  |
| 1 bed House                                 | 0.0                              | @ | 126,000                                | -                |
| 2 bed House                                 | 0.0                              | @ | 175,000                                | -                |
| 3 bed House                                 | 0.8                              | @ | 203,000                                | 167,306          |
| 4 bed House                                 | 0.1                              | @ | 245,000                                | 23,619           |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                |
| 1 bed Flat                                  | 0.6                              | @ | 112,000                                | 64,312           |
| 2 bed Flat                                  | 2.0                              | @ | 133,000                                | 267,625          |
|                                             | 3.5                              |   |                                        | 522,862          |
| <b>Intermediate</b>                         |                                  |   |                                        |                  |
| 2 bed House                                 | 0.0                              | @ | 144,000                                | -                |
| 3 bed House                                 | 0.0                              | @ | 200,000                                | -                |
| 4 bed House                                 | 0.7                              | @ | 232,000                                | 164,939          |
| 5 bed House                                 | 0.1                              | @ | 250,000                                | 20,790           |
| 1 bed Flat                                  | 0.0                              | @ | 0                                      | -                |
| 2 bed Flat                                  | 0.5                              | @ | 128,000                                | 63,402           |
| 0.00%                                       | 1.7                              | @ | 152,000                                | 263,838          |
|                                             | 3.0                              |   |                                        | 512,969          |
| <b>Sub-total GDV Residential</b>            | <b>40.0</b>                      |   |                                        | <b>6,571,328</b> |
| <i>AH on-site cost analysis:</i>            |                                  |   | <i>EMV less £GDV</i>                   | <i>1,156,680</i> |
|                                             | <i>412 £ psm (total GIA sqm)</i> |   | <i>28,917 £ per unit (total units)</i> |                  |
| <b>Grant</b>                                | 40                               | @ | 0                                      | -                |
| <b>Total GDV</b>                            |                                  |   |                                        | <b>6,571,328</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

| DEVELOPMENT COSTS                                                    |       |                          |                                    |                       |
|----------------------------------------------------------------------|-------|--------------------------|------------------------------------|-----------------------|
| <b>Initial Payments -</b>                                            |       |                          |                                    |                       |
| Planning Application Professional Fees, Surveys and reports          |       |                          |                                    | (50,000)              |
| Statutory Planning Fees (Residential)                                |       |                          |                                    | (15,400)              |
| CIL                                                                  |       |                          |                                    | (255,309)             |
| CIL analysis:                                                        |       | 1,782 sqm                | 143.29 £ psm                       |                       |
|                                                                      |       | 3.89% % of GDV           | 6,383 £ per unit (total units)     |                       |
| <b>Site Specific S106 Contributions</b>                              |       |                          |                                    |                       |
| Year 1                                                               |       | 0                        |                                    | -                     |
| Year 2                                                               |       | 0                        |                                    | -                     |
| Year 3                                                               |       | 0                        |                                    | -                     |
| Year 4                                                               |       | 0                        |                                    | -                     |
| Year 5                                                               |       | 0                        |                                    | -                     |
| Year 6                                                               |       | 0                        |                                    | -                     |
| Year 7                                                               |       | 0                        |                                    | -                     |
| Year 8                                                               |       | 0                        |                                    | -                     |
| Year 9                                                               |       | 0                        |                                    | -                     |
| Year 10                                                              |       | 0                        |                                    | -                     |
| total                                                                |       | 40 units @               | 1,500 per unit                     | (60,000)              |
| S106 analysis:                                                       |       | 0.91% % of GDV           | 1,500 £ per unit (total units)     |                       |
| AH Commuted Sum                                                      |       | 2,807 sqm (total)        | 0 £ psm                            | -                     |
| Comm. Sum analysis:                                                  |       | 0.00% % of GDV           |                                    |                       |
| <b>Construction Costs -</b>                                          |       |                          |                                    |                       |
| Site Clearance and Demolition                                        |       |                          |                                    | (130,993)             |
|                                                                      |       | 1.19 acres @             | 110,000 £ per acre (if brownfield) |                       |
| <b>Infrastructure costs -</b>                                        |       |                          |                                    |                       |
| Policy SP10 - Climate Change                                         |       | 2,557 per dwelling       |                                    | (102,280)             |
| Policy LP32 - Electric charging poin                                 |       | 1,000 per dwelling       |                                    | (40,000)              |
| Policy SP09 - Cross-boundary mitig                                   |       | 121.89 per dwelling      |                                    | (4,876)               |
| Policy LP18 - Biodiversity & Geodiv                                  |       | 42,545 per gross hectare |                                    | (25,630)              |
| Policy LP25 - Sustainable Construct                                  |       | 3,500 per dwelling       |                                    | (140,000)             |
| total                                                                |       |                          |                                    |                       |
|                                                                      |       | 1.19 acres @             | 0 per acre                         | (312,785)             |
| Infra. Costs analysis:                                               |       | 4.76% % of GDV           | 7,820 £ per unit (total units)     |                       |
| 1 bed House                                                          |       | - sqm @                  | 1,155 psm                          | -                     |
| 2 bed House                                                          |       | - sqm @                  | 1,155 psm                          | -                     |
| 3 bed House                                                          |       | 276 sqm @                | 1,155 psm                          | (319,332)             |
| 4 bed House                                                          |       | 37 sqm @                 | 1,155 psm                          | (43,133)              |
| 5 bed House                                                          |       | - sqm @                  | 1,155 psm                          | -                     |
| 1 bed Flat                                                           |       | 517 sqm @                | 1,296 psm                          | (670,352)             |
| 2 bed Flat                                                           | 2,807 | 1,976 sqm @              | 1,296 psm                          | (2,561,042)           |
| <b>External works</b>                                                |       |                          |                                    |                       |
|                                                                      |       | 3,593,860 @              | 15.0%<br>13,477 £per unit          | (539,079)             |
| <b>M4(2) Category 2 Housing</b>                                      |       |                          |                                    |                       |
|                                                                      |       | 50% of All units         | 40 units @                         | 521 £ per dwelling    |
| <b>M4(3) Category 3 Housing</b>                                      |       |                          |                                    |                       |
|                                                                      |       | 0% of All units          | 40 units @                         | 10,307 £ per dwelling |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |       |                          |                                    | (360)                 |
|                                                                      |       | 40 units @               | 9 £ per dwelling                   |                       |
| <b>Contingency</b>                                                   |       |                          |                                    | (229,375)             |
|                                                                      |       | 4,587,497 @              | 5.0%                               |                       |
| <b>Professional Fees</b>                                             |       |                          |                                    | (458,750)             |
|                                                                      |       | 4,587,497 @              | 10.0%                              |                       |
| <b>Disposal Costs -</b>                                              |       |                          |                                    |                       |
| Marketing and Promotion                                              |       |                          |                                    | (71,175)              |
|                                                                      |       | 4,745,000 OMS @          | 1.50%                              |                       |
| Residential Sales Agent Costs                                        |       |                          |                                    | (71,175)              |
|                                                                      |       | 4,745,000 OMS @          | 1.50%                              |                       |
| Residential Sales Legal Costs                                        |       |                          |                                    | (23,725)              |
|                                                                      |       | 4,745,000 OMS @          | 0.50%                              |                       |
| <b>Interest (on Development Costs) -</b>                             |       |                          |                                    |                       |
|                                                                      |       | 7.50% APR                | 0.604% pcm                         | (478,493)             |
| <b>Developers Profit -</b>                                           |       |                          |                                    |                       |
| Margin on AH                                                         |       |                          |                                    | (78,802)              |
|                                                                      |       | 1,313,359                | 6.00% on AH values                 |                       |
| Profit on GDV                                                        |       |                          |                                    | (949,000)             |
|                                                                      |       | 4,745,000                | 20.00%                             |                       |
|                                                                      |       | 6,300,898                | 15.06% on costs                    | (949,000)             |
|                                                                      |       | 6,058,359                | 16.97% blended                     | (1,027,802)           |
| <b>TOTAL COSTS</b>                                                   |       |                          |                                    | <b>(7,328,700)</b>    |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                     |                      |                      |                  |
|-----------------------------|---------------------|----------------------|----------------------|------------------|
| Residual Land Value (gross) |                     |                      |                      | (757,372)        |
| SDLT                        | - @                 |                      | 5.0% (slabbed)       | 10,500           |
| Acquisition Agent fees      | - @                 |                      | 1.0%                 | -                |
| Acquisition Legal fees      | - @                 |                      | 0.5%                 | -                |
| Interest on Land            | - @                 |                      | 7.5%                 | -                |
| Residual Land Value         |                     |                      |                      | <b>(746,872)</b> |
| <i>RLV analysis:</i>        |                     |                      |                      |                  |
|                             | (18,672) £ per plot | (1,549,759) £ per ha | (627,179) £ per acre |                  |

| THRESHOLD LAND VALUE     |                  |         |              |                        |
|--------------------------|------------------|---------|--------------|------------------------|
| Residential Density      |                  | 83.0    | dp net ha    |                        |
| Site Area (Resi)         |                  | 0.48    | net ha       | 1.19 net acres         |
| <i>Density analysis:</i> |                  |         |              |                        |
|                          |                  | 5,825   | sqm/ha       | 25,374 sqft/ac         |
| Threshold Land Value     | 6,140 £ per plot | 509,644 | £ per net ha | 206,250 £ per net acre |
|                          |                  | 80%     | Gross to net | 0.60 Gross hectares    |
|                          |                  |         |              | <b>245,611</b>         |

| BALANCE           |  |                      |                      |
|-------------------|--|----------------------|----------------------|
| Surplus/(Deficit) |  | (2,059,403) £ per ha | (833,429) £ per acre |
|                   |  |                      | <b>(992,483)</b>     |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |             |             |             |             |             |             |
|----------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)  | (992,483) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|                      | 0         | (609,494)          | (629,483)   | (639,477)   | (649,471)   | (659,465)   | (669,460)   | (679,454)   |
|                      | 20        | (676,381)          | (689,681)   | (696,331)   | (702,981)   | (709,630)   | (716,280)   | (722,930)   |
|                      | 40        | (743,268)          | (749,879)   | (753,184)   | (756,490)   | (759,795)   | (763,139)   | (766,592)   |
|                      | 60        | (810,155)          | (810,077)   | (810,038)   | (810,064)   | (810,153)   | (810,242)   | (810,331)   |
|                      | 80        | (877,041)          | (870,448)   | (867,173)   | (863,897)   | (860,622)   | (857,346)   | (854,071)   |
| CIL Epsm             | 100       | (944,290)          | (931,010)   | (924,370)   | (917,730)   | (911,090)   | (904,450)   | (897,810)   |
| 143.29               | 120       | (1,011,582)        | (991,572)   | (981,568)   | (971,563)   | (961,558)   | (951,554)   | (941,549)   |
|                      | 140       | (1,078,873)        | (1,052,134) | (1,038,765) | (1,025,396) | (1,012,027) | (998,657)   | (985,288)   |
|                      | 160       | (1,146,164)        | (1,112,696) | (1,095,963) | (1,079,229) | (1,062,495) | (1,045,791) | (1,029,207) |
|                      | 180       | (1,213,455)        | (1,173,258) | (1,153,160) | (1,133,118) | (1,113,149) | (1,093,180) | (1,073,211) |
|                      | 200       | (1,280,746)        | (1,233,985) | (1,210,631) | (1,187,277) | (1,163,923) | (1,140,568) | (1,117,214) |
|                      | 220       | (1,348,391)        | (1,294,913) | (1,268,174) | (1,241,435) | (1,214,696) | (1,187,957) | (1,161,218) |
|                      | 240       | (1,416,088)        | (1,355,841) | (1,325,717) | (1,295,593) | (1,265,469) | (1,235,345) | (1,205,222) |
|                      | 260       | (1,483,786)        | (1,416,769) | (1,383,260) | (1,349,751) | (1,316,243) | (1,282,734) | (1,249,225) |
|                      | 280       | (1,551,484)        | (1,477,697) | (1,440,803) | (1,403,910) | (1,367,016) | (1,330,123) | (1,293,230) |
|                      | 300       | (1,619,182)        | (1,538,625) | (1,498,347) | (1,458,069) | (1,417,791) | (1,377,513) | (1,337,235) |
|                      | 320       | (1,686,880)        | (1,762,596) | (1,824,483) | (1,886,370) | (1,948,257) | (2,010,143) | (2,072,030) |
|                      | 340       | (2,101,754)        | (2,179,235) | (2,217,975) | (2,256,715) | (2,295,455) | (2,334,195) | (2,372,936) |
|                      | 360       | (2,564,686)        | (2,595,873) | (2,611,466) | (2,627,060) | (2,642,654) | (2,658,247) | (2,673,841) |
|                      | 380       | (3,027,617)        | (3,012,511) | (3,004,958) | (2,997,405) | (2,989,852) | (2,982,299) | (2,974,746) |
|                      | 400       | (3,490,548)        | (3,429,149) | (3,398,450) | (3,367,750) | (3,337,051) | (3,306,351) | (3,275,652) |
|                      | 420       | (3,953,480)        | (3,845,788) | (3,791,942) | (3,738,096) | (3,684,250) | (3,630,403) | (3,576,557) |
|                      | 440       | (4,416,411)        | (4,262,426) | (4,185,433) | (4,108,441) | (4,031,448) | (3,954,455) | (3,877,463) |
|                      | 460       | (4,879,343)        | (4,679,064) | (4,578,925) | (4,478,786) | (4,378,647) | (4,278,507) | (4,178,368) |
|                      | 480       | (5,342,274)        | (5,095,703) | (4,972,417) | (4,849,131) | (4,725,845) | (4,602,559) | (4,479,274) |
| Balance (RLV - TLV)  |           | AH - % on site 35% |             |             |             |             |             |             |
|                      | (992,483) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|                      | -         | (1,016,297)        | (988,452)   | (974,529)   | (960,607)   | (946,684)   | (932,761)   | (918,839)   |
|                      | 1,500     | (1,089,942)        | (1,062,097) | (1,048,174) | (1,034,251) | (1,020,329) | (1,006,406) | (992,483)   |
|                      | 3,000     | (1,163,587)        | (1,135,741) | (1,121,819) | (1,107,896) | (1,094,044) | (1,080,288) | (1,066,532) |
|                      | 4,500     | (1,237,232)        | (1,209,403) | (1,195,647) | (1,181,891) | (1,168,134) | (1,154,378) | (1,140,622) |
|                      | 6,000     | (1,311,005)        | (1,283,493) | (1,269,737) | (1,255,981) | (1,242,224) | (1,228,468) | (1,214,712) |
|                      | 7,500     | (1,385,095)        | (1,357,583) | (1,343,827) | (1,330,070) | (1,316,314) | (1,302,558) | (1,288,802) |
| Site Specific S106   | 9,000     | (1,459,185)        | (1,431,673) | (1,417,917) | (1,404,160) | (1,413,792) | (1,680,190) | (1,946,589) |
| 1,500                | 10,500    | (1,533,275)        | (1,505,763) | (1,492,007) | (1,654,035) | (1,920,434) | (2,186,832) | (2,453,230) |
|                      | 12,000    | (1,607,365)        | (1,627,880) | (1,894,279) | (2,160,677) | (2,427,075) | (2,693,474) | (2,959,872) |
|                      | 13,500    | (1,681,455)        | (2,134,522) | (2,400,921) | (2,667,319) | (2,933,717) | (3,200,115) | (3,466,514) |
|                      | 15,000    | (2,108,367)        | (2,641,164) | (2,907,562) | (3,173,961) | (3,440,359) | (3,706,757) | (3,973,156) |
|                      | 16,500    | (2,615,009)        | (3,147,806) | (3,414,204) | (3,680,602) | (3,947,001) | (4,213,399) | (4,479,797) |
|                      | 18,000    | (3,121,651)        | (3,654,447) | (3,920,846) | (4,187,244) | (4,453,642) | (4,720,041) | (4,986,439) |
|                      | 19,500    | (3,628,292)        | (4,161,089) | (4,427,487) | (4,693,886) | (4,960,284) | (5,226,682) | (5,493,081) |
|                      | 21,000    | (4,134,934)        | (4,667,731) | (4,934,129) | (5,200,527) | (5,466,926) | (5,733,324) | (5,999,722) |
|                      | 22,500    | (4,641,576)        | (5,174,372) | (5,440,771) | (5,707,169) | (5,973,567) | (6,239,966) | (6,506,364) |
|                      | 24,000    | (5,148,218)        | (5,681,014) | (5,947,413) | (6,213,811) | (6,480,209) | (6,746,608) | (7,013,006) |
|                      | 25,500    | (5,654,859)        | (6,187,656) | (6,454,054) | (6,720,453) | (6,986,851) | (7,253,249) | (7,519,648) |
|                      | 27,000    | (6,161,501)        | (6,694,298) | (6,960,696) | (7,227,094) | (7,493,493) | (7,759,891) | (8,026,289) |
|                      | 28,500    | (6,668,143)        | (7,200,939) | (7,467,338) | (7,733,736) | (8,000,134) | (8,266,533) | (8,532,931) |
|                      | 30,000    | (7,174,784)        | (7,707,581) | (7,973,979) | (8,240,378) | (8,506,776) | (8,773,174) | (9,039,573) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

|                     |           | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | (992,483) |                    |             |             |             |             |             |             |
|                     | 50,000    | (903,873)          | (876,027)   | (862,105)   | (848,182)   | (834,259)   | (820,337)   | (806,414)   |
| TLV (per net acre)  | 75,000    | (933,844)          | (905,799)   | (891,876)   | (877,953)   | (864,031)   | (850,108)   | (836,185)   |
|                     | 100,000   | (963,415)          | (935,570)   | (921,647)   | (907,724)   | (893,802)   | (879,879)   | (865,956)   |
|                     | 206,250   | (993,186)          | (965,341)   | (951,418)   | (937,495)   | (923,573)   | (909,650)   | (895,727)   |
|                     | 150,000   | (1,022,957)        | (995,112)   | (981,189)   | (967,266)   | (953,344)   | (939,421)   | (925,498)   |
|                     | 175,000   | (1,052,728)        | (1,024,883) | (1,010,960) | (997,038)   | (983,115)   | (969,192)   | (955,270)   |
|                     | 200,000   | (1,082,499)        | (1,054,654) | (1,040,731) | (1,026,809) | (1,012,886) | (998,963)   | (985,041)   |
|                     | 225,000   | (1,112,270)        | (1,084,425) | (1,070,502) | (1,056,580) | (1,042,657) | (1,028,734) | (1,014,812) |
|                     | 275,000   | (1,142,041)        | (1,114,196) | (1,100,273) | (1,086,351) | (1,072,428) | (1,058,505) | (1,044,583) |
|                     |           | (1,171,813)        | (1,143,967) | (1,130,045) | (1,116,122) | (1,102,199) | (1,088,277) | (1,074,354) |

|                     |           | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | (992,483) |                    |             |             |             |             |             |             |
|                     | 50        | (1,395,351)        | (1,367,506) | (1,353,742) | (1,339,986) | (1,326,230) | (1,312,473) | (1,298,717) |
| Density (dph)       | 55        | (1,325,519)        | (1,297,674) | (1,283,751) | (1,269,956) | (1,256,200) | (1,242,444) | (1,228,687) |
|                     | 60        | (1,267,326)        | (1,239,481) | (1,225,558) | (1,211,635) | (1,197,842) | (1,184,085) | (1,170,329) |
|                     | 65        | (1,218,086)        | (1,190,240) | (1,176,318) | (1,162,395) | (1,148,472) | (1,134,705) | (1,120,949) |
|                     | 70        | (1,175,880)        | (1,148,034) | (1,134,112) | (1,120,189) | (1,106,266) | (1,092,334) | (1,078,623) |
|                     | 75        | (1,139,301)        | (1,111,456) | (1,097,533) | (1,083,610) | (1,069,688) | (1,055,765) | (1,041,941) |
|                     | 80        | (1,107,295)        | (1,079,449) | (1,065,527) | (1,051,604) | (1,037,681) | (1,023,759) | (1,009,844) |
|                     | 85        | (1,079,054)        | (1,051,209) | (1,037,286) | (1,023,363) | (1,009,441) | (995,518)   | (981,595)   |
|                     | 90        | (1,053,951)        | (1,026,106) | (1,012,183) | (998,260)   | (984,338)   | (970,415)   | (956,492)   |
|                     | 95        | (1,031,491)        | (1,003,645) | (989,723)   | (975,800)   | (961,877)   | (947,955)   | (934,032)   |
|                     | 100       | (1,011,276)        | (983,431)   | (969,508)   | (955,585)   | (941,663)   | (927,740)   | (913,817)   |

|                     |           | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | (992,483) |                    |             |             |             |             |             |             |
|                     | 95%       | (816,280)          | (787,443)   | (773,024)   | (758,606)   | (744,187)   | (729,768)   | (715,350)   |
| Build rate (£psm)   | 100%      | (1,089,942)        | (1,062,097) | (1,048,174) | (1,034,251) | (1,020,329) | (1,006,406) | (992,483)   |
|                     | 105%      | (1,364,463)        | (1,337,866) | (1,324,568) | (1,311,270) | (1,297,971) | (1,284,673) | (1,320,777) |
|                     | 110%      | (1,640,191)        | (1,614,873) | (1,601,533) | (1,588,193) | (1,574,854) | (1,561,514) | (1,548,174) |
|                     | 115%      | (3,205,033)        | (3,178,615) | (3,162,406) | (3,146,198) | (3,130,000) | (3,113,802) | (3,097,604) |
|                     | 120%      | (5,090,513)        | (5,064,357) | (5,048,202) | (5,032,046) | (5,015,890) | (5,000,000) | (4,984,104) |
|                     | 125%      | (6,975,993)        | (6,950,147) | (6,934,301) | (6,918,455) | (6,902,609) | (6,886,763) | (6,870,917) |
|                     | 130%      | (8,861,473)        | (8,846,147) | (8,830,821) | (8,815,495) | (8,800,169) | (8,784,843) | (8,769,517) |
|                     |           |                    | (9,431,842) | (9,417,026) | (9,402,210) | (9,387,394) | (9,372,578) | (9,357,762) |

|                             |           | AH - % on site 0% |             |             |             |             |             |             |
|-----------------------------|-----------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                             |           | 0%                | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV)         | (992,483) |                   |             |             |             |             |             |             |
|                             | 75%       | (9,810,809)       | (9,117,384) | (8,770,671) | (8,423,959) | (8,077,246) | (7,730,534) | (7,383,821) |
| Changes in sales values (£) | 80%       | (7,358,366)       | (6,910,185) | (6,686,094) | (6,462,004) | (6,237,914) | (6,013,823) | (5,789,733) |
|                             | 85%       | (4,905,922)       | (4,702,986) | (4,601,518) | (4,500,049) | (4,398,581) | (4,297,113) | (4,195,645) |
|                             | 90%       | (2,453,479)       | (2,495,787) | (2,516,941) | (2,538,095) | (2,559,249) | (2,580,403) | (2,601,557) |
|                             | 95%       | (1,385,050)       | (1,327,906) | (1,299,334) | (1,270,762) | (1,242,190) | (1,213,618) | (1,185,046) |
|                             | 100%      | (1,089,942)       | (1,062,097) | (1,048,174) | (1,034,251) | (1,020,329) | (1,006,406) | (992,483)   |
|                             | 105%      | (796,450)         | (797,743)   | (798,390)   | (799,036)   | (799,682)   | (800,328)   | (800,974)   |
|                             | 110%      | (504,196)         | (534,714)   | (549,974)   | (565,233)   | (580,492)   | (595,751)   | (611,010)   |
|                             | 115%      | (216,752)         | (273,115)   | (302,790)   | (332,466)   | (362,142)   | (391,818)   | (421,494)   |
|                             | 120%      | 32,409            | (43,370)    | (81,260)    | (119,150)   | (157,039)   | (195,043)   | (233,053)   |
|                             | 125%      | 280,716           | 180,106     | 129,801     | 79,496      | 29,191      | (21,114)    | (71,419)    |

|                     |             | Site Specific S106 |             |             |             |             |             |             |
|---------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |             | £1,500             | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      |
| Balance (RLV - TLV) | (992,483)   | -                  | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |
|                     | 0           | (606,251)          | (679,454)   | (752,759)   | (826,063)   | (900,048)   | (973,693)   | (1,047,628) |
| CIL £psm            | 20          | (649,728)          | (722,930)   | (796,498)   | (870,143)   | (943,787)   | (1,017,542) | (1,091,632) |
|                     | 40          | (693,204)          | (766,592)   | (840,237)   | (913,882)   | (987,527)   | (1,061,545) | (1,135,635) |
|                     | 60          | (736,687)          | (810,331)   | (883,976)   | (957,621)   | (1,031,459) | (1,105,549) | (1,179,639) |
|                     | 80          | (780,426)          | (854,071)   | (927,715)   | (1,001,373) | (1,075,463) | (1,149,553) | (1,223,642) |
|                     | 100         | (824,165)          | (897,810)   | (971,455)   | (1,045,376) | (1,119,466) | (1,193,556) | (1,267,646) |
|                     | 120         | (867,904)          | (941,549)   | (1,015,290) | (1,089,380) | (1,163,470) | (1,237,560) | (1,311,650) |
|                     | 140         | (911,644)          | (985,288)   | (1,059,294) | (1,133,383) | (1,207,473) | (1,281,563) | (1,355,653) |
|                     | 160         | (955,383)          | (1,029,207) | (1,103,297) | (1,177,387) | (1,251,477) | (1,325,567) | (1,400,000) |
|                     | 180         | (999,122)          | (1,073,211) | (1,147,301) | (1,221,391) | (1,295,481) | (1,370,000) | (1,445,000) |
|                     | 200         | (1,043,124)        | (1,117,214) | (1,191,304) | (1,265,394) | (1,340,000) | (1,415,000) | (1,490,000) |
|                     | 220         | (1,087,128)        | (1,161,218) | (1,235,308) | (1,309,398) | (1,384,000) | (1,459,000) | (1,534,000) |
|                     | 240         | (1,131,132)        | (1,205,222) | (1,279,312) | (1,353,402) | (1,428,000) | (1,503,000) | (1,578,000) |
|                     | 260         | (1,175,135)        | (1,249,225) | (1,323,315) | (1,397,405) | (1,472,000) | (1,547,000) | (1,622,000) |
|                     | 280         | (1,219,139)        | (1,293,229) | (1,367,319) | (1,441,409) | (1,516,000) | (1,591,000) | (1,666,000) |
|                     | 300         | (1,263,143)        | (1,337,233) | (1,411,323) | (1,485,413) | (1,560,000) | (1,635,000) | (1,710,000) |
|                     | 320         | (1,307,147)        | (1,381,237) | (1,455,327) | (1,529,417) | (1,604,000) | (1,679,000) | (1,754,000) |
| 340                 | (1,351,151) | (1,425,241)        | (1,499,331) | (1,573,421) | (1,648,000) | (1,723,000) | (1,798,000) |             |
| 360                 | (1,395,155) | (1,469,245)        | (1,543,335) | (1,617,425) | (1,692,000) | (1,767,000) | (1,842,000) |             |
| 380                 | (1,439,159) | (1,513,249)        | (1,587,339) | (1,661,429) | (1,736,000) | (1,811,000) | (1,886,000) |             |
| 400                 | (1,483,163) | (1,557,253)        | (1,631,343) | (1,705,429) | (1,780,000) | (1,855,000) | (1,930,000) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                    |                             |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|--------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 50 Units                             |                          |                    |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                    |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%              |                             |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%              |                             |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%              |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                    |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |                    |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |                    |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units         | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 1.1                                  | 0.0%                     | 0.0                | 2%                          | 1.1           |         |         |  |
| 2 bed House                            | 20.9%                   | 6.8                                  | 0.0%                     | 0.0                | 14%                         | 6.8           |         |         |  |
| 3 bed House                            | 40.8%                   | 13.3                                 | 23.5%                    | 4.1                | 35%                         | 17.4          |         |         |  |
| 4 bed House                            | 35.0%                   | 11.4                                 | 2.8%                     | 0.5                | 24%                         | 11.9          |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 2.9                | 6%                          | 2.9           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 57.4%                    | 10.0               | 20%                         | 10.0          |         |         |  |
| Total number of units                  | 100.0%                  | 32.5                                 | 100.0%                   | 17.5               | 100%                        | 50.0          |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |                    | 58.0                        | 624           |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |                    | 79.0                        | 850           |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |                    | 90.0                        | 969           |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |                    | 110.0                       | 1,184         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |                    | 50.0                        | 538           |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |                    | 70.0                        | 753           |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |                    | 84.0                        | 904           |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |                    | 97.0                        | 1,044         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)             | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 62                      | 670                                  | 0                        | 0                  | 62                          | 670           |         |         |  |
| 2 bed House                            | 537                     | 5,776                                | 0                        | 0                  | 537                         | 5,776         |         |         |  |
| 3 bed House                            | 1,193                   | 12,846                               | 346                      | 3,720              | 1,539                       | 16,566        |         |         |  |
| 4 bed House                            | 1,251                   | 13,468                               | 47                       | 502                | 1,298                       | 13,971        |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                  | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 169                      | 1,815              | 169                         | 1,815         |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 721                      | 7,759              | 721                         | 7,759         |         |         |  |
|                                        | 3,043                   | 32,760                               | 1,282                    | 13,797             | 4,325                       | 46,556        |         |         |  |
| AH % by floor area:                    |                         | 29.63% AH % by floor area due to mix |                          |                    |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV (£ no AH) |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 193,050            |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 1,698,125          |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 5,038,533          |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 4,149,688          |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                  |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 458,640            |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 1,908,550          |                             |               |         |         |  |
|                                        |                         |                                      |                          | 13,446,585         |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm               | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000            | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000            | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000            | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000            | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                  | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000            | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000            | 2,180                       | 152,000       | 2,492   | 80%     |  |



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Scheme Ref: J  
 Title: 50 No. Units  
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| GROSS DEVELOPMENT VALUE          |                            |                       |                      |                          |
|----------------------------------|----------------------------|-----------------------|----------------------|--------------------------|
| <b>OMS GDV -</b>                 |                            |                       |                      |                          |
|                                  | (part houses due to % mix) |                       |                      |                          |
| 1 bed House                      | 1.1                        | @                     | 180,000              | 193,050                  |
| 2 bed House                      | 6.8                        | @                     | 250,000              | 1,698,125                |
| 3 bed House                      | 13.3                       | @                     | 290,000              | 3,845,400                |
| 4 bed House                      | 11.4                       | @                     | 350,000              | 3,981,250                |
| 5 bed House                      | 0.0                        | @                     | 0                    | -                        |
| 1 bed Flat                       | 0.0                        | @                     | 160,000              | -                        |
| 2 bed Flat                       | 0.0                        | @                     | 190,000              | -                        |
|                                  | 32.5                       |                       |                      | 9,717,825                |
| <b>Affordable Rent GDV -</b>     |                            |                       |                      |                          |
| 1 bed House                      | 0.0                        | @                     | 90,000               | -                        |
| 2 bed House                      | 0.0                        | @                     | 125,000              | -                        |
| 3 bed House                      | 2.2                        | @                     | 145,000              | 316,180                  |
| 4 bed House                      | 0.3                        | @                     | 175,000              | 44,636                   |
| 5 bed House                      | 0.0                        | @                     | 0                    | -                        |
| 1 bed Flat                       | 1.5                        | @                     | 80,000               | 121,540                  |
| 2 bed Flat                       | 5.3                        | @                     | 95,000               | 505,766                  |
|                                  | 9.3                        |                       |                      | 988,121                  |
| <b>Shared ownership</b>          |                            |                       |                      |                          |
| 1 bed House                      | 0.0                        | @                     | 126,000              | -                        |
| 2 bed House                      | 0.0                        | @                     | 175,000              | -                        |
| 3 bed House                      | 1.0                        | @                     | 203,000              | 209,132                  |
| 4 bed House                      | 0.1                        | @                     | 245,000              | 29,524                   |
| 5 bed House                      | 0.0                        | @                     | 0                    | -                        |
| 1 bed Flat                       | 0.7                        | @                     | 112,000              | 80,390                   |
| 2 bed Flat                       | 2.5                        | @                     | 133,000              | 334,531                  |
|                                  | 4.4                        |                       |                      | 653,577                  |
| <b>Intermediate</b>              |                            |                       |                      |                          |
| 2 bed House                      | 0.0                        | @                     | 144,000              | -                        |
| 3 bed House                      | 0.0                        | @                     | 200,000              | -                        |
| 4 bed House                      | 0.9                        | @                     | 232,000              | 206,173                  |
| 5 bed House                      | 0.1                        | @                     | 250,000              | 25,988                   |
| 1 bed Flat                       | 0.0                        | @                     | 0                    | -                        |
| 2 bed Flat                       | 0.6                        | @                     | 128,000              | 79,253                   |
| 0.00%                            | 2.2                        | @                     | 152,000              | 329,797                  |
|                                  | 3.8                        |                       |                      | 641,211                  |
| <b>Sub-total GDV Residential</b> | <b>49.9</b>                |                       |                      | <b>12,000,735</b>        |
| <i>AH on-site cost analysis:</i> |                            |                       | <i>£MV less £GDV</i> | <i>1,445,850</i>         |
|                                  | 334                        | £ psm (total GIA sqm) | 28,917               | £ per unit (total units) |
| <b>Grant</b>                     | 50                         | @                     | 0                    | -                        |
| <b>Total GDV</b>                 |                            |                       |                      | <b>12,000,735</b>        |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation

| DEVELOPMENT COSTS                                                    |                                           |                          |            |                                    |             |                     |
|----------------------------------------------------------------------|-------------------------------------------|--------------------------|------------|------------------------------------|-------------|---------------------|
| <b>Initial Payments -</b>                                            |                                           |                          |            |                                    |             |                     |
| Planning Application Professional Fees, Surveys and reports          |                                           |                          |            |                                    |             | (60,000)            |
| Statutory Planning Fees (Residential)                                |                                           |                          |            |                                    |             | (19,250)            |
| CIL                                                                  |                                           | 3,043 sqm                |            | 143.29 £ psm                       |             | (436,098)           |
|                                                                      | CIL analysis:                             | 3.63% % of GDV           |            | 8,722 £ per unit (total units)     |             |                     |
| Site Specific S106 Contributions                                     | Year 1                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 2                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 3                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 4                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 5                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 6                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 7                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 8                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 9                                    | 0                        |            |                                    |             | -                   |
|                                                                      | Year 10                                   | 0                        |            |                                    |             | -                   |
|                                                                      | total                                     | 50 units @               |            | 1,500 per unit                     | (75,000)    | (75,000)            |
|                                                                      | S106 analysis:                            | 0.62% % of GDV           |            | 1,500 £ per unit (total units)     |             |                     |
| AH Commuted Sum                                                      |                                           | 4,325 sqm (total)        |            | 0 £ psm                            |             | -                   |
|                                                                      | Comm. Sum analysis:                       | 0.00% % of GDV           |            |                                    |             |                     |
| <b>Construction Costs -</b>                                          |                                           |                          |            |                                    |             |                     |
| Site Clearance and Demolition                                        |                                           | 4.94 acres @             |            | 110,000 £ per acre (if brownfield) |             | (543,620)           |
| Infrastructure costs -                                               | Policy SP10 - Climate Change              | 2,557 per dwelling       |            |                                    |             | (127,850)           |
|                                                                      | Policy LP32 - Electric charging point     | 1,000 per dwelling       |            |                                    |             | (50,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitigate     | 121.89 per dwelling      |            |                                    |             | (6,095)             |
|                                                                      | Policy LP18 - Biodiversity & Geodiversity | 42,545 per gross hectare |            |                                    |             | (106,363)           |
|                                                                      | Policy LP25 - Sustainable Construction    | 3,500 per dwelling       |            |                                    |             | (175,000)           |
|                                                                      | total                                     | 4.94 acres @             |            | 0 per acre                         | (465,307)   | -                   |
|                                                                      | Infra. Costs analysis:                    | 3.88% % of GDV           |            | 9,306 £ per unit (total units)     |             |                     |
| 1 bed House                                                          |                                           | 62 sqm @                 |            | 1,155 psm                          |             | (71,847)            |
| 2 bed House                                                          |                                           | 537 sqm @                |            | 1,155 psm                          |             | (619,782)           |
| 3 bed House                                                          |                                           | 1,539 sqm @              |            | 1,155 psm                          |             | (1,777,542)         |
| 4 bed House                                                          |                                           | 1,298 sqm @              |            | 1,155 psm                          |             | (1,499,111)         |
| 5 bed House                                                          |                                           | - sqm @                  |            | 1,155 psm                          |             | -                   |
| 1 bed Flat                                                           |                                           | 169 sqm @                |            | 1,296 psm                          |             | (218,528)           |
| 2 bed Flat                                                           | 4,325                                     | 721 sqm @                |            | 1,296 psm                          |             | (934,256)           |
| External works                                                       |                                           | 5,121,065 @              |            | 15.0%<br>15,363 £ per unit         |             | (768,160)           |
| M4(2) Category 2 Housing                                             |                                           | 50% of All units         | 50 units @ | 521 £ per dwelling                 |             | (13,025)            |
| M4(3) Category 3 Housing                                             |                                           | 0% of All units          | 50 units @ | 10,307 £ per dwelling              |             | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                           |                          | 50 units @ | 9 £ per dwelling                   |             | (450)               |
| Contingency                                                          |                                           | 6,911,627 @              |            | 5.0%                               |             | (345,581)           |
| Professional Fees                                                    |                                           | 6,911,627 @              |            | 10.0%                              |             | (691,163)           |
| <b>Disposal Costs -</b>                                              |                                           |                          |            |                                    |             |                     |
| Marketing and Promotion                                              |                                           | 9,717,825 OMS @          |            | 1.50%                              |             | (145,767)           |
| Residential Sales Agent Costs                                        |                                           | 9,717,825 OMS @          |            | 1.50%                              |             | (145,767)           |
| Residential Sales Legal Costs                                        |                                           | 9,717,825 OMS @          |            | 0.50%                              |             | (48,589)            |
| Interest (on Development Costs) -                                    |                                           | 7.50% APR                |            | 0.604% pcm                         |             | (327,562)           |
| <b>Developers Profit -</b>                                           |                                           |                          |            |                                    |             |                     |
| Margin on AH                                                         |                                           | 1,641,698                |            | 6.00% on AH values                 |             | (98,502)            |
| Profit on GDV                                                        |                                           | 9,717,825                |            | 20.00%                             |             | (1,943,565)         |
|                                                                      |                                           | 9,206,404                |            | 21.11% on costs                    | (1,943,565) |                     |
|                                                                      |                                           | 11,359,523               |            | 17.98% blended                     | (2,042,067) |                     |
| <b>TOTAL COSTS</b>                                                   |                                           |                          |            |                                    |             | <b>(11,248,471)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 752,263        |
| SDLT                        | 752,263 @         | 5.0% (slabbed)   |                    | (27,113)       |
| Acquisition Agent fees      | 752,263 @         | 1.0%             |                    | (7,523)        |
| Acquisition Legal fees      | 752,263 @         | 0.5%             |                    | (3,761)        |
| Interest on Land            | 752,263 @         | 7.5%             |                    | (56,420)       |
| Residual Land Value         |                   |                  |                    | <b>657,447</b> |
| <i>RLV analysis:</i>        | 13,149 £ per plot | 328,723 £ per ha | 133,032 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      | 25.0 dp net ha    |                      |                        |                  |
| Site Area (Resi)         | 2.00 net ha       | 4.94 net acres       |                        |                  |
| <i>Density analysis:</i> | 2,163 sqm/ha      | 9,421 sqft/ac        |                        |                  |
| Threshold Land Value     | 20,386 £ per plot | 509,644 £ per net ha | 206,250 £ per net acre | <b>1,019,288</b> |
|                          | 80%               | Gross to net         | 2.50 Gross hectares    |                  |

| BALANCE           |                    |                     |                  |
|-------------------|--------------------|---------------------|------------------|
| Surplus/(Deficit) | (180,920) £ per ha | (73,218) £ per acre | <b>(361,841)</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation

| SENSITIVITY ANALYSIS        |           | AH - % on site 35% |             |             |             |             |             |             |
|-----------------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)         | (361,841) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| CIL Epsm<br>143.29          | 0         | 1,230,908          | 898,176     | 731,585     | 564,994     | 398,403     | 231,813     | 65,222      |
|                             | 20        | 1,139,957          | 815,915     | 653,895     | 491,874     | 329,853     | 167,832     | 5,812       |
|                             | 40        | 1,048,557          | 733,655     | 576,204     | 418,754     | 261,303     | 103,852     | (53,599)    |
|                             | 60        | 957,156            | 651,395     | 498,514     | 345,633     | 192,753     | 39,872      | (113,009)   |
|                             | 80        | 865,756            | 569,134     | 420,824     | 272,513     | 124,202     | (24,108)    | (172,701)   |
|                             | 100       | 774,355            | 486,874     | 343,133     | 199,393     | 55,652      | (88,384)    | (232,470)   |
|                             | 120       | 682,955            | 404,614     | 265,443     | 126,227     | (13,262)    | (152,751)   | (292,240)   |
|                             | 140       | 591,555            | 322,353     | 187,556     | 52,665      | (82,227)    | (217,118)   | (352,009)   |
|                             | 160       | 500,154            | 239,689     | 109,396     | (20,898)    | (151,191)   | (281,485)   | (411,778)   |
|                             | 180       | 408,324            | 156,932     | 31,236      | (94,460)    | (220,156)   | (345,852)   | (471,548)   |
|                             | 200       | 316,371            | 74,174      | (46,924)    | (168,022)   | (289,120)   | (410,210)   | (531,317)   |
|                             | 220       | 224,418            | (8,583)     | (125,084)   | (241,585)   | (358,085)   | (474,586)   | (591,240)   |
|                             | 240       | 132,465            | (91,341)    | (203,244)   | (315,147)   | (427,050)   | (539,110)   | (651,371)   |
|                             | 260       | 40,512             | (174,098)   | (281,404)   | (388,709)   | (496,231)   | (603,866)   | (711,501)   |
|                             | 280       | (51,441)           | (256,856)   | (359,592)   | (462,602)   | (565,612)   | (668,622)   | (771,632)   |
|                             | 300       | (143,394)          | (339,840)   | (438,225)   | (536,609)   | (634,994)   | (733,378)   | (831,763)   |
|                             | 320       | (235,580)          | (423,098)   | (516,857)   | (610,616)   | (704,375)   | (798,134)   | (891,893)   |
|                             | 340       | (328,089)          | (506,356)   | (595,489)   | (684,623)   | (773,757)   | (862,890)   | (952,024)   |
|                             | 360       | (420,597)          | (589,614)   | (674,122)   | (758,630)   | (843,138)   | (927,646)   | (1,012,749) |
|                             | 380       | (513,106)          | (672,871)   | (752,754)   | (832,637)   | (912,520)   | (992,437)   | (1,083,091) |
| 400                         | (605,615) | (756,129)          | (831,387)   | (906,644)   | (981,987)   | (1,065,528) | (1,153,433) |             |
| 420                         | (698,123) | (839,387)          | (910,019)   | (980,843)   | (1,058,787) | (1,141,281) | (1,223,775) |             |
| 440                         | (790,632) | (922,714)          | (989,006)   | (1,062,868) | (1,139,951) | (1,217,034) | (1,294,117) |             |
| 460                         | (883,199) | (1,006,475)        | (1,077,771) | (1,149,443) | (1,221,115) | (1,292,787) | (1,364,459) |             |
| 480                         | (976,267) | (1,103,496)        | (1,169,757) | (1,236,018) | (1,302,279) | (1,368,540) | (1,434,801) |             |
|                             |           | AH - % on site 35% |             |             |             |             |             |             |
| Balance (RLV - TLV)         | (361,841) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Site Specific S106<br>1,500 | -         | 649,722            | 382,024     | 248,175     | 114,208     | (19,926)    | (154,061)   | (288,196)   |
|                             | 1,500     | 576,519            | 308,822     | 174,698     | 40,564      | (93,571)    | (227,706)   | (361,841)   |
|                             | 3,000     | 503,317            | 235,189     | 101,054     | (33,081)    | (167,216)   | (301,351)   | (435,486)   |
|                             | 4,500     | 429,814            | 161,544     | 27,409      | (106,726)   | (240,861)   | (374,996)   | (509,130)   |
|                             | 6,000     | 356,169            | 87,899      | (46,236)    | (180,371)   | (314,506)   | (448,640)   | (582,879)   |
|                             | 7,500     | 282,524            | 14,254      | (119,881)   | (254,015)   | (388,150)   | (522,341)   | (656,969)   |
|                             | 9,000     | 208,879            | (59,390)    | (193,525)   | (327,660)   | (461,804)   | (596,431)   | (731,059)   |
|                             | 10,500    | 135,234            | (133,035)   | (267,170)   | (401,305)   | (535,894)   | (670,521)   | (805,148)   |
|                             | 12,000    | 61,590             | (206,680)   | (340,815)   | (475,357)   | (609,984)   | (744,611)   | (879,238)   |
|                             | 13,500    | (12,055)           | (280,325)   | (414,820)   | (549,447)   | (684,074)   | (818,701)   | (953,328)   |
|                             | 15,000    | (85,700)           | (354,283)   | (488,910)   | (623,537)   | (758,164)   | (892,791)   | (1,030,605) |
|                             | 16,500    | (159,345)          | (428,373)   | (563,000)   | (697,627)   | (832,254)   | (966,881)   | (1,117,277) |
|                             | 18,000    | (233,209)          | (502,463)   | (637,090)   | (771,717)   | (906,344)   | (1,046,592) | (1,203,949) |
|                             | 19,500    | (307,298)          | (576,553)   | (711,180)   | (845,807)   | (980,510)   | (1,133,264) | (1,290,621) |
|                             | 21,000    | (381,388)          | (650,643)   | (785,270)   | (919,897)   | (1,062,579) | (1,219,936) | (1,377,293) |
|                             | 22,500    | (455,478)          | (724,733)   | (859,360)   | (994,259)   | (1,149,251) | (1,306,608) | (1,463,964) |
|                             | 24,000    | (529,568)          | (798,822)   | (933,470)   | (1,078,566) | (1,235,923) | (1,393,280) | (1,550,843) |
|                             | 25,500    | (603,658)          | (872,912)   | (1,008,008) | (1,165,238) | (1,322,595) | (1,479,951) | (1,638,039) |
|                             | 27,000    | (677,748)          | (947,219)   | (1,094,553) | (1,251,910) | (1,409,267) | (1,566,821) | (1,725,235) |
|                             | 28,500    | (751,838)          | (1,023,868) | (1,181,225) | (1,338,582) | (1,495,938) | (1,654,017) | (1,812,430) |
| 30,000                      | (825,928) | (1,110,540)        | (1,267,897) | (1,425,253) | (1,582,800) | (1,741,213) | (1,899,626) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation

|                     |  | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|--|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV) |  | (361,841)          | 0%        | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| 50,000              |  |                    | 1,348,707 | 1,081,009 | 946,886   | 812,751   | 678,616   | 544,481   | 410,347   |
| 75,000              |  |                    | 1,225,157 | 957,459   | 823,336   | 689,201   | 555,066   | 420,931   | 286,797   |
| TLV (per net acre)  |  |                    | 1,101,607 | 833,909   | 699,786   | 565,651   | 431,516   | 297,381   | 163,247   |
| 206,250             |  |                    | 978,057   | 710,359   | 576,236   | 442,101   | 307,966   | 173,831   | 39,697    |
| 150,000             |  |                    | 854,507   | 586,809   | 452,686   | 318,551   | 184,416   | 50,281    | (83,853)  |
| 175,000             |  |                    | 730,957   | 463,259   | 329,136   | 195,001   | 60,866    | (73,269)  | (207,403) |
| 200,000             |  |                    | 607,407   | 339,709   | 205,586   | 71,451    | (62,684)  | (196,819) | (330,953) |
| 225,000             |  |                    | 483,857   | 216,159   | 82,036    | (52,099)  | (186,234) | (320,369) | (454,503) |
| 250,000             |  |                    | 360,307   | 92,609    | (41,514)  | (175,649) | (309,784) | (443,919) | (578,053) |
| 275,000             |  |                    | 236,757   | (30,941)  | (165,064) | (299,199) | (433,334) | (567,469) | (701,603) |

|                     |  | AH - % on site 35% |             |             |             |             |             |             |              |
|---------------------|--|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|
| Balance (RLV - TLV) |  | (361,841)          | 0%          | 10%         | 15%         | 20%         | 25%         | 30%         | 35%          |
| 5                   |  |                    | (6,623,280) | (6,942,708) | (7,103,035) | (7,264,295) | (7,590,357) | (9,583,987) | (11,577,617) |
| 10                  |  |                    | (2,034,142) | (2,303,396) | (2,438,023) | (2,579,004) | (2,736,360) | (2,893,717) | (3,051,108)  |
| Density (dph)       |  |                    | (582,627)   | (850,896)   | (985,031)   | (1,119,360) | (1,253,987) | (1,388,614) | (1,523,241)  |
| 25                  |  |                    | 142,204     | (126,065)   | (260,200)   | (394,335)   | (528,470)   | (662,605)   | (796,740)    |
| 25                  |  |                    | 576,519     | 308,822     | 174,698     | 40,564      | (93,571)    | (227,706)   | (361,841)    |
| 30                  |  |                    | 865,730     | 598,033     | 464,184     | 330,335     | 196,361     | 62,226      | (71,909)     |
| 35                  |  |                    | 1,072,310   | 804,612     | 670,763     | 536,914     | 403,065     | 269,217     | 135,186      |
| 40                  |  |                    | 1,227,244   | 959,547     | 825,698     | 691,849     | 558,000     | 424,151     | 290,302      |
| 45                  |  |                    | 1,347,749   | 1,080,051   | 946,202     | 812,353     | 678,505     | 544,656     | 410,807      |
| 50                  |  |                    | 1,444,153   | 1,176,455   | 1,042,606   | 908,757     | 774,908     | 641,059     | 507,211      |
| 55                  |  |                    | 1,523,028   | 1,255,331   | 1,121,482   | 987,633     | 853,784     | 719,935     | 586,086      |

|                     |  | AH - % on site 35% |             |             |             |             |             |             |             |
|---------------------|--|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV) |  | (361,841)          | 0%          | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| 95%                 |  |                    | 907,304     | 634,592     | 498,236     | 361,880     | 225,524     | 89,168      | (47,188)    |
| 100%                |  |                    | 576,519     | 308,822     | 174,698     | 40,564      | (93,571)    | (227,706)   | (361,841)   |
| Build rate (Epsm)   |  |                    | 244,319     | (18,906)    | (150,519)   | (282,131)   | (413,744)   | (545,552)   | (677,642)   |
| 105%                |  |                    | (88,466)    | (346,915)   | (476,467)   | (606,019)   | (735,571)   | (865,123)   | (994,674)   |
| 110%                |  |                    | (422,608)   | (676,636)   | (803,650)   | (930,665)   | (1,066,270) | (1,214,721) | (1,363,172) |
| 115%                |  |                    | (757,404)   | (1,006,932) | (1,152,113) | (1,297,595) | (1,443,078) | (1,588,891) | (1,735,358) |
| 120%                |  |                    | (1,107,317) | (1,392,344) | (1,534,858) | (1,678,030) | (1,821,510) | (1,964,991) | (2,108,958) |
| 125%                |  |                    | (1,498,968) | (1,779,114) | (1,919,608) | (2,060,102) | (2,200,954) | (2,342,640) | (2,484,327) |

|                     |  | AH - % on site 0% |             |             |             |             |             |             |             |
|---------------------|--|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV) |  | (361,841)         | 0%          | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| 75%                 |  |                   | (2,146,529) | (2,162,715) | (2,170,809) | (2,178,902) | (2,186,995) | (2,195,089) | (2,203,314) |
| 80%                 |  |                   | (1,543,663) | (1,619,524) | (1,657,455) | (1,695,386) | (1,733,317) | (1,771,247) | (1,809,178) |
| 85%                 |  |                   | (953,820)   | (1,080,004) | (1,147,570) | (1,215,136) | (1,282,703) | (1,350,269) | (1,417,835) |
| 90%                 |  |                   | (441,712)   | (608,617)   | (692,069)   | (775,522)   | (858,974)   | (942,427)   | (1,028,743) |
| 95%                 |  |                   | 68,187      | (149,191)   | (257,880)   | (366,569)   | (475,258)   | (584,204)   | (693,244)   |
| 100%                |  |                   | 576,519     | 308,822     | 174,698     | 40,564      | (93,571)    | (227,706)   | (361,841)   |
| 105%                |  |                   | 1,082,824   | 764,496     | 605,332     | 446,168     | 287,004     | 127,840     | (31,324)    |
| 110%                |  |                   | 1,587,832   | 1,219,514   | 1,035,354   | 851,195     | 666,733     | 482,253     | 297,774     |
| 115%                |  |                   | 2,091,745   | 1,673,036   | 1,463,681   | 1,254,326   | 1,044,971   | 835,616     | 626,261     |
| 120%                |  |                   | 2,594,494   | 2,126,017   | 1,891,778   | 1,657,456   | 1,422,906   | 1,188,355   | 953,805     |
| 125%                |  |                   | 3,096,234   | 2,577,582   | 2,318,257   | 2,058,931   | 1,799,606   | 1,540,280   | 1,280,954   |

|                     |  | Site Specific S106 £1,500 |             |             |             |             |             |             |             |
|---------------------|--|---------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV) |  | (361,841)                 | -           | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |
| 0                   |  |                           | 138,424     | 65,222      | (7,980)     | (81,183)    | (154,558)   | (228,202)   | (301,847)   |
| 20                  |  |                           | 79,014      | 5,812       | (67,391)    | (140,682)   | (214,327)   | (287,972)   | (361,617)   |
| 40                  |  |                           | 19,604      | (53,599)    | (126,807)   | (200,452)   | (274,096)   | (347,741)   | (421,386)   |
| 60                  |  |                           | (39,807)    | (113,009)   | (186,576)   | (260,221)   | (333,866)   | (407,511)   | (481,155)   |
| 80                  |  |                           | (99,217)    | (172,701)   | (246,346)   | (319,990)   | (393,635)   | (467,280)   | (540,925)   |
| 100                 |  |                           | (158,825)   | (232,470)   | (306,115)   | (379,760)   | (453,404)   | (527,049)   | (600,906)   |
| 120                 |  |                           | (218,595)   | (292,240)   | (365,884)   | (439,529)   | (513,174)   | (586,946)   | (661,036)   |
| 140                 |  |                           | (278,364)   | (352,009)   | (425,654)   | (499,298)   | (572,987)   | (647,077)   | (721,167)   |
| 160                 |  |                           | (338,133)   | (411,778)   | (485,423)   | (559,068)   | (633,118)   | (707,208)   | (781,298)   |
| 180                 |  |                           | (397,903)   | (471,548)   | (545,192)   | (619,159)   | (693,248)   | (767,338)   | (841,428)   |
| 200                 |  |                           | (457,672)   | (531,317)   | (605,199)   | (679,289)   | (753,379)   | (827,469)   | (901,559)   |
| 220                 |  |                           | (517,442)   | (591,240)   | (665,330)   | (739,420)   | (813,510)   | (887,600)   | (961,690)   |
| 240                 |  |                           | (577,211)   | (651,371)   | (725,461)   | (799,550)   | (873,640)   | (947,730)   | (1,024,056) |
| 260                 |  |                           | (637,411)   | (711,501)   | (785,591)   | (859,681)   | (933,771)   | (1,007,875) | (1,094,398) |
| 280                 |  |                           | (697,542)   | (771,632)   | (845,722)   | (919,812)   | (993,902)   | (1,078,069) | (1,164,741) |
| 300                 |  |                           | (757,673)   | (831,763)   | (905,853)   | (979,942)   | (1,061,739) | (1,148,411) | (1,235,083) |
| 320                 |  |                           | (817,803)   | (891,893)   | (965,983)   | (1,045,409) | (1,132,081) | (1,218,753) | (1,305,425) |
| 340                 |  |                           | (877,934)   | (952,024)   | (1,029,079) | (1,115,751) | (1,202,423) | (1,289,095) | (1,375,767) |
| 360                 |  |                           | (938,065)   | (1,012,749) | (1,099,421) | (1,186,093) | (1,272,765) | (1,359,437) | (1,446,109) |
| 380                 |  |                           | (998,195)   | (1,083,091) | (1,169,763) | (1,256,435) | (1,343,107) | (1,429,779) | (1,516,451) |
| 400                 |  |                           | (1,066,761) | (1,153,433) | (1,240,105) | (1,326,777) | (1,413,449) | (1,500,121) | (1,587,218) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                  |                          |                                      |            |                             |               |         |  |
|----------------------------------------|-------------------------|------------------|--------------------------|--------------------------------------|------------|-----------------------------|---------------|---------|--|
| Total number of units in scheme        |                         |                  |                          | 50 Units                             |            |                             |               |         |  |
| AH Policy requirement (% Target)       |                         |                  |                          | 35%                                  |            |                             |               |         |  |
| AH tenure split %                      |                         | Affordable Rent: |                          | 53.0%                                |            |                             |               |         |  |
|                                        |                         | Shared ownership |                          | 25.0%                                |            |                             |               |         |  |
|                                        |                         | Intermediate     |                          | 21.6%                                |            |                             |               |         |  |
| Open Market Sale (OMS) housing         |                         |                  |                          | 65%                                  |            |                             |               |         |  |
|                                        |                         |                  |                          | 100%                                 |            |                             |               |         |  |
| CIL Rate (£ psm)                       |                         |                  |                          | 143.29                               |            | £ psm                       |               |         |  |
| <b>Unit mix -</b>                      |                         |                  |                          |                                      |            |                             |               |         |  |
|                                        | Mkt Units mix%          | MV # units       |                          | AH mix%                              | AH # units | Overall mix%                | Total # units |         |  |
| 1 bed House                            | 0.0%                    | 0.0              |                          | 0.0%                                 | 0.0        | 0%                          | 0.0           |         |  |
| 2 bed House                            | 0.0%                    | 0.0              |                          | 0.0%                                 | 0.0        | 0%                          | 0.0           |         |  |
| 3 bed House                            | 0.0%                    | 0.0              |                          | 23.5%                                | 4.1        | 8%                          | 4.1           |         |  |
| 4 bed House                            | 0.0%                    | 0.0              |                          | 2.8%                                 | 0.5        | 1%                          | 0.5           |         |  |
| 5 bed House                            | 0.0%                    | 0.0              |                          | 0.0%                                 | 0.0        | 0%                          | 0.0           |         |  |
| 1 bed Flat                             | 25.0%                   | 8.1              |                          | 16.4%                                | 2.9        | 22%                         | 11.0          |         |  |
| 2 bed Flat                             | 75.0%                   | 24.4             |                          | 57.4%                                | 10.0       | 69%                         | 34.4          |         |  |
| Total number of units                  | 100.0%                  | 32.5             |                          | 100.0%                               | 17.5       | 100%                        | 50.0          |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                  |                          |                                      |            |                             |               |         |  |
|                                        | Net area per unit (sqm) | (sqft)           |                          | Net to Gross %                       |            | Gross (GIA) per unit (sqm)  | (sqft)        |         |  |
| 1 bed House                            | 58.0                    | 624              |                          | %                                    |            | 58.0                        | 624           |         |  |
| 2 bed House                            | 79.0                    | 850              |                          |                                      |            | 79.0                        | 850           |         |  |
| 3 bed House                            | 90.0                    | 969              |                          |                                      |            | 90.0                        | 969           |         |  |
| 4 bed House                            | 110.0                   | 1,184            |                          |                                      |            | 110.0                       | 1,184         |         |  |
| 5 bed House                            | 0.0                     | 0                |                          |                                      |            | 0.0                         | 0             |         |  |
| 1 bed Flat                             | 50.0                    | 538              |                          | 85.0%                                |            | 58.8                        | 633           |         |  |
| 2 bed Flat                             | 61.0                    | 657              |                          | 85.0%                                |            | 71.8                        | 772           |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                  |                          |                                      |            |                             |               |         |  |
|                                        | Net area per unit (sqm) | (sqft)           |                          | Net to Gross %                       |            | Gross (GIA) per unit (sqm)  | (sqft)        |         |  |
| 1 bed House                            | 50.0                    | 538              |                          | %                                    |            | 50.0                        | 538           |         |  |
| 2 bed House                            | 70.0                    | 753              |                          |                                      |            | 70.0                        | 753           |         |  |
| 3 bed House                            | 84.0                    | 904              |                          |                                      |            | 84.0                        | 904           |         |  |
| 4 bed House                            | 97.0                    | 1,044            |                          |                                      |            | 97.0                        | 1,044         |         |  |
| 5 bed House                            | 0.0                     | 0                |                          |                                      |            | 0.0                         | 0             |         |  |
| 1 bed Flat                             | 50.0                    | 538              |                          | 85.0%                                |            | 58.8                        | 633           |         |  |
| 2 bed Flat                             | 61.0                    | 657              |                          | 85.0%                                |            | 71.8                        | 772           |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                  |                          |                                      |            |                             |               |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)           |                          | AH units GIA (sqm)                   | (sqft)     | Total GIA (all units) (sqm) | (sqft)        |         |  |
| 1 bed House                            | 0                       | 0                |                          | 0                                    | 0          | 0                           | 0             |         |  |
| 2 bed House                            | 0                       | 0                |                          | 0                                    | 0          | 0                           | 0             |         |  |
| 3 bed House                            | 0                       | 0                |                          | 346                                  | 3,720      | 346                         | 3,720         |         |  |
| 4 bed House                            | 0                       | 0                |                          | 47                                   | 502        | 47                          | 502           |         |  |
| 5 bed House                            | 0                       | 0                |                          | 0                                    | 0          | 0                           | 0             |         |  |
| 1 bed Flat                             | 478                     | 5,145            |                          | 169                                  | 1,815      | 647                         | 6,960         |         |  |
| 2 bed Flat                             | 1,749                   | 18,829           |                          | 721                                  | 7,759      | 2,470                       | 26,588        |         |  |
|                                        | 2,227                   | 23,973           |                          | 1,282                                | 13,797     | 3,509                       | 37,770        |         |  |
| AH % by floor area:                    |                         |                  |                          | 36.53% AH % by floor area due to mix |            |                             |               |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                  |                          |                                      |            |                             |               |         |  |
|                                        | £ OMS (per unit)        | £psm             | £pof                     |                                      |            | total MV £ (no AH)          |               |         |  |
| 1 bed House                            | 180,000                 | 3,103            | 288                      |                                      |            | 0                           |               |         |  |
| 2 bed House                            | 250,000                 | 3,165            | 294                      |                                      |            | 0                           |               |         |  |
| 3 bed House                            | 290,000                 | 3,222            | 299                      |                                      |            | 1,193,133                   |               |         |  |
| 4 bed House                            | 350,000                 | 3,182            | 296                      |                                      |            | 168,438                     |               |         |  |
| 5 bed House                            | 0                       | #DIV/0!          | #DIV/0!                  |                                      |            | 0                           |               |         |  |
| 1 bed Flat                             | 160,000                 | 3,200            | 297                      |                                      |            | 1,758,640                   |               |         |  |
| 2 bed Flat                             | 190,000                 | 3,115            | 289                      |                                      |            | 6,539,800                   |               |         |  |
|                                        |                         |                  |                          |                                      |            | 9,660,010                   |               |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                  |                          |                                      |            |                             |               |         |  |
|                                        | Affordable Rent:        | £psm             | % of MV Shared ownership | £psm                                 | % of MV    | Intermediate                | £psm          | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800            | 50%                      | 126,000                              | 2,520      | 144,000                     | 2,880         | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786            | 50%                      | 175,000                              | 2,500      | 200,000                     | 2,857         | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726            | 50%                      | 203,000                              | 2,417      | 232,000                     | 2,762         | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804            | 50%                      | 245,000                              | 2,526      | 250,000                     | 2,577         | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!          | 50%                      | 0                                    | #DIV/0!    | 0                           | #DIV/0!       | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600            | 50%                      | 112,000                              | 2,240      | 128,000                     | 2,560         | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557            | 50%                      | 133,000                              | 2,180      | 152,000                     | 2,492         | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: K  
 Title: 50 No. Units (flats)  
 Notes: Brownfield allocation

| GROSS DEVELOPMENT VALUE                     |                                  |   |                                        |                  |
|---------------------------------------------|----------------------------------|---|----------------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |                                  |   |                                        |                  |
| 1 bed House                                 | 0.0                              | @ | 180,000                                | -                |
| 2 bed House                                 | 0.0                              | @ | 250,000                                | -                |
| 3 bed House                                 | 0.0                              | @ | 290,000                                | -                |
| 4 bed House                                 | 0.0                              | @ | 350,000                                | -                |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                |
| 1 bed Flat                                  | 8.1                              | @ | 160,000                                | 1,300,000        |
| 2 bed Flat                                  | 24.4                             | @ | 190,000                                | 4,631,250        |
|                                             | 32.5                             |   |                                        | 5,931,250        |
| <b>Affordable Rent GDV -</b>                |                                  |   |                                        |                  |
| 1 bed House                                 | 0.0                              | @ | 90,000                                 | -                |
| 2 bed House                                 | 0.0                              | @ | 125,000                                | -                |
| 3 bed House                                 | 2.2                              | @ | 145,000                                | 316,180          |
| 4 bed House                                 | 0.3                              | @ | 175,000                                | 44,636           |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                |
| 1 bed Flat                                  | 1.5                              | @ | 80,000                                 | 121,540          |
| 2 bed Flat                                  | 5.3                              | @ | 95,000                                 | 505,766          |
|                                             | 9.3                              |   |                                        | 988,121          |
| <b>Shared ownership</b>                     |                                  |   |                                        |                  |
| 1 bed House                                 | 0.0                              | @ | 126,000                                | -                |
| 2 bed House                                 | 0.0                              | @ | 175,000                                | -                |
| 3 bed House                                 | 1.0                              | @ | 203,000                                | 209,132          |
| 4 bed House                                 | 0.1                              | @ | 245,000                                | 29,524           |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                |
| 1 bed Flat                                  | 0.7                              | @ | 112,000                                | 80,390           |
| 2 bed Flat                                  | 2.5                              | @ | 133,000                                | 334,531          |
|                                             | 4.4                              |   |                                        | 653,577          |
| <b>Intermediate</b>                         |                                  |   |                                        |                  |
| 2 bed House                                 | 0.0                              | @ | 144,000                                | -                |
| 3 bed House                                 | 0.0                              | @ | 200,000                                | -                |
| 4 bed House                                 | 0.9                              | @ | 232,000                                | 206,173          |
| 5 bed House                                 | 0.1                              | @ | 250,000                                | 25,988           |
| 1 bed Flat                                  | 0.0                              | @ | 0                                      | -                |
| 2 bed Flat                                  | 0.6                              | @ | 128,000                                | 79,253           |
| 0.00%                                       | 2.2                              | @ | 152,000                                | 329,797          |
|                                             | 3.8                              |   |                                        | 641,211          |
| <b>Sub-total GDV Residential</b>            | <b>49.9</b>                      |   |                                        | <b>8,214,160</b> |
| <i>AH on-site cost analysis:</i>            |                                  |   | <i>EMV less £GDV</i>                   | <i>1,445,850</i> |
|                                             | <i>412 £ psm (total GIA sqm)</i> |   | <i>28,917 £ per unit (total units)</i> |                  |
| <b>Grant</b>                                | 50                               | @ | 0                                      | -                |
| <b>Total GDV</b>                            |                                  |   |                                        | <b>8,214,160</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

| DEVELOPMENT COSTS                                                    |                                      |                                |                                    |                            |
|----------------------------------------------------------------------|--------------------------------------|--------------------------------|------------------------------------|----------------------------|
| <b>Initial Payments -</b>                                            |                                      |                                |                                    |                            |
| Planning Application Professional Fees, Surveys and reports          |                                      |                                |                                    | (60,000)                   |
| Statutory Planning Fees (Residential)                                |                                      |                                |                                    | (19,250)                   |
| CIL                                                                  | 2,227 sqm                            | 143.29 £ psm                   |                                    | (319,136)                  |
|                                                                      | 3.89% % of GDV                       | 6,383 £ per unit (total units) |                                    |                            |
| CIL analysis:                                                        |                                      |                                |                                    |                            |
| Site Specific S106 Contributions                                     | Year 1                               | 0                              |                                    | -                          |
|                                                                      | Year 2                               | 0                              |                                    | -                          |
|                                                                      | Year 3                               | 0                              |                                    | -                          |
|                                                                      | Year 4                               | 0                              |                                    | -                          |
|                                                                      | Year 5                               | 0                              |                                    | -                          |
|                                                                      | Year 6                               | 0                              |                                    | -                          |
|                                                                      | Year 7                               | 0                              |                                    | -                          |
|                                                                      | Year 8                               | 0                              |                                    | -                          |
|                                                                      | Year 9                               | 0                              |                                    | -                          |
|                                                                      | Year 10                              | 0                              |                                    | -                          |
|                                                                      | total                                | 50 units @                     | 1,500 per unit                     | (75,000)                   |
|                                                                      |                                      | 0.91% % of GDV                 | 1,500 £ per unit (total units)     |                            |
| AH Commuted Sum                                                      | 3,509 sqm (total)                    |                                | 0 £ psm                            | -                          |
|                                                                      |                                      | 0.00% % of GDV                 |                                    |                            |
| Comm. Sum analysis:                                                  |                                      |                                |                                    |                            |
| <b>Construction Costs -</b>                                          |                                      |                                |                                    |                            |
| Site Clearance and Demolition                                        | 1.39 acres @                         |                                | 110,000 £ per acre (if brownfield) | (152,702)                  |
| Infrastructure costs -                                               |                                      |                                |                                    |                            |
|                                                                      | Policy SP10 - Climate Change         | 2,557 per dwelling             |                                    | (127,850)                  |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling             |                                    | (50,000)                   |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling            |                                    | (6,095)                    |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare       |                                    | (29,877)                   |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling             |                                    | (175,000)                  |
|                                                                      | total                                | 1.39 acres @                   | 0 per acre                         | (388,822)                  |
|                                                                      |                                      | 4.73% % of GDV                 | 7,776 £ per unit (total units)     |                            |
| Infra. Costs analysis:                                               |                                      |                                |                                    |                            |
| 1 bed House                                                          | -                                    | sqm @                          | 1,155 psm                          | -                          |
| 2 bed House                                                          | -                                    | sqm @                          | 1,155 psm                          | -                          |
| 3 bed House                                                          | 346                                  | sqm @                          | 1,155 psm                          | (399,165)                  |
| 4 bed House                                                          | 47                                   | sqm @                          | 1,155 psm                          | (53,917)                   |
| 5 bed House                                                          | -                                    | sqm @                          | 1,155 psm                          | -                          |
| 1 bed Flat                                                           | 647                                  | sqm @                          | 1,296 psm                          | (837,940)                  |
| 2 bed Flat                                                           | 3,509                                | 2,470 sqm @                    | 1,296 psm                          | (3,201,303)                |
| External works                                                       | 4,492,325 @                          |                                | 15.0%<br>13,477 £per unit          | (673,849)                  |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 50 units @                     | 521 £ per dwelling                 | (13,025)                   |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 50 units @                     | 10,307 £ per dwelling              | -                          |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 50 units @                     | 9 £ per dwelling                   | (450)                      |
| Contingency                                                          | 5,721,172 @                          |                                | 5.0%                               | (286,059)                  |
| <b>Professional Fees</b>                                             | 5,721,172 @                          |                                | 10.0%                              | (572,117)                  |
| <b>Disposal Costs -</b>                                              |                                      |                                |                                    |                            |
| Marketing and Promotion                                              | 5,931,250 OMS @                      |                                | 1.50%                              | (88,969)                   |
| Residential Sales Agent Costs                                        | 5,931,250 OMS @                      |                                | 1.50%                              | (88,969)                   |
| Residential Sales Legal Costs                                        | 5,931,250 OMS @                      |                                | 0.50%                              | (29,656)                   |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                                | 0.604% pcm                         | (594,186)                  |
| <b>Developers Profit -</b>                                           |                                      |                                |                                    |                            |
| Margin on AH                                                         | 1,641,698                            |                                | 6.00% on AH values                 | (98,502)                   |
| Profit on GDV                                                        | 5,931,250                            |                                | 20.00%                             | (1,186,250)                |
|                                                                      | 7,572,948                            |                                | 15.10% on costs<br>16.97% blended  | (1,186,250)<br>(1,284,752) |
| <b>TOTAL COSTS</b>                                                   |                                      |                                |                                    | <b>(9,139,266)</b>         |



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: K  
 Title: 50 No. Units (flats)  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                     |                      |                      |                  |
|-----------------------------|---------------------|----------------------|----------------------|------------------|
| Residual Land Value (gross) |                     |                      |                      | (925,106)        |
| SDLT                        | - @                 |                      | 5.0% (slabbed)       | 10,500           |
| Acquisition Agent fees      | - @                 |                      | 1.0%                 | -                |
| Acquisition Legal fees      | - @                 |                      | 0.5%                 | -                |
| Interest on Land            | - @                 |                      | 7.5%                 | -                |
| Residual Land Value         |                     |                      |                      | <b>(914,606)</b> |
| <i>RLV analysis:</i>        |                     |                      |                      |                  |
|                             | (18,292) £ per plot | (1,627,999) £ per ha | (658,842) £ per acre |                  |

| THRESHOLD LAND VALUE     |                  |                      |                        |                |
|--------------------------|------------------|----------------------|------------------------|----------------|
| Residential Density      |                  | 89.0 dp net ha       |                        |                |
| Site Area (Resi)         |                  | 0.56 net ha          | 1.39 net acres         |                |
| <i>Density analysis:</i> |                  |                      |                        |                |
|                          |                  | 6,246 sqm/ha         | 27,208 sqft/ac         |                |
| Threshold Land Value     | 5,726 £ per plot | 509,644 £ per net ha | 206,250 £ per net acre | <b>286,317</b> |
|                          |                  | 80% Gross to net     | 0.70 Gross hectares    |                |

| BALANCE           |  |                             |                             |                    |
|-------------------|--|-----------------------------|-----------------------------|--------------------|
| Surplus/(Deficit) |  | <b>(2,137,642)</b> £ per ha | <b>(865,092)</b> £ per acre | <b>(1,200,923)</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

| SENSITIVITY ANALYSIS |             | AH - % on site 35% |             |             |             |             |             |             |
|----------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                      | (1,200,923) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV)  | 0           | (722,316)          | (747,302)   | (759,794)   | (772,287)   | (784,780)   | (797,273)   | (809,765)   |
|                      | 20          | (805,925)          | (822,549)   | (830,862)   | (839,174)   | (847,486)   | (855,799)   | (864,111)   |
|                      | 40          | (889,533)          | (897,797)   | (901,929)   | (906,061)   | (910,193)   | (914,325)   | (918,457)   |
|                      | 60          | (973,142)          | (973,045)   | (972,996)   | (972,948)   | (973,010)   | (973,121)   | (973,233)   |
|                      | 80          | (1,056,750)        | (1,048,379) | (1,044,284) | (1,040,190) | (1,036,096) | (1,032,001) | (1,027,907) |
|                      | 100         | (1,140,358)        | (1,124,081) | (1,115,781) | (1,107,481) | (1,099,181) | (1,090,881) | (1,082,581) |
|                      | 120         | (1,223,966)        | (1,199,784) | (1,187,278) | (1,174,772) | (1,162,266) | (1,149,761) | (1,137,255) |
|                      | 140         | (1,307,574)        | (1,275,486) | (1,258,775) | (1,242,063) | (1,225,352) | (1,208,640) | (1,191,929) |
|                      | 160         | (1,391,182)        | (1,351,189) | (1,330,272) | (1,309,354) | (1,288,437) | (1,267,520) | (1,246,603) |
|                      | 180         | (1,474,790)        | (1,426,891) | (1,401,768) | (1,376,646) | (1,351,524) | (1,326,403) | (1,301,281) |
|                      | 200         | (1,558,398)        | (1,502,669) | (1,473,476) | (1,444,284) | (1,415,091) | (1,385,898) | (1,356,706) |
|                      | 220         | (1,641,999)        | (1,578,829) | (1,545,405) | (1,511,981) | (1,478,558) | (1,445,134) | (1,411,710) |
|                      | 240         | (1,725,601)        | (1,654,989) | (1,617,334) | (1,579,679) | (1,542,025) | (1,504,370) | (1,466,715) |
|                      | 260         | (1,809,203)        | (1,731,149) | (1,689,263) | (1,647,377) | (1,605,491) | (1,563,605) | (1,521,719) |
|                      | 280         | (1,892,805)        | (1,807,309) | (1,761,192) | (1,715,075) | (1,668,958) | (1,622,841) | (1,576,724) |
|                      | 300         | (1,976,407)        | (1,883,469) | (1,833,121) | (1,782,773) | (1,732,425) | (1,682,077) | (1,631,729) |
|                      | 320         | (2,060,009)        | (2,036,513) | (2,113,872) | (2,191,230) | (2,268,589) | (2,345,947) | (2,423,306) |
|                      | 340         | (2,143,611)        | (2,557,311) | (2,605,737) | (2,654,162) | (2,702,587) | (2,751,012) | (2,799,438) |
|                      | 360         | (2,227,213)        | (3,078,109) | (3,097,601) | (3,117,093) | (3,136,585) | (3,156,077) | (3,175,569) |
|                      | 380         | (2,310,815)        | (3,598,907) | (3,589,466) | (3,580,025) | (3,570,584) | (3,561,142) | (3,551,701) |
| 400                  | (2,394,417) | (4,119,705)        | (4,081,331) | (4,042,956) | (4,004,582) | (3,966,207) | (3,927,833) |             |
| 420                  | (2,478,019) | (4,640,503)        | (4,573,195) | (4,505,888) | (4,438,580) | (4,371,272) | (4,303,965) |             |
| 440                  | (2,561,621) | (5,161,301)        | (5,065,060) | (4,968,819) | (4,872,578) | (4,776,337) | (4,680,097) |             |
| 460                  | (2,645,223) | (5,682,099)        | (5,556,925) | (5,431,751) | (5,306,577) | (5,181,402) | (5,056,228) |             |
| 480                  | (2,728,825) | (6,202,896)        | (6,048,789) | (5,894,682) | (5,740,575) | (5,586,468) | (5,432,360) |             |
|                      |             | AH - % on site 35% |             |             |             |             |             |             |
|                      | (1,200,923) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Site Specific S106   | -           | (1,230,690)        | (1,195,883) | (1,178,480) | (1,161,077) | (1,143,673) | (1,126,270) | (1,108,867) |
|                      | 1,500       | (1,322,746)        | (1,287,939) | (1,270,536) | (1,253,133) | (1,235,729) | (1,218,326) | (1,200,923) |
|                      | 3,000       | (1,414,802)        | (1,379,995) | (1,362,592) | (1,345,189) | (1,327,785) | (1,310,382) | (1,292,979) |
|                      | 4,500       | (1,506,858)        | (1,472,051) | (1,454,746) | (1,437,551) | (1,420,356) | (1,403,161) | (1,385,965) |
|                      | 6,000       | (1,598,914)        | (1,564,554) | (1,547,359) | (1,530,164) | (1,512,968) | (1,495,773) | (1,478,578) |
|                      | 7,500       | (1,691,070)        | (1,657,166) | (1,639,971) | (1,622,776) | (1,605,581) | (1,588,386) | (1,571,191) |
|                      | 9,000       | (1,783,226)        | (1,749,279) | (1,732,084) | (1,714,889) | (1,697,694) | (1,680,499) | (1,663,304) |
|                      | 10,500      | (1,875,382)        | (1,842,391) | (1,825,196) | (1,808,001) | (1,790,806) | (1,773,611) | (1,756,416) |
|                      | 12,000      | (1,967,538)        | (1,935,004) | (1,917,809) | (1,900,614) | (1,883,419) | (1,866,224) | (1,849,029) |
|                      | 13,500      | (2,059,694)        | (2,027,521) | (2,010,326) | (1,993,131) | (1,975,936) | (1,958,741) | (1,941,546) |
|                      | 15,000      | (2,151,850)        | (2,120,287) | (2,103,092) | (2,085,897) | (2,068,702) | (2,051,507) | (2,034,312) |
|                      | 16,500      | (2,244,006)        | (2,212,963) | (2,200,568) | (2,188,173) | (2,175,778) | (2,163,383) | (2,150,988) |
|                      | 18,000      | (2,336,162)        | (2,305,639) | (2,293,244) | (2,280,849) | (2,268,454) | (2,256,059) | (2,243,664) |
|                      | 19,500      | (2,428,318)        | (2,398,305) | (2,385,910) | (2,373,515) | (2,361,120) | (2,348,725) | (2,336,330) |
|                      | 21,000      | (2,520,474)        | (2,491,071) | (2,478,676) | (2,466,281) | (2,453,886) | (2,441,491) | (2,429,096) |
|                      | 22,500      | (2,612,630)        | (2,583,827) | (2,571,432) | (2,559,037) | (2,546,642) | (2,534,247) | (2,521,852) |
|                      | 24,000      | (2,704,786)        | (2,676,583) | (2,664,188) | (2,651,793) | (2,639,398) | (2,626,903) | (2,614,408) |
|                      | 25,500      | (2,796,942)        | (2,769,339) | (2,756,944) | (2,744,549) | (2,732,154) | (2,719,759) | (2,707,364) |
|                      | 27,000      | (2,889,098)        | (2,862,095) | (2,849,700) | (2,837,305) | (2,824,910) | (2,812,515) | (2,800,120) |
|                      | 28,500      | (2,981,254)        | (2,954,851) | (2,942,456) | (2,930,061) | (2,917,666) | (2,905,271) | (2,892,876) |
| 30,000               | (3,073,410) | (3,047,607)        | (3,035,212) | (3,022,817) | (3,010,422) | (2,998,027) | (2,985,632) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

|         | Balance (RLV - TLV) | AH - % on site 35% |             |             |             |             |             |             |
|---------|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|         |                     | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|         | (1,200,923)         |                    |             |             |             |             |             |             |
| 50,000  |                     | (1,105,839)        | (1,071,033) | (1,053,629) | (1,036,226) | (1,018,823) | (1,001,419) | (984,016)   |
| 75,000  |                     | (1,140,544)        | (1,105,738) | (1,088,335) | (1,070,931) | (1,053,528) | (1,036,125) | (1,018,721) |
| 100,000 |                     | (1,175,250)        | (1,140,443) | (1,123,040) | (1,105,636) | (1,088,233) | (1,070,830) | (1,053,426) |
| 125,000 |                     | (1,209,955)        | (1,175,148) | (1,157,745) | (1,140,341) | (1,122,938) | (1,105,535) | (1,088,131) |
| 150,000 |                     | (1,244,660)        | (1,209,853) | (1,192,450) | (1,175,046) | (1,157,643) | (1,140,240) | (1,122,836) |
| 175,000 |                     | (1,279,365)        | (1,244,558) | (1,227,155) | (1,209,751) | (1,192,348) | (1,174,945) | (1,157,541) |
| 200,000 |                     | (1,314,070)        | (1,279,263) | (1,261,860) | (1,244,456) | (1,227,053) | (1,209,650) | (1,192,246) |
| 225,000 |                     | (1,348,775)        | (1,313,968) | (1,296,565) | (1,279,162) | (1,261,758) | (1,244,355) | (1,226,952) |
| 250,000 |                     | (1,383,480)        | (1,348,673) | (1,331,270) | (1,313,867) | (1,296,463) | (1,279,060) | (1,261,657) |
| 275,000 |                     | (1,418,185)        | (1,383,378) | (1,365,975) | (1,348,572) | (1,331,168) | (1,313,765) | (1,296,362) |

|     | Balance (RLV - TLV) | AH - % on site 35% |             |             |             |             |             |             |
|-----|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|     |                     | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|     | (1,200,923)         |                    |             |             |             |             |             |             |
| 50  |                     | (1,743,502)        | (1,708,695) | (1,691,471) | (1,674,276) | (1,657,080) | (1,639,885) | (1,622,690) |
| 55  |                     | (1,656,212)        | (1,621,406) | (1,604,002) | (1,586,738) | (1,569,543) | (1,552,348) | (1,535,153) |
| 60  |                     | (1,583,471)        | (1,548,664) | (1,531,261) | (1,513,858) | (1,496,595) | (1,479,400) | (1,462,205) |
| 65  |                     | (1,521,920)        | (1,487,114) | (1,469,710) | (1,452,307) | (1,434,904) | (1,417,675) | (1,400,480) |
| 70  |                     | (1,469,163)        | (1,434,356) | (1,416,953) | (1,399,550) | (1,382,146) | (1,364,743) | (1,347,573) |
| 75  |                     | (1,423,440)        | (1,388,633) | (1,371,230) | (1,353,826) | (1,336,423) | (1,319,020) | (1,301,720) |
| 80  |                     | (1,383,432)        | (1,348,625) | (1,331,222) | (1,313,819) | (1,296,415) | (1,279,012) | (1,261,609) |
| 85  |                     | (1,348,131)        | (1,313,324) | (1,295,921) | (1,278,518) | (1,261,114) | (1,243,711) | (1,226,308) |
| 90  |                     | (1,316,752)        | (1,281,946) | (1,264,542) | (1,247,139) | (1,229,736) | (1,212,332) | (1,194,929) |
| 95  |                     | (1,288,677)        | (1,253,870) | (1,236,467) | (1,219,063) | (1,201,660) | (1,184,257) | (1,166,853) |
| 100 |                     | (1,263,409)        | (1,228,602) | (1,211,199) | (1,193,795) | (1,176,392) | (1,158,989) | (1,141,585) |

|      | Balance (RLV - TLV) | AH - % on site 35% |              |              |              |              |              |              |
|------|---------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|
|      |                     | 0%                 | 10%          | 15%          | 20%          | 25%          | 30%          | 35%          |
|      | (1,200,923)         |                    |              |              |              |              |              |              |
| 95%  |                     | (980,799)          | (944,752)    | (926,729)    | (908,705)    | (890,682)    | (872,659)    | (854,635)    |
| 100% |                     | (1,322,746)        | (1,287,939)  | (1,270,536)  | (1,253,133)  | (1,235,729)  | (1,218,326)  | (1,200,923)  |
| 105% |                     | (1,665,767)        | (1,632,521)  | (1,615,898)  | (1,599,275)  | (1,582,652)  | (1,566,029)  | (1,549,406)  |
| 110% |                     | (2,010,426)        | (2,164,359)  | (2,505,185)  | (2,846,010)  | (3,186,835)  | (3,527,661)  | (3,868,486)  |
| 115% |                     | (3,839,559)        | (4,529,037)  | (4,873,776)  | (5,218,515)  | (5,563,254)  | (5,907,993)  | (6,252,732)  |
| 120% |                     | (6,196,409)        | (6,893,715)  | (7,242,367)  | (7,591,020)  | (7,939,673)  | (8,288,326)  | (8,636,979)  |
| 125% |                     | (8,553,260)        | (9,258,392)  | (9,610,959)  | (9,963,525)  | (10,316,092) | (10,668,658) | (11,021,225) |
| 130% |                     | (10,910,110)       | (11,623,070) | (11,979,550) | (12,336,031) | (12,692,511) | (13,048,991) | (13,405,471) |

|      | Balance (RLV - TLV) | AH - % on site 0% |              |              |              |             |             |             |
|------|---------------------|-------------------|--------------|--------------|--------------|-------------|-------------|-------------|
|      |                     | 0%                | 10%          | 15%          | 20%          | 25%         | 30%         | 35%         |
|      | (1,200,923)         |                   |              |              |              |             |             |             |
| 75%  |                     | (12,096,779)      | (11,229,998) | (10,796,607) | (10,363,217) | (9,929,826) | (9,496,435) | (9,063,045) |
| 80%  |                     | (9,031,225)       | (8,470,999)  | (8,190,886)  | (7,910,773)  | (7,630,660) | (7,350,547) | (7,070,434) |
| 85%  |                     | (5,965,671)       | (5,712,000)  | (5,585,165)  | (5,458,330)  | (5,331,495) | (5,204,659) | (5,077,824) |
| 90%  |                     | (2,900,117)       | (2,953,001)  | (2,979,444)  | (3,005,886)  | (3,032,329) | (3,058,771) | (3,085,214) |
| 95%  |                     | (1,691,500)       | (1,620,070)  | (1,584,355)  | (1,548,640)  | (1,512,926) | (1,477,211) | (1,441,496) |
| 100% |                     | (1,322,746)       | (1,287,939)  | (1,270,536)  | (1,253,133)  | (1,235,729) | (1,218,326) | (1,200,923) |
| 105% |                     | (956,011)         | (957,627)    | (958,435)    | (959,243)    | (960,051)   | (960,858)   | (961,671)   |
| 110% |                     | (590,812)         | (628,841)    | (647,915)    | (666,989)    | (686,063)   | (705,137)   | (724,211)   |
| 115% |                     | (234,506)         | (301,971)    | (339,065)    | (376,160)    | (413,255)   | (450,350)   | (487,445)   |
| 120% |                     | 76,834            | (17,890)     | (65,252)     | (112,614)    | (159,976)   | (207,371)   | (254,882)   |
| 125% |                     | 387,218           | 261,455      | 198,574      | 135,693      | 72,812      | 9,930       | (52,951)    |

|     | Balance (RLV - TLV) | Site Specific S106 |             |             |             |             |             |             |
|-----|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|     |                     | £1,500             | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      |
|     | (1,200,923)         | -                  | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |
| 0   |                     | (718,263)          | (809,765)   | (901,268)   | (993,323)   | (1,085,379) | (1,177,435) | (1,269,723) |
| 20  |                     | (772,608)          | (864,111)   | (955,941)   | (1,047,997) | (1,140,053) | (1,232,115) | (1,324,727) |
| 40  |                     | (826,954)          | (918,559)   | (1,010,615) | (1,102,671) | (1,194,727) | (1,287,119) | (1,379,732) |
| 60  |                     | (881,299)          | (973,233)   | (1,065,289) | (1,157,345) | (1,249,512) | (1,342,124) | (1,434,736) |
| 80  |                     | (935,851)          | (1,027,907) | (1,119,963) | (1,212,019) | (1,304,516) | (1,397,129) | (1,489,741) |
| 100 |                     | (990,525)          | (1,082,581) | (1,174,637) | (1,266,908) | (1,359,521) | (1,452,133) | (1,544,745) |
| 120 |                     | (1,045,199)        | (1,137,255) | (1,229,311) | (1,321,913) | (1,414,525) | (1,507,138) | (1,628,499) |
| 140 |                     | (1,099,873)        | (1,191,929) | (1,284,305) | (1,376,917) | (1,469,530) | (1,571,328) | (2,204,630) |
| 160 |                     | (1,154,547)        | (1,246,697) | (1,339,309) | (1,431,922) | (1,524,534) | (1,617,146) | (2,580,762) |
| 180 |                     | (1,209,221)        | (1,301,701) | (1,394,314) | (1,486,926) | (1,690,290) | (2,323,592) | (2,956,894) |
| 200 |                     | (1,264,093)        | (1,356,706) | (1,449,318) | (1,541,931) | (2,066,421) | (2,699,724) | (3,333,026) |
| 220 |                     | (1,319,098)        | (1,411,710) | (1,504,323) | (1,609,251) | (2,442,553) | (3,075,855) | (3,709,158) |
| 240 |                     | (1,374,103)        | (1,466,715) | (1,559,327) | (2,185,383) | (2,818,685) | (3,451,987) | (4,085,289) |
| 260 |                     | (1,429,107)        | (1,521,719) | (1,928,213) | (2,561,515) | (3,194,817) | (3,828,119) | (4,461,421) |
| 280 |                     | (1,484,112)        | (1,671,042) | (2,304,344) | (2,937,647) | (3,570,949) | (4,204,251) | (4,837,553) |
| 300 |                     | (1,539,116)        | (2,047,174) | (2,680,476) | (3,313,778) | (3,947,080) | (4,580,383) | (5,213,685) |
| 320 |                     | (1,790,004)        | (2,423,306) | (3,056,608) | (3,689,910) | (4,323,212) | (4,956,514) | (5,589,817) |
| 340 |                     | (2,166,135)        | (2,799,438) | (3,432,740) | (4,066,042) | (4,699,344) | (5,332,646) | (5,965,948) |
| 360 |                     | (2,542,267)        | (3,175,569) | (3,808,872) | (4,442,174) | (5,075,476) | (5,708,778) | (6,342,080) |
| 380 |                     | (2,918,399)        | (3,551,701) | (4,185,003) | (4,818,306) | (5,451,608) | (6,084,910) | (6,718,212) |
| 400 |                     | (3,294,531)        | (3,927,833) | (4,561,135) | (5,194,437) | (5,827,739) | (6,461,042) | (7,094,344) |

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 70 Units                             |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 1.5                                  | 0.0%                     | 0.0        | 2%                          | 1.5                |         |         |  |
| 2 bed House                            | 20.9%                   | 9.5                                  | 0.0%                     | 0.0        | 14%                         | 9.5                |         |         |  |
| 3 bed House                            | 40.8%                   | 18.6                                 | 23.5%                    | 5.8        | 35%                         | 24.3               |         |         |  |
| 4 bed House                            | 35.0%                   | 15.9                                 | 2.8%                     | 0.7        | 24%                         | 16.6               |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 4.0        | 6%                          | 4.0                |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 57.4%                    | 14.1       | 20%                         | 14.1               |         |         |  |
| Total number of units                  | 100.0%                  | 45.5                                 | 100.0%                   | 24.5       | 100%                        | 70.0               |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 87                      | 937                                  | 0                        | 0          | 87                          | 937                |         |         |  |
| 2 bed House                            | 751                     | 8,086                                | 0                        | 0          | 751                         | 8,086              |         |         |  |
| 3 bed House                            | 1,671                   | 17,984                               | 484                      | 5,208      | 2,155                       | 23,192             |         |         |  |
| 4 bed House                            | 1,752                   | 18,856                               | 65                       | 703        | 1,817                       | 19,559             |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 236                      | 2,541      | 236                         | 2,541              |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 1,009                    | 10,863     | 1,009                       | 10,863             |         |         |  |
|                                        | 4,261                   | 45,863                               | 1,794                    | 19,316     | 6,055                       | 65,179             |         |         |  |
| AH % by floor area:                    |                         | 29.63% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 270,270            |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 2,377,375          |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 7,053,946          |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 5,809,563          |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 642,096            |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 2,671,970          |         |         |  |
|                                        |                         |                                      |                          |            |                             | 18,825,219         |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

| GROSS DEVELOPMENT VALUE                     |             |   |                           |                                 |
|---------------------------------------------|-------------|---|---------------------------|---------------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |             |   |                           |                                 |
| 1 bed House                                 | 1.5         | @ | 180,000                   | 270,270                         |
| 2 bed House                                 | 9.5         | @ | 250,000                   | 2,377,375                       |
| 3 bed House                                 | 18.6        | @ | 290,000                   | 5,383,560                       |
| 4 bed House                                 | 15.9        | @ | 350,000                   | 5,573,750                       |
| 5 bed House                                 | 0.0         | @ | 0                         | -                               |
| 1 bed Flat                                  | 0.0         | @ | 160,000                   | -                               |
| 2 bed Flat                                  | 0.0         | @ | 190,000                   | -                               |
|                                             | 45.5        |   |                           | 13,604,955                      |
| <b>Affordable Rent GDV -</b>                |             |   |                           |                                 |
| 1 bed House                                 | 0.0         | @ | 90,000                    | -                               |
| 2 bed House                                 | 0.0         | @ | 125,000                   | -                               |
| 3 bed House                                 | 3.1         | @ | 145,000                   | 442,652                         |
| 4 bed House                                 | 0.4         | @ | 175,000                   | 62,490                          |
| 5 bed House                                 | 0.0         | @ | 0                         | -                               |
| 1 bed Flat                                  | 2.1         | @ | 80,000                    | 170,155                         |
| 2 bed Flat                                  | 7.5         | @ | 95,000                    | 708,072                         |
|                                             | 13.0        |   |                           | 1,383,370                       |
| <b>Shared ownership</b>                     |             |   |                           |                                 |
| 1 bed House                                 | 0.0         | @ | 126,000                   | -                               |
| 2 bed House                                 | 0.0         | @ | 175,000                   | -                               |
| 3 bed House                                 | 1.4         | @ | 203,000                   | 282,785                         |
| 4 bed House                                 | 0.2         | @ | 245,000                   | 41,333                          |
| 5 bed House                                 | 0.0         | @ | 0                         | -                               |
| 1 bed Flat                                  | 1.0         | @ | 112,000                   | 112,547                         |
| 2 bed Flat                                  | 3.5         | @ | 133,000                   | 468,343                         |
|                                             | 6.1         |   |                           | 915,008                         |
| <b>Intermediate</b>                         |             |   |                           |                                 |
| 2 bed House                                 | 0.0         | @ | 144,000                   | -                               |
| 3 bed House                                 | 0.0         | @ | 200,000                   | -                               |
| 4 bed House                                 | 1.2         | @ | 232,000                   | 288,643                         |
| 5 bed House                                 | 0.1         | @ | 250,000                   | 36,383                          |
| 1 bed Flat                                  | 0.0         | @ | 0                         | -                               |
| 2 bed Flat                                  | 0.9         | @ | 128,000                   | 110,954                         |
| 0.00%                                       | 3.0         | @ | 152,000                   | 461,716                         |
|                                             | 5.3         |   |                           | 897,696                         |
| <b>Sub-total GDV Residential</b>            | <b>69.9</b> |   |                           | <b>16,801,029</b>               |
| <i>AH on-site cost analysis:</i>            |             |   |                           | <i>£MV less £GDV</i> 2,024,190  |
|                                             |             |   | 334 £ psm (total GIA sqm) | 28,917 £ per unit (total units) |
| <b>Grant</b>                                | 70          | @ | 0                         | -                               |
| <b>Total GDV</b>                            |             |   |                           | <b>16,801,029</b>               |

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

| DEVELOPMENT COSTS                                                    |       |                          |                                |                       |                     |
|----------------------------------------------------------------------|-------|--------------------------|--------------------------------|-----------------------|---------------------|
| <b>Initial Payments -</b>                                            |       |                          |                                |                       |                     |
| Planning Application Professional Fees, Surveys and reports          |       |                          |                                |                       | (60,000)            |
| Statutory Planning Fees (Residential)                                |       |                          |                                |                       | (21,349)            |
| CIL                                                                  |       |                          |                                |                       | (610,537)           |
| CIL analysis:                                                        |       | 4,261 sqm                | 143.29 £ psm                   |                       |                     |
|                                                                      |       | 3.63% % of GDV           | 8,722 £ per unit (total units) |                       |                     |
| <b>Site Specific S106 Contributions</b>                              |       |                          |                                |                       |                     |
| Year 1                                                               |       | 0                        |                                |                       | -                   |
| Year 2                                                               |       | 0                        |                                |                       | -                   |
| Year 3                                                               |       | 0                        |                                |                       | -                   |
| Year 4                                                               |       | 0                        |                                |                       | -                   |
| Year 5                                                               |       | 0                        |                                |                       | -                   |
| Year 6                                                               |       | 0                        |                                |                       | -                   |
| Year 7                                                               |       | 0                        |                                |                       | -                   |
| Year 8                                                               |       | 0                        |                                |                       | -                   |
| Year 9                                                               |       | 0                        |                                |                       | -                   |
| Year 10                                                              |       | 0                        |                                |                       | -                   |
| total                                                                |       | 70 units @               | 1,500 per unit                 | (105,000)             | (105,000)           |
| S106 analysis:                                                       |       | 0.62% % of GDV           | 1,500 £ per unit (total units) |                       |                     |
| AH Commuted Sum                                                      |       | 6,055 sqm (total)        | 0 £ psm                        |                       | -                   |
| Comm. Sum analysis:                                                  |       | 0.00% % of GDV           |                                |                       |                     |
| <b>Construction Costs -</b>                                          |       |                          |                                |                       |                     |
| Site Clearance and Demolition                                        |       |                          |                                |                       | (432,425)           |
| <b>Infrastructure costs -</b>                                        |       |                          |                                |                       |                     |
| Policy SP10 - Climate Change                                         |       | 2,557 per dwelling       |                                |                       | (178,990)           |
| Policy LP32 - Electric charging point                                |       | 1,000 per dwelling       |                                |                       | (70,000)            |
| Policy SP09 - Cross-boundary mitigate                                |       | 121.89 per dwelling      |                                |                       | (8,532)             |
| Policy LP18 - Biodiversity & Geodiversity                            |       | 42,545 per gross hectare |                                |                       | (84,607)            |
| Policy LP25 - Sustainable Construction                               |       | 3,500 per dwelling       |                                |                       | (245,000)           |
| total                                                                |       | 3.93 acres @             | 0 per acre                     | (587,129)             | -                   |
| Infra. Costs analysis:                                               |       | 3.49% % of GDV           | 8,388 £ per unit (total units) |                       |                     |
| 1 bed House                                                          |       | 87 sqm @                 | 1,155 psm                      |                       | (100,585)           |
| 2 bed House                                                          |       | 751 sqm @                | 1,155 psm                      |                       | (867,694)           |
| 3 bed House                                                          |       | 2,155 sqm @              | 1,155 psm                      |                       | (2,488,558)         |
| 4 bed House                                                          |       | 1,817 sqm @              | 1,155 psm                      |                       | (2,098,755)         |
| 5 bed House                                                          |       | - sqm @                  | 1,155 psm                      |                       | -                   |
| 1 bed Flat                                                           |       | 236 sqm @                | 1,298 psm                      |                       | (305,940)           |
| 2 bed Flat                                                           | 6,055 | 1,009 sqm @              | 1,298 psm                      |                       | (1,307,958)         |
| <b>External works</b>                                                |       |                          |                                |                       |                     |
|                                                                      |       | 7,169,491 @              | 15.0%                          |                       | (1,075,424)         |
|                                                                      |       |                          | 15,363 £ per unit              |                       |                     |
| M4(2) Category 2 Housing                                             |       | 50% of All units         | 70 units @                     | 521 £ per dwelling    | (18,235)            |
| M4(3) Category 3 Housing                                             |       | 0% of All units          | 70 units @                     | 10,307 £ per dwelling | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |       |                          | 70 units @                     | 9 £ per dwelling      | (630)               |
| <b>Contingency</b>                                                   |       |                          |                                |                       |                     |
|                                                                      |       | 9,283,333 @              | 5.0%                           |                       | (464,167)           |
| <b>Professional Fees</b>                                             |       |                          |                                |                       |                     |
|                                                                      |       | 9,283,333 @              | 10.0%                          |                       | (928,333)           |
| <b>Disposal Costs -</b>                                              |       |                          |                                |                       |                     |
| Marketing and Promotion                                              |       | 13,604,955 OMS @         | 1.50%                          |                       | (204,074)           |
| Residential Sales Agent Costs                                        |       | 13,604,955 OMS @         | 1.50%                          |                       | (204,074)           |
| Residential Sales Legal Costs                                        |       | 13,604,955 OMS @         | 0.50%                          |                       | (68,025)            |
| <b>Interest (on Development Costs) -</b>                             |       |                          |                                |                       |                     |
|                                                                      |       | 7.50% APR                | 0.604% pcm                     |                       | (363,268)           |
| <b>Developers Profit -</b>                                           |       |                          |                                |                       |                     |
| Margin on AH                                                         |       | 2,298,378                | 6.00% on AH values             |                       | (137,903)           |
| Profit on GDV                                                        |       | 13,604,955               | 20.00%                         |                       | (2,720,991)         |
|                                                                      |       | 12,312,160               | 22.10% on costs                | (2,720,991)           |                     |
|                                                                      |       | 15,903,333               | 17.98% blended                 | (2,858,894)           |                     |
| <b>TOTAL COSTS</b>                                                   |       |                          |                                |                       | <b>(15,171,054)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 1,629,974        |
| SDLT                        | 1,629,974 @       |                  | 5.0% (slabbed)     | (70,999)         |
| Acquisition Agent fees      | 1,629,974 @       |                  | 1.0%               | (16,300)         |
| Acquisition Legal fees      | 1,629,974 @       |                  | 0.5%               | (8,150)          |
| Interest on Land            | 1,629,974 @       |                  | 7.5%               | (122,248)        |
| Residual Land Value         |                   |                  |                    | <b>1,412,278</b> |
| <i>RLV analysis:</i>        | 20,175 £ per plot | 887,718 £ per ha | 359,254 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 44.0 dp net ha       |                        |                |
| Site Area (Resi)         |                   | 1.59 net ha          | 3.93 net acres         |                |
| <i>Density analysis:</i> |                   | 3,806 sqm/ha         | 16,580 sqft/ac         |                |
| Threshold Land Value     | 11,583 £ per plot | 509,644 £ per net ha | 206,250 £ per net acre | <b>810,797</b> |
|                          |                   | 80% Gross to net     | 1.99 Gross hectares    |                |

| BALANCE           |  |                  |                    |                |
|-------------------|--|------------------|--------------------|----------------|
| Surplus/(Deficit) |  | 378,074 £ per ha | 153,004 £ per acre | <b>601,481</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

| SENSITIVITY ANALYSIS        |           | AH - % on site 35% |           |           |             |             |             |             |
|-----------------------------|-----------|--------------------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)         | 601,481   | 0%                 | 10%       | 15%       | 20%         | 25%         | 30%         | 35%         |
| CIL Epsm<br>143.29          | 0         | 2,871,023          | 2,397,276 | 2,160,168 | 1,923,059   | 1,685,951   | 1,448,843   | 1,211,735   |
|                             | 20        | 2,741,980          | 2,280,715 | 2,050,082 | 1,819,450   | 1,588,817   | 1,358,014   | 1,127,081   |
|                             | 40        | 2,612,468          | 2,164,154 | 1,939,997 | 1,715,643   | 1,491,225   | 1,266,807   | 1,042,389   |
|                             | 60        | 2,482,956          | 2,047,213 | 1,829,310 | 1,611,407   | 1,393,504   | 1,175,600   | 957,452     |
|                             | 80        | 2,352,725          | 1,929,948 | 1,718,559 | 1,507,171   | 1,295,589   | 1,083,918   | 872,248     |
|                             | 100       | 2,222,430          | 1,812,626 | 1,607,510 | 1,402,393   | 1,197,277   | 992,161     | 787,019     |
|                             | 120       | 2,091,776          | 1,694,651 | 1,496,089 | 1,297,527   | 1,098,965   | 900,166     | 701,301     |
|                             | 140       | 1,960,693          | 1,576,677 | 1,384,666 | 1,192,395   | 1,000,124   | 807,853     | 615,582     |
|                             | 160       | 1,829,605          | 1,458,250 | 1,272,573 | 1,086,895   | 901,218     | 715,540     | 529,863     |
|                             | 180       | 1,697,730          | 1,339,562 | 1,160,479 | 981,395     | 802,312     | 623,228     | 444,144     |
|                             | 200       | 1,565,855          | 1,220,875 | 1,048,385 | 875,895     | 703,405     | 530,915     | 358,425     |
|                             | 220       | 1,433,980          | 1,102,187 | 936,291   | 770,395     | 604,499     | 438,504     | 272,293     |
|                             | 240       | 1,302,105          | 983,500   | 824,197   | 664,787     | 505,210     | 345,633     | 186,056     |
|                             | 260       | 1,170,229          | 864,536   | 711,593   | 558,649     | 405,706     | 252,762     | 99,819      |
|                             | 280       | 1,037,751          | 745,131   | 598,821   | 452,512     | 306,202     | 159,892     | 13,582      |
|                             | 300       | 905,078            | 625,726   | 486,050   | 346,374     | 206,698     | 67,021      | (72,655)    |
|                             | 320       | 772,406            | 506,321   | 373,278   | 240,236     | 107,193     | (25,849)    | (159,194)   |
|                             | 340       | 639,734            | 386,916   | 260,507   | 134,098     | 7,436       | (119,258)   | (245,952)   |
|                             | 360       | 507,062            | 267,391   | 147,371   | 27,350      | (92,670)    | (212,690)   | (332,711)   |
|                             | 380       | 373,957            | 147,264   | 33,917    | (79,429)    | (192,776)   | (306,122)   | (419,469)   |
| 400                         | 240,483   | 27,137             | (79,536)  | (186,209) | (292,881)   | (399,554)   | (506,227)   |             |
| 420                         | 107,009   | (92,990)           | (192,989) | (292,988) | (392,987)   | (492,986)   | (593,192)   |             |
| 440                         | (26,465)  | (213,116)          | (306,442) | (399,767) | (493,235)   | (586,855)   | (680,474)   |             |
| 460                         | (159,940) | (333,243)          | (420,134) | (507,040) | (593,946)   | (680,851)   | (767,757)   |             |
| 480                         | (293,698) | (454,081)          | (534,273) | (614,465) | (694,656)   | (774,848)   | (863,951)   |             |
| Balance (RLV - TLV)         | 601,481   | 0%                 | 10%       | 15%       | 20%         | 25%         | 30%         | 35%         |
| Site Specific S106<br>1,500 | -         | 2,044,114          | 1,662,254 | 1,471,324 | 1,280,394   | 1,089,464   | 898,286     | 707,099     |
|                             | 1,500     | 1,939,130          | 1,557,270 | 1,366,227 | 1,175,041   | 983,854     | 792,668     | 601,481     |
|                             | 3,000     | 1,834,146          | 1,451,795 | 1,260,609 | 1,069,422   | 878,236     | 687,049     | 495,863     |
|                             | 4,500     | 1,728,550          | 1,346,177 | 1,154,990 | 963,804     | 772,617     | 581,431     | 390,244     |
|                             | 6,000     | 1,622,931          | 1,240,558 | 1,049,372 | 858,185     | 666,999     | 475,813     | 284,284     |
|                             | 7,500     | 1,517,313          | 1,134,940 | 943,754   | 752,567     | 561,335     | 369,681     | 178,028     |
|                             | 9,000     | 1,411,695          | 1,029,322 | 838,135   | 646,732     | 455,079     | 263,425     | 71,771      |
|                             | 10,500    | 1,306,076          | 923,703   | 732,129   | 540,476     | 348,822     | 157,168     | (34,486)    |
|                             | 12,000    | 1,200,458          | 817,527   | 625,873   | 434,219     | 242,565     | 50,911      | (140,935)   |
|                             | 13,500    | 1,094,577          | 711,270   | 519,616   | 327,962     | 136,308     | (55,501)    | (247,835)   |
|                             | 15,000    | 988,321            | 605,013   | 413,359   | 221,705     | 29,933      | (162,400)   | (354,734)   |
|                             | 16,500    | 882,064            | 498,756   | 307,102   | 115,367     | (76,966)    | (269,300)   | (461,633)   |
|                             | 18,000    | 775,807            | 392,499   | 200,801   | 8,468       | (183,865)   | (376,199)   | (568,590)   |
|                             | 19,500    | 669,550            | 286,236   | 93,902    | (98,431)    | (290,764)   | (483,098)   | (676,136)   |
|                             | 21,000    | 563,293            | 179,336   | (12,997)  | (205,330)   | (397,664)   | (590,455)   | (783,681)   |
|                             | 22,500    | 457,037            | 72,437    | (119,896) | (312,229)   | (504,774)   | (698,000)   | (906,029)   |
|                             | 24,000    | 350,205            | (34,462)  | (226,795) | (419,128)   | (612,319)   | (806,400)   | (1,031,081) |
| 25,500                      | 243,306   | (141,361)          | (333,694) | (526,638) | (719,865)   | (931,453)   | (1,156,819) |             |
| 27,000                      | 136,407   | (248,260)          | (440,958) | (634,184) | (831,824)   | (1,056,658) | (1,282,628) |             |
| 28,500                      | 29,507    | (355,277)          | (548,503) | (741,729) | (956,876)   | (1,182,467) | (1,408,436) |             |
| 30,000                      | (77,392)  | (462,822)          | (656,048) | (857,248) | (1,082,306) | (1,308,275) | (1,534,245) |             |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

|                     | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |           |
| Balance (RLV - TLV) | 601,481            |           |           |           |           |           |           |           |
|                     | 50,000             | 2,553,370 | 2,171,510 | 1,980,467 | 1,789,281 | 1,598,094 | 1,406,908 | 1,215,721 |
|                     | 75,000             | 2,455,092 | 2,073,232 | 1,882,189 | 1,691,002 | 1,499,816 | 1,308,629 | 1,117,443 |
| TLV (per net acre)  | 100,000            | 2,356,813 | 1,974,953 | 1,783,910 | 1,592,724 | 1,401,537 | 1,210,351 | 1,019,164 |
| 206,250             | 125,000            | 2,258,535 | 1,876,675 | 1,685,632 | 1,494,445 | 1,303,259 | 1,112,072 | 920,886   |
|                     | 150,000            | 2,160,256 | 1,778,397 | 1,587,353 | 1,396,167 | 1,204,980 | 1,013,794 | 822,608   |
|                     | 175,000            | 2,061,978 | 1,680,118 | 1,489,075 | 1,297,889 | 1,106,702 | 915,516   | 724,329   |
|                     | 200,000            | 1,963,700 | 1,581,840 | 1,390,797 | 1,199,610 | 1,008,424 | 817,237   | 626,051   |
|                     | 225,000            | 1,865,421 | 1,483,561 | 1,292,518 | 1,101,332 | 910,145   | 718,959   | 527,772   |
|                     | 250,000            | 1,767,143 | 1,385,283 | 1,194,240 | 1,003,053 | 811,867   | 620,680   | 429,494   |
|                     | 275,000            | 1,668,864 | 1,287,005 | 1,095,961 | 904,775   | 713,588   | 522,402   | 331,215   |

|                     | AH - % on site 35% |             |             |              |              |              |              |              |
|---------------------|--------------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|
|                     | 0%                 | 10%         | 15%         | 20%          | 25%          | 30%          | 35%          |              |
| Balance (RLV - TLV) | 601,481            |             |             |              |              |              |              |              |
|                     | 5                  | (9,320,338) | (9,780,730) | (10,012,076) | (10,245,447) | (11,163,909) | (13,886,088) | (16,608,266) |
|                     | 10                 | (2,811,998) | (3,197,295) | (3,390,521)  | (3,588,101)  | (3,813,003)  | (4,038,973)  | (4,264,942)  |
| Density (dph)       | 15                 | (758,406)   | (1,141,714) | (1,333,368)  | (1,525,544)  | (1,717,877)  | (1,910,211)  | (2,102,544)  |
| 44                  | 20                 | 266,273     | (116,424)   | (308,078)    | (499,731)    | (691,385)    | (883,039)    | (1,074,693)  |
|                     | 25                 | 879,895     | 497,522     | 306,335      | 115,149      | (76,211)     | (267,865)    | (459,519)    |
|                     | 30                 | 1,288,976   | 906,603     | 715,416      | 524,230      | 333,043      | 141,857      | (49,403)     |
|                     | 35                 | 1,581,177   | 1,198,804   | 1,007,617    | 816,431      | 625,244      | 434,058      | 242,871      |
|                     | 40                 | 1,800,021   | 1,417,954   | 1,226,768    | 1,035,581    | 844,395      | 653,208      | 462,022      |
|                     | 45                 | 1,970,043   | 1,588,183   | 1,397,218    | 1,206,032    | 1,014,845    | 823,659      | 632,472      |
|                     | 50                 | 2,106,060   | 1,724,201   | 1,533,271    | 1,342,341    | 1,151,205    | 960,019      | 768,832      |
|                     | 55                 | 2,217,347   | 1,835,488   | 1,644,558    | 1,453,628    | 1,262,698    | 1,071,586    | 880,400      |

|                     | AH - % on site 35% |           |             |             |             |             |             |             |
|---------------------|--------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     | 0%                 | 10%       | 15%         | 20%         | 25%         | 30%         | 35%         |             |
| Balance (RLV - TLV) | 601,481            |           |             |             |             |             |             |             |
|                     | 95%                | 2,402,431 | 2,013,882   | 1,819,608   | 1,625,333   | 1,431,059   | 1,236,784   | 1,042,510   |
|                     | 100%               | 1,939,130 | 1,557,270   | 1,366,227   | 1,175,041   | 983,854     | 792,668     | 601,481     |
| Build rate (Epsm)   | 105%               | 1,472,259 | 1,096,974   | 909,331     | 721,688     | 533,835     | 345,746     | 157,657     |
|                     | 110%               | 1,003,925 | 634,878     | 450,354     | 265,831     | 81,307      | (103,662)   | (288,822)   |
|                     | 115%               | 533,572   | 170,955     | (10,618)    | (192,191)   | (373,765)   | (655,587)   | (737,988)   |
|                     | 120%               | 60,906    | (295,068)   | (473,615)   | (652,408)   | (836,232)   | (1,044,208) | (1,253,293) |
|                     | 125%               | (413,294) | (763,663)   | (961,402)   | (1,166,055) | (1,370,919) | (1,575,783) | (1,781,943) |
|                     | 130%               | (903,848) | (1,304,786) | (1,505,429) | (1,706,399) | (1,908,427) | (2,110,456) | (2,313,833) |

|                             | AH - % on site 0% |             |             |             |             |             |             |             |
|-----------------------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                             | 0%                | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |             |
| Balance (RLV - TLV)         | 601,481           |             |             |             |             |             |             |             |
|                             | 75%               | (1,838,221) | (1,863,084) | (1,875,515) | (1,887,946) | (1,900,410) | (1,913,198) | (1,925,987) |
|                             | 80%               | (981,490)   | (1,091,489) | (1,146,488) | (1,201,488) | (1,256,488) | (1,311,487) | (1,366,487) |
| Cahnges in sales values (£) | 85%               | (225,768)   | (392,489)   | (476,000)   | (559,619)   | (643,239)   | (726,858)   | (812,135)   |
|                             | 90%               | 499,640     | 260,832     | 141,427     | 21,980      | (97,705)    | (217,074)   | (337,074)   |
|                             | 95%               | 1,221,049   | 910,550     | 755,301     | 600,020     | 444,491     | 288,962     | 133,433     |
|                             | 100%              | 1,939,130   | 1,557,270   | 1,366,227   | 1,175,041   | 983,854     | 792,668     | 601,481     |
|                             | 105%              | 2,652,311   | 2,199,576   | 1,973,208   | 1,746,840   | 1,520,472   | 1,294,104   | 1,067,506   |
|                             | 110%              | 3,360,642   | 2,837,942   | 2,576,464   | 2,314,868   | 2,053,271   | 1,791,675   | 1,530,079   |
|                             | 115%              | 4,065,699   | 3,472,921   | 3,176,532   | 2,880,017   | 2,583,369   | 2,286,721   | 1,990,073   |
|                             | 120%              | 4,768,164   | 4,105,562   | 3,774,260   | 3,442,807   | 3,111,251   | 2,779,696   | 2,448,140   |
|                             | 125%              | 5,468,667   | 4,736,379   | 4,370,032   | 4,003,685   | 3,637,339   | 3,270,992   | 2,904,645   |

|                     | Site Specific S106 £1,500 |           |           |           |           |           |           |             |
|---------------------|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
|                     | 0                         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |             |
| Balance (RLV - TLV) | 601,481                   |           |           |           |           |           |           |             |
|                     | 0                         | 1,315,461 | 1,211,735 | 1,107,420 | 1,003,067 | 898,112   | 793,128   | 687,522     |
|                     | 20                        | 1,231,278 | 1,127,081 | 1,022,728 | 917,892   | 812,908   | 707,421   | 601,803     |
|                     | 40                        | 1,146,742 | 1,042,389 | 937,672   | 832,688   | 727,321   | 621,702   | 516,084     |
|                     | 60                        | 1,062,050 | 957,452   | 852,468   | 747,220   | 641,602   | 535,984   | 430,365     |
|                     | 80                        | 977,232   | 872,248   | 767,120   | 661,502   | 555,883   | 450,265   | 344,646     |
| CIL Epsm            | 100                       | 892,028   | 787,019   | 681,401   | 575,783   | 470,164   | 364,546   | 258,431     |
| 143.29              | 120                       | 806,824   | 701,301   | 595,682   | 490,064   | 384,446   | 278,451   | 172,194     |
|                     | 140                       | 721,200   | 615,582   | 509,963   | 404,345   | 298,470   | 192,214   | 85,957      |
|                     | 160                       | 635,481   | 529,863   | 424,245   | 318,490   | 212,233   | 105,977   | (280)       |
|                     | 180                       | 549,763   | 444,144   | 338,510   | 232,253   | 125,996   | 19,740    | (86,517)    |
|                     | 200                       | 464,044   | 358,425   | 252,273   | 146,016   | 39,760    | (66,497)  | (173,140)   |
|                     | 220                       | 378,325   | 272,293   | 166,036   | 59,779    | (46,477)  | (152,999) | (259,899)   |
|                     | 240                       | 292,313   | 186,056   | 79,799    | (26,458)  | (132,859) | (239,758) | (346,657)   |
|                     | 260                       | 206,076   | 99,819    | (6,438)   | (112,718) | (219,617) | (326,516) | (433,415)   |
|                     | 280                       | 119,839   | 13,582    | (92,675)  | (199,476) | (306,375) | (413,274) | (520,173)   |
|                     | 300                       | 33,602    | (72,655)  | (179,335) | (286,234) | (393,133) | (500,032) | (607,222)   |
|                     | 320                       | (52,635)  | (159,194) | (266,093) | (372,992) | (479,892) | (586,959) | (694,505)   |
|                     | 340                       | (139,053) | (245,952) | (352,852) | (459,751) | (566,697) | (674,242) | (781,787)   |
|                     | 360                       | (225,812) | (332,711) | (439,610) | (546,509) | (653,980) | (761,525) | (880,266)   |
|                     | 380                       | (312,570) | (419,469) | (526,368) | (633,717) | (741,262) | (856,705) | (961,757)   |
|                     | 400                       | (399,328) | (506,227) | (613,454) | (721,000) | (833,143) | (958,196) | (1,083,493) |

## Appendix 5 – Residential Appraisals for S106 @ £10,100 per dwelling

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| ASSUMPTIONS - RESIDENTIAL USES         |  |                          |  |                       |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
|----------------------------------------|--|--------------------------|--|-----------------------|--|--------------------------------------------|--|---------------------------|--|---------------------|--|----------------------|--|-------------|--|----------------|--|
| Total number of units in scheme        |  |                          |  | 8 Units               |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
| AH Policy requirement (% Target)       |  |                          |  | 0%                    |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
| AH tenure split %                      |  | Affordable Rent:         |  | 53.0%                 |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
|                                        |  | Shared ownership         |  | 25.0%                 |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
|                                        |  | Intermediate             |  | 21.6%                 |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
| Open Market Sale (OMS) housing         |  |                          |  | 100%                  |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
| CIL Rate (£ psm)                       |  |                          |  | 100%                  |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
|                                        |  |                          |  | 143.29 £ psm          |  |                                            |  |                           |  |                     |  |                      |  |             |  |                |  |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>    |  | <b>MV # units</b>     |  | <b>AH mix%</b>                             |  | <b>AH # units</b>         |  | <b>Overall mix%</b> |  | <b>Total # units</b> |  |             |  |                |  |
| 1 bed House                            |  | 3.3%                     |  | 0.3                   |  | 0.0%                                       |  | 0.0                       |  | 3%                  |  | 0.3                  |  |             |  |                |  |
| 2 bed House                            |  | 20.9%                    |  | 1.7                   |  | 57.4%                                      |  | 0.0                       |  | 21%                 |  | 1.7                  |  |             |  |                |  |
| 3 bed House                            |  | 40.8%                    |  | 3.3                   |  | 23.5%                                      |  | 0.0                       |  | 41%                 |  | 3.3                  |  |             |  |                |  |
| 4 bed House                            |  | 35.0%                    |  | 2.8                   |  | 2.8%                                       |  | 0.0                       |  | 35%                 |  | 2.8                  |  |             |  |                |  |
| 5 bed House                            |  | 0.0%                     |  | 0.0                   |  | 0.0%                                       |  | 0.0                       |  | 0%                  |  | 0.0                  |  |             |  |                |  |
| 1 bed Flat                             |  | 0.0%                     |  | 0.0                   |  | 16.4%                                      |  | 0.0                       |  | 0%                  |  | 0.0                  |  |             |  |                |  |
| 2 bed Flat                             |  | 0.0%                     |  | 0.0                   |  | 0.0%                                       |  | 0.0                       |  | 0%                  |  | 0.0                  |  |             |  |                |  |
| Total number of units                  |  | 100.0%                   |  | 8.0                   |  | 100.0%                                     |  | 0.0                       |  | 100%                |  | 8.0                  |  |             |  |                |  |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit</b> |  | <b>Net to Gross %</b> |  | <b>Gross (GIA) per unit</b>                |  |                           |  |                     |  |                      |  |             |  |                |  |
|                                        |  | (sqm)                    |  | (sqft)                |  | %                                          |  | (sqm)                     |  | (sqft)              |  |                      |  |             |  |                |  |
| 1 bed House                            |  | 50.0                     |  | 538                   |  |                                            |  | 50.0                      |  | 538                 |  |                      |  |             |  |                |  |
| 2 bed House                            |  | 79.0                     |  | 850                   |  |                                            |  | 79.0                      |  | 850                 |  |                      |  |             |  |                |  |
| 3 bed House                            |  | 90.0                     |  | 969                   |  |                                            |  | 90.0                      |  | 969                 |  |                      |  |             |  |                |  |
| 4 bed House                            |  | 110.0                    |  | 1,184                 |  |                                            |  | 110.0                     |  | 1,184               |  |                      |  |             |  |                |  |
| 5 bed House                            |  | 0.0                      |  | 0                     |  |                                            |  | 0.0                       |  | 0                   |  |                      |  |             |  |                |  |
| 1 bed Flat                             |  | 50.0                     |  | 538                   |  | 85.0%                                      |  | 58.8                      |  | 633                 |  |                      |  |             |  |                |  |
| 2 bed Flat                             |  | 61.0                     |  | 657                   |  | 85.0%                                      |  | 71.8                      |  | 772                 |  |                      |  |             |  |                |  |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit</b> |  | <b>Net to Gross %</b> |  | <b>Gross (GIA) per unit</b>                |  |                           |  |                     |  |                      |  |             |  |                |  |
|                                        |  | (sqm)                    |  | (sqft)                |  | %                                          |  | (sqm)                     |  | (sqft)              |  |                      |  |             |  |                |  |
| 1 bed House                            |  | 50.0                     |  | 538                   |  |                                            |  | 50.0                      |  | 538                 |  |                      |  |             |  |                |  |
| 2 bed House                            |  | 70.0                     |  | 753                   |  |                                            |  | 70.0                      |  | 753                 |  |                      |  |             |  |                |  |
| 3 bed House                            |  | 84.0                     |  | 904                   |  |                                            |  | 84.0                      |  | 904                 |  |                      |  |             |  |                |  |
| 4 bed House                            |  | 97.0                     |  | 1,044                 |  |                                            |  | 97.0                      |  | 1,044               |  |                      |  |             |  |                |  |
| 5 bed House                            |  | 0.0                      |  | 0                     |  |                                            |  | 0.0                       |  | 0                   |  |                      |  |             |  |                |  |
| 1 bed Flat                             |  | 50.0                     |  | 538                   |  | 85.0%                                      |  | 58.8                      |  | 633                 |  |                      |  |             |  |                |  |
| 2 bed Flat                             |  | 61.0                     |  | 657                   |  | 85.0%                                      |  | 71.8                      |  | 772                 |  |                      |  |             |  |                |  |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA</b>     |  | <b>AH units GIA</b>   |  | <b>Total GIA (all units)</b>               |  |                           |  |                     |  |                      |  |             |  |                |  |
|                                        |  | (sqm)                    |  | (sqft)                |  | (sqm)                                      |  | (sqft)                    |  | (sqm)               |  | (sqft)               |  |             |  |                |  |
| 1 bed House                            |  | 13                       |  | 142                   |  | 0                                          |  | 0                         |  | 13                  |  | 142                  |  |             |  |                |  |
| 2 bed House                            |  | 132                      |  | 1,422                 |  | 0                                          |  | 0                         |  | 132                 |  | 1,422                |  |             |  |                |  |
| 3 bed House                            |  | 294                      |  | 3,162                 |  | 0                                          |  | 0                         |  | 294                 |  | 3,162                |  |             |  |                |  |
| 4 bed House                            |  | 308                      |  | 3,315                 |  | 0                                          |  | 0                         |  | 308                 |  | 3,315                |  |             |  |                |  |
| 5 bed House                            |  | 0                        |  | 0                     |  | 0                                          |  | 0                         |  | 0                   |  | 0                    |  |             |  |                |  |
| 1 bed Flat                             |  | 0                        |  | 0                     |  | 0                                          |  | 0                         |  | 0                   |  | 0                    |  |             |  |                |  |
| 2 bed Flat                             |  | 0                        |  | 0                     |  | 0                                          |  | 0                         |  | 0                   |  | 0                    |  |             |  |                |  |
|                                        |  | 747                      |  | 8,041                 |  | 0                                          |  | 0                         |  | 747                 |  | 8,041                |  |             |  |                |  |
| <i>AH % by floor area:</i>             |  |                          |  |                       |  | <i>0.00% AH % by floor area due to mix</i> |  |                           |  |                     |  |                      |  |             |  |                |  |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>  |  | <b>Epsm</b>           |  | <b>Epsf</b>                                |  | <b>total MV £ (no AH)</b> |  |                     |  |                      |  |             |  |                |  |
| 1 bed House                            |  | 180,000                  |  | 3,600                 |  | 334                                        |  | 47,520                    |  |                     |  |                      |  |             |  |                |  |
| 2 bed House                            |  | 250,000                  |  | 3,165                 |  | 294                                        |  | 418,000                   |  |                     |  |                      |  |             |  |                |  |
| 3 bed House                            |  | 290,000                  |  | 3,222                 |  | 299                                        |  | 946,560                   |  |                     |  |                      |  |             |  |                |  |
| 4 bed House                            |  | 350,000                  |  | 3,182                 |  | 296                                        |  | 980,000                   |  |                     |  |                      |  |             |  |                |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!               |  | #DIV/0!                                    |  | 0                         |  |                     |  |                      |  |             |  |                |  |
| 1 bed Flat                             |  | 160,000                  |  | 3,200                 |  | 297                                        |  | 0                         |  |                     |  |                      |  |             |  |                |  |
| 2 bed Flat                             |  | 190,000                  |  | 3,115                 |  | 289                                        |  | 0                         |  |                     |  |                      |  |             |  |                |  |
|                                        |  |                          |  |                       |  |                                            |  | 2,392,080                 |  |                     |  |                      |  |             |  |                |  |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>  |  | <b>Epsm</b>           |  | <b>% of MV Shared ownership</b>            |  | <b>Epsm</b>               |  | <b>% of MV</b>      |  | <b>Intermediate</b>  |  | <b>Epsm</b> |  | <b>% of MV</b> |  |
| 1 bed House                            |  | 90,000                   |  | 1,800                 |  | 50%                                        |  | 126,000                   |  | 70%                 |  | 144,000              |  | 2,880       |  | 80%            |  |
| 2 bed House                            |  | 125,000                  |  | 1,786                 |  | 50%                                        |  | 175,000                   |  | 70%                 |  | 200,000              |  | 2,857       |  | 80%            |  |
| 3 bed House                            |  | 145,000                  |  | 1,726                 |  | 50%                                        |  | 203,000                   |  | 70%                 |  | 232,000              |  | 2,762       |  | 80%            |  |
| 4 bed House                            |  | 175,000                  |  | 1,804                 |  | 50%                                        |  | 245,000                   |  | 70%                 |  | 250,000              |  | 2,577       |  | 71%            |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!               |  | 50%                                        |  | 0                         |  | 70%                 |  | 0                    |  | #DIV/0!     |  | 71%            |  |
| 1 bed Flat                             |  | 80,000                   |  | 1,600                 |  | 50%                                        |  | 112,000                   |  | 70%                 |  | 128,000              |  | 2,560       |  | 80%            |  |
| 2 bed Flat                             |  | 95,000                   |  | 1,557                 |  | 50%                                        |  | 133,000                   |  | 70%                 |  | 152,000              |  | 2,492       |  | 80%            |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |            |                                |                                   |                  |
|---------------------------------------------|------------|--------------------------------|-----------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |            |                                |                                   |                  |
| 1 bed House                                 | 0.3        | @                              | 180,000                           | 47,520           |
| 2 bed House                                 | 1.7        | @                              | 250,000                           | 418,000          |
| 3 bed House                                 | 3.3        | @                              | 290,000                           | 946,560          |
| 4 bed House                                 | 2.8        | @                              | 350,000                           | 980,000          |
| 5 bed House                                 | 0.0        | @                              | 0                                 | -                |
| 1 bed Flat                                  | 0.0        | @                              | 160,000                           | -                |
| 2 bed Flat                                  | 0.0        | @                              | 190,000                           | -                |
|                                             | 8.0        |                                |                                   | 2,392,080        |
| <b>Affordable Rent GDV -</b>                |            |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @                              | 90,000                            | -                |
| 2 bed House                                 | 0.0        | @                              | 125,000                           | -                |
| 3 bed House                                 | 0.0        | @                              | 145,000                           | -                |
| 4 bed House                                 | 0.0        | @                              | 175,000                           | -                |
| 5 bed House                                 | 0.0        | @                              | 0                                 | -                |
| 1 bed Flat                                  | 0.0        | @                              | 80,000                            | -                |
| 2 bed Flat                                  | 0.0        | @                              | 95,000                            | -                |
|                                             | 0.0        |                                |                                   | -                |
| <b>Shared ownership</b>                     |            |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @                              | 126,000                           | -                |
| 2 bed House                                 | 0.0        | @                              | 175,000                           | -                |
| 3 bed House                                 | 0.0        | @                              | 203,000                           | -                |
| 4 bed House                                 | 0.0        | @                              | 245,000                           | -                |
| 5 bed House                                 | 0.0        | @                              | 0                                 | -                |
| 1 bed Flat                                  | 0.0        | @                              | 112,000                           | -                |
| 2 bed Flat                                  | 0.0        | @                              | 133,000                           | -                |
|                                             | 0.0        |                                |                                   | -                |
| <b>Intermediate</b>                         |            |                                |                                   |                  |
| 2 bed House                                 | 0.0        | @                              | 144,000                           | -                |
| 3 bed House                                 | 0.0        | @                              | 200,000                           | -                |
| 4 bed House                                 | 0.0        | @                              | 232,000                           | -                |
| 5 bed House                                 | 0.0        | @                              | 250,000                           | -                |
| 1 bed Flat                                  | 0.0        | @                              | 0                                 | -                |
| 2 bed Flat                                  | 0.0        | @                              | 128,000                           | -                |
| 0.00%                                       | 0.0        | @                              | 152,000                           | -                |
|                                             | 0.0        |                                |                                   | -                |
| <b>Sub-total GDV Residential</b>            | <b>8.0</b> |                                |                                   | <b>2,392,080</b> |
| <i>AH on-site cost analysis:</i>            |            |                                | <i>£MV less £GDV</i>              | <i>0</i>         |
|                                             |            | <i>0 £ psm (total GIA sqm)</i> | <i>0 £ per unit (total units)</i> |                  |
| <b>Grant</b>                                | <b>8</b>   | @                              | <b>0</b>                          | <b>-</b>         |
| <b>Total GDV</b>                            |            |                                |                                   | <b>2,392,080</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
**Title:** 8 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                       |                          |           |                                 |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|-----------|---------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |           |                                 |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |           |                                 | (10,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |           |                                 | (3,080)            |
| CIL                                                                  |                                       | 747 sqm                  |           | 143.29 £ psm                    | (107,045)          |
|                                                                      | CIL analysis:                         | 4.47% % of GDV           |           | 13,381 £ per unit (total units) |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |           |                                 | -                  |
|                                                                      | Year 2                                | 0                        |           |                                 | -                  |
|                                                                      | Year 3                                | 0                        |           |                                 | -                  |
|                                                                      | Year 4                                | 0                        |           |                                 | -                  |
|                                                                      | Year 5                                | 0                        |           |                                 | -                  |
|                                                                      | Year 6                                | 0                        |           |                                 | -                  |
|                                                                      | Year 7                                | 0                        |           |                                 | -                  |
|                                                                      | Year 8                                | 0                        |           |                                 | -                  |
|                                                                      | Year 9                                | 0                        |           |                                 | -                  |
|                                                                      | Year 10                               | 0                        |           |                                 | -                  |
|                                                                      | total                                 | 8 units @                |           | 1,500 per unit                  | (12,000) (12,000)  |
|                                                                      | S106 analysis:                        | 0.50% % of GDV           |           | 1,500 £ per unit (total units)  |                    |
| AH Commuted Sum                                                      |                                       | 747 sqm (total)          |           | 0 £ psm                         | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% % of GDV           |           |                                 |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |           |                                 |                    |
| Site Clearance and Demolition                                        |                                       | 0.90 acres @             |           | 0 £ per acre (if brownfield)    | -                  |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |           |                                 | (20,456)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |           |                                 | (8,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |           |                                 | (975)              |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |           |                                 | (17,190)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |           |                                 | (28,000)           |
|                                                                      | Enhanced S106                         | 8,600                    |           |                                 | (68,800)           |
|                                                                      | total                                 | 0.90 acres @             |           | 0 per acre                      | (143,421) -        |
|                                                                      | Infra. Costs analysis:                | 6.00% % of GDV           |           | 17,928 £ per unit (total units) |                    |
| 1 bed House                                                          |                                       | 13 sqm @                 |           | 1,155 psm                       | (15,246)           |
| 2 bed House                                                          |                                       | 132 sqm @                |           | 1,155 psm                       | (152,562)          |
| 3 bed House                                                          |                                       | 294 sqm @                |           | 1,155 psm                       | (339,293)          |
| 4 bed House                                                          |                                       | 308 sqm @                |           | 1,155 psm                       | (355,740)          |
| 5 bed House                                                          |                                       | - sqm @                  |           | 1,155 psm                       | -                  |
| 1 bed Flat                                                           |                                       | - sqm @                  |           | 1,296 psm                       | 12 -               |
| 2 bed Flat                                                           | 747                                   | - sqm @                  |           | 1,296 psm                       | -                  |
| External works                                                       |                                       | 862,840 @                |           | 15.0%<br>16,178 £ per unit      | (129,426)          |
| M4(2) Category 2 Housing                                             |                                       | 50% of All units         | 8 units @ | 521 £ per dwelling              | (2,084)            |
| M4(3) Category 3 Housing                                             |                                       | 0% of All units          | 8 units @ | 10,307 £ per dwelling           | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                          | 8 units @ | 9 £ per dwelling                | (72)               |
| Contingency                                                          |                                       | 1,137,844 @              |           | 5.0%                            | (56,892)           |
| <b>Professional Fees</b>                                             |                                       | 1,137,844 @              |           | 10.0%                           | (113,784)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |           |                                 |                    |
| Marketing and Promotion                                              |                                       | 2,392,080 OMS @          |           | 1.50%                           | (35,881)           |
| Residential Sales Agent Costs                                        |                                       | 2,392,080 OMS @          |           | 1.50%                           | (35,881)           |
| Residential Sales Legal Costs                                        |                                       | 2,392,080 OMS @          |           | 0.50%                           | (11,960)           |
| <b>Interest (on Development Costs) -</b>                             |                                       | 7.50% APR                |           | 0.604% pcm                      | (58,865)           |
| <b>Developers Profit -</b>                                           |                                       |                          |           |                                 |                    |
| Margin on AH                                                         |                                       | 0                        |           | 6.00% on AH values              | -                  |
| Profit on GDV                                                        |                                       | 2,392,080                |           | 20.00%                          | (478,416)          |
|                                                                      |                                       | 1,583,232                |           | 30.22% on costs                 | (478,416)          |
|                                                                      |                                       | 2,392,080                |           | 20.00% blended                  | (478,416)          |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |           |                                 | <b>(2,061,648)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
**Title:** 8 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 330,432        |
| SDLT                        | 330,432 @         | 5.0%             | (slabbed)          | (6,022)        |
| Acquisition Agent fees      | 330,432 @         | 1.0%             |                    | (3,304)        |
| Acquisition Legal fees      | 330,432 @         | 0.5%             |                    | (1,652)        |
| Interest on Land            | 330,432 @         | 7.5%             |                    | (24,782)       |
| Residual Land Value         |                   |                  |                    | <b>294,671</b> |
| <i>RLV analysis:</i>        | 36,834 £ per plot | 810,346 £ per ha | 327,942 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                       |                |
|--------------------------|-------------------|----------------------|-----------------------|----------------|
| Residential Density      | 22.0              | dp net ha            |                       |                |
| Site Area (Resi)         | 0.36              | net ha               | 0.90                  | net acres      |
| <i>Density analysis:</i> | 2,054             | sqm/ha               | 8,949                 | sqft/ac        |
| Threshold Land Value     | 10,606 £ per plot | 233,324 £ per net ha | 94,425 £ per net acre | <b>84,845</b>  |
|                          | 90%               | Gross to net         | 0.40                  | Gross hectares |

| BALANCE           |                  |                    |                |
|-------------------|------------------|--------------------|----------------|
| Surplus/(Deficit) | 577,021 £ per ha | 233,517 £ per acre | <b>209,826</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |         | AH - % on site 0% |          |          |          |          |           |           |  |
|----------------------|---------|-------------------|----------|----------|----------|----------|-----------|-----------|--|
| Balance (RLV - TLV)  | 209,826 | 0%                | 10%      | 15%      | 20%      | 25%      | 30%       | 35%       |  |
|                      | 0       | 309,843           | 277,195  | 260,871  | 244,547  | 228,223  | 211,899   | 195,575   |  |
|                      | 80      | 254,067           | 227,059  | 213,555  | 200,051  | 186,534  | 172,989   | 159,445   |  |
|                      | 100     | 240,087           | 214,477  | 201,671  | 188,866  | 176,061  | 163,256   | 150,412   |  |
|                      | 120     | 226,106           | 201,894  | 189,788  | 177,682  | 165,576  | 153,470   | 141,364   |  |
|                      | 140     | 212,126           | 189,312  | 177,905  | 166,498  | 155,091  | 143,684   | 132,277   |  |
| CIL Epsm             | 160     | 198,145           | 176,729  | 166,021  | 155,313  | 144,605  | 133,897   | 123,189   |  |
| 143.29               | 180     | 184,165           | 164,147  | 154,138  | 144,129  | 134,120  | 124,111   | 114,102   |  |
|                      | 200     | 170,185           | 151,565  | 142,255  | 132,945  | 123,635  | 114,325   | 105,015   |  |
|                      | 220     | 156,204           | 138,982  | 130,371  | 121,760  | 113,149  | 104,539   | 95,928    |  |
|                      | 240     | 142,224           | 126,400  | 118,488  | 110,576  | 102,664  | 94,752    | 86,840    |  |
|                      | 260     | 128,243           | 113,817  | 106,605  | 99,392   | 92,179   | 84,966    | 77,753    |  |
|                      | 280     | 114,263           | 101,235  | 94,721   | 88,207   | 81,694   | 75,180    | 68,666    |  |
|                      | 300     | 100,282           | 88,653   | 82,838   | 77,023   | 71,208   | 65,393    | 59,579    |  |
|                      | 320     | 86,302            | 76,070   | 70,955   | 65,839   | 60,723   | 55,607    | 50,491    |  |
|                      | 340     | 72,322            | 63,488   | 59,071   | 54,654   | 50,238   | 45,821    | 41,404    |  |
|                      | 360     | 58,341            | 50,906   | 47,188   | 43,470   | 39,752   | 36,035    | 32,317    |  |
|                      | 380     | 44,361            | 38,323   | 35,304   | 32,286   | 29,267   | 26,248    | 23,229    |  |
|                      | 400     | 30,380            | 25,741   | 23,421   | 21,101   | 18,782   | 16,462    | 14,142    |  |
|                      | 420     | 16,327            | 13,155   | 11,538   | 9,917    | 8,296    | 6,676     | 5,055     |  |
|                      | 440     | 2,262             | 497      | (386)    | (1,269)  | (2,189)  | (3,111)   | (4,032)   |  |
|                      | 460     | (11,803)          | (12,162) | (12,341) | (12,521) | (12,700) | (12,897)  | (13,120)  |  |
|                      | 480     | (25,868)          | (24,820) | (24,296) | (23,772) | (23,249) | (22,725)  | (22,207)  |  |
|                      | 500     | (39,933)          | (37,479) | (36,252) | (35,024) | (33,797) | (32,570)  | (31,343)  |  |
|                      | 520     | (53,998)          | (50,137) | (48,207) | (46,276) | (44,346) | (42,416)  | (40,485)  |  |
|                      | 540     | (68,063)          | (62,796) | (60,162) | (57,528) | (54,895) | (52,261)  | (49,627)  |  |
|                      |         | AH - % on site 0% |          |          |          |          |           |           |  |
| Balance (RLV - TLV)  | 209,826 | 0%                | 25%      | 30%      | 35%      | 40%      | 45%       | 50%       |  |
|                      | -       | 221,055           | 164,594  | 153,302  | 142,010  | 130,676  | 119,330   | 107,984   |  |
|                      | 1,500   | 209,826           | 153,366  | 142,074  | 130,782  | 119,490  | 108,169   | 96,823    |  |
|                      | 3,000   | 198,597           | 142,137  | 130,845  | 119,553  | 108,261  | 96,969    | 85,662    |  |
|                      | 4,500   | 187,369           | 130,909  | 119,617  | 108,325  | 97,033   | 85,741    | 74,449    |  |
|                      | 6,000   | 176,140           | 119,680  | 108,388  | 97,096   | 85,804   | 74,512    | 63,220    |  |
| Site Specific S106   | 7,500   | 164,912           | 108,452  | 97,160   | 85,868   | 74,576   | 63,284    | 51,992    |  |
| 1,500                | 9,000   | 153,683           | 97,223   | 85,931   | 74,639   | 63,347   | 52,055    | 40,763    |  |
|                      | 10,500  | 142,455           | 85,995   | 74,703   | 63,411   | 52,119   | 40,827    | 29,535    |  |
|                      | 12,000  | 131,226           | 74,766   | 63,474   | 52,182   | 40,890   | 29,598    | 18,306    |  |
|                      | 13,500  | 119,998           | 63,538   | 52,246   | 40,954   | 29,662   | 18,370    | 7,078     |  |
|                      | 15,000  | 108,769           | 52,309   | 41,017   | 29,725   | 18,433   | 7,141     | (4,151)   |  |
|                      | 16,500  | 97,541            | 41,081   | 29,789   | 18,497   | 7,205    | (4,087)   | (15,379)  |  |
|                      | 18,000  | 86,312            | 29,852   | 18,560   | 7,268    | (4,024)  | (15,316)  | (26,608)  |  |
|                      | 19,500  | 75,084            | 18,624   | 7,332    | (3,960)  | (15,253) | (26,545)  | (37,837)  |  |
|                      | 21,000  | 63,855            | 7,395    | (3,897)  | (15,189) | (26,481) | (37,773)  | (49,087)  |  |
|                      | 22,500  | 52,627            | (3,834)  | (15,126) | (26,437) | (37,752) | (49,068)  | (60,384)  |  |
|                      | 24,000  | 41,398            | (15,102) | (26,418) | (37,733) | (49,049) | (60,364)  | (71,680)  |  |
|                      | 25,500  | 30,169            | (26,398) | (37,714) | (49,030) | (60,345) | (71,661)  | (84,382)  |  |
|                      | 27,000  | 18,883            | (37,695) | (49,010) | (60,326) | (71,642) | (84,359)  | (97,517)  |  |
|                      | 28,500  | 7,587             | (48,991) | (60,307) | (71,622) | (84,337) | (97,495)  | (110,652) |  |
|                      | 30,000  | (3,710)           | (60,288) | (71,603) | (84,315) | (97,472) | (110,630) | (123,788) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

|                     |                              | AH - % on site 0% |          |          |          |          |          |          |          |
|---------------------|------------------------------|-------------------|----------|----------|----------|----------|----------|----------|----------|
|                     |                              | 209,826           | 0%       | 25%      | 30%      | 35%      | 40%      | 45%      | 50%      |
| Balance (RLV - TLV) |                              | 209,826           |          |          |          |          |          |          |          |
|                     |                              | 50,000            | 249,744  | 193,284  | 181,992  | 170,700  | 159,408  | 148,087  | 136,741  |
|                     |                              | 75,000            | 227,280  | 170,820  | 159,528  | 148,236  | 136,944  | 125,623  | 114,278  |
|                     | TLV (per net acre)<br>94,425 | 100,000           | 204,817  | 148,357  | 137,064  | 125,772  | 114,480  | 103,160  | 91,814   |
|                     |                              | 125,000           | 182,353  | 125,893  | 114,601  | 103,309  | 92,017   | 80,696   | 69,350   |
|                     |                              | 150,000           | 159,889  | 103,429  | 92,137   | 80,845   | 69,553   | 58,232   | 46,887   |
|                     |                              | 175,000           | 137,426  | 80,966   | 69,674   | 58,382   | 47,090   | 35,769   | 24,423   |
|                     |                              | 200,000           | 114,962  | 58,502   | 47,210   | 35,918   | 24,626   | 13,305   | 1,959    |
|                     |                              | 225,000           | 92,498   | 36,038   | 24,746   | 13,454   | 2,162    | (9,158)  | (20,504) |
| 250,000             |                              | 70,035            | 13,575   | 2,283    | (9,009)  | (20,301) | (31,622) | (42,968) |          |
| 275,000             | 47,571                       | (8,889)           | (20,181) | (31,473) | (42,765) | (54,086) | (65,432) |          |          |

|                     |                     | AH - % on site 0% |           |           |           |           |           |           |           |         |
|---------------------|---------------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|
|                     |                     | 209,826           | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |         |
| Balance (RLV - TLV) | 5                   |                   | (139,502) | (195,962) | (207,254) | (218,546) | (229,838) | (241,130) | (252,422) |         |
|                     | 10                  |                   | 86,534    | 30,074    | 18,782    | 7,490     | (3,802)   | (15,094)  | (26,386)  |         |
|                     | Density (dph)<br>22 | 15                |           | 161,879   | 105,419   | 94,127    | 82,835    | 71,543    | 60,251    | 48,927  |
|                     |                     | 20                |           | 199,552   | 143,092   | 131,800   | 120,508   | 109,216   | 97,906    | 86,560  |
|                     |                     | 22                |           | 209,826   | 153,366   | 142,074   | 130,782   | 119,490   | 108,169   | 96,823  |
|                     |                     | 25                |           | 222,155   | 165,695   | 154,403   | 143,111   | 131,819   | 120,485   | 109,140 |
|                     |                     | 30                |           | 237,224   | 180,764   | 169,472   | 158,180   | 146,885   | 135,539   | 124,193 |
|                     |                     | 35                |           | 247,988   | 191,528   | 180,236   | 168,944   | 157,637   | 146,291   | 134,945 |
|                     |                     | 40                |           | 256,061   | 199,600   | 188,308   | 177,016   | 165,701   | 154,355   | 143,009 |
|                     |                     | 45                |           | 262,339   | 205,879   | 194,587   | 183,295   | 171,973   | 160,627   | 149,282 |
|                     |                     | 50                |           | 267,362   | 210,902   | 199,610   | 188,318   | 176,991   | 165,645   | 154,299 |

|                     |                               | AH - % on site 0% |         |           |           |           |           |           |           |           |
|---------------------|-------------------------------|-------------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                               | 209,826           | 0%      | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |           |
| Balance (RLV - TLV) | 90%                           |                   | 312,977 | 250,749   | 238,303   | 225,858   | 213,412   | 200,967   | 188,521   |           |
|                     | 100%                          |                   | 209,826 | 153,366   | 142,074   | 130,782   | 119,490   | 108,169   | 96,823    |           |
|                     | Changes in build costs (Epsm) | 110%              |         | 106,510   | 55,582    | 45,396    | 35,210    | 25,025    | 14,839    | 4,653     |
|                     |                               | 120%              |         | 3,042     | (42,406)  | (51,496)  | (60,585)  | (69,675)  | (79,484)  | (90,053)  |
|                     |                               | 130%              |         | (105,221) | (151,597) | (160,872) | (170,147) | (179,422) | (188,697) | (198,019) |
|                     |                               | 140%              |         | (226,082) | (266,252) | (274,320) | (282,388) | (290,455) | (298,523) | (306,590) |
|                     |                               | 150%              |         | (347,506) | (381,334) | (388,099) | (394,865) | (401,631) | (408,397) | (415,163) |
|                     |                               | 160%              |         | (469,097) | (503,925) | (510,690) | (517,455) | (524,220) | (530,985) | (537,750) |

|                     |                             | AH - % on site 0% |           |           |           |           |           |           |           |          |
|---------------------|-----------------------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|
|                     |                             | 209,826           | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |          |
| Balance (RLV - TLV) | 75%                         |                   | (208,376) | (157,730) | (147,601) | (137,472) | (127,343) | (117,213) | (107,084) |          |
|                     | 80%                         |                   | (115,229) | (87,870)  | (82,398)  | (76,926)  | (71,454)  | (65,982)  | (60,510)  |          |
|                     | Changes in sales values (E) | 85%               |           | (29,398)  | (25,896)  | (25,204)  | (24,548)  | (23,892)  | (23,235)  | (22,579) |
|                     |                             | 90%               |           | 50,513    | 33,881    | 30,555    | 27,229    | 23,902    | 20,576    | 17,249   |
|                     |                             | 95%               |           | 130,170   | 93,624    | 86,314    | 79,005    | 71,696    | 64,387    | 57,078   |
|                     |                             | 100%              |           | 209,826   | 153,366   | 142,074   | 130,782   | 119,490   | 108,169   | 96,823   |
|                     |                             | 105%              |           | 289,482   | 213,017   | 197,707   | 182,397   | 167,087   | 151,776   | 136,466  |
|                     |                             | 110%              |           | 368,853   | 272,481   | 253,207   | 233,932   | 214,658   | 195,384   | 176,109  |
|                     |                             | 115%              |           | 448,139   | 331,946   | 308,707   | 285,468   | 262,230   | 238,991   | 215,752  |
|                     |                             | 120%              |           | 527,425   | 391,410   | 364,207   | 337,004   | 309,801   | 282,598   | 255,395  |
|                     |                             | 125%              |           | 606,711   | 450,874   | 419,707   | 388,540   | 357,373   | 326,205   | 295,001  |

|                     |                    | Site Specific S106 |           |           |           |           |           |           | £1,500    |           |
|---------------------|--------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                    | 209,826            | -         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |           |
| Balance (RLV - TLV) | 0                  |                    | 321,004   | 309,843   | 298,681   | 287,520   | 276,303   | 265,075   | 253,846   |           |
|                     | 40                 |                    | 293,211   | 282,028   | 270,799   | 259,571   | 248,342   | 237,114   | 225,885   |           |
|                     | CIL Epsm<br>143.29 | 80                 |           | 265,296   | 254,067   | 242,838   | 231,610   | 220,381   | 209,153   | 197,924   |
|                     |                    | 143                |           | 221,257   | 210,029   | 198,800   | 187,572   | 176,343   | 165,115   | 153,886   |
|                     |                    | 160                |           | 209,374   | 198,145   | 186,917   | 175,688   | 164,460   | 153,231   | 142,003   |
|                     |                    | 200                |           | 181,413   | 170,185   | 158,956   | 147,727   | 136,499   | 125,270   | 114,042   |
|                     |                    | 240                |           | 153,452   | 142,224   | 130,995   | 119,767   | 108,538   | 97,310    | 86,081    |
|                     |                    | 280                |           | 125,491   | 114,263   | 103,034   | 91,806    | 80,577    | 69,349    | 58,120    |
|                     |                    | 320                |           | 97,531    | 86,302    | 75,073    | 63,845    | 52,616    | 41,388    | 30,159    |
|                     |                    | 360                |           | 69,570    | 58,341    | 47,113    | 35,884    | 24,632    | 13,336    | 2,039     |
|                     |                    | 400                |           | 41,609    | 30,380    | 19,095    | 7,799     | (3,498)   | (14,794)  | (26,090)  |
|                     |                    | 440                |           | 13,558    | 2,262     | (9,035)   | (20,331)  | (31,627)  | (42,924)  | (54,220)  |
|                     |                    | 480                |           | (14,572)  | (25,868)  | (37,165)  | (48,461)  | (59,757)  | (71,054)  | (82,353)  |
|                     |                    | 520                |           | (42,702)  | (53,998)  | (65,294)  | (76,590)  | (87,886)  | (99,182)  | (110,478) |
|                     |                    | 560                |           | (70,831)  | (83,395)  | (96,530)  | (109,665) | (122,801) | (135,936) | (149,072) |
|                     |                    | 600                |           | (102,969) | (116,104) | (129,239) | (142,375) | (155,510) | (168,645) | (181,781) |
|                     |                    | 640                |           | (135,078) | (148,813) | (161,948) | (175,084) | (188,219) | (201,354) | (214,490) |
| 680                 |                    | (168,387)          | (181,522) | (194,658) | (207,793) | (220,928) | (234,064) | (247,199) |           |           |
| 720                 |                    | (201,096)          | (214,231) | (227,367) | (240,502) | (253,637) | (266,771) | (280,066) |           |           |
| 760                 |                    | (233,805)          | (246,940) | (260,114) | (273,329) | (286,544) | (299,758) | (312,973) |           |           |
| 800                 |                    | (266,514)          | (279,806) | (293,021) | (306,236) | (319,450) | (332,665) | (345,880) |           |           |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
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 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |  |                                |                           |                                             |                           |                     |                      |             |                |
|----------------------------------------|--|--------------------------------|---------------------------|---------------------------------------------|---------------------------|---------------------|----------------------|-------------|----------------|
| Total number of units in scheme        |  | 8 Units                        |                           |                                             |                           |                     |                      |             |                |
| AH Policy requirement (% Target)       |  | 35%                            |                           |                                             |                           |                     |                      |             |                |
| AH tenure split %                      |  | Affordable Rent:               |                           | 53.0%                                       |                           |                     |                      |             |                |
|                                        |  | Shared ownership               |                           | 25.0%                                       |                           |                     |                      |             |                |
|                                        |  | Intermediate                   |                           | 21.6%                                       |                           |                     |                      |             |                |
| Open Market Sale (OMS) housing         |  | 65%                            |                           |                                             |                           |                     |                      |             |                |
|                                        |  | 100%                           |                           |                                             |                           |                     |                      |             |                |
| CIL Rate (£ psm)                       |  | 143.29 £ psm                   |                           |                                             |                           |                     |                      |             |                |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>          | <b>MV # units</b>         | <b>AH mix%</b>                              | <b>AH # units</b>         | <b>Overall mix%</b> | <b>Total # units</b> |             |                |
| 1 bed House                            |  | 3.3%                           | 0.2                       | 0.0%                                        | 0.0                       | 2%                  | 0.2                  |             |                |
| 2 bed House                            |  | 20.9%                          | 1.1                       | 57.4%                                       | 1.6                       | 34%                 | 2.7                  |             |                |
| 3 bed House                            |  | 40.8%                          | 2.1                       | 23.5%                                       | 0.7                       | 35%                 | 2.8                  |             |                |
| 4 bed House                            |  | 35.0%                          | 1.8                       | 2.8%                                        | 0.1                       | 24%                 | 1.9                  |             |                |
| 5 bed House                            |  | 0.0%                           | 0.0                       | 0.0%                                        | 0.0                       | 0%                  | 0.0                  |             |                |
| 1 bed Flat                             |  | 0.0%                           | 0.0                       | 16.4%                                       | 0.5                       | 6%                  | 0.5                  |             |                |
| 2 bed Flat                             |  | 0.0%                           | 0.0                       | 0.0%                                        | 0.0                       | 0%                  | 0.0                  |             |                |
| Total number of units                  |  | 100.0%                         | 5.2                       | 100.0%                                      | 2.8                       | 100%                | 8.0                  |             |                |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit (sqm)</b> | <b>Net to Gross %</b>     | <b>Gross (GIA) per unit (sqm)</b>           |                           |                     |                      |             |                |
| 1 bed House                            |  | 50.0                           | 538                       | 50.0                                        |                           | 538                 |                      |             |                |
| 2 bed House                            |  | 79.0                           | 850                       | 79.0                                        |                           | 850                 |                      |             |                |
| 3 bed House                            |  | 90.0                           | 969                       | 90.0                                        |                           | 969                 |                      |             |                |
| 4 bed House                            |  | 110.0                          | 1,184                     | 110.0                                       |                           | 1,184               |                      |             |                |
| 5 bed House                            |  | 0.0                            | 0                         | 0.0                                         |                           | 0                   |                      |             |                |
| 1 bed Flat                             |  | 50.0                           | 538                       | 85.0%                                       | 58.8                      | 633                 |                      |             |                |
| 2 bed Flat                             |  | 61.0                           | 657                       | 85.0%                                       | 71.8                      | 772                 |                      |             |                |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit (sqm)</b> | <b>Net to Gross %</b>     | <b>Gross (GIA) per unit (sqm)</b>           |                           |                     |                      |             |                |
| 1 bed House                            |  | 50.0                           | 538                       | 50.0                                        |                           | 538                 |                      |             |                |
| 2 bed House                            |  | 70.0                           | 753                       | 70.0                                        |                           | 753                 |                      |             |                |
| 3 bed House                            |  | 84.0                           | 904                       | 84.0                                        |                           | 904                 |                      |             |                |
| 4 bed House                            |  | 97.0                           | 1,044                     | 97.0                                        |                           | 1,044               |                      |             |                |
| 5 bed House                            |  | 0.0                            | 0                         | 0.0                                         |                           | 0                   |                      |             |                |
| 1 bed Flat                             |  | 50.0                           | 538                       | 85.0%                                       | 58.8                      | 633                 |                      |             |                |
| 2 bed Flat                             |  | 61.0                           | 657                       | 85.0%                                       | 71.8                      | 772                 |                      |             |                |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA (sqm)</b>     | <b>AH units GIA (sqm)</b> | <b>Total GIA (all units) (sqm)</b>          |                           |                     |                      |             |                |
| 1 bed House                            |  | 9                              | 92                        | 0                                           | 9                         | 92                  |                      |             |                |
| 2 bed House                            |  | 86                             | 924                       | 112                                         | 1,210                     | 1,198               |                      |             |                |
| 3 bed House                            |  | 191                            | 2,055                     | 55                                          | 595                       | 2,461               |                      |             |                |
| 4 bed House                            |  | 200                            | 2,155                     | 7                                           | 81                        | 2,236               |                      |             |                |
| 5 bed House                            |  | 0                              | 0                         | 0                                           | 0                         | 0                   |                      |             |                |
| 1 bed Flat                             |  | 0                              | 0                         | 27                                          | 290                       | 290                 |                      |             |                |
| 2 bed Flat                             |  | 0                              | 0                         | 0                                           | 0                         | 0                   |                      |             |                |
|                                        |  | 486                            | 5,227                     | 202                                         | 2,176                     | 688                 |                      | 7,403       |                |
| <i>AH % by floor area:</i>             |  |                                |                           | <i>29.40% AH % by floor area due to mix</i> |                           |                     |                      |             |                |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>        | <b>Epsm</b>               | <b>Epsf</b>                                 | <b>total MV £ (no AH)</b> |                     |                      |             |                |
| 1 bed House                            |  | 180,000                        | 3,600                     | 334                                         | 30,888                    |                     |                      |             |                |
| 2 bed House                            |  | 250,000                        | 3,165                     | 294                                         | 673,150                   |                     |                      |             |                |
| 3 bed House                            |  | 290,000                        | 3,222                     | 299                                         | 806,165                   |                     |                      |             |                |
| 4 bed House                            |  | 350,000                        | 3,182                     | 296                                         | 664,048                   |                     |                      |             |                |
| 5 bed House                            |  | 0                              | #DIV/0!                   | #DIV/0!                                     | 0                         |                     |                      |             |                |
| 1 bed Flat                             |  | 160,000                        | 3,200                     | 297                                         | 73,382                    |                     |                      |             |                |
| 2 bed Flat                             |  | 190,000                        | 3,115                     | 289                                         | 0                         |                     |                      |             |                |
|                                        |  |                                |                           |                                             |                           | 2,247,634           |                      |             |                |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>        | <b>Epsm</b>               | <b>% of MV Shared ownership</b>             | <b>Epsm</b>               | <b>% of MV</b>      | <b>Intermediate</b>  | <b>Epsm</b> | <b>% of MV</b> |
| 1 bed House                            |  | 90,000                         | 1,800                     | 50%                                         | 126,000                   | 2,520               | 144,000              | 2,880       | 80%            |
| 2 bed House                            |  | 125,000                        | 1,786                     | 50%                                         | 175,000                   | 2,500               | 200,000              | 2,857       | 80%            |
| 3 bed House                            |  | 145,000                        | 1,726                     | 50%                                         | 203,000                   | 2,417               | 232,000              | 2,762       | 80%            |
| 4 bed House                            |  | 175,000                        | 1,804                     | 50%                                         | 245,000                   | 2,526               | 250,000              | 2,577       | 71%            |
| 5 bed House                            |  | 0                              | #DIV/0!                   | 50%                                         | 0                         | #DIV/0!             | 0                    | #DIV/0!     | 71%            |
| 1 bed Flat                             |  | 80,000                         | 1,600                     | 50%                                         | 112,000                   | 2,240               | 128,000              | 2,560       | 80%            |
| 2 bed Flat                             |  | 95,000                         | 1,557                     | 50%                                         | 133,000                   | 2,180               | 152,000              | 2,492       | 80%            |

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Scheme Ref: A  
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 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |     |                       |               |                          |
|---------------------------------------------|-----|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |     |                       |               |                          |
| 1 bed House                                 | 0.2 | @                     | 180,000       | 30,888                   |
| 2 bed House                                 | 1.1 | @                     | 250,000       | 271,700                  |
| 3 bed House                                 | 2.1 | @                     | 290,000       | 615,264                  |
| 4 bed House                                 | 1.8 | @                     | 350,000       | 637,000                  |
| 5 bed House                                 | 0.0 | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.0 | @                     | 160,000       | -                        |
| 2 bed Flat                                  | 0.0 | @                     | 190,000       | -                        |
|                                             | 5.2 |                       |               | 1,554,852                |
| <b>Affordable Rent GDV -</b>                |     |                       |               |                          |
| 1 bed House                                 | 0.0 | @                     | 90,000        | -                        |
| 2 bed House                                 | 0.9 | @                     | 125,000       | 106,384                  |
| 3 bed House                                 | 0.3 | @                     | 145,000       | 50,589                   |
| 4 bed House                                 | 0.0 | @                     | 175,000       | 7,168                    |
| 5 bed House                                 | 0.0 | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.2 | @                     | 80,000        | 19,446                   |
| 2 bed Flat                                  | 0.0 | @                     | 95,000        | -                        |
|                                             | 1.5 |                       |               | 183,587                  |
| <b>Shared ownership</b>                     |     |                       |               |                          |
| 1 bed House                                 | 0.0 | @                     | 126,000       | -                        |
| 2 bed House                                 | 0.4 | @                     | 175,000       | 70,366                   |
| 3 bed House                                 | 0.2 | @                     | 203,000       | 33,461                   |
| 4 bed House                                 | 0.0 | @                     | 245,000       | 4,741                    |
| 5 bed House                                 | 0.0 | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.1 | @                     | 112,000       | 12,862                   |
| 2 bed Flat                                  | 0.0 | @                     | 133,000       | -                        |
|                                             | 0.7 |                       |               | 121,431                  |
| <b>Intermediate</b>                         |     |                       |               |                          |
| 2 bed House                                 | 0.0 | @                     | 144,000       | -                        |
| 3 bed House                                 | 0.3 | @                     | 200,000       | 69,371                   |
| 4 bed House                                 | 0.1 | @                     | 232,000       | 32,988                   |
| 5 bed House                                 | 0.0 | @                     | 250,000       | 4,173                    |
| 1 bed Flat                                  | 0.0 | @                     | 0             | -                        |
| 2 bed Flat                                  | 0.1 | @                     | 128,000       | 12,680                   |
| 0.00%                                       | 0.0 | @                     | 152,000       | -                        |
|                                             | 0.6 |                       |               | 119,212                  |
| <b>Sub-total GDV Residential</b>            |     |                       |               |                          |
|                                             | 8.0 |                       |               | 1,979,082                |
| <i>AH on-site cost analysis:</i>            |     |                       |               |                          |
|                                             |     |                       | £MV less £GDV | 268,552                  |
|                                             | 390 | £ psm (total GIA sqm) | 33,569        | £ per unit (total units) |
| <b>Grant</b>                                |     |                       |               |                          |
|                                             | 8   | @                     | 0             | -                        |
| <b>Total GDV</b>                            |     |                       |               | <b>1,979,082</b>         |

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| DEVELOPMENT COSTS                                                    |                                       |                 |                   |                                 |                       |
|----------------------------------------------------------------------|---------------------------------------|-----------------|-------------------|---------------------------------|-----------------------|
| <b>Initial Payments -</b>                                            |                                       |                 |                   |                                 |                       |
| Planning Application Professional Fees, Surveys and reports          |                                       |                 |                   |                                 | (10,000)              |
| Statutory Planning Fees (Residential)                                |                                       |                 |                   |                                 | (3,080)               |
| CIL                                                                  |                                       | 486 sqm         |                   | 143.29 £ psm                    | (69,579)              |
|                                                                      | CIL analysis:                         | 3.52% % of GDV  |                   | 8,697 £ per unit (total units)  |                       |
| Site Specific S106 Contributions                                     | Year 1                                | 0               |                   |                                 | -                     |
|                                                                      | Year 2                                | 0               |                   |                                 | -                     |
|                                                                      | Year 3                                | 0               |                   |                                 | -                     |
|                                                                      | Year 4                                | 0               |                   |                                 | -                     |
|                                                                      | Year 5                                | 0               |                   |                                 | -                     |
|                                                                      | Year 6                                | 0               |                   |                                 | -                     |
|                                                                      | Year 7                                | 0               |                   |                                 | -                     |
|                                                                      | Year 8                                | 0               |                   |                                 | -                     |
|                                                                      | Year 9                                | 0               |                   |                                 | -                     |
|                                                                      | Year 10                               | 0               |                   |                                 | -                     |
|                                                                      | total                                 | 8 units @       |                   | 1,500 per unit                  | (12,000)              |
|                                                                      | S106 analysis:                        | 0.61% % of GDV  |                   | 1,500 £ per unit (total units)  |                       |
| AH Commuted Sum                                                      |                                       | 688 sqm (total) |                   | 0 £ psm                         | -                     |
|                                                                      | Comm. Sum analysis:                   | 0.00% % of GDV  |                   |                                 |                       |
| <b>Construction Costs -</b>                                          |                                       |                 |                   |                                 |                       |
| Site Clearance and Demolition                                        |                                       | 2.20 acres @    |                   | 0 £ per acre (if brownfield)    | -                     |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557           | per dwelling      |                                 | (20,456)              |
|                                                                      | Policy LP32 - Electric charging point | 1,000           | per dwelling      |                                 | (8,000)               |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89          | per dwelling      |                                 | (975)                 |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545          | per gross hectare |                                 | (42,020)              |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500           | per dwelling      |                                 | (28,000)              |
|                                                                      | Enhanced S106                         | 8,600           |                   |                                 | (68,800)              |
|                                                                      | total                                 | 2.20 acres @    |                   | 0 per acre                      | (168,251)             |
|                                                                      | Infra. Costs analysis:                | 8.50% % of GDV  |                   | 21,031 £ per unit (total units) |                       |
| 1 bed House                                                          |                                       | 9               | sqm @             | 1,155 psm                       | (9,910)               |
| 2 bed House                                                          |                                       | 198             | sqm @             | 1,155 psm                       | (228,994)             |
| 3 bed House                                                          |                                       | 246             | sqm @             | 1,155 psm                       | (284,407)             |
| 4 bed House                                                          |                                       | 208             | sqm @             | 1,155 psm                       | (239,889)             |
| 5 bed House                                                          |                                       | -               | sqm @             | 1,155 psm                       | -                     |
| 1 bed Flat                                                           |                                       | 27              | sqm @             | 1,296 psm                       | (34,965)              |
| 2 bed Flat                                                           | 688                                   | -               | sqm @             | 1,296 psm                       | -                     |
| External works                                                       |                                       | 798,164         | @                 | 15.0%                           | (119,725)             |
|                                                                      |                                       |                 |                   | 14,966 £ per unit               |                       |
| M4(2) Category 2 Housing                                             |                                       | 50%             | of All units      | 8 units @                       | 521 £ per dwelling    |
| M4(3) Category 3 Housing                                             |                                       | 0%              | of All units      | 8 units @                       | 10,307 £ per dwelling |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                 |                   | 8 units @                       | 9 £ per dwelling      |
| Contingency                                                          |                                       | 1,088,296       | @                 | 5.0%                            | (54,415)              |
| <b>Professional Fees</b>                                             |                                       | 1,088,296       | @                 | 10.0%                           | (108,830)             |
| <b>Disposal Costs -</b>                                              |                                       |                 |                   |                                 |                       |
| Marketing and Promotion                                              |                                       | 1,554,852       | OMS @             | 1.50%                           | (23,323)              |
| Residential Sales Agent Costs                                        |                                       | 1,554,852       | OMS @             | 1.50%                           | (23,323)              |
| Residential Sales Legal Costs                                        |                                       | 1,554,852       | OMS @             | 0.50%                           | (7,774)               |
| <b>Interest (on Development Costs) -</b>                             |                                       | 7.50%           | APR               | 0.604% pcm                      | (40,733)              |
| <b>Developers Profit -</b>                                           |                                       |                 |                   |                                 |                       |
| Margin on AH                                                         |                                       | 305,018         |                   | 6.00%                           | on AH values          |
| Profit on GDV                                                        |                                       | 1,554,852       |                   | 20.00%                          |                       |
|                                                                      |                                       | 1,441,352       |                   | 21.57%                          | on costs              |
|                                                                      |                                       | 1,859,870       |                   | 17.70%                          | blended               |
| <b>TOTAL COSTS</b>                                                   |                                       |                 |                   |                                 | <b>(1,770,624)</b>    |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
**Title:** 8 No. Units (with AFH)  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                   |                |
|-----------------------------|-------------------|------------------|-------------------|----------------|
| Residual Land Value (gross) |                   |                  |                   | 208,458        |
| SDLT                        | 208,458 @         |                  | 5.0% (slabbed)    | 77             |
| Acquisition Agent fees      | 208,458 @         |                  | 1.0%              | (2,085)        |
| Acquisition Legal fees      | 208,458 @         |                  | 0.5%              | (1,042)        |
| Interest on Land            | 208,458 @         |                  | 7.5%              | (15,634)       |
| Residual Land Value         |                   |                  |                   | <b>189,774</b> |
| <i>RLV analysis:</i>        | 23,722 £ per plot | 213,496 £ per ha | 86,401 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                       |                |
|--------------------------|-------------------|----------------------|-----------------------|----------------|
| Residential Density      |                   | 9.0 dp net ha        |                       |                |
| Site Area (Resi)         |                   | 0.89 net ha          | 2.20 net acres        |                |
| <i>Density analysis:</i> |                   | 774 sqm/ha           | 3,370 sqft/ac         |                |
| Threshold Land Value     | 25,925 £ per plot | 233,324 £ per net ha | 94,425 £ per net acre | <b>207,399</b> |
|                          |                   | 90% Gross to net     | 0.99 Gross hectares   |                |

| BALANCE           |                   |                    |          |
|-------------------|-------------------|--------------------|----------|
| Surplus/(Deficit) | (19,828) £ per ha | (8,024) £ per acre | (17,625) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |          | AH - % on site 35% |           |           |           |           |           |           |
|----------------------|----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)  | (17,625) | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
|                      | 0        | 161,582            | 128,943   | 112,619   | 96,295    | 79,971    | 63,647    | 47,324    |
|                      | 20       | 147,601            | 116,399   | 100,798   | 85,178    | 69,549    | 53,920    | 38,291    |
|                      | 40       | 133,621            | 103,816   | 88,914    | 74,012    | 59,110    | 44,192    | 29,258    |
|                      | 60       | 119,640            | 91,234    | 77,031    | 62,828    | 48,625    | 34,422    | 20,219    |
|                      | 80       | 105,660            | 78,652    | 65,148    | 51,644    | 38,139    | 24,635    | 11,131    |
| CIL Epsm             | 100      | 91,679             | 66,069    | 53,264    | 40,459    | 27,654    | 14,849    | 2,044     |
| 143.29               | 120      | 77,699             | 53,487    | 41,381    | 29,275    | 17,169    | 5,063     | (7,043)   |
|                      | 140      | 63,719             | 40,905    | 29,498    | 18,091    | 6,684     | (4,723)   | (16,130)  |
|                      | 160      | 49,738             | 28,322    | 17,614    | 6,906     | (3,802)   | (14,510)  | (25,218)  |
|                      | 180      | 35,758             | 15,740    | 5,731     | (4,278)   | (14,287)  | (24,296)  | (34,305)  |
|                      | 200      | 21,777             | 3,157     | (6,153)   | (15,462)  | (24,772)  | (34,082)  | (43,392)  |
|                      | 220      | 7,797              | (9,425)   | (18,036)  | (26,647)  | (35,258)  | (43,869)  | (52,480)  |
|                      | 240      | (6,184)            | (22,007)  | (29,919)  | (37,831)  | (45,743)  | (53,655)  | (61,567)  |
|                      | 260      | (20,164)           | (34,590)  | (41,803)  | (49,015)  | (56,228)  | (63,441)  | (70,654)  |
|                      | 280      | (34,144)           | (47,172)  | (53,686)  | (60,200)  | (66,714)  | (73,227)  | (79,741)  |
|                      | 300      | (48,125)           | (59,754)  | (65,569)  | (71,384)  | (77,199)  | (83,014)  | (88,829)  |
|                      | 320      | (62,105)           | (72,337)  | (77,453)  | (82,568)  | (87,684)  | (92,800)  | (97,916)  |
|                      | 340      | (76,086)           | (84,919)  | (89,336)  | (93,753)  | (98,170)  | (102,586) | (107,003) |
|                      | 360      | (90,066)           | (97,502)  | (101,219) | (104,937) | (108,655) | (112,373) | (116,090) |
|                      | 380      | (104,107)          | (110,092) | (113,103) | (116,121) | (119,140) | (122,159) | (125,178) |
|                      | 400      | (118,172)          | (122,750) | (125,039) | (127,328) | (129,626) | (131,945) | (134,265) |
|                      | 420      | (132,237)          | (135,408) | (136,994) | (138,580) | (140,166) | (141,752) | (143,352) |
|                      | 440      | (146,302)          | (148,067) | (148,949) | (149,832) | (150,715) | (151,597) | (152,480) |
|                      | 460      | (160,367)          | (160,725) | (160,905) | (161,084) | (161,263) | (161,443) | (161,622) |
|                      | 480      | (174,432)          | (173,384) | (172,860) | (172,336) | (171,812) | (171,288) | (170,764) |
|                      |          | AH - % on site 35% |           |           |           |           |           |           |
| Balance (RLV - TLV)  | (17,625) | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                      | -        | 72,647             | 16,187    | 4,895     | (6,397)   | (17,689)  | (28,981)  | (40,273)  |
|                      | 1,500    | 61,419             | 4,959     | (6,333)   | (17,625)  | (28,917)  | (40,209)  | (51,501)  |
|                      | 3,000    | 50,190             | (6,270)   | (17,562)  | (28,854)  | (40,146)  | (51,438)  | (62,730)  |
|                      | 4,500    | 38,962             | (17,498)  | (28,790)  | (40,082)  | (51,374)  | (62,666)  | (73,958)  |
|                      | 6,000    | 27,733             | (28,727)  | (40,019)  | (51,311)  | (62,603)  | (73,895)  | (85,187)  |
| Site Specific S106   | 7,500    | 16,505             | (39,955)  | (51,247)  | (62,539)  | (73,831)  | (85,123)  | (96,415)  |
| 1,500                | 9,000    | 5,276              | (51,184)  | (62,476)  | (73,768)  | (85,060)  | (96,352)  | (107,644) |
|                      | 10,500   | (5,952)            | (62,412)  | (73,704)  | (84,996)  | (96,289)  | (107,581) | (118,873) |
|                      | 12,000   | (17,181)           | (73,641)  | (84,933)  | (96,225)  | (107,517) | (118,809) | (130,101) |
|                      | 13,500   | (28,409)           | (84,870)  | (96,162)  | (107,454) | (118,746) | (130,038) | (141,330) |
|                      | 15,000   | (39,638)           | (96,098)  | (107,390) | (118,682) | (129,974) | (141,266) | (152,558) |
|                      | 16,500   | (50,867)           | (107,327) | (118,619) | (129,911) | (141,203) | (152,495) | (163,787) |
|                      | 18,000   | (62,095)           | (118,555) | (129,847) | (141,139) | (152,431) | (163,742) | (175,058) |
|                      | 19,500   | (73,324)           | (129,784) | (141,092) | (152,407) | (163,723) | (175,039) | (186,354) |
|                      | 21,000   | (84,552)           | (141,073) | (152,388) | (163,704) | (175,019) | (186,335) | (197,773) |
|                      | 22,500   | (95,791)           | (152,369) | (163,685) | (175,000) | (186,316) | (197,751) | (210,908) |
|                      | 24,000   | (107,088)          | (163,666) | (174,981) | (186,297) | (197,728) | (210,886) | (224,044) |
|                      | 25,500   | (118,384)          | (174,962) | (186,278) | (197,706) | (210,864) | (224,021) | (237,179) |
|                      | 27,000   | (129,680)          | (186,258) | (197,684) | (210,841) | (223,999) | (237,157) | (250,314) |
|                      | 28,500   | (140,977)          | (197,661) | (210,819) | (223,977) | (237,134) | (250,292) | (263,450) |
|                      | 30,000   | (152,273)          | (210,797) | (223,954) | (237,112) | (250,270) | (263,427) | (276,585) |

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Scheme Ref: **A**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

|                     |                              | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|------------------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                              | (17,625)           | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) |                              | (17,625)           |           |           |           |           |           |           |           |
|                     |                              | 50,000             | 158,996   | 102,536   | 91,244    | 79,952    | 68,660    | 57,368    | 46,076    |
|                     |                              | 75,000             | 104,085   | 47,625    | 36,333    | 25,041    | 13,749    | 2,457     | (8,835)   |
|                     | TLV (per net acre)<br>94,425 | 100,000            | 49,174    | (7,286)   | (18,578)  | (29,870)  | (41,163)  | (52,455)  | (63,747)  |
|                     |                              | 125,000            | (5,737)   | (62,198)  | (73,490)  | (84,782)  | (96,074)  | (107,366) | (118,658) |
|                     |                              | 150,000            | (60,649)  | (117,109) | (128,401) | (139,693) | (150,985) | (162,277) | (173,569) |
|                     |                              | 175,000            | (115,560) | (172,020) | (183,312) | (194,604) | (205,896) | (217,188) | (228,480) |
|                     |                              | 200,000            | (170,471) | (226,931) | (238,223) | (249,515) | (260,807) | (272,099) | (283,391) |
| 225,000             |                              | (225,382)          | (281,842) | (293,134) | (304,426) | (315,718) | (327,010) | (338,302) |           |
| 250,000             |                              | (280,293)          | (336,753) | (348,045) | (359,337) | (370,629) | (381,921) | (393,213) |           |
| 275,000             | (335,204)                    | (391,664)          | (402,956) | (414,248) | (425,540) | (436,832) | (448,124) |           |           |

|                     |    | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|----|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |    | (17,625)           | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) |    | (17,625)           |           |           |           |           |           |           |           |
|                     | 5  |                    | (139,502) | (195,962) | (207,254) | (218,546) | (229,838) | (241,130) | (252,422) |
| Density (dph)<br>9  | 10 |                    | 86,534    | 30,074    | 18,782    | 7,490     | (3,802)   | (15,094)  | (26,386)  |
|                     | 15 |                    | 161,879   | 105,419   | 94,127    | 82,835    | 71,543    | 60,251    | 48,927    |
|                     | 20 |                    | 199,552   | 143,092   | 131,800   | 120,508   | 109,216   | 97,906    | 86,560    |
|                     | 22 |                    | 209,826   | 153,366   | 142,074   | 130,782   | 119,490   | 108,169   | 96,823    |
|                     | 25 |                    | 222,155   | 165,695   | 154,403   | 143,111   | 131,819   | 120,485   | 109,140   |
|                     | 30 |                    | 237,224   | 180,764   | 169,472   | 158,180   | 146,885   | 135,539   | 124,193   |
|                     | 35 |                    | 247,988   | 191,528   | 180,236   | 168,944   | 157,637   | 146,291   | 134,945   |
|                     | 40 |                    | 256,061   | 199,600   | 188,308   | 177,016   | 165,701   | 154,355   | 143,009   |
|                     | 45 |                    | 262,339   | 205,879   | 194,587   | 183,295   | 171,973   | 160,627   | 149,282   |
|                     | 50 |                    | 267,362   | 210,902   | 199,610   | 188,318   | 176,991   | 165,645   | 154,299   |

|                     |      | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |      | (17,625)           | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) |      | (17,625)           |           |           |           |           |           |           |           |
|                     | 95%  |                    | 113,077   | 53,851    | 42,003    | 30,108    | 18,212    | 6,316     | (5,579)   |
| Build rate (Epsm)   | 100% |                    | 61,419    | 4,959     | (6,333)   | (17,625)  | (28,917)  | (40,209)  | (51,501)  |
|                     | 105% |                    | 9,761     | (43,933)  | (54,672)  | (65,411)  | (76,150)  | (86,889)  | (97,628)  |
|                     | 110% |                    | (41,897)  | (92,825)  | (103,011) | (113,197) | (123,382) | (133,568) | (143,754) |
|                     | 115% |                    | (93,555)  | (141,782) | (151,428) | (161,074) | (170,720) | (180,366) | (190,013) |
|                     | 120% |                    | (145,522) | (190,970) | (200,574) | (211,143) | (221,712) | (232,282) | (242,851) |
|                     | 125% |                    | (197,589) | (247,199) | (257,122) | (267,044) | (276,966) | (286,888) | (296,810) |
|                     | 130% |                    | (258,019) | (304,394) | (313,669) | (322,944) | (332,260) | (341,630) | (350,999) |

|                             |      | AH - % on site 35% |           |           |           |           |           |           |           |
|-----------------------------|------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                             |      | (17,625)           | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV)         |      | (17,625)           |           |           |           |           |           |           |           |
|                             | 75%  |                    | (361,353) | (310,528) | (300,399) | (290,269) | (280,140) | (270,011) | (259,882) |
| Cahnges in sales values (£) | 80%  |                    | (268,026) | (240,667) | (235,195) | (229,724) | (224,252) | (218,780) | (213,308) |
|                             | 85%  |                    | (177,962) | (174,460) | (173,759) | (173,059) | (172,358) | (171,658) | (170,958) |
|                             | 90%  |                    | (97,894)  | (114,526) | (117,852) | (121,179) | (124,505) | (127,831) | (131,158) |
|                             | 95%  |                    | (18,238)  | (54,784)  | (62,093)  | (69,402)  | (76,711)  | (84,020)  | (91,330)  |
|                             | 100% |                    | 61,419    | 4,959     | (6,333)   | (17,625)  | (28,917)  | (40,209)  | (51,501)  |
|                             | 105% |                    | 141,075   | 64,701    | 49,426    | 34,145    | 18,835    | 3,525     | (11,786)  |
|                             | 110% |                    | 220,602   | 124,229   | 104,955   | 85,681    | 66,406    | 47,132    | 27,857    |
|                             | 115% |                    | 299,887   | 183,694   | 160,455   | 137,216   | 113,978   | 90,739    | 67,500    |
|                             | 120% |                    | 379,173   | 243,158   | 215,955   | 188,752   | 161,549   | 134,346   | 107,143   |
|                             | 125% |                    | 458,459   | 302,623   | 271,455   | 240,288   | 209,121   | 177,953   | 146,786   |

|                     |     | Site Specific S106 |           |           |           |           |           |           |           |
|---------------------|-----|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |     | (17,625)           | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |           |
| Balance (RLV - TLV) |     | (17,625)           | -         |           |           |           |           |           |           |
|                     | 0   |                    | 58,485    | 47,324    | 36,162    | 25,001    | 13,795    | 2,566     | (8,662)   |
| CIL Epsm<br>143.29  | 40  |                    | 40,419    | 29,258    | 18,077    | 6,849     | (4,380)   | (15,608)  | (26,837)  |
|                     | 80  |                    | 22,354    | 11,131    | (97)      | (11,326)  | (22,554)  | (33,783)  | (45,011)  |
|                     | 143 |                    | (6,265)   | (17,494)  | (28,722)  | (39,951)  | (51,179)  | (62,408)  | (73,636)  |
|                     | 160 |                    | (13,989)  | (25,218)  | (36,446)  | (47,675)  | (58,903)  | (70,132)  | (81,360)  |
|                     | 200 |                    | (32,164)  | (43,392)  | (54,621)  | (65,849)  | (77,078)  | (88,306)  | (99,535)  |
|                     | 240 |                    | (50,338)  | (61,567)  | (72,795)  | (84,024)  | (95,252)  | (106,481) | (117,709) |
|                     | 280 |                    | (68,513)  | (79,741)  | (90,970)  | (102,198) | (113,427) | (124,655) | (135,884) |
|                     | 320 |                    | (86,687)  | (97,916)  | (109,144) | (120,373) | (131,601) | (142,830) | (154,059) |
|                     | 360 |                    | (104,862) | (116,090) | (127,319) | (138,548) | (149,776) | (161,005) | (172,233) |
|                     | 400 |                    | (123,036) | (134,265) | (145,494) | (156,722) | (167,951) | (179,180) | (190,408) |
|                     | 440 |                    | (141,211) | (152,440) | (163,669) | (174,898) | (186,127) | (197,356) | (208,584) |
|                     | 480 |                    | (159,385) | (170,614) | (181,843) | (193,072) | (204,301) | (215,530) | (226,758) |
|                     | 520 |                    | (177,559) | (188,788) | (199,999) | (211,210) | (222,421) | (233,632) | (244,843) |
|                     | 560 |                    | (195,733) | (206,962) | (218,173) | (229,384) | (240,595) | (251,806) | (263,017) |
|                     | 600 |                    | (213,907) | (225,136) | (236,347) | (247,558) | (258,769) | (269,980) | (281,191) |
|                     | 640 |                    | (232,081) | (243,310) | (254,521) | (265,732) | (276,943) | (288,154) | (299,365) |
|                     | 680 |                    | (250,255) | (261,484) | (272,695) | (283,906) | (295,117) | (306,328) | (317,539) |
|                     | 720 |                    | (268,429) | (279,658) | (290,869) | (302,080) | (313,291) | (324,502) | (335,713) |
| 760                 |     | (286,603)          | (297,832) | (309,043) | (320,254) | (331,465) | (342,676) | (353,887) |           |
| 800                 |     | (304,777)          | (316,006) | (327,217) | (338,428) | (349,639) | (360,850) | (372,061) |           |

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**Scheme Ref:** B  
**Title:** 15 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                             |                          |                    |                             |               |         |         |  |
|----------------------------------------|-------------------------|---------------------------------------------|--------------------------|--------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 15 Units                                    |                          |                    |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                         |                          |                    |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                            |                          | 53.0%              |                             |               |         |         |  |
|                                        |                         | Shared ownership                            |                          | 25.0%              |                             |               |         |         |  |
|                                        |                         | Intermediate                                |                          | 21.6%              |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                         |                          |                    |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                        |                          |                    |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                                |                          |                    |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                                  | AH mix%                  | AH # units         | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 0.0                                         | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| 2 bed House                            | 20.9%                   | 2.0                                         | 57.4%                    | 3.0                | 34%                         | 5.0           |         |         |  |
| 3 bed House                            | 40.8%                   | 4.0                                         | 23.5%                    | 1.2                | 36%                         | 5.2           |         |         |  |
| 4 bed House                            | 35.0%                   | 3.4                                         | 2.8%                     | 0.1                | 24%                         | 3.6           |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                         | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                         | 16.4%                    | 0.9                | 6%                          | 0.9           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                         | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 9.8                                         | 100.0%                   | 5.3                | 100%                        | 14.7          |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                                      | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 58.0                    | 624                                         |                          |                    | 58.0                        | 624           |         |         |  |
| 2 bed House                            | 79.0                    | 850                                         |                          |                    | 79.0                        | 850           |         |         |  |
| 3 bed House                            | 90.0                    | 969                                         |                          |                    | 90.0                        | 969           |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                       |                          |                    | 110.0                       | 1,184         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                         | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                         | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                                      | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 50.0                    | 538                                         |                          |                    | 50.0                        | 538           |         |         |  |
| 2 bed House                            | 70.0                    | 753                                         |                          |                    | 70.0                        | 753           |         |         |  |
| 3 bed House                            | 84.0                    | 904                                         |                          |                    | 84.0                        | 904           |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                       |                          |                    | 97.0                        | 1,044         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                         | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                         | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                                      | AH units GIA (sqm)       | (sqft)             | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 0                       | 0                                           | 0                        | 0                  | 0                           | 0             |         |         |  |
| 2 bed House                            | 161                     | 1,733                                       | 211                      | 2,269              | 372                         | 4,001         |         |         |  |
| 3 bed House                            | 358                     | 3,854                                       | 104                      | 1,116              | 462                         | 4,970         |         |         |  |
| 4 bed House                            | 375                     | 4,041                                       | 14                       | 151                | 389                         | 4,192         |         |         |  |
| 5 bed House                            | 0                       | 0                                           | 0                        | 0                  | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                           | 51                       | 544                | 51                          | 544           |         |         |  |
| 2 bed Flat                             | 0                       | 0                                           | 0                        | 0                  | 0                           | 0             |         |         |  |
|                                        | 894                     | 9,627                                       | 379                      | 4,080              | 1,273                       | 13,707        |         |         |  |
| <i>AH % by floor area:</i>             |                         | <i>29.77% AH % by floor area due to mix</i> |                          |                    |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                        | Epsf                     | total MV £ (no AH) |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                       | 288                      | 0                  |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                       | 294                      | 1,262,156          |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                       | 299                      | 1,511,560          |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                       | 296                      | 1,245,090          |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  | 0                  |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                       | 297                      | 137,592            |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                       | 289                      | 0                  |                             |               |         |         |  |
|                                        |                         |                                             |                          | 4,156,398          |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                        | % of MV Shared ownership | Epsm               | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                       | 50%                      | 126,000            | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                       | 50%                      | 175,000            | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                       | 50%                      | 203,000            | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                       | 50%                      | 245,000            | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | 50%                      | 0                  | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                       | 50%                      | 112,000            | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                       | 50%                      | 133,000            | 2,180                       | 152,000       | 2,492   | 80%     |  |

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Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE          |                            |                       |               |                          |
|----------------------------------|----------------------------|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b>                 |                            |                       |               |                          |
|                                  | (part houses due to % mix) |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 180,000       | -                        |
| 2 bed House                      | 2.0                        | @                     | 250,000       | 509,438                  |
| 3 bed House                      | 4.0                        | @                     | 290,000       | 1,153,620                |
| 4 bed House                      | 3.4                        | @                     | 350,000       | 1,194,375                |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.0                        | @                     | 160,000       | -                        |
| 2 bed Flat                       | 0.0                        | @                     | 190,000       | -                        |
|                                  | 9.4                        |                       |               | 2,857,433                |
| <b>Affordable Rent GDV -</b>     |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 90,000        | -                        |
| 2 bed House                      | 1.6                        | @                     | 125,000       | 199,470                  |
| 3 bed House                      | 0.7                        | @                     | 145,000       | 94,854                   |
| 4 bed House                      | 0.1                        | @                     | 175,000       | 13,439                   |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.5                        | @                     | 80,000        | 36,462                   |
| 2 bed Flat                       | 0.0                        | @                     | 95,000        | -                        |
|                                  | 2.8                        |                       |               | 344,226                  |
| <b>Shared ownership</b>          |                            |                       |               |                          |
| 1 bed House                      | 0.0                        | @                     | 126,000       | -                        |
| 2 bed House                      | 0.8                        | @                     | 175,000       | 131,937                  |
| 3 bed House                      | 0.3                        | @                     | 203,000       | 62,740                   |
| 4 bed House                      | 0.0                        | @                     | 245,000       | 8,889                    |
| 5 bed House                      | 0.0                        | @                     | 0             | -                        |
| 1 bed Flat                       | 0.2                        | @                     | 112,000       | 24,117                   |
| 2 bed Flat                       | 0.0                        | @                     | 133,000       | -                        |
|                                  | 1.3                        |                       |               | 227,683                  |
| <b>Intermediate</b>              |                            |                       |               |                          |
| 2 bed House                      | 0.0                        | @                     | 144,000       | -                        |
| 3 bed House                      | 0.7                        | @                     | 200,000       | 130,070                  |
| 4 bed House                      | 0.3                        | @                     | 232,000       | 61,852                   |
| 5 bed House                      | 0.0                        | @                     | 250,000       | 7,825                    |
| 1 bed Flat                       | 0.0                        | @                     | 0             | -                        |
| 2 bed Flat                       | 0.2                        | @                     | 128,000       | 23,776                   |
| 0.00%                            | 0.0                        | @                     | 152,000       | -                        |
|                                  | 1.1                        |                       |               | 223,522                  |
| <b>Sub-total GDV Residential</b> |                            |                       |               |                          |
|                                  | 14.7                       |                       |               | 3,652,863                |
| <i>AH on-site cost analysis:</i> |                            |                       |               |                          |
|                                  |                            |                       | £MV less £GDV | 503,535                  |
|                                  | 395                        | £ psm (total GIA sqm) | 33,569        | £ per unit (total units) |
| <b>Grant</b>                     |                            |                       |               |                          |
|                                  | 15                         | @                     | 0             | -                        |
| <b>Total GDV</b>                 |                            |                       |               |                          |
|                                  |                            |                       |               | 3,652,863                |



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**Scheme Ref:** B  
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**Notes:** Greenfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                        |                          |            |                                 |                    |
|----------------------------------------------------------------------|------------------------|--------------------------|------------|---------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                        |                          |            |                                 |                    |
| Planning Application Professional Fees, Surveys and reports          |                        |                          |            |                                 | (20,000)           |
| Statutory Planning Fees (Residential)                                |                        |                          |            |                                 | (5,775)            |
| CIL                                                                  |                        | 894 sqm                  |            | 143.29 £ psm                    | (128,155)          |
|                                                                      | CIL analysis:          | 3.51% % of GDV           |            | 8,544 £ per unit (total units)  |                    |
| Site Specific S106 Contributions                                     | Year 1                 | 0                        |            |                                 | -                  |
|                                                                      | Year 2                 | 0                        |            |                                 | -                  |
|                                                                      | Year 3                 | 0                        |            |                                 | -                  |
|                                                                      | Year 4                 | 0                        |            |                                 | -                  |
|                                                                      | Year 5                 | 0                        |            |                                 | -                  |
|                                                                      | Year 6                 | 0                        |            |                                 | -                  |
|                                                                      | Year 7                 | 0                        |            |                                 | -                  |
|                                                                      | Year 8                 | 0                        |            |                                 | -                  |
|                                                                      | Year 9                 | 0                        |            |                                 | -                  |
|                                                                      | Year 10                | 0                        |            |                                 | -                  |
|                                                                      | total                  | 15 units @               |            | 1,500 per unit                  | (22,500)           |
|                                                                      | S106 analysis:         | 0.62% % of GDV           |            | 1,500 £ per unit (total units)  |                    |
| AH Commuted Sum                                                      |                        | 1,273 sqm (total)        |            | 0 £ psm                         | -                  |
|                                                                      | Comm. Sum analysis:    | 0.00% % of GDV           |            |                                 |                    |
| <b>Construction Costs -</b>                                          |                        |                          |            |                                 |                    |
| Site Clearance and Demolition                                        |                        | 2.18 acres @             |            | 0 £ per acre (if brownfield)    | -                  |
| <b>Infrastructure costs -</b>                                        |                        |                          |            |                                 |                    |
| Policy SP10 - Climate Change                                         |                        | 2,557 per dwelling       |            |                                 | (38,355)           |
| Policy LP32 - Electric charging point                                |                        | 1,000 per dwelling       |            |                                 | (15,000)           |
| Policy SP09 - Cross-boundary mitiga                                  |                        | 121.89 per dwelling      |            |                                 | (1,828)            |
| Policy LP18 - Biodiversity & Geodiv                                  |                        | 42,545 per gross hectare |            |                                 | (41,711)           |
| Policy LP25 - Sustainable Constructi                                 |                        | 3,500 per dwelling       |            |                                 | (52,500)           |
| Enhanced S106                                                        |                        | 8,600                    |            |                                 | (129,000)          |
|                                                                      | total                  | 2.18 acres @             |            | 0 per acre                      | (278,394)          |
|                                                                      | Infra. Costs analysis: | 7.62% % of GDV           |            | 18,560 £ per unit (total units) |                    |
| 1 bed House                                                          |                        | - sqm @                  |            | 1,155 psm                       | -                  |
| 2 bed House                                                          |                        | 372 sqm @                |            | 1,155 psm                       | (429,364)          |
| 3 bed House                                                          |                        | 462 sqm @                |            | 1,155 psm                       | (533,262)          |
| 4 bed House                                                          |                        | 389 sqm @                |            | 1,155 psm                       | (449,792)          |
| 5 bed House                                                          |                        | - sqm @                  |            | 1,155 psm                       | -                  |
| 1 bed Flat                                                           |                        | 51 sqm @                 |            | 1,296 psm                       | (65,559)           |
| 2 bed Flat                                                           | 1,273                  | - sqm @                  |            | 1,296 psm                       | -                  |
| External works                                                       |                        | 1,477,977 @              |            | 15.0%<br>14,780 £ per unit      | (221,697)          |
| M4(2) Category 2 Housing                                             |                        | 50% of All units         | 15 units @ | 521 £ per dwelling              | (3,908)            |
| M4(3) Category 3 Housing                                             |                        | 0% of All units          | 15 units @ | 10,307 £ per dwelling           | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                        |                          | 15 units @ | 9 £ per dwelling                | (135)              |
| Contingency                                                          |                        | 1,982,110 @              |            | 5.0%                            | (99,105)           |
| <b>Professional Fees</b>                                             |                        | 1,982,110 @              |            | 10.0%                           | (198,211)          |
| <b>Disposal Costs -</b>                                              |                        |                          |            |                                 |                    |
| Marketing and Promotion                                              |                        | 2,857,433 OMS @          |            | 1.50%                           | (42,861)           |
| Residential Sales Agent Costs                                        |                        | 2,857,433 OMS @          |            | 1.50%                           | (42,861)           |
| Residential Sales Legal Costs                                        |                        | 2,857,433 OMS @          |            | 0.50%                           | (14,287)           |
| <b>Interest (on Development Costs) -</b>                             |                        | 7.50% APR                |            | 0.604% pcm                      | (50,887)           |
| <b>Developers Profit -</b>                                           |                        |                          |            |                                 |                    |
| Margin on AH                                                         |                        | 571,909                  |            | 6.00% on AH values              | (34,315)           |
| Profit on GDV                                                        |                        | 2,857,433                |            | 20.00%                          | (571,487)          |
|                                                                      |                        | 2,606,754                |            | 21.92% on costs                 | (571,487)          |
|                                                                      |                        | 3,429,341                |            | 17.67% blended                  | (605,801)          |
| <b>TOTAL COSTS</b>                                                   |                        |                          |            |                                 | <b>(3,212,555)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** B  
**Title:** 15 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 440,308        |
| SDLT                        | 440,308 @         | 5.0% (slabbed)   |                    | (11,515)       |
| Acquisition Agent fees      | 440,308 @         | 1.0%             |                    | (4,403)        |
| Acquisition Legal fees      | 440,308 @         | 0.5%             |                    | (2,202)        |
| Interest on Land            | 440,308 @         | 7.5%             |                    | (33,023)       |
| Residual Land Value         |                   |                  |                    | <b>389,165</b> |
| <i>RLV analysis:</i>        | 25,944 £ per plot | 441,054 £ per ha | 178,492 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                       |                |
|--------------------------|-------------------|----------------------|-----------------------|----------------|
| Residential Density      | 17.0              | dp net ha            |                       |                |
| Site Area (Resi)         | 0.88              | net ha               | 2.18                  | net acres      |
| <i>Density analysis:</i> | 1,443             | sqm/ha               | 6,287                 | sqft/ac        |
| Threshold Land Value     | 13,725 £ per plot | 233,324 £ per net ha | 94,425 £ per net acre | <b>205,874</b> |
|                          | 90%               | Gross to net         | 0.98                  | Gross hectares |

| BALANCE           |                  |                   |                |
|-------------------|------------------|-------------------|----------------|
| Surplus/(Deficit) | 207,730 £ per ha | 84,067 £ per acre | <b>183,291</b> |

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Scheme Ref: B  
 Title: 15 No. Units  
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 Enhanced S106 costs

| SENSITIVITY ANALYSIS |         | AH - % on site 35% |           |           |           |           |           |           |
|----------------------|---------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)  | 183,291 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                      | 0       | 492,430            | 352,299   | 324,246   | 296,194   | 268,141   | 239,964   | 211,713   |
|                      | 80      | 394,867            | 279,567   | 256,363   | 233,159   | 209,955   | 186,751   | 163,516   |
|                      | 100     | 370,476            | 261,285   | 239,392   | 217,400   | 195,408   | 173,416   | 151,424   |
|                      | 120     | 346,086            | 242,992   | 222,374   | 201,642   | 180,862   | 160,082   | 139,302   |
|                      | 140     | 321,695            | 224,699   | 205,300   | 185,883   | 166,315   | 146,748   | 127,180   |
| CIL Epsm             | 160     | 297,305            | 206,406   | 188,227   | 170,047   | 151,769   | 133,414   | 115,058   |
| 143.29               | 180     | 272,914            | 188,114   | 171,153   | 154,193   | 137,223   | 120,079   | 102,936   |
|                      | 200     | 248,442            | 169,821   | 154,080   | 138,339   | 122,599   | 106,745   | 90,814    |
|                      | 220     | 223,904            | 151,528   | 137,007   | 122,486   | 107,964   | 93,411    | 78,692    |
|                      | 240     | 199,366            | 133,235   | 119,933   | 106,632   | 93,330    | 80,029    | 66,570    |
|                      | 260     | 174,828            | 114,942   | 102,860   | 90,778    | 78,696    | 66,614    | 54,448    |
|                      | 280     | 150,290            | 96,649    | 85,786    | 74,924    | 64,061    | 53,199    | 42,326    |
|                      | 300     | 125,752            | 78,271    | 68,713    | 59,070    | 49,427    | 39,784    | 30,141    |
|                      | 320     | 101,214            | 59,868    | 51,599    | 43,216    | 34,793    | 26,369    | 17,946    |
|                      | 340     | 76,676             | 41,464    | 34,422    | 27,362    | 20,158    | 12,954    | 5,751     |
|                      | 360     | 52,138             | 23,061    | 17,245    | 11,430    | 5,524     | (460)     | (6,445)   |
|                      | 380     | 27,600             | 4,657     | 69        | (4,520)   | (9,110)   | (13,875)  | (18,640)  |
|                      | 400     | 3,026              | (13,746)  | (17,108)  | (20,470)  | (23,831)  | (27,290)  | (30,835)  |
|                      | 420     | (21,660)           | (32,150)  | (34,285)  | (36,419)  | (38,554)  | (40,705)  | (43,031)  |
|                      | 440     | (46,346)           | (50,553)  | (51,461)  | (52,369)  | (53,277)  | (54,185)  | (55,226)  |
|                      | 460     | (71,033)           | (68,957)  | (68,638)  | (68,319)  | (68,000)  | (67,681)  | (67,421)  |
|                      | 480     | (95,719)           | (87,360)  | (85,814)  | (84,268)  | (82,723)  | (81,177)  | (79,631)  |
|                      | 500     | (120,406)          | (105,840) | (102,991) | (100,218) | (97,445)  | (94,672)  | (91,900)  |
|                      | 520     | (145,092)          | (124,355) | (120,208) | (116,168) | (112,168) | (108,168) | (104,169) |
|                      | 540     | (169,778)          | (142,870) | (137,488) | (132,118) | (126,891) | (121,664) | (116,438) |
|                      |         | AH - % on site 35% |           |           |           |           |           |           |
| Balance (RLV - TLV)  | 183,291 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
|                      | -       | 337,625            | 241,632   | 222,434   | 203,113   | 183,745   | 164,377   | 145,008   |
|                      | 1,500   | 317,683            | 221,690   | 202,492   | 183,291   | 163,923   | 144,554   | 125,186   |
|                      | 3,000   | 297,741            | 201,748   | 182,550   | 163,351   | 144,100   | 124,732   | 105,364   |
|                      | 4,500   | 277,799            | 181,806   | 162,608   | 143,409   | 124,211   | 104,910   | 85,542    |
|                      | 6,000   | 257,833            | 161,864   | 142,666   | 123,467   | 104,269   | 85,070    | 65,720    |
| Site Specific S106   | 7,500   | 237,770            | 141,922   | 122,724   | 103,525   | 84,327    | 65,128    | 45,898    |
| 1,500                | 9,000   | 217,708            | 121,980   | 102,782   | 83,583    | 64,385    | 45,186    | 25,988    |
|                      | 10,500  | 197,645            | 102,038   | 82,840    | 63,641    | 44,443    | 25,244    | 6,046     |
|                      | 12,000  | 177,583            | 82,035    | 62,898    | 43,699    | 24,501    | 5,302     | (13,896)  |
|                      | 13,500  | 157,520            | 61,972    | 42,863    | 23,753    | 4,559     | (14,640)  | (33,838)  |
|                      | 15,000  | 137,458            | 41,910    | 22,800    | 3,691     | (15,419)  | (34,582)  | (53,780)  |
|                      | 16,500  | 117,395            | 21,847    | 2,738     | (16,372)  | (35,481)  | (54,591)  | (73,722)  |
|                      | 18,000  | 97,333             | 1,785     | (17,325)  | (36,434)  | (55,544)  | (74,653)  | (93,763)  |
|                      | 19,500  | 77,270             | (18,278)  | (37,387)  | (56,497)  | (75,606)  | (94,716)  | (113,826) |
|                      | 21,000  | 57,208             | (38,340)  | (57,450)  | (76,559)  | (95,669)  | (114,778) | (133,888) |
|                      | 22,500  | 37,145             | (58,403)  | (77,512)  | (96,622)  | (115,731) | (134,841) | (153,951) |
|                      | 24,000  | 17,083             | (78,465)  | (97,575)  | (116,684) | (135,794) | (154,903) | (174,013) |
|                      | 25,500  | (3,052)            | (98,560)  | (117,662) | (136,764) | (155,865) | (174,967) | (194,076) |
|                      | 27,000  | (23,236)           | (118,744) | (137,846) | (156,947) | (176,049) | (195,151) | (214,326) |
|                      | 28,500  | (43,420)           | (138,928) | (158,030) | (177,131) | (196,373) | (218,584) | (240,795) |
|                      | 30,000  | (63,604)           | (159,112) | (178,213) | (197,313) | (219,842) | (242,053) | (264,265) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **B**  
 Title: **15 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

|                     |                              | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|------------------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                              | 183,291            | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) |                              | 183,291            |           |           |           |           |           |           |           |
|                     |                              | 50,000             | 414,543   | 318,550   | 299,351   | 280,150   | 260,782   | 241,414   | 222,046   |
|                     |                              | 75,000             | 360,035   | 264,042   | 244,844   | 225,643   | 206,275   | 186,907   | 167,539   |
|                     | TLV (per net acre)<br>94,425 | 100,000            | 305,528   | 209,535   | 190,337   | 171,136   | 151,767   | 132,399   | 113,031   |
|                     |                              | 125,000            | 251,020   | 155,028   | 135,829   | 116,628   | 97,260    | 77,892    | 58,524    |
|                     |                              | 150,000            | 196,513   | 100,520   | 81,322    | 62,121    | 42,753    | 23,385    | 4,016     |
|                     |                              | 175,000            | 142,006   | 46,013    | 26,814    | 7,614     | (11,755)  | (31,123)  | (50,491)  |
|                     |                              | 200,000            | 87,498    | (8,494)   | (27,693)  | (46,894)  | (66,262)  | (85,630)  | (104,998) |
|                     |                              | 225,000            | 32,991    | (63,002)  | (82,200)  | (101,401) | (120,769) | (140,137) | (159,506) |
| 250,000             |                              | (21,516)           | (117,509) | (136,708) | (155,909) | (175,277) | (194,645) | (214,013) |           |
| 275,000             | (76,024)                     | (172,016)          | (191,215) | (210,416) | (229,784) | (249,152) | (268,520) |           |           |

|                     |                     | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|---------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                     | 183,291            | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) | 5                   |                    | (276,830) | (372,822) | (392,021) | (411,220) | (430,418) | (449,687) | (469,056) |
|                     | 10                  | 144,283            | 48,291    | 29,092    | 9,894     | (9,398)   | (28,766)  | (48,134)  |           |
|                     | Density (dph)<br>17 | 15                 | 284,654   | 188,662   | 169,463   | 150,265   | 130,909   | 111,541   | 92,173    |
|                     |                     | 20                 | 354,840   | 258,847   | 239,649   | 220,431   | 201,063   | 181,695   | 162,326   |
|                     |                     | 21                 | 364,867   | 268,874   | 249,675   | 230,453   | 211,085   | 191,717   | 172,348   |
|                     |                     | 25                 | 396,951   | 300,959   | 281,760   | 262,523   | 243,155   | 223,787   | 204,419   |
|                     |                     | 30                 | 425,026   | 329,033   | 309,834   | 290,584   | 271,216   | 251,848   | 232,480   |
|                     |                     | 35                 | 445,079   | 349,086   | 329,887   | 310,628   | 291,260   | 271,892   | 252,524   |
|                     |                     | 40                 | 460,118   | 364,126   | 344,927   | 325,661   | 306,293   | 286,925   | 267,557   |
|                     |                     | 45                 | 471,816   | 375,823   | 356,625   | 337,353   | 317,985   | 298,617   | 279,249   |
|                     |                     | 50                 | 481,174   | 385,181   | 365,983   | 346,707   | 327,339   | 307,971   | 288,603   |

|                     |                   | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|-------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                   | 183,291            | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) | 95%               | 413,991            | 312,970   | 292,644   | 272,318   | 251,993   | 231,594   | 211,024   |           |
|                     | 100%              | 317,683            | 221,690   | 202,492   | 183,291   | 163,923   | 144,554   | 125,186   |           |
|                     | Build rate (Epsm) | 105%               | 221,130   | 130,198   | 111,963   | 93,727    | 75,492    | 57,257    | 39,021    |
|                     |                   | 110%               | 124,239   | 38,382    | 21,210    | 4,039     | (13,133)  | (30,383)  | (47,655)  |
|                     |                   | 115%               | 27,348    | (53,664)  | (69,866)  | (86,068)  | (102,271) | (118,473) | (134,676) |
|                     |                   | 120%               | (70,017)  | (146,027) | (161,229) | (176,431) | (191,633) | (208,701) | (226,377) |
|                     |                   | 125%               | (167,493) | (245,670) | (262,213) | (278,756) | (295,299) | (311,843) | (328,386) |
|                     |                   | 130%               | (276,446) | (353,717) | (369,171) | (384,625) | (400,079) | (415,533) | (430,987) |

|                     |                             | AH - % on site 35% |           |           |           |           |           |           |          |
|---------------------|-----------------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|----------|
|                     |                             | 183,291            | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%      |
| Balance (RLV - TLV) | 75%                         | (461,519)          | (355,691) | (334,525) | (313,390) | (292,395) | (271,400) | (250,405) |          |
|                     | 80%                         | (287,669)          | (225,761) | (213,407) | (201,054) | (189,656) | (179,199) | (168,742) |          |
|                     | Changes in sales values (£) | 85%                | (125,999) | (110,153) | (107,087) | (104,022) | (100,956) | (97,891)  | (94,888) |
|                     |                             | 90%                | 22,353    | 722       | (3,604)   | (7,967)   | (12,454)  | (17,940)  | (21,426) |
|                     |                             | 95%                | 170,187   | 111,348   | 99,505    | 87,663    | 75,820    | 63,978    | 51,937   |
|                     |                             | 100%               | 317,683   | 221,690   | 202,492   | 183,291   | 163,923   | 144,554   | 125,186  |
|                     |                             | 105%               | 464,807   | 331,901   | 305,208   | 278,515   | 251,822   | 225,129   | 198,367  |
|                     |                             | 110%               | 611,866   | 441,776   | 407,758   | 373,740   | 339,722   | 305,560   | 271,346  |
|                     |                             | 115%               | 758,365   | 551,650   | 510,307   | 468,862   | 427,350   | 385,838   | 344,326  |
|                     |                             | 120%               | 904,864   | 661,355   | 612,545   | 563,735   | 514,926   | 466,116   | 417,304  |
|                     |                             | 125%               | 1,051,363 | 770,825   | 714,717   | 658,609   | 602,501   | 546,379   | 490,056  |

|                     |                    | Site Specific S106 |           |           |           |           |           |           | £1,500    |
|---------------------|--------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                    | 183,291            | -         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |
| Balance (RLV - TLV) | 0                  | 316,016            | 296,194   | 276,371   | 256,549   | 236,727   | 216,905   | 197,083   |           |
|                     | 40                 | 284,498            | 264,676   | 244,854   | 225,032   | 205,210   | 185,388   | 165,461   |           |
|                     | 80                 | 252,981            | 233,159   | 213,337   | 193,515   | 173,693   | 153,895   | 133,753   |           |
|                     | CIL Epsm<br>143.29 | 143                | 203,341   | 183,519   | 163,697   | 143,875   | 124,053   | 104,231   | 84,409    |
|                     |                    | 160                | 189,947   | 170,047   | 150,105   | 130,163   | 110,221   | 90,279    | 70,337    |
|                     |                    | 200                | 158,281   | 138,339   | 118,397   | 98,456    | 78,514    | 58,572    | 38,630    |
|                     |                    | 240                | 126,574   | 106,632   | 86,690    | 66,748    | 46,806    | 26,864    | 6,816     |
|                     |                    | 280                | 94,866    | 74,924    | 54,982    | 35,040    | 15,041    | (5,021)   | (25,084)  |
|                     |                    | 320                | 63,158    | 43,216    | 23,274    | 3,204     | (16,858)  | (36,921)  | (56,983)  |
|                     |                    | 360                | 31,450    | 11,430    | (8,633)   | (28,695)  | (48,758)  | (68,820)  | (88,883)  |
|                     |                    | 400                | (407)     | (20,470)  | (40,532)  | (60,595)  | (80,657)  | (100,720) | (120,782) |
|                     |                    | 440                | (32,307)  | (52,369)  | (72,432)  | (92,494)  | (112,557) | (132,619) | (152,795) |
|                     |                    | 480                | (64,206)  | (84,268)  | (104,331) | (124,394) | (144,457) | (164,519) | (184,581) |
|                     |                    | 520                | (96,105)  | (116,168) | (136,244) | (156,320) | (176,396) | (196,472) | (216,548) |
|                     |                    | 560                | (128,005) | (148,153) | (168,336) | (188,520) | (208,704) | (228,888) | (249,072) |
|                     |                    | 600                | (160,061) | (180,245) | (201,252) | (224,721) | (248,191) | (271,660) | (295,130) |
|                     |                    | 640                | (192,154) | (215,099) | (238,568) | (262,038) | (285,507) | (308,976) | (332,593) |
| 680                 | (228,946)          | (252,415)          | (275,885) | (299,354) | (322,912) | (346,524) | (370,135) |           |           |
| 720                 | (266,262)          | (289,732)          | (313,232) | (336,843) | (360,455) | (384,066) | (407,677) |           |           |
| 760                 | (303,579)          | (327,163)          | (350,774) | (374,385) | (397,997) | (421,608) | (445,220) |           |           |
| 800                 | (341,093)          | (364,705)          | (388,316) | (411,928) | (435,539) | (459,150) | (482,762) |           |           |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** C  
**Title:** 30 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                             |                          |                            |                             |               |         |         |  |
|----------------------------------------|-------------------------|---------------------------------------------|--------------------------|----------------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 30 Units                                    |                          |                            |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                         |                          |                            |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                            |                          | 53.0%                      |                             |               |         |         |  |
|                                        |                         | Shared ownership                            |                          | 25.0%                      |                             |               |         |         |  |
|                                        |                         | Intermediate                                |                          | 21.6%                      |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                         |                          |                            |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                        |                          |                            |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                                |                          |                            |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                             |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                                  | AH mix%                  | AH # units                 | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 0.6                                         | 0.0%                     | 0.0                        | 2%                          | 0.6           |         |         |  |
| 2 bed House                            | 20.9%                   | 4.1                                         | 57.4%                    | 6.0                        | 34%                         | 10.1          |         |         |  |
| 3 bed House                            | 40.8%                   | 8.0                                         | 23.5%                    | 2.5                        | 35%                         | 10.4          |         |         |  |
| 4 bed House                            | 35.0%                   | 6.8                                         | 2.8%                     | 0.3                        | 24%                         | 7.1           |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                         | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                         | 16.4%                    | 1.7                        | 6%                          | 1.7           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                         | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 19.5                                        | 100.0%                   | 10.5                       | 100%                        | 30.0          |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                             |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                                      | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 58.0                    | 624                                         |                          | 58.0                       | 624                         |               |         |         |  |
| 2 bed House                            | 79.0                    | 850                                         |                          | 79.0                       | 850                         |               |         |         |  |
| 3 bed House                            | 90.0                    | 969                                         |                          | 90.0                       | 969                         |               |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                       |                          | 110.0                      | 1,184                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                           |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                         | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                         | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                             |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                                      | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 50.0                    | 538                                         |                          | 50.0                       | 538                         |               |         |         |  |
| 2 bed House                            | 70.0                    | 753                                         |                          | 70.0                       | 753                         |               |         |         |  |
| 3 bed House                            | 84.0                    | 904                                         |                          | 84.0                       | 904                         |               |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                       |                          | 97.0                       | 1,044                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                           |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                         | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                         | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                             |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                                      | AH units GIA (sqm)       | (sqft)                     | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 37                      | 402                                         | 0                        | 0                          | 37                          | 402           |         |         |  |
| 2 bed House                            | 322                     | 3,466                                       | 422                      | 4,537                      | 743                         | 8,003         |         |         |  |
| 3 bed House                            | 716                     | 7,707                                       | 207                      | 2,232                      | 923                         | 9,939         |         |         |  |
| 4 bed House                            | 751                     | 8,081                                       | 28                       | 303                        | 779                         | 8,384         |         |         |  |
| 5 bed House                            | 0                       | 0                                           | 0                        | 0                          | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                           | 101                      | 1,089                      | 101                         | 1,089         |         |         |  |
| 2 bed Flat                             | 0                       | 0                                           | 0                        | 0                          | 0                           | 0             |         |         |  |
|                                        | 1,826                   | 19,656                                      | 758                      | 8,161                      | 2,584                       | 27,817        |         |         |  |
| <i>AH % by floor area:</i>             |                         | <i>29.34% AH % by floor area due to mix</i> |                          |                            |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                             |                          |                            |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                        | Epsf                     | total MV (£ (no AH)        |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                       | 288                      | 115,830                    |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                       | 294                      | 2,524,313                  |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                       | 299                      | 3,023,120                  |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                       | 296                      | 2,490,180                  |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  | 0                          |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                       | 297                      | 275,184                    |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                       | 289                      | 0                          |                             |               |         |         |  |
|                                        |                         |                                             |                          | 8,428,626                  |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                             |                          |                            |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                        | % of MV Shared ownership | Epsm                       | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                       | 50%                      | 126,000                    | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                       | 50%                      | 175,000                    | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                       | 50%                      | 203,000                    | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                       | 50%                      | 245,000                    | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | 50%                      | 0                          | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                       | 50%                      | 112,000                    | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                       | 50%                      | 133,000                    | 2,180                       | 152,000       | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 0.6                        | @                     | 180,000 | 115,830                         |
| 2 bed House                      | 4.1                        | @                     | 250,000 | 1,018,875                       |
| 3 bed House                      | 8.0                        | @                     | 290,000 | 2,307,240                       |
| 4 bed House                      | 6.8                        | @                     | 350,000 | 2,388,750                       |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 19.5                       |                       |         | 5,830,695                       |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 3.2                        | @                     | 125,000 | 398,941                         |
| 3 bed House                      | 1.3                        | @                     | 145,000 | 189,708                         |
| 4 bed House                      | 0.2                        | @                     | 175,000 | 26,879                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.9                        | @                     | 80,000  | 72,924                          |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 5.6                        |                       |         | 688,452                         |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 1.5                        | @                     | 175,000 | 263,873                         |
| 3 bed House                      | 0.6                        | @                     | 203,000 | 125,479                         |
| 4 bed House                      | 0.1                        | @                     | 245,000 | 17,779                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.4                        | @                     | 112,000 | 48,234                          |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 2.6                        |                       |         | 455,365                         |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 1.3                        | @                     | 200,000 | 260,140                         |
| 4 bed House                      | 0.5                        | @                     | 232,000 | 123,704                         |
| 5 bed House                      | 0.1                        | @                     | 250,000 | 15,649                          |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 0.4                        | @                     | 128,000 | 47,552                          |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 2.3                        |                       |         | 447,045                         |
| <b>Sub-total GDV Residential</b> | <b>30.0</b>                |                       |         | <b>7,421,557</b>                |
| <i>AH on-site cost analysis:</i> |                            |                       |         | <i>£MV less £GDV</i>            |
|                                  | 390                        | £ psm (total GIA sqm) |         | 1,007,069                       |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 30                         | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>7,421,557</b>                |

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Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                       |                          |            |                                 |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|------------|---------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |            |                                 |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |            |                                 | (30,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |            |                                 | (11,550)           |
| CIL                                                                  |                                       | 1,826 sqm                |            | 143.29 £ psm                    | (261,659)          |
|                                                                      | CIL analysis:                         | 3.53% of GDV             |            | 8,722 £ per unit (total units)  |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |            |                                 | -                  |
|                                                                      | Year 2                                | 0                        |            |                                 | -                  |
|                                                                      | Year 3                                | 0                        |            |                                 | -                  |
|                                                                      | Year 4                                | 0                        |            |                                 | -                  |
|                                                                      | Year 5                                | 0                        |            |                                 | -                  |
|                                                                      | Year 6                                | 0                        |            |                                 | -                  |
|                                                                      | Year 7                                | 0                        |            |                                 | -                  |
|                                                                      | Year 8                                | 0                        |            |                                 | -                  |
|                                                                      | Year 9                                | 0                        |            |                                 | -                  |
|                                                                      | Year 10                               | 0                        |            |                                 | -                  |
|                                                                      | total                                 | 30 units @               |            | 1,500 per unit                  | (45,000)           |
|                                                                      | S106 analysis:                        | 0.61% of GDV             |            | 1,500 £ per unit (total units)  |                    |
| AH Commuted Sum                                                      |                                       | 2,584 sqm (total)        |            | 0 £ psm                         | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% of GDV             |            |                                 |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |            |                                 |                    |
| Site Clearance and Demolition                                        |                                       | 3.71 acres @             |            | 0 £ per acre (if brownfield)    | -                  |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |            |                                 | (76,710)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |            |                                 | (30,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |            |                                 | (3,657)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |            |                                 | (79,772)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |            |                                 | (105,000)          |
|                                                                      | Enhanced S106                         | 8,600                    |            |                                 | (258,000)          |
|                                                                      | total                                 | 3.71 acres @             |            | 0 per acre                      | (553,139)          |
|                                                                      | Infra. Costs analysis:                | 7.45% of GDV             |            | 18,438 £ per unit (total units) |                    |
| 1 bed House                                                          |                                       | 37 sqm @                 |            | 1,155 psm                       | (43,108)           |
| 2 bed House                                                          |                                       | 743 sqm @                |            | 1,155 psm                       | (858,727)          |
| 3 bed House                                                          |                                       | 923 sqm @                |            | 1,155 psm                       | (1,066,525)        |
| 4 bed House                                                          |                                       | 779 sqm @                |            | 1,155 psm                       | (899,584)          |
| 5 bed House                                                          |                                       | - sqm @                  |            | 1,155 psm                       | -                  |
| 1 bed Flat                                                           |                                       | 101 sqm @                |            | 1,296 psm                       | (131,117)          |
| 2 bed Flat                                                           | 2,584                                 | - sqm @                  |            | 1,296 psm                       | -                  |
| External works                                                       |                                       | 2,999,062 @              |            | 15.0%<br>14,995 £ per unit      | (449,859)          |
| M4(2) Category 2 Housing                                             |                                       | 50% of All units         | 30 units @ | 521 £ per dwelling              | (7,815)            |
| M4(3) Category 3 Housing                                             |                                       | 0% of All units          | 30 units @ | 10,307 £ per dwelling           | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                          | 30 units @ | 9 £ per dwelling                | (270)              |
| Contingency                                                          |                                       | 4,010,144 @              |            | 5.0%                            | (200,507)          |
| Professional Fees                                                    |                                       | 4,010,144 @              |            | 10.0%                           | (401,014)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |            |                                 |                    |
| Marketing and Promotion                                              |                                       | 5,830,695 OMS @          |            | 1.50%                           | (87,460)           |
| Residential Sales Agent Costs                                        |                                       | 5,830,695 OMS @          |            | 1.50%                           | (87,460)           |
| Residential Sales Legal Costs                                        |                                       | 5,830,695 OMS @          |            | 0.50%                           | (29,153)           |
| Interest (on Development Costs) -                                    |                                       | 7.50% APR                |            | 0.604% pcm                      | (123,471)          |
| <b>Developers Profit -</b>                                           |                                       |                          |            |                                 |                    |
| Margin on AH                                                         |                                       | 1,143,817                |            | 6.00% on AH values              | (68,629)           |
| Profit on GDV                                                        |                                       | 5,830,695                |            | 20.00%                          | (1,166,139)        |
|                                                                      |                                       | 5,287,420                |            | 22.05% on costs                 | (1,166,139)        |
|                                                                      |                                       | 6,974,512                |            | 17.70% blended                  | (1,234,768)        |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |            |                                 | <b>(6,522,188)</b> |

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**Scheme Ref:** C  
**Title:** 30 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| <b>RESIDUAL LAND VALUE</b>  |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 899,368        |
| SDLT                        | 899,368 @         |                  | 5.0% (slabbed)     | (34,468)       |
| Acquisition Agent fees      | 899,368 @         |                  | 1.0%               | (8,994)        |
| Acquisition Legal fees      | 899,368 @         |                  | 0.5%               | (4,497)        |
| Interest on Land            | 899,368 @         |                  | 7.5%               | (67,453)       |
| Residual Land Value         |                   |                  |                    | <b>783,957</b> |
| <i>RLV analysis:</i>        | 26,132 £ per plot | 522,638 £ per ha | 211,509 £ per acre |                |

| <b>THRESHOLD LAND VALUE</b> |                   |                      |                        |                |
|-----------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density         |                   | 20.0 dp net ha       |                        |                |
| Site Area (Resi)            |                   | 1.50 net ha          | 3.71 net acres         |                |
| <i>Density analysis:</i>    |                   | 1,723 sqm/ha         | 7,505 sqft/ac          |                |
| Threshold Land Value        | 13,124 £ per plot | 262,489 £ per net ha | 106,228 £ per net acre | <b>393,734</b> |
|                             |                   | 80% Gross to net     | 1.88 Gross hectares    |                |

| <b>BALANCE</b>    |  |                  |                    |                |
|-------------------|--|------------------|--------------------|----------------|
| Surplus/(Deficit) |  | 260,148 £ per ha | 105,281 £ per acre | <b>390,223</b> |



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Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |         | AH - % on site 35% |           |           |           |           |           |           |  |
|----------------------|---------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| Balance (RLV - TLV)  | 390,223 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
|                      | 0       | 1,080,359          | 772,378   | 710,711   | 649,045   | 587,275   | 525,467   | 463,659   |  |
|                      | 80      | 857,026            | 605,826   | 555,526   | 505,173   | 454,721   | 404,268   | 353,702   |  |
|                      | 100     | 800,847            | 563,946   | 516,437   | 468,929   | 421,417   | 373,741   | 326,064   |  |
|                      | 120     | 744,398            | 521,866   | 477,306   | 432,633   | 387,916   | 343,200   | 298,311   |  |
|                      | 140     | 687,881            | 479,733   | 437,981   | 396,230   | 354,412   | 312,488   | 270,558   |  |
| CIL Epsm             | 160     | 631,120            | 437,449   | 398,656   | 359,714   | 320,771   | 281,775   | 242,643   |  |
| 143.29               | 180     | 574,261            | 395,061   | 359,104   | 323,147   | 287,064   | 250,930   | 214,723   |  |
|                      | 200     | 517,183            | 352,569   | 319,542   | 286,411   | 253,280   | 220,032   | 186,707   |  |
|                      | 220     | 459,979            | 309,924   | 279,801   | 249,674   | 219,369   | 189,064   | 158,618   |  |
|                      | 240     | 402,776            | 267,220   | 239,999   | 212,719   | 185,439   | 157,979   | 130,500   |  |
|                      | 260     | 345,573            | 224,318   | 200,066   | 175,760   | 151,323   | 126,885   | 102,241   |  |
|                      | 280     | 288,370            | 181,415   | 160,024   | 138,633   | 117,207   | 95,613    | 73,982    |  |
|                      | 300     | 230,883            | 138,513   | 119,982   | 101,451   | 82,920    | 64,340    | 45,588    |  |
|                      | 320     | 173,334            | 95,610    | 79,940    | 64,269    | 48,598    | 32,928    | 17,159    |  |
|                      | 340     | 115,785            | 52,600    | 39,897    | 27,087    | 14,277    | 1,466     | (11,344)  |  |
|                      | 360     | 58,236             | 9,438     | (321)     | (10,095)  | (20,045)  | (29,996)  | (39,946)  |  |
|                      | 380     | 676                | (33,724)  | (40,606)  | (47,488)  | (54,370)  | (61,457)  | (68,548)  |  |
|                      | 400     | (57,221)           | (76,885)  | (80,890)  | (84,895)  | (88,899)  | (92,919)  | (97,149)  |  |
|                      | 420     | (115,118)          | (120,047) | (121,174) | (122,302) | (123,429) | (124,556) | (125,751) |  |
|                      | 440     | (173,014)          | (163,373) | (161,459) | (159,708) | (157,958) | (156,208) | (154,458) |  |
|                      | 460     | (230,911)          | (206,795) | (201,972) | (197,149) | (192,488) | (187,860) | (183,232) |  |
|                      | 480     | (288,904)          | (250,218) | (242,500) | (234,782) | (227,064) | (219,512) | (212,007) |  |
|                      | 500     | (347,151)          | (293,641) | (283,028) | (272,415) | (261,802) | (251,189) | (240,781) |  |
|                      | 520     | (409,006)          | (337,063) | (323,556) | (310,048) | (296,540) | (283,033) | (269,556) |  |
|                      | 540     | (476,734)          | (380,714) | (364,128) | (347,681) | (331,278) | (314,876) | (298,473) |  |
| Balance (RLV - TLV)  | 390,223 | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
|                      | -       | 723,848            | 517,795   | 476,505   | 435,088   | 393,623   | 352,117   | 310,447   |  |
|                      | 1,500   | 678,583            | 472,802   | 431,512   | 390,223   | 348,900   | 307,435   | 265,970   |  |
|                      | 3,000   | 633,088            | 427,600   | 386,456   | 345,230   | 303,940   | 262,651   | 221,248   |  |
|                      | 4,500   | 587,549            | 382,335   | 341,191   | 300,047   | 258,904   | 217,658   | 176,368   |  |
|                      | 6,000   | 541,941            | 336,872   | 295,845   | 254,782   | 213,639   | 172,495   | 131,351   |  |
| Site Specific S106   | 7,500   | 496,127            | 291,334   | 250,306   | 209,278   | 168,251   | 127,223   | 86,086    |  |
| 1,500                | 9,000   | 450,313            | 245,605   | 204,664   | 163,722   | 122,712   | 81,684    | 40,657    |  |
|                      | 10,500  | 404,499            | 199,791   | 158,850   | 117,908   | 76,967    | 36,025    | (4,916)   |  |
|                      | 12,000  | 358,685            | 153,977   | 113,036   | 72,094    | 31,153    | (9,789)   | (50,730)  |  |
|                      | 13,500  | 312,871            | 108,163   | 67,222    | 26,280    | (14,661)  | (55,603)  | (96,544)  |  |
|                      | 15,000  | 266,991            | 62,300    | 21,362    | (19,576)  | (60,515)  | (101,453) | (142,391) |  |
|                      | 16,500  | 220,900            | 16,209    | (24,729)  | (65,667)  | (106,605) | (147,544) | (188,482) |  |
|                      | 18,000  | 174,809            | (29,882)  | (70,820)  | (111,758) | (152,696) | (193,635) | (234,573) |  |
|                      | 19,500  | 128,719            | (75,973)  | (116,911) | (157,849) | (198,787) | (239,725) | (280,700) |  |
|                      | 21,000  | 82,628             | (122,063) | (163,002) | (204,015) | (245,033) | (286,051) | (327,069) |  |
|                      | 22,500  | 36,537             | (168,348) | (209,366) | (250,384) | (291,402) | (332,421) | (373,439) |  |
|                      | 24,000  | (9,627)            | (214,717) | (255,736) | (296,754) | (337,772) | (378,790) | (425,814) |  |
|                      | 25,500  | (55,996)           | (261,087) | (302,105) | (343,123) | (384,289) | (432,172) | (480,058) |  |
|                      | 27,000  | (102,366)          | (307,456) | (348,475) | (390,644) | (438,530) | (486,416) | (534,302) |  |
|                      | 28,500  | (148,735)          | (353,893) | (397,002) | (444,888) | (492,774) | (540,660) | (588,613) |  |
|                      | 30,000  | (195,105)          | (403,360) | (451,246) | (499,132) | (547,018) | (595,011) | (643,185) |  |

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Scheme Ref: C  
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|                     |                             | AH - % on site 35% |           |                           |             |             |             |             |             |           |       |
|---------------------|-----------------------------|--------------------|-----------|---------------------------|-------------|-------------|-------------|-------------|-------------|-----------|-------|
|                     |                             | 390,223            | 0%        | 25%                       | 30%         | 35%         | 40%         | 45%         | 50%         |           |       |
| Balance (RLV - TLV) |                             | 390,223            |           |                           |             |             |             |             |             |           |       |
|                     |                             | 50,000             | 886,992   | 681,211                   | 639,921     | 598,632     | 557,309     | 515,844     | 474,380     |           |       |
|                     |                             | 75,000             | 794,330   | 588,548                   | 547,259     | 505,969     | 464,647     | 423,182     | 381,717     |           |       |
|                     | TLV (per net acre)          | 106,228            | 100,000   | 701,667                   | 495,886     | 454,596     | 413,307     | 371,984     | 330,519     | 289,055   |       |
|                     |                             |                    | 125,000   | 609,005                   | 403,223     | 361,934     | 320,644     | 279,322     | 237,857     | 196,392   |       |
|                     |                             |                    | 150,000   | 516,342                   | 310,561     | 269,271     | 227,982     | 186,659     | 145,194     | 103,730   |       |
|                     |                             |                    | 175,000   | 423,680                   | 217,898     | 176,609     | 135,319     | 93,997      | 52,532      | 11,067    |       |
|                     |                             |                    | 200,000   | 331,017                   | 125,236     | 83,946      | 42,657      | 1,334       | (40,131)    | (81,595)  |       |
|                     |                             |                    | 225,000   | 238,355                   | 32,573      | (8,716)     | (50,006)    | (91,328)    | (132,793)   | (174,258) |       |
|                     |                             | 250,000            | 145,692   | (60,089)                  | (101,379)   | (142,668)   | (183,991)   | (225,456)   | (266,920)   |           |       |
|                     | 275,000                     | 53,030             | (152,752) | (194,041)                 | (235,331)   | (276,653)   | (318,118)   | (359,583)   |             |           |       |
|                     |                             | AH - % on site 35% |           |                           |             |             |             |             |             |           |       |
|                     |                             | 390,223            | 0%        | 25%                       | 30%         | 35%         | 40%         | 45%         | 50%         |           |       |
| Balance (RLV - TLV) | 5                           | 10                 | (780,423) | (965,131)                 | (1,006,072) | (1,047,014) | (1,087,955) | (1,128,897) | (1,169,802) |           |       |
|                     |                             | 10                 | 199,209   | (6,054)                   | (47,198)    | (88,342)    | (129,508)   | (170,798)   | (212,087)   |           |       |
|                     | Density (dph)               | 20                 | 15        | 518,821                   | 313,225     | 272,032     | 230,742     | 189,453     | 148,108     | 106,643   |       |
|                     |                             |                    | 20        | 678,583                   | 472,802     | 431,512     | 390,223     | 348,900     | 307,435     | 265,970   |       |
|                     |                             |                    | 25        | 774,367                   | 568,490     | 527,200     | 485,911     | 444,497     | 403,032     | 361,502   |       |
|                     |                             |                    | 26        | 789,103                   | 583,211     | 541,922     | 500,632     | 459,204     | 417,739     | 376,196   |       |
|                     |                             |                    | 30        | 838,223                   | 632,282     | 590,993     | 549,693     | 508,228     | 466,763     | 425,175   |       |
|                     |                             |                    | 35        | 883,834                   | 677,848     | 636,558     | 595,215     | 553,750     | 512,285     | 470,655   |       |
|                     |                             |                    | 40        | 918,043                   | 712,022     | 670,733     | 629,357     | 587,892     | 546,427     | 504,765   |       |
|                     |                             |                    | 45        | 944,650                   | 738,602     | 697,313     | 655,912     | 614,447     | 572,965     | 531,296   |       |
|                     |                             |                    | 50        | 965,935                   | 759,866     | 718,577     | 677,155     | 635,690     | 594,190     | 552,520   |       |
|                     |                             | AH - % on site 35% |           |                           |             |             |             |             |             |           |       |
|                     |                             | 390,223            | 0%        | 25%                       | 30%         | 35%         | 40%         | 45%         | 50%         |           |       |
| Balance (RLV - TLV) | 95%                         | 100%               | 877,368   | 659,683                   | 615,970     | 572,179     | 528,372     | 484,359     | 440,315     |           |       |
|                     |                             | 100%               | 678,583   | 472,802                   | 431,512     | 390,223     | 348,900     | 307,435     | 265,970     |           |       |
|                     | Build rate (Epsm)           | 105%               | 110%      | 477,770                   | 283,927     | 245,068     | 206,208     | 167,349     | 128,453     | 89,465    |       |
|                     |                             |                    | 110%      | 276,145                   | 93,261      | 56,682      | 20,103      | (16,476)    | (53,055)    | (89,634)  |       |
|                     |                             |                    | 115%      | 73,314                    | (98,461)    | (132,816)   | (167,171)   | (201,526)   | (235,881)   | (270,235) |       |
|                     |                             |                    | 120%      | (130,316)                 | (291,253)   | (323,440)   | (355,627)   | (388,583)   | (426,139)   | (463,694) |       |
|                     |                             |                    | 125%      | (334,744)                 | (501,715)   | (536,688)   | (571,660)   | (606,812)   | (641,995)   | (677,178) |       |
|                     |                             |                    | 130%      | (565,561)                 | (728,426)   | (761,011)   | (793,647)   | (826,525)   | (859,402)   | (892,280) |       |
|                     |                             | AH - % on site 0%  |           |                           |             |             |             |             |             |           |       |
|                     |                             | 390,223            | 0%        | 25%                       | 30%         | 35%         | 40%         | 45%         | 50%         |           |       |
| Balance (RLV - TLV) | 75%                         | 80%                | (971,382) | (749,809)                 | (705,529)   | (661,424)   | (617,319)   | (573,214)   | (529,255)   |           |       |
|                     |                             | 80%                | (601,042) | (473,246)                 | (447,764)   | (422,282)   | (396,820)   | (373,212)   | (351,506)   |           |       |
|                     | Cahnges in sales values (£) | 85%                | 90%       | (254,945)                 | (224,820)   | (218,796)   | (212,869)   | (207,030)   | (201,190)   | (195,351) |       |
|                     |                             |                    | 90%       | 58,106                    | 9,341       | (514)       | (10,438)    | (20,362)    | (30,285)    | (40,244)  |       |
|                     |                             |                    | 95%       | 369,206                   | 242,042     | 216,445     | 190,847     | 165,172     | 139,384     | 113,504   |       |
|                     |                             |                    | 100%      | 678,583                   | 472,802     | 431,512     | 390,223     | 348,900     | 307,435     | 265,970   |       |
|                     |                             |                    | 105%      | 984,950                   | 701,586     | 644,888     | 588,059     | 531,231     | 474,403     | 417,420   |       |
|                     |                             |                    | 110%      | 1,289,020                 | 928,961     | 856,856     | 784,750     | 712,645     | 640,446     | 568,185   |       |
|                     |                             |                    | 115%      | 1,591,516                 | 1,155,223   | 1,067,913   | 980,604     | 893,294     | 805,868     | 718,415   |       |
|                     |                             |                    | 120%      | 1,892,750                 | 1,380,692   | 1,278,238   | 1,175,784   | 1,073,330   | 970,829     | 868,235   |       |
|                     |                             |                    | 125%      | 2,192,975                 | 1,605,555   | 1,488,004   | 1,370,454   | 1,252,903   | 1,135,353   | 1,017,770 |       |
|                     |                             |                    |           | Site Specific S106 £1,500 |             |             |             |             |             |           |       |
|                     |                             |                    |           | 390,223                   | -           | 1,500       | 3,000       | 4,500       | 6,000       | 7,500     | 9,000 |
| Balance (RLV - TLV) | 0                           | 40                 | 693,005   | 649,045                   | 604,858     | 560,578     | 516,124     | 471,521     | 426,798     |           |       |
|                     |                             | 40                 | 621,508   | 577,321                   | 532,876     | 488,373     | 443,651     | 398,837     | 353,844     |           |       |
|                     | CIL Epsm                    | 80                 | 80        | 549,627                   | 505,173     | 460,503     | 415,780     | 370,798     | 325,770     | 280,505   |       |
|                     |                             |                    | 143       | 435,614                   | 390,752     | 345,759     | 300,580     | 255,315     | 209,814     | 164,261   |       |
|                     |                             |                    | 160       | 404,707                   | 359,714     | 314,619     | 269,354     | 223,938     | 178,399     | 132,656   |       |
|                     |                             |                    | 200       | 331,675                   | 286,411     | 241,098     | 195,559     | 149,920     | 104,106     | 58,292    |       |
|                     |                             |                    | 240       | 258,202                   | 212,719     | 167,180     | 121,370     | 75,556      | 29,742      | (16,094)  |       |
|                     |                             |                    | 280       | 184,340                   | 138,633     | 92,819      | 47,005      | 1,192       | (44,817)    | (90,908)  |       |
|                     |                             |                    | 320       | 110,083                   | 64,269      | 18,455      | (27,449)    | (73,540)    | (119,631)   | (165,721) |       |
|                     |                             |                    | 360       | 35,719                    | (10,095)    | (56,172)    | (102,263)   | (148,353)   | (194,462)   | (240,831) |       |
|                     |                             |                    | 400       | (38,804)                  | (84,895)    | (130,986)   | (177,076)   | (223,358)   | (269,728)   | (316,097) |       |
|                     |                             |                    | 440       | (113,618)                 | (159,708)   | (205,885)   | (252,255)   | (298,624)   | (344,994)   | (392,833) |       |
|                     |                             |                    | 480       | (188,431)                 | (234,782)   | (281,151)   | (327,521)   | (373,910)   | (426,636)   | (480,880) |       |
|                     |                             |                    | 520       | (263,679)                 | (310,048)   | (356,417)   | (406,196)   | (460,440)   | (514,684)   | (568,928) |       |
|                     |                             |                    | 560       | (338,945)                 | (385,756)   | (440,000)   | (494,244)   | (548,488)   | (602,888)   | (657,460) |       |
|                     |                             |                    | 600       | (419,560)                 | (473,804)   | (528,047)   | (582,325)   | (636,896)   | (691,468)   | (746,040) |       |
|                     |                             |                    | 640       | (507,607)                 | (561,851)   | (616,333)   | (670,904)   | (725,476)   | (780,048)   | (834,920) |       |
|                     | 680                         | (595,769)          | (650,341) | (704,912)                 | (759,484)   | (814,231)   | (869,133)   | (924,035)   |             |           |       |
|                     | 720                         | (684,349)          | (738,921) | (793,543)                 | (848,445)   | (903,347)   | (958,249)   | (1,013,270) |             |           |       |
|                     | 760                         | (772,929)          | (827,757) | (882,659)                 | (937,560)   | (992,462)   | (1,047,691) | (1,102,924) |             |           |       |
|                     | 800                         | (861,971)          | (916,872) | (971,774)                 | (1,026,878) | (1,082,111) | (1,137,345) | (1,192,578) |             |           |       |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **D**  
 Title: **50 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| ASSUMPTIONS - RESIDENTIAL USES         |                                |                   |                                             |                           |                                    |                      |             |                |
|----------------------------------------|--------------------------------|-------------------|---------------------------------------------|---------------------------|------------------------------------|----------------------|-------------|----------------|
| Total number of units in scheme        |                                |                   | 50 Units                                    |                           |                                    |                      |             |                |
| AH Policy requirement (% Target)       |                                |                   | 35%                                         |                           |                                    |                      |             |                |
| AH tenure split %                      | Affordable Rent:               |                   | 53.0%                                       |                           |                                    |                      |             |                |
|                                        | Shared ownership               |                   | 25.0%                                       |                           |                                    |                      |             |                |
|                                        | Intermediate                   |                   | 21.6%                                       |                           |                                    |                      |             |                |
| Open Market Sale (OMS) housing         |                                |                   | 65%                                         |                           |                                    |                      |             |                |
| CIL Rate (£ psm)                       |                                |                   | 100%                                        |                           |                                    |                      |             |                |
|                                        |                                |                   | 143.29 £ psm                                |                           |                                    |                      |             |                |
| <b>Unit mix -</b>                      | <b>Mkt Units mix%</b>          | <b>MV # units</b> | <b>AH mix%</b>                              | <b>AH # units</b>         | <b>Overall mix%</b>                | <b>Total # units</b> |             |                |
| 1 bed House                            | 3.3%                           | 1.1               | 0.0%                                        | 0.0                       | 2%                                 | 1.1                  |             |                |
| 2 bed House                            | 20.9%                          | 6.8               | 57.4%                                       | 10.0                      | 34%                                | 16.8                 |             |                |
| 3 bed House                            | 40.8%                          | 13.3              | 23.5%                                       | 4.1                       | 35%                                | 17.4                 |             |                |
| 4 bed House                            | 35.0%                          | 11.4              | 2.8%                                        | 0.5                       | 24%                                | 11.9                 |             |                |
| 5 bed House                            | 0.0%                           | 0.0               | 0.0%                                        | 0.0                       | 0%                                 | 0.0                  |             |                |
| 1 bed Flat                             | 0.0%                           | 0.0               | 16.4%                                       | 2.9                       | 6%                                 | 2.9                  |             |                |
| 2 bed Flat                             | 0.0%                           | 0.0               | 0.0%                                        | 0.0                       | 0%                                 | 0.0                  |             |                |
| Total number of units                  | 100.0%                         | 32.5              | 100.0%                                      | 17.5                      | 100%                               | 50.0                 |             |                |
| <b>OMS Unit Floor areas -</b>          | <b>Net area per unit (sqm)</b> | <b>(sqft)</b>     | <b>Net to Gross %</b>                       |                           | <b>Gross (GIA) per unit (sqm)</b>  | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 58.0                           | 624               | %                                           |                           | 58.0                               | 624                  |             |                |
| 2 bed House                            | 79.0                           | 850               |                                             |                           | 79.0                               | 850                  |             |                |
| 3 bed House                            | 90.0                           | 969               |                                             |                           | 90.0                               | 969                  |             |                |
| 4 bed House                            | 110.0                          | 1,184             |                                             |                           | 110.0                              | 1,184                |             |                |
| 5 bed House                            | 0.0                            | 0                 |                                             |                           | 0.0                                | 0                    |             |                |
| 1 bed Flat                             | 50.0                           | 538               | 85.0%                                       |                           | 58.8                               | 633                  |             |                |
| 2 bed Flat                             | 61.0                           | 657               | 85.0%                                       |                           | 71.8                               | 772                  |             |                |
| <b>AH Unit Floor areas -</b>           | <b>Net area per unit (sqm)</b> | <b>(sqft)</b>     | <b>Net to Gross %</b>                       |                           | <b>Gross (GIA) per unit (sqm)</b>  | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 50.0                           | 538               | %                                           |                           | 50.0                               | 538                  |             |                |
| 2 bed House                            | 70.0                           | 753               |                                             |                           | 70.0                               | 753                  |             |                |
| 3 bed House                            | 84.0                           | 904               |                                             |                           | 84.0                               | 904                  |             |                |
| 4 bed House                            | 97.0                           | 1,044             |                                             |                           | 97.0                               | 1,044                |             |                |
| 5 bed House                            | 0.0                            | 0                 |                                             |                           | 0.0                                | 0                    |             |                |
| 1 bed Flat                             | 50.0                           | 538               | 85.0%                                       |                           | 58.8                               | 633                  |             |                |
| 2 bed Flat                             | 61.0                           | 657               | 85.0%                                       |                           | 71.8                               | 772                  |             |                |
| <b>Total Gross Floor areas -</b>       | <b>Mkt Units GIA (sqm)</b>     | <b>(sqft)</b>     | <b>AH units GIA (sqm)</b>                   | <b>(sqft)</b>             | <b>Total GIA (all units) (sqm)</b> | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 62                             | 670               | 0                                           | 0                         | 62                                 | 670                  |             |                |
| 2 bed House                            | 537                            | 5,776             | 703                                         | 7,562                     | 1,239                              | 13,338               |             |                |
| 3 bed House                            | 1,193                          | 12,846            | 346                                         | 3,720                     | 1,539                              | 16,566               |             |                |
| 4 bed House                            | 1,251                          | 13,468            | 47                                          | 504                       | 1,298                              | 13,973               |             |                |
| 5 bed House                            | 0                              | 0                 | 0                                           | 0                         | 0                                  | 0                    |             |                |
| 1 bed Flat                             | 0                              | 0                 | 169                                         | 1,815                     | 169                                | 1,815                |             |                |
| 2 bed Flat                             | 0                              | 0                 | 0                                           | 0                         | 0                                  | 0                    |             |                |
|                                        | 3,043                          | 32,760            | 1,264                                       | 13,601                    | 4,307                              | 46,361               |             |                |
| <i>AH % by floor area:</i>             |                                |                   | <i>29.34% AH % by floor area due to mix</i> |                           |                                    |                      |             |                |
| <b>Open Market Sales values (£) -</b>  | <b>£ OMS (per unit)</b>        | <b>£psm</b>       | <b>£pbf</b>                                 | <b>total MV £ (no AH)</b> |                                    |                      |             |                |
| 1 bed House                            | 180,000                        | 3,103             | 288                                         | 193,050                   |                                    |                      |             |                |
| 2 bed House                            | 250,000                        | 3,165             | 294                                         | 4,207,188                 |                                    |                      |             |                |
| 3 bed House                            | 290,000                        | 3,222             | 299                                         | 5,038,533                 |                                    |                      |             |                |
| 4 bed House                            | 350,000                        | 3,182             | 296                                         | 4,150,300                 |                                    |                      |             |                |
| 5 bed House                            | 0                              | #DIV/0!           | #DIV/0!                                     | 0                         |                                    |                      |             |                |
| 1 bed Flat                             | 160,000                        | 3,200             | 297                                         | 458,640                   |                                    |                      |             |                |
| 2 bed Flat                             | 190,000                        | 3,115             | 289                                         | 0                         |                                    |                      |             |                |
|                                        |                                |                   |                                             | 14,047,710                |                                    |                      |             |                |
| <b>Affordable Housing values (£) -</b> | <b>Affordable Rent:</b>        | <b>£psm</b>       | <b>% of MV Shared ownership</b>             | <b>£psm</b>               | <b>% of MV</b>                     | <b>Intermediate</b>  | <b>£psm</b> | <b>% of MV</b> |
| 1 bed House                            | 90,000                         | 1,800             | 50%                                         | 126,000                   | 2,520                              | 144,000              | 2,880       | 80%            |
| 2 bed House                            | 125,000                        | 1,786             | 50%                                         | 175,000                   | 2,500                              | 200,000              | 2,857       | 80%            |
| 3 bed House                            | 145,000                        | 1,726             | 50%                                         | 203,000                   | 2,417                              | 232,000              | 2,762       | 80%            |
| 4 bed House                            | 175,000                        | 1,804             | 50%                                         | 245,000                   | 2,526                              | 250,000              | 2,577       | 71%            |
| 5 bed House                            | 0                              | #DIV/0!           | 50%                                         | 0                         | #DIV/0!                            | 0                    | #DIV/0!     | 71%            |
| 1 bed Flat                             | 80,000                         | 1,600             | 50%                                         | 112,000                   | 2,240                              | 128,000              | 2,560       | 80%            |
| 2 bed Flat                             | 95,000                         | 1,557             | 50%                                         | 133,000                   | 2,180                              | 152,000              | 2,492       | 80%            |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |                                  |   |                                        |                   |
|---------------------------------------------|----------------------------------|---|----------------------------------------|-------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |                                  |   |                                        |                   |
| 1 bed House                                 | 1.1                              | @ | 180,000                                | 193,050           |
| 2 bed House                                 | 6.8                              | @ | 250,000                                | 1,698,125         |
| 3 bed House                                 | 13.3                             | @ | 290,000                                | 3,845,400         |
| 4 bed House                                 | 11.4                             | @ | 350,000                                | 3,981,250         |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                 |
| 1 bed Flat                                  | 0.0                              | @ | 160,000                                | -                 |
| 2 bed Flat                                  | 0.0                              | @ | 190,000                                | -                 |
|                                             | 32.5                             |   |                                        | 9,717,825         |
| <b>Affordable Rent GDV -</b>                |                                  |   |                                        |                   |
| 1 bed House                                 | 0.0                              | @ | 90,000                                 | -                 |
| 2 bed House                                 | 5.3                              | @ | 125,000                                | 664,902           |
| 3 bed House                                 | 2.2                              | @ | 145,000                                | 316,180           |
| 4 bed House                                 | 0.3                              | @ | 175,000                                | 44,798            |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                 |
| 1 bed Flat                                  | 1.5                              | @ | 80,000                                 | 121,540           |
| 2 bed Flat                                  | 0.0                              | @ | 95,000                                 | -                 |
|                                             | 9.3                              |   |                                        | 1,147,420         |
| <b>Shared ownership</b>                     |                                  |   |                                        |                   |
| 1 bed House                                 | 0.0                              | @ | 126,000                                | -                 |
| 2 bed House                                 | 2.5                              | @ | 175,000                                | 439,788           |
| 3 bed House                                 | 1.0                              | @ | 203,000                                | 209,132           |
| 4 bed House                                 | 0.1                              | @ | 245,000                                | 29,631            |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                 |
| 1 bed Flat                                  | 0.7                              | @ | 112,000                                | 80,390            |
| 2 bed Flat                                  | 0.0                              | @ | 133,000                                | -                 |
|                                             | 4.4                              |   |                                        | 758,942           |
| <b>Intermediate</b>                         |                                  |   |                                        |                   |
| 2 bed House                                 | 0.0                              | @ | 144,000                                | -                 |
| 3 bed House                                 | 2.2                              | @ | 200,000                                | 433,566           |
| 4 bed House                                 | 0.9                              | @ | 232,000                                | 206,173           |
| 5 bed House                                 | 0.1                              | @ | 250,000                                | 26,082            |
| 1 bed Flat                                  | 0.0                              | @ | 0                                      | -                 |
| 2 bed Flat                                  | 0.6                              | @ | 128,000                                | 79,253            |
| 0.00%                                       | 0.0                              | @ | 152,000                                | -                 |
|                                             | 3.8                              |   |                                        | 745,074           |
| <b>Sub-total GDV Residential</b>            | <b>49.9</b>                      |   |                                        | <b>12,369,261</b> |
| <i>AH on-site cost analysis:</i>            |                                  |   | <i>EMV less £GDV</i>                   | <i>1,678,449</i>  |
|                                             | <i>390 £ psm (total GIA sqm)</i> |   | <i>33,569 £ per unit (total units)</i> |                   |
| <b>Grant</b>                                | 50                               | @ | 0                                      | -                 |
| <b>Total GDV</b>                            |                                  |   |                                        | <b>12,369,261</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** D  
**Title:** 50 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                      |                          |                                 |                     |
|----------------------------------------------------------------------|--------------------------------------|--------------------------|---------------------------------|---------------------|
| <b>Initial Payments -</b>                                            |                                      |                          |                                 |                     |
| Planning Application Professional Fees, Surveys and reports          |                                      |                          |                                 | (60,000)            |
| Statutory Planning Fees (Residential)                                |                                      |                          |                                 | (19,250)            |
| CIL                                                                  | 3,043 sqm                            |                          | 143.29 £ psm                    | (436,098)           |
|                                                                      | 3.53% % of GDV                       |                          | 8,722 £ per unit (total units)  |                     |
| CIL analysis:                                                        |                                      |                          |                                 |                     |
| Site Specific S106 Contributions                                     | Year 1                               | 0                        |                                 | -                   |
|                                                                      | Year 2                               | 0                        |                                 | -                   |
|                                                                      | Year 3                               | 0                        |                                 | -                   |
|                                                                      | Year 4                               | 0                        |                                 | -                   |
|                                                                      | Year 5                               | 0                        |                                 | -                   |
|                                                                      | Year 6                               | 0                        |                                 | -                   |
|                                                                      | Year 7                               | 0                        |                                 | -                   |
|                                                                      | Year 8                               | 0                        |                                 | -                   |
|                                                                      | Year 9                               | 0                        |                                 | -                   |
|                                                                      | Year 10                              | 0                        |                                 | -                   |
|                                                                      | total                                | 50 units @               | 1,500 per unit                  | (75,000)            |
|                                                                      |                                      | 0.61% % of GDV           | 1,500 £ per unit (total units)  | (75,000)            |
| AH Commuted Sum                                                      | 4,307 sqm (total)                    |                          | 0 £ psm                         | -                   |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV           |                                 |                     |
| <b>Construction Costs -</b>                                          |                                      |                          |                                 |                     |
| Site Clearance and Demolition                                        | 5.62 acres @                         |                          | 0 £ per acre (if brownfield)    | -                   |
| Infrastructure costs -                                               |                                      |                          |                                 |                     |
|                                                                      | Policy SP10 - Climate Change         | 2,557 per dwelling       |                                 | (127,850)           |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling       |                                 | (50,000)            |
|                                                                      | Policy SP09 - Cross-boundary miti    | 121.89 per dwelling      |                                 | (6,095)             |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare |                                 | (120,866)           |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling       |                                 | (175,000)           |
|                                                                      | Enhanced S106                        | 8,600                    |                                 | (430,000)           |
|                                                                      | total                                | 5.62 acres @             | 0 per acre                      | (909,811)           |
|                                                                      | Infra. Costs analysis:               | 7.36% % of GDV           | 18,196 £ per unit (total units) | -                   |
| 1 bed House                                                          | 62 sqm @                             |                          | 1,155 psm                       | (71,847)            |
| 2 bed House                                                          | 1,239 sqm @                          |                          | 1,155 psm                       | (1,431,212)         |
| 3 bed House                                                          | 1,539 sqm @                          |                          | 1,155 psm                       | (1,777,542)         |
| 4 bed House                                                          | 1,298 sqm @                          |                          | 1,155 psm                       | (1,499,307)         |
| 5 bed House                                                          | - sqm @                              |                          | 1,155 psm                       | -                   |
| 1 bed Flat                                                           | 169 sqm @                            |                          | 1,296 psm                       | (218,528)           |
| 2 bed Flat                                                           | 4,307 - sqm @                        |                          | 1,296 psm                       | -                   |
| External works                                                       | 4,998,436 @                          |                          | 15.0%<br>14,995 £per unit       | (749,765)           |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 50 units @               | 521 £ per dwelling              | (13,025)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 50 units @               | 10,307 £ per dwelling           | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 50 units @               | 9 £ per dwelling                | (450)               |
| Contingency                                                          | 6,671,487 @                          |                          | 5.0%                            | (333,574)           |
| <b>Professional Fees</b>                                             | 6,671,487 @                          |                          | 10.0%                           | (667,149)           |
| <b>Disposal Costs -</b>                                              |                                      |                          |                                 |                     |
| Marketing and Promotion                                              | 9,717,825 OMS @                      |                          | 1.50%                           | (145,767)           |
| Residential Sales Agent Costs                                        | 9,717,825 OMS @                      |                          | 1.50%                           | (145,767)           |
| Residential Sales Legal Costs                                        | 9,717,825 OMS @                      |                          | 0.50%                           | (48,589)            |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                          | 0.604% pcm                      | (248,629)           |
| <b>Developers Profit -</b>                                           |                                      |                          |                                 |                     |
| Margin on AH                                                         | 1,906,362                            |                          | 6.00% on AH values              | (114,382)           |
| Profit on GDV                                                        | 9,717,825                            |                          | 20.00%                          | (1,943,565)         |
|                                                                      | 8,851,311                            |                          | 21.96% on costs                 | (1,943,565)         |
|                                                                      | 11,624,187                           |                          | 17.70% blended                  | (2,057,947)         |
| <b>TOTAL COSTS</b>                                                   |                                      |                          |                                 | <b>(10,909,257)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 1,460,004        |
| SDLT                        | 1,460,004         | @                | 5.0% (slabbed)     | (62,500)         |
| Acquisition Agent fees      | 1,460,004         | @                | 1.0%               | (14,600)         |
| Acquisition Legal fees      | 1,460,004         | @                | 0.5%               | (7,300)          |
| Interest on Land            | 1,460,004         | @                | 7.5%               | (109,500)        |
| Residual Land Value         |                   |                  |                    | <b>1,266,103</b> |
| <i>RLV analysis:</i>        | 25,322 £ per plot | 557,085 £ per ha | 225,449 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |         |              |                        |
|--------------------------|-------------------|---------|--------------|------------------------|
| Residential Density      |                   | 22.0    | dp net ha    |                        |
| Site Area (Resi)         |                   | 2.27    | net ha       | 5.62 net acres         |
| <i>Density analysis:</i> |                   | 1,895   | sqm/ha       | 8,255 sqft/ac          |
| Threshold Land Value     | 11,931 £ per plot | 262,489 | £ per net ha | 106,228 £ per net acre |
|                          |                   | 80%     | Gross to net | 2.84 Gross hectares    |
|                          |                   |         |              | <b>596,567</b>         |

| BALANCE           |  |                  |                    |
|-------------------|--|------------------|--------------------|
| Surplus/(Deficit) |  | 294,596 £ per ha | 119,221 £ per acre |
|                   |  |                  | <b>669,536</b>     |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS        |                     | AH - % on site 35% |           |           |           |           |           |           |
|-----------------------------|---------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                             | Balance (RLV - TLV) | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| CIL Epsm<br>143.29          | 0                   | 1,782,840          | 1,290,058 | 1,191,502 | 1,092,945 | 994,389   | 895,561   | 796,658   |
|                             | 80                  | 1,418,469          | 1,017,505 | 937,118   | 856,732   | 776,346   | 695,960   | 615,574   |
|                             | 100                 | 1,327,069          | 949,255   | 873,523   | 797,679   | 721,835   | 645,992   | 570,148   |
|                             | 120                 | 1,235,668          | 880,705   | 809,712   | 738,626   | 667,325   | 596,024   | 524,722   |
|                             | 140                 | 1,144,268          | 812,155   | 745,732   | 679,309   | 612,814   | 546,055   | 479,297   |
|                             | 160                 | 1,052,868          | 743,604   | 681,752   | 619,899   | 558,046   | 496,087   | 433,871   |
|                             | 180                 | 961,467            | 675,054   | 617,771   | 560,489   | 503,206   | 445,924   | 388,446   |
|                             | 200                 | 869,870            | 606,504   | 553,791   | 501,079   | 448,366   | 395,653   | 342,941   |
|                             | 220                 | 777,917            | 537,954   | 489,811   | 441,668   | 393,526   | 345,383   | 297,241   |
|                             | 240                 | 685,964            | 469,403   | 425,831   | 382,258   | 338,686   | 295,113   | 251,540   |
|                             | 260                 | 594,011            | 400,494   | 361,791   | 322,848   | 283,845   | 244,843   | 205,840   |
|                             | 280                 | 502,058            | 331,529   | 297,424   | 263,318   | 229,005   | 194,573   | 160,140   |
|                             | 300                 | 410,105            | 262,565   | 233,057   | 203,549   | 174,040   | 144,302   | 114,440   |
|                             | 320                 | 318,152            | 193,600   | 168,690   | 143,779   | 118,869   | 93,958    | 68,740    |
|                             | 340                 | 226,200            | 124,635   | 104,323   | 84,010    | 63,697    | 43,384    | 23,040    |
|                             | 360                 | 133,692            | 55,671    | 39,956    | 24,240    | 8,525     | (7,190)   | (22,905)  |
|                             | 380                 | 41,184             | (13,294)  | (24,411)  | (35,529)  | (46,646)  | (57,764)  | (68,882)  |
|                             | 400                 | (51,325)           | (82,470)  | (88,778)  | (95,298)  | (101,818) | (108,338) | (114,858) |
|                             | 420                 | (143,834)          | (151,851) | (153,455) | (155,068) | (156,990) | (158,912) | (160,834) |
|                             | 440                 | (236,343)          | (221,233) | (218,211) | (215,189) | (212,167) | (209,146) | (206,111) |
| 460                         | (328,851)           | (290,614)          | (282,967) | (275,320) | (267,672) | (260,024) | (252,377) |           |
| 480                         | (421,360)           | (359,996)          | (347,723) | (335,450) | (323,177) | (310,905) | (298,632) |           |
| 500                         | (514,250)           | (429,377)          | (412,479) | (395,581) | (378,683) | (361,784) | (344,886) |           |
| 520                         | (610,778)           | (498,759)          | (477,235) | (455,712) | (434,188) | (412,664) | (391,141) |           |
| 540                         | (718,996)           | (568,221)          | (541,991) | (515,842) | (489,693) | (463,544) | (437,395) |           |
|                             |                     | AH - % on site 35% |           |           |           |           |           |           |
|                             | Balance (RLV - TLV) | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Site Specific S106<br>1,500 | -                   | 1,202,435          | 874,080   | 808,409   | 742,621   | 676,609   | 610,598   | 544,587   |
|                             | 1,500               | 1,129,232          | 800,878   | 735,207   | 669,536   | 603,847   | 537,836   | 471,824   |
|                             | 3,000               | 1,056,030          | 727,676   | 662,005   | 596,334   | 530,663   | 464,992   | 399,062   |
|                             | 4,500               | 982,828            | 654,474   | 588,803   | 523,132   | 457,461   | 391,790   | 326,119   |
|                             | 6,000               | 909,626            | 581,271   | 515,600   | 449,929   | 384,259   | 318,588   | 252,917   |
|                             | 7,500               | 836,023            | 508,069   | 442,398   | 376,727   | 311,056   | 245,385   | 179,715   |
|                             | 9,000               | 762,378            | 434,713   | 369,180   | 303,525   | 237,854   | 172,183   | 106,512   |
|                             | 10,500              | 688,733            | 361,069   | 295,536   | 230,003   | 164,470   | 98,937    | 33,310    |
|                             | 12,000              | 615,089            | 287,424   | 221,891   | 156,358   | 90,825    | 25,292    | (40,241)  |
|                             | 13,500              | 541,444            | 213,779   | 148,246   | 82,713    | 17,180    | (48,353)  | (113,886) |
|                             | 15,000              | 467,799            | 140,134   | 74,601    | 9,068     | (56,465)  | (121,997) | (187,530) |
|                             | 16,500              | 394,154            | 66,490    | 957       | (64,576)  | (130,109) | (195,642) | (261,175) |
|                             | 18,000              | 320,509            | (7,155)   | (72,688)  | (138,221) | (203,754) | (269,307) | (334,906) |
|                             | 19,500              | 246,865            | (81,003)  | (146,601) | (212,200) | (277,799) | (343,397) | (408,906) |
|                             | 21,000              | 172,901            | (155,092) | (220,691) | (286,290) | (351,889) | (417,487) | (483,086) |
|                             | 22,500              | 98,811             | (229,182) | (294,781) | (360,380) | (425,979) | (491,577) | (557,176) |
|                             | 24,000              | 24,721             | (303,272) | (368,871) | (434,470) | (500,068) | (565,667) | (638,624) |
|                             | 25,500              | (49,369)           | (377,362) | (442,961) | (508,560) | (574,158) | (648,509) | (725,101) |
|                             | 27,000              | (123,459)          | (451,452) | (517,051) | (582,650) | (658,589) | (735,181) | (811,773) |
|                             | 28,500              | (197,549)          | (525,542) | (592,076) | (668,668) | (745,260) | (821,853) | (898,445) |
| 30,000                      | (271,639)           | (602,155)          | (678,748) | (755,340) | (831,932) | (908,525) | (985,117) |           |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **D**  
 Title: **50 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| Balance (RLV - TLV) | AH - % on site 35% |           |           |           |           |           |           |  |
|---------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|--|
|                     | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |  |
| 669,536             |                    |           |           |           |           |           |           |  |
| 50,000              | 1,445,004          | 1,116,649 | 1,050,979 | 985,308   | 919,618   | 853,607   | 787,596   |  |
| 75,000              | 1,304,606          | 976,252   | 910,581   | 844,910   | 779,221   | 713,209   | 647,198   |  |
| 100,000             | 1,164,208          | 835,854   | 770,183   | 704,512   | 638,823   | 572,812   | 506,800   |  |
| 106,228             | 1,023,811          | 695,456   | 629,785   | 564,114   | 498,425   | 432,414   | 366,402   |  |
| 150,000             | 883,413            | 555,058   | 489,388   | 423,717   | 358,027   | 292,016   | 226,005   |  |
| 175,000             | 743,015            | 414,661   | 348,990   | 283,319   | 217,630   | 151,618   | 85,607    |  |
| 200,000             | 602,617            | 274,263   | 208,592   | 142,921   | 77,232    | 11,221    | (54,791)  |  |
| 225,000             | 462,220            | 133,865   | 68,194    | 2,524     | (63,166)  | (129,177) | (195,188) |  |
| 250,000             | 321,822            | (6,532)   | (72,203)  | (137,874) | (203,564) | (269,575) | (335,586) |  |
| 275,000             | 181,424            | (146,930) | (212,601) | (278,272) | (343,961) | (409,973) | (475,984) |  |

| Balance (RLV - TLV) | AH - % on site 35% |             |             |             |             |             |             |  |
|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
| 669,536             |                    |             |             |             |             |             |             |  |
| 5                   | (1,337,513)        | (1,665,178) | (1,730,711) | (1,796,244) | (1,861,777) | (1,927,310) | (1,992,949) |  |
| 10                  | 259,066            | (69,289)    | (134,960)   | (200,631)   | (266,301)   | (331,972)   | (397,643)   |  |
| 15                  | 790,834            | 462,480     | 396,809     | 331,138     | 265,467     | 199,796     | 133,787     |  |
| 20                  | 1,056,719          | 728,364     | 662,693     | 597,022     | 531,352     | 465,399     | 399,388     |  |
| 25                  | 1,216,249          | 887,895     | 822,224     | 756,553     | 690,771     | 624,760     | 558,748     |  |
| 28                  | 1,284,619          | 956,265     | 890,594     | 824,923     | 759,068     | 693,057     | 627,046     |  |
| 30                  | 1,322,603          | 994,248     | 928,578     | 862,907     | 797,011     | 731,000     | 664,989     |  |
| 35                  | 1,398,570          | 1,070,215   | 1,004,545   | 938,874     | 872,897     | 806,886     | 740,875     |  |
| 40                  | 1,455,545          | 1,127,191   | 1,061,520   | 995,823     | 929,812     | 863,801     | 797,789     |  |
| 45                  | 1,499,859          | 1,171,505   | 1,105,834   | 1,040,090   | 974,079     | 908,067     | 842,056     |  |
| 50                  | 1,535,310          | 1,206,956   | 1,141,285   | 1,075,503   | 1,009,492   | 943,481     | 877,470     |  |

| Balance (RLV - TLV) | AH - % on site 35% |             |             |             |             |             |             |  |
|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
| 669,536             |                    |             |             |             |             |             |             |  |
| 95%                 | 1,460,017          | 1,112,892   | 1,043,323   | 973,755     | 904,186     | 834,618     | 764,625     |  |
| 100%                | 1,129,232          | 800,878     | 735,207     | 669,536     | 603,847     | 537,836     | 471,824     |  |
| 105%                | 797,817            | 487,987     | 425,895     | 363,803     | 301,710     | 239,618     | 177,526     |  |
| 110%                | 465,033            | 173,372     | 115,040     | 56,708      | (1,625)     | (59,957)    | (118,289)   |  |
| 115%                | 131,682            | (141,980)   | (196,712)   | (251,444)   | (306,176)   | (360,909)   | (415,641)   |  |
| 120%                | (203,114)          | (458,665)   | (509,775)   | (560,885)   | (616,216)   | (675,822)   | (735,466)   |  |
| 125%                | (538,438)          | (807,714)   | (863,120)   | (918,526)   | (973,932)   | (1,029,338) | (1,084,868) |  |
| 130%                | (922,335)          | (1,178,410) | (1,229,980) | (1,281,550) | (1,333,119) | (1,384,689) | (1,436,258) |  |

| Balance (RLV - TLV) | AH - % on site 0% |             |             |             |           |           |           |  |
|---------------------|-------------------|-------------|-------------|-------------|-----------|-----------|-----------|--|
|                     | 0%                | 25%         | 30%         | 35%         | 40%       | 45%       | 50%       |  |
| 669,536             |                   |             |             |             |           |           |           |  |
| 75%                 | (1,568,512)       | (1,201,231) | (1,127,775) | (1,054,318) | (980,977) | (907,919) | (834,860) |  |
| 80%                 | (966,843)         | (751,200)   | (708,072)   | (664,944)   | (621,932) | (580,160) | (543,410) |  |
| 85%                 | (399,169)         | (343,353)   | (332,190)   | (321,026)   | (309,863) | (298,905) | (288,101) |  |
| 90%                 | 112,577           | 39,564      | 24,922      | 10,281      | (4,360)   | (19,002)  | (33,781)  |  |
| 95%                 | 621,686           | 421,149     | 380,794     | 340,438     | 300,082   | 259,727   | 219,371   |  |
| 100%                | 1,129,232         | 800,878     | 735,207     | 669,536     | 603,847   | 537,836   | 471,824   |  |
| 105%                | 1,635,537         | 1,179,816   | 1,088,609   | 997,402     | 906,195   | 814,988   | 723,781   |  |
| 110%                | 2,139,764         | 1,557,751   | 1,441,348   | 1,324,946   | 1,208,356 | 1,091,629 | 974,902   |  |
| 115%                | 2,643,677         | 1,934,841   | 1,793,027   | 1,651,213   | 1,509,399 | 1,367,585 | 1,225,771 |  |
| 120%                | 3,145,650         | 2,311,145   | 2,144,245   | 1,977,344   | 1,810,443 | 1,643,340 | 1,476,089 |  |
| 125%                | 3,647,389         | 2,687,181   | 2,494,940   | 2,302,700   | 2,110,460 | 1,918,220 | 1,725,949 |  |

| Balance (RLV - TLV) | Site Specific S106 |             |             |             |             |             |             |  |
|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                     | £1,500             | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      |  |
| 669,536             | -                  | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |  |
| 0                   | 1,165,691          | 1,092,945   | 1,020,183   | 947,420     | 874,658     | 801,896     | 729,133     |  |
| 40                  | 1,047,601          | 974,839     | 902,076     | 829,314     | 756,551     | 683,789     | 610,349     |  |
| 80                  | 929,495            | 856,732     | 783,970     | 711,135     | 637,933     | 564,731     | 491,529     |  |
| 143                 | 743,477            | 670,398     | 597,195     | 523,993     | 450,791     | 377,589     | 304,386     |  |
| 160                 | 693,101            | 619,899     | 546,697     | 473,495     | 400,292     | 327,090     | 253,710     |  |
| 200                 | 574,281            | 501,079     | 427,876     | 354,674     | 281,461     | 207,816     | 134,171     |  |
| 240                 | 455,460            | 382,258     | 309,056     | 235,854     | 161,922     | 88,278      | 14,833      |  |
| 280                 | 336,640            | 263,318     | 189,673     | 116,028     | 42,384      | (31,261)    | (104,906)   |  |
| 320                 | 217,424            | 143,779     | 70,134      | (3,510)     | (77,155)    | (150,800)   | (224,855)   |  |
| 360                 | 97,885             | 24,240      | (49,404)    | (123,049)   | (196,936)   | (271,026)   | (345,116)   |  |
| 400                 | (21,653)           | (95,298)    | (169,018)   | (243,108)   | (317,198)   | (391,287)   | (465,377)   |  |
| 440                 | (141,192)          | (215,189)   | (289,279)   | (363,369)   | (437,459)   | (511,549)   | (585,639)   |  |
| 480                 | (261,360)          | (335,450)   | (409,540)   | (483,630)   | (557,720)   | (631,810)   | (705,900)   |  |
| 520                 | (381,528)          | (455,712)   | (529,802)   | (603,892)   | (678,082)   | (752,172)   | (826,262)   |  |
| 560                 | (501,696)          | (575,896)   | (650,086)   | (724,276)   | (798,466)   | (872,656)   | (946,846)   |  |
| 600                 | (621,864)          | (701,080)   | (775,270)   | (849,460)   | (923,650)   | (997,840)   | (1,072,030) |  |
| 640                 | (742,032)          | (826,272)   | (900,462)   | (974,652)   | (1,048,842) | (1,123,032) | (1,197,222) |  |
| 680                 | (862,200)          | (956,512)   | (1,030,702) | (1,104,892) | (1,179,082) | (1,253,272) | (1,327,462) |  |
| 720                 | (982,368)          | (1,086,736) | (1,160,926) | (1,235,116) | (1,309,306) | (1,383,496) | (1,457,686) |  |
| 760                 | (1,102,536)        | (1,216,960) | (1,291,150) | (1,365,340) | (1,439,530) | (1,513,720) | (1,587,910) |  |
| 800                 | (1,222,704)        | (1,347,168) | (1,421,358) | (1,495,548) | (1,569,738) | (1,643,928) | (1,718,118) |  |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                                   |                                    |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|-----------------------------------|------------------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 85 Units                             |                          |                                   |                                    |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                                   |                                    |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%                             |                                    |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%                             |                                    |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%                             |                                    |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                                   |                                    |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |                                   |                                    |               |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |                                   |                                    |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                                   |                                    |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units                        | Overall mix%                       | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 1.8                                  | 0.0%                     | 0.0                               | 2%                                 | 1.8           |         |         |  |
| 2 bed House                            | 20.9%                   | 11.5                                 | 57.4%                    | 17.1                              | 34%                                | 28.6          |         |         |  |
| 3 bed House                            | 40.8%                   | 22.5                                 | 23.5%                    | 7.0                               | 35%                                | 29.5          |         |         |  |
| 4 bed House                            | 35.0%                   | 19.3                                 | 2.8%                     | 0.8                               | 24%                                | 20.2          |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                               | 0%                                 | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 4.9                               | 6%                                 | 4.9           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                               | 0%                                 | 0.0           |         |         |  |
| Total number of units                  |                         | 100.0%                               | 55.3                     | 100.0%                            | 29.8                               | 100%          | 85.0    |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                                   |                                    |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) (sqft) |                                    |               |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          | 58.0 624                          |                                    |               |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          | 79.0 850                          |                                    |               |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          | 90.0 969                          |                                    |               |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          | 110.0 1,184                       |                                    |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0 0                             |                                    |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8 633                          |                                    |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8 772                          |                                    |               |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                                   |                                    |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) (sqft) |                                    |               |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          | 50.0 538                          |                                    |               |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          | 70.0 753                          |                                    |               |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          | 84.0 904                          |                                    |               |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          | 97.0 1,044                        |                                    |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0 0                             |                                    |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8 633                          |                                    |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8 772                          |                                    |               |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                                   |                                    |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)                            | Total GIA (all units) (sqm) (sqft) |               |         |         |  |
| 1 bed House                            | 106                     | 1,138                                | 0                        | 0                                 | 106 1,138                          |               |         |         |  |
| 2 bed House                            | 912                     | 9,819                                | 1,194                    | 12,855                            | 2,107 22,675                       |               |         |         |  |
| 3 bed House                            | 2,029                   | 21,838                               | 588                      | 6,324                             | 2,616 28,162                       |               |         |         |  |
| 4 bed House                            | 2,127                   | 22,896                               | 80                       | 857                               | 2,207 23,753                       |               |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                                 | 0 0                                |               |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 287                      | 3,085                             | 287 3,085                          |               |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0                                 | 0 0                                |               |         |         |  |
|                                        |                         | 5,174                                | 55,691                   | 2,148                             | 23,122                             | 7,322 78,813  |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |                                   |                                    |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                                   |                                    |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV £ (no AH)                |                                    |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 328,185                           |                                    |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 7,152,219                         |                                    |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 8,565,505                         |                                    |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 7,055,510                         |                                    |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                                 |                                    |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 779,688                           |                                    |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 0                                 |                                    |               |         |         |  |
|                                        |                         | 23,881,107                           |                          |                                   |                                    |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                                   |                                    |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm                              | % of MV                            | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000                           | 2,520                              | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000                           | 2,500                              | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000                           | 2,417                              | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000                           | 2,526                              | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                                 | #DIV/0!                            | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000                           | 2,240                              | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000                           | 2,180                              | 152,000       | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 1.8                        | @                     | 180,000 | 328,185                         |
| 2 bed House                      | 11.5                       | @                     | 250,000 | 2,886,813                       |
| 3 bed House                      | 22.5                       | @                     | 290,000 | 6,537,180                       |
| 4 bed House                      | 19.3                       | @                     | 350,000 | 6,768,125                       |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 55.3                       |                       |         | 16,520,303                      |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 9.0                        | @                     | 125,000 | 1,130,333                       |
| 3 bed House                      | 3.7                        | @                     | 145,000 | 537,506                         |
| 4 bed House                      | 0.4                        | @                     | 175,000 | 76,157                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 2.6                        | @                     | 80,000  | 206,617                         |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 15.8                       |                       |         | 1,950,613                       |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 4.3                        | @                     | 175,000 | 747,640                         |
| 3 bed House                      | 1.8                        | @                     | 203,000 | 355,525                         |
| 4 bed House                      | 0.2                        | @                     | 245,000 | 50,373                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 1.2                        | @                     | 112,000 | 136,664                         |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 7.4                        |                       |         | 1,290,202                       |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 3.7                        | @                     | 200,000 | 737,062                         |
| 4 bed House                      | 1.5                        | @                     | 232,000 | 350,495                         |
| 5 bed House                      | 0.2                        | @                     | 250,000 | 44,339                          |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 1.1                        | @                     | 128,000 | 134,730                         |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 6.4                        |                       |         | 1,266,626                       |
| <b>Sub-total GDV Residential</b> | <b>84.9</b>                |                       |         | <b>21,027,744</b>               |
| <i>AH on-site cost analysis:</i> |                            |                       |         | <i>£MV less £GDV</i>            |
|                                  | 390                        | £ psm (total GIA sqm) |         | 2,853,363                       |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 85                         | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>21,027,744</b>               |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** E  
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**Notes:** Greenfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                       |                          |                                 |             |                     |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|---------------------------------|-------------|---------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |                                 |             |                     |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |                                 |             | (70,000)            |
| Statutory Planning Fees (Residential)                                |                                       |                          |                                 |             | (23,074)            |
| CIL                                                                  | 5,174 sqm                             |                          | 143.29 £ psm                    |             | (741,366)           |
| CIL analysis:                                                        | 3.53% of GDV                          |                          | 8,722 £ per unit (total units)  |             |                     |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |                                 |             | -                   |
|                                                                      | Year 2                                | 0                        |                                 |             | -                   |
|                                                                      | Year 3                                | 0                        |                                 |             | -                   |
|                                                                      | Year 4                                | 0                        |                                 |             | -                   |
|                                                                      | Year 5                                | 0                        |                                 |             | -                   |
|                                                                      | Year 6                                | 0                        |                                 |             | -                   |
|                                                                      | Year 7                                | 0                        |                                 |             | -                   |
|                                                                      | Year 8                                | 0                        |                                 |             | -                   |
|                                                                      | Year 9                                | 0                        |                                 |             | -                   |
|                                                                      | Year 10                               | 0                        |                                 |             | -                   |
|                                                                      | total                                 | 85 units @               | 1,500 per unit                  | (127,500)   | (127,500)           |
| S106 analysis:                                                       | 0.61% of GDV                          |                          | 1,500 £ per unit (total units)  |             |                     |
| AH Commuted Sum                                                      | 7,322 sqm (total)                     |                          | 0 £ psm                         |             | -                   |
| Comm. Sum analysis:                                                  | 0.00% of GDV                          |                          |                                 |             |                     |
| <b>Construction Costs -</b>                                          |                                       |                          |                                 |             |                     |
| Site Clearance and Demolition                                        | 9.13 acres @                          |                          | 0 £ per acre (if brownfield)    |             | -                   |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |                                 |             | (217,345)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |                                 |             | (85,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |                                 |             | (10,361)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |                                 |             | (196,539)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |                                 |             | (297,500)           |
|                                                                      | Enhanced S106                         | 8,600                    |                                 |             | (731,000)           |
|                                                                      | total                                 | 9.13 acres @             | 0 per acre                      | (1,537,745) | -                   |
| Infra. Costs analysis:                                               | 7.31% of GDV                          |                          | 18,091 £ per unit (total units) |             |                     |
| 1 bed House                                                          | 106 sqm @                             |                          | 1,155 psm                       |             | (122,140)           |
| 2 bed House                                                          | 2,107 sqm @                           |                          | 1,155 psm                       |             | (2,433,061)         |
| 3 bed House                                                          | 2,616 sqm @                           |                          | 1,155 psm                       |             | (3,021,821)         |
| 4 bed House                                                          | 2,207 sqm @                           |                          | 1,155 psm                       |             | (2,548,821)         |
| 5 bed House                                                          | - sqm @                               |                          | 1,155 psm                       |             | -                   |
| 1 bed Flat                                                           | 287 sqm @                             |                          | 1,296 psm                       |             | (371,498)           |
| 2 bed Flat                                                           | 7,322 sqm @                           |                          | 1,296 psm                       |             | -                   |
| External works                                                       | 8,497,341 @                           |                          | 15.0%<br>14,995 £ per unit      |             | (1,274,601)         |
| M4(2) Category 2 Housing                                             | 50% of All units                      | 85 units @               | 521 £ per dwelling              |             | (22,143)            |
| M4(3) Category 3 Housing                                             | 0% of All units                       | 85 units @               | 10,307 £ per dwelling           |             | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       | 85 units @               | 9 £ per dwelling                |             | (765)               |
| Contingency                                                          | 11,332,595 @                          |                          | 5.0%                            |             | (566,630)           |
| Professional Fees                                                    | 11,332,595 @                          |                          | 10.0%                           |             | (1,133,259)         |
| <b>Disposal Costs -</b>                                              |                                       |                          |                                 |             |                     |
| Marketing and Promotion                                              | 16,520,303 OMS @                      |                          | 1.50%                           |             | (247,805)           |
| Residential Sales Agent Costs                                        | 16,520,303 OMS @                      |                          | 1.50%                           |             | (247,805)           |
| Residential Sales Legal Costs                                        | 16,520,303 OMS @                      |                          | 0.50%                           |             | (82,602)            |
| Interest (on Development Costs) -                                    | 7.50% APR                             |                          | 0.604% pcm                      |             | (318,231)           |
| <b>Developers Profit -</b>                                           |                                       |                          |                                 |             |                     |
| Margin on AH                                                         | 3,240,815                             |                          | 6.00% on AH values              |             | (194,449)           |
| Profit on GDV                                                        | 16,520,303                            |                          | 20.00%                          |             | (3,304,061)         |
|                                                                      | 14,890,866                            |                          | 22.19% on costs                 | (3,304,061) |                     |
|                                                                      | 19,761,118                            |                          | 17.70% blended                  | (3,498,509) |                     |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |                                 |             | <b>(18,389,375)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** E  
**Title:** 85 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 2,638,369        |
| SDLT                        | 2,638,369 @       |                  | 5.0% (slabbed)     | (121,418)        |
| Acquisition Agent fees      | 2,638,369 @       |                  | 1.0%               | (26,384)         |
| Acquisition Legal fees      | 2,638,369 @       |                  | 0.5%               | (13,192)         |
| Interest on Land            | 2,638,369 @       |                  | 7.5%               | (197,878)        |
| Residual Land Value         |                   |                  |                    | <b>2,279,497</b> |
| <i>RLV analysis:</i>        | 26,818 £ per plot | 616,805 £ per ha | 249,618 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 23.0 dp net ha       |                        |                |
| Site Area (Resi)         |                   | 3.70 net ha          | 9.13 net acres         |                |
| <i>Density analysis:</i> |                   | 1,981 sqm/ha         | 6,631 sqft/ac          |                |
| Threshold Land Value     | 11,413 £ per plot | 262,489 £ per net ha | 106,228 £ per net acre | <b>970,069</b> |
|                          |                   | 80% Gross to net     | 4.62 Gross hectares    |                |

| BALANCE           |  |                  |                    |                  |
|-------------------|--|------------------|--------------------|------------------|
| Surplus/(Deficit) |  | 354,316 £ per ha | 143,390 £ per acre | <b>1,309,427</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |           |             |             |             |             |             |  |
|----------------------|-----------|--------------------|-----------|-------------|-------------|-------------|-------------|-------------|--|
| Balance (RLV - TLV)  | 1,309,427 | 0%                 | 25%       | 30%         | 35%         | 40%         | 45%         | 50%         |  |
|                      | 0         | 3,281,869          | 2,397,440 | 2,220,408   | 2,043,350   | 1,865,969   | 1,688,588   | 1,511,112   |  |
|                      | 80        | 2,648,846          | 1,925,476 | 1,780,575   | 1,635,674   | 1,490,414   | 1,345,115   | 1,199,643   |  |
|                      | 100       | 2,489,277          | 1,806,600 | 1,669,824   | 1,532,834   | 1,395,843   | 1,258,619   | 1,121,183   |  |
|                      | 120       | 2,329,143          | 1,687,221 | 1,558,565   | 1,429,909   | 1,300,914   | 1,171,834   | 1,042,551   |  |
|                      | 140       | 2,168,381          | 1,567,527 | 1,447,145   | 1,326,447   | 1,205,749   | 1,084,816   | 963,647     |  |
| CIL Epsm             | 160       | 2,007,279          | 1,447,427 | 1,335,137   | 1,222,848   | 1,110,246   | 997,507     | 884,539     |  |
| 143.29               | 180       | 1,845,306          | 1,326,902 | 1,223,043   | 1,118,760   | 1,014,478   | 909,963     | 805,182     |  |
|                      | 200       | 1,683,148          | 1,206,075 | 1,110,275   | 1,014,475   | 918,397     | 822,121     | 725,596     |  |
|                      | 220       | 1,520,092          | 1,084,705 | 997,415     | 909,759     | 822,014     | 734,047     | 645,778     |  |
|                      | 240       | 1,356,757          | 963,148   | 883,962     | 804,776     | 725,353     | 645,663     | 565,711     |  |
|                      | 260       | 1,192,715          | 840,968   | 770,365     | 699,426     | 628,344     | 557,057     | 485,422     |  |
|                      | 280       | 1,028,183          | 718,676   | 656,227     | 593,777     | 531,099     | 468,120     | 404,871     |  |
|                      | 300       | 863,151            | 595,673   | 541,881     | 487,791     | 433,494     | 378,978     | 324,104     |  |
|                      | 320       | 697,403            | 472,577   | 427,052     | 381,463     | 335,660     | 289,516     | 243,066     |  |
|                      | 340       | 531,372            | 348,802   | 311,945     | 274,836     | 237,448     | 199,835     | 161,844     |  |
|                      | 360       | 365,342            | 224,859   | 196,422     | 167,818     | 139,023     | 109,837     | 80,316      |  |
|                      | 380       | 199,311            | 100,336   | 80,541      | 60,546      | 40,193      | 19,615      | (1,369)     |  |
|                      | 400       | 32,676             | (24,187)  | (35,681)    | (47,174)    | (58,827)    | (70,928)    | (83,390)    |  |
|                      | 420       | (134,358)          | (148,710) | (151,902)   | (155,094)   | (158,286)   | (161,697)   | (165,547)   |  |
|                      | 440       | (301,392)          | (273,317) | (268,123)   | (263,014)   | (257,904)   | (252,795)   | (248,063)   |  |
|                      | 460       | (468,426)          | (398,592) | (384,626)   | (370,934)   | (357,523)   | (344,112)   | (330,701)   |  |
|                      | 480       | (635,979)          | (523,868) | (501,549)   | (479,231)   | (457,141)   | (435,429)   | (413,716)   |  |
|                      | 500       | (804,022)          | (649,144) | (618,473)   | (587,803)   | (557,133)   | (526,745)   | (496,731)   |  |
|                      | 520       | (974,101)          | (774,436) | (735,397)   | (696,375)   | (657,353)   | (618,332)   | (579,747)   |  |
|                      | 540       | (1,169,500)        | (900,469) | (852,541)   | (804,948)   | (757,574)   | (710,200)   | (662,827)   |  |
|                      |           | AH - % on site 35% |           |             |             |             |             |             |  |
| Balance (RLV - TLV)  | 1,309,427 | 0%                 | 25%       | 30%         | 35%         | 40%         | 45%         | 50%         |  |
|                      | -         | 2,270,906          | 1,675,685 | 1,556,296   | 1,436,908   | 1,317,083   | 1,197,215   | 1,076,936   |  |
|                      | 1,500     | 2,141,880          | 1,547,771 | 1,428,792   | 1,309,427   | 1,190,039   | 1,070,501   | 950,634     |  |
|                      | 3,000     | 2,012,854          | 1,419,520 | 1,300,541   | 1,181,561   | 1,062,559   | 943,170     | 823,782     |  |
|                      | 4,500     | 1,883,184          | 1,290,626 | 1,171,986   | 1,053,311   | 934,331     | 815,352     | 696,302     |  |
|                      | 6,000     | 1,753,378          | 1,161,518 | 1,042,960   | 924,320     | 805,680     | 687,039     | 568,122     |  |
| Site Specific S106   | 7,500     | 1,623,129          | 1,031,712 | 913,340     | 794,968     | 676,596     | 558,013     | 439,373     |  |
| 1,500                | 9,000     | 1,492,538          | 901,648   | 783,469     | 665,162     | 546,790     | 428,418     | 310,046     |  |
|                      | 10,500    | 1,361,697          | 771,057   | 652,879     | 534,701     | 416,522     | 298,344     | 180,166     |  |
|                      | 12,000    | 1,230,317          | 640,021   | 521,962     | 403,903     | 285,844     | 167,754     | 49,575      |  |
|                      | 13,500    | 1,098,871          | 508,641   | 390,582     | 272,523     | 154,463     | 36,404      | (81,655)    |  |
|                      | 15,000    | 966,697            | 376,619   | 258,603     | 140,587     | 22,572      | (95,444)    | (213,459)   |  |
|                      | 16,500    | 834,522            | 244,393   | 126,345     | 8,297       | (109,751)   | (227,798)   | (345,846)   |  |
|                      | 18,000    | 701,659            | 111,420   | (6,628)     | (124,676)   | (242,724)   | (360,772)   | (478,819)   |  |
|                      | 19,500    | 568,685            | (21,554)  | (139,602)   | (257,649)   | (375,697)   | (493,745)   | (611,793)   |  |
|                      | 21,000    | 435,712            | (154,527) | (272,575)   | (390,623)   | (508,753)   | (627,040)   | (745,327)   |  |
|                      | 22,500    | 302,739            | (287,670) | (405,957)   | (524,244)   | (642,531)   | (760,817)   | (879,104)   |  |
|                      | 24,000    | 169,765            | (421,448) | (539,734)   | (658,021)   | (776,308)   | (894,594)   | (1,021,696) |  |
|                      | 25,500    | 36,209             | (555,225) | (673,511)   | (791,798)   | (910,117)   | (1,040,129) | (1,178,191) |  |
|                      | 27,000    | (97,568)           | (689,002) | (807,289)   | (925,969)   | (1,058,562) | (1,196,624) | (1,334,686) |  |
|                      | 28,500    | (231,346)          | (823,088) | (941,822)   | (1,076,995) | (1,215,057) | (1,353,119) | (1,491,755) |  |
|                      | 30,000    | (365,123)          | (957,674) | (1,095,428) | (1,233,490) | (1,371,552) | (1,510,371) | (1,649,196) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

|                             |             | AH - % on site 35% |                           |             |             |             |             |             |       |       |
|-----------------------------|-------------|--------------------|---------------------------|-------------|-------------|-------------|-------------|-------------|-------|-------|
|                             |             | 1,309,427          | 0%                        | 25%         | 30%         | 35%         | 40%         | 45%         | 50%   |       |
| Balance (RLV - TLV)         | 50,000      | 2,655,351          | 2,061,242                 | 1,942,263   | 1,822,899   | 1,703,511   | 1,583,973   | 1,464,105   |       |       |
|                             | 75,000      | 2,427,053          | 1,832,943                 | 1,713,964   | 1,594,600   | 1,475,212   | 1,355,674   | 1,235,806   |       |       |
|                             | 100,000     | 2,198,754          | 1,604,645                 | 1,485,665   | 1,366,301   | 1,246,913   | 1,127,375   | 1,007,507   |       |       |
|                             | 125,000     | 1,970,455          | 1,376,346                 | 1,257,366   | 1,138,002   | 1,018,614   | 899,076     | 779,208     |       |       |
|                             | 150,000     | 1,742,156          | 1,148,047                 | 1,029,068   | 909,703     | 790,315     | 670,777     | 550,910     |       |       |
|                             | 175,000     | 1,513,857          | 919,748                   | 800,769     | 681,405     | 562,016     | 442,478     | 322,611     |       |       |
|                             | 200,000     | 1,285,558          | 691,449                   | 572,470     | 453,106     | 333,717     | 214,179     | 94,312      |       |       |
|                             | 225,000     | 1,057,259          | 463,150                   | 344,171     | 224,807     | 105,418     | (14,120)    | (133,987)   |       |       |
|                             | 250,000     | 828,960            | 234,851                   | 115,872     | (3,492)     | (122,881)   | (242,418)   | (362,286)   |       |       |
| 275,000                     | 600,661     | 6,552              | (112,427)                 | (231,791)   | (351,180)   | (470,717)   | (590,585)   |             |       |       |
|                             |             | AH - % on site 35% |                           |             |             |             |             |             |       |       |
|                             |             | 1,309,427          | 0%                        | 25%         | 30%         | 35%         | 40%         | 45%         | 50%   |       |
| Density (dph)               | 5           | (2,107,399)        | (2,698,290)               | (2,816,468) | (2,934,646) | (3,052,895) | (3,171,266) | (3,289,638) |       |       |
|                             | 10          | 608,538            | 15,872                    | (102,768)   | (221,599)   | (340,578)   | (459,557)   | (578,810)   |       |       |
|                             | 15          | 1,513,036          | 919,499                   | 800,520     | 681,541     | 562,317     | 442,929     | 323,439     |       |       |
|                             | 20          | 1,965,017          | 1,371,069                 | 1,252,090   | 1,132,881   | 1,013,492   | 894,103     | 774,235     |       |       |
|                             | 25          | 2,236,206          | 1,642,011                 | 1,522,974   | 1,403,586   | 1,284,197   | 1,164,580   | 1,044,713   |       |       |
|                             | 28          | 2,352,430          | 1,758,129                 | 1,638,991   | 1,519,602   | 1,400,214   | 1,280,499   | 1,160,632   |       |       |
|                             | 30          | 2,416,999          | 1,822,639                 | 1,703,444   | 1,584,056   | 1,464,667   | 1,344,899   | 1,225,031   |       |       |
|                             | 34          | 2,523,347          | 1,928,891                 | 1,809,603   | 1,690,215   | 1,570,826   | 1,450,969   | 1,331,101   |       |       |
|                             | 40          | 2,642,990          | 2,048,420                 | 1,929,032   | 1,809,643   | 1,690,165   | 1,570,297   | 1,450,378   |       |       |
|                             | 45          | 2,718,320          | 2,123,616                 | 2,004,228   | 1,884,839   | 1,765,297   | 1,645,430   | 1,525,450   |       |       |
|                             | 50          | 2,778,584          | 2,183,773                 | 2,064,384   | 1,944,996   | 1,825,404   | 1,705,536   | 1,585,508   |       |       |
|                             |             | AH - % on site 35% |                           |             |             |             |             |             |       |       |
|                             |             | 1,309,427          | 0%                        | 25%         | 30%         | 35%         | 40%         | 45%         | 50%   |       |
| Build rate (Epsm)           | 95%         | 2,701,669          | 2,073,876                 | 1,948,016   | 1,821,802   | 1,695,421   | 1,568,787   | 1,441,815   |       |       |
|                             | 100%        | 2,141,880          | 1,547,771                 | 1,428,792   | 1,309,427   | 1,190,039   | 1,070,501   | 950,634     |       |       |
|                             | 105%        | 1,577,188          | 1,016,326                 | 904,068     | 791,793     | 679,235     | 566,677     | 454,091     |       |       |
|                             | 110%        | 1,006,469          | 478,433                   | 372,741     | 267,048     | 161,356     | 55,664      | (50,028)    |       |       |
|                             | 115%        | 429,245            | (67,133)                  | (166,409)   | (265,685)   | (364,960)   | (464,236)   | (563,511)   |       |       |
|                             | 120%        | (150,836)          | (616,365)                 | (709,471)   | (802,577)   | (895,682)   | (993,823)   | (1,102,428) |       |       |
|                             | 125%        | (733,812)          | (1,203,264)               | (1,304,505) | (1,406,019) | (1,507,800) | (1,609,581) | (1,711,362) |       |       |
|                             | 130%        | (1,378,351)        | (1,850,211)               | (1,944,825) | (2,039,935) | (2,135,046) | (2,230,157) | (2,326,082) |       |       |
|                             |             | AH - % on site 0%  |                           |             |             |             |             |             |       |       |
|                             |             | 1,309,427          | 0%                        | 25%         | 30%         | 35%         | 40%         | 45%         | 50%   |       |
| Changes in sales values (E) | 75%         | (2,549,997)        | (1,921,069)               | (1,795,476) | (1,670,041) | (1,545,120) | (1,420,198) | (1,295,645) |       |       |
|                             | 80%         | (1,489,506)        | (1,129,609)               | (1,057,961) | (986,313)   | (921,150)   | (860,145)   | (799,140)   |       |       |
|                             | 85%         | (512,732)          | (431,822)                 | (415,862)   | (400,200)   | (384,537)   | (368,875)   | (353,757)   |       |       |
|                             | 90%         | 381,565            | 236,321                   | 206,844     | 176,984     | 146,922     | 116,850     | 85,593      |       |       |
|                             | 95%         | 1,267,871          | 895,824                   | 821,126     | 746,177     | 671,015     | 595,619     | 519,934     |       |       |
|                             | 100%        | 2,141,880          | 1,547,771                 | 1,428,792   | 1,309,427   | 1,190,039   | 1,070,501   | 950,634     |       |       |
|                             | 105%        | 3,007,557          | 2,194,340                 | 2,031,515   | 1,868,689   | 1,705,490   | 1,542,267   | 1,378,957   |       |       |
|                             | 110%        | 3,867,391          | 2,837,249                 | 2,631,066   | 2,424,702   | 2,218,337   | 2,011,973   | 1,805,293   |       |       |
|                             | 115%        | 4,722,554          | 3,477,266                 | 3,227,941   | 2,978,616   | 2,729,292   | 2,479,967   | 2,230,304   |       |       |
|                             | 120%        | 5,574,589          | 4,115,136                 | 3,823,000   | 3,530,865   | 3,238,729   | 2,946,593   | 2,654,302   |       |       |
|                             | 125%        | 6,424,122          | 4,751,366                 | 4,416,679   | 4,081,850   | 3,747,022   | 3,412,194   | 3,077,365   |       |       |
|                             |             |                    | Site Specific S106 £1,500 |             |             |             |             |             |       |       |
|                             |             |                    | 1,309,427                 | -           | 1,500       | 3,000       | 4,500       | 6,000       | 7,500 | 9,000 |
| CIL Epsm                    | 0           | 2,167,794          | 2,043,350                 | 1,918,181   | 1,792,697   | 1,666,744   | 1,540,177   | 1,413,278   |       |       |
|                             | 40          | 1,965,357          | 1,840,158                 | 1,714,205   | 1,587,925   | 1,461,211   | 1,333,834   | 1,206,116   |       |       |
|                             | 80          | 1,761,667          | 1,635,674                 | 1,508,959   | 1,381,872   | 1,254,391   | 1,126,193   | 997,642     |       |       |
|                             | 143         | 1,438,408          | 1,310,928                 | 1,183,071   | 1,054,820   | 925,838     | 796,496     | 666,690     |       |       |
|                             | 160         | 1,350,465          | 1,222,848                 | 1,094,597   | 965,855     | 836,755     | 706,949     | 576,740     |       |       |
|                             | 200         | 1,142,924          | 1,014,475                 | 885,449     | 755,862     | 625,949     | 495,358     | 364,323     |       |       |
|                             | 240         | 934,069            | 804,776                   | 674,970     | 544,568     | 413,829     | 282,449     | 150,574     |       |       |
|                             | 280         | 723,883            | 593,777                   | 463,186     | 331,956     | 200,380     | 68,206      | (64,522)    |       |       |
|                             | 320         | 512,395            | 381,463                   | 250,082     | 118,012     | (14,415)    | (147,388)   | (280,362)   |       |       |
|                             | 360         | 299,589            | 167,818                   | 35,643      | (97,281)    | (230,255)   | (363,228)   | (496,684)   |       |       |
|                             | 400         | 85,449             | (47,174)                  | (180,148)   | (313,121)   | (446,274)   | (580,051)   | (713,828)   |       |       |
|                             | 440         | (130,041)          | (263,014)                 | (395,987)   | (529,641)   | (663,418)   | (797,195)   | (931,399)   |       |       |
|                             | 480         | (345,880)          | (479,231)                 | (613,008)   | (746,785)   | (880,684)   | (1,024,338) | (1,180,833) |       |       |
|                             | 520         | (562,598)          | (696,375)                 | (830,153)   | (965,367)   | (1,121,862) | (1,278,357) | (1,435,302) |       |       |
|                             | 560         | (779,743)          | (913,841)                 | (1,062,892) | (1,219,387) | (1,375,975) | (1,533,416) | (1,690,857) |       |       |
|                             | 600         | (1,003,921)        | (1,160,416)               | (1,316,912) | (1,474,089) | (1,631,530) | (1,788,971) | (1,946,833) |       |       |
|                             | 640         | (1,257,941)        | (1,414,762)               | (1,572,203) | (1,729,644) | (1,887,148) | (2,045,541) | (2,203,933) |       |       |
| 680                         | (1,512,876) | (1,670,317)        | (1,827,758)               | (1,985,855) | (2,144,248) | (2,302,641) | (2,461,445) |             |       |       |
| 720                         | (1,768,432) | (1,926,169)        | (2,084,562)               | (2,242,955) | (2,401,398) | (2,560,748) | (2,720,099) |             |       |       |
| 760                         | (2,024,877) | (2,183,270)        | (2,341,662)               | (2,500,702) | (2,660,052) | (2,819,403) | (2,979,173) |             |       |       |
| 800                         | (2,281,977) | (2,440,656)        | (2,600,006)               | (2,759,356) | (2,918,764) | (3,079,077) | (3,239,391) |             |       |       |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 150 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                  |                          |                            |                             |                               |         |         |  |
|----------------------------------------|-------------------------|------------------|--------------------------|----------------------------|-----------------------------|-------------------------------|---------|---------|--|
| Total number of units in scheme        |                         |                  |                          | 150 Units                  |                             |                               |         |         |  |
| AH Policy requirement (% Target)       |                         |                  |                          | 35%                        |                             |                               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent: |                          | 53.0%                      |                             |                               |         |         |  |
|                                        |                         | Shared ownership |                          | 25.0%                      |                             |                               |         |         |  |
|                                        |                         | Intermediate     |                          | 21.6%                      |                             |                               |         |         |  |
| Open Market Sale (OMS) housing         |                         |                  |                          | 65%                        |                             |                               |         |         |  |
|                                        |                         |                  |                          | 100%                       |                             |                               |         |         |  |
| CIL Rate (£ psm)                       |                         |                  |                          | 143.29                     |                             | £ psm                         |         |         |  |
| <b>Unit mix -</b>                      |                         |                  |                          |                            |                             |                               |         |         |  |
|                                        | Mkt Units mix%          | MV # units       | AH mix%                  | AH # units                 | Overall mix%                | Total # units                 |         |         |  |
| 1 bed House                            | 3.3%                    | 3.2              | 0.0%                     | 0.0                        | 2%                          | 3.2                           |         |         |  |
| 2 bed House                            | 20.9%                   | 20.4             | 57.4%                    | 30.1                       | 34%                         | 50.5                          |         |         |  |
| 3 bed House                            | 40.8%                   | 39.8             | 23.5%                    | 12.3                       | 35%                         | 52.1                          |         |         |  |
| 4 bed House                            | 35.0%                   | 34.1             | 2.8%                     | 1.4                        | 24%                         | 35.6                          |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0              | 0.0%                     | 0.0                        | 0%                          | 0.0                           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0              | 16.4%                    | 8.6                        | 6%                          | 8.6                           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0              | 0.0%                     | 0.0                        | 0%                          | 0.0                           |         |         |  |
| Total number of units                  |                         | 100.0%           | 97.5                     | 100.0%                     | 52.5                        | 100%                          | 150.0   |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                  |                          |                            |                             |                               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)           | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |                               |         |         |  |
| 1 bed House                            | 58.0                    | 624              | %                        | 58.0                       | 624                         |                               |         |         |  |
| 2 bed House                            | 79.0                    | 850              |                          | 79.0                       | 850                         |                               |         |         |  |
| 3 bed House                            | 90.0                    | 969              |                          | 90.0                       | 969                         |                               |         |         |  |
| 4 bed House                            | 110.0                   | 1,184            |                          | 110.0                      | 1,184                       |                               |         |         |  |
| 5 bed House                            | 0.0                     | 0                |                          | 0.0                        | 0                           |                               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538              | 85.0%                    | 58.8                       | 633                         |                               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657              | 85.0%                    | 71.8                       | 772                         |                               |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                  |                          |                            |                             |                               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)           | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |                               |         |         |  |
| 1 bed House                            | 50.0                    | 538              | %                        | 50.0                       | 538                         |                               |         |         |  |
| 2 bed House                            | 70.0                    | 753              |                          | 70.0                       | 753                         |                               |         |         |  |
| 3 bed House                            | 84.0                    | 904              |                          | 84.0                       | 904                         |                               |         |         |  |
| 4 bed House                            | 97.0                    | 1,044            |                          | 97.0                       | 1,044                       |                               |         |         |  |
| 5 bed House                            | 0.0                     | 0                |                          | 0.0                        | 0                           |                               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538              | 85.0%                    | 58.8                       | 633                         |                               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657              | 85.0%                    | 71.8                       | 772                         |                               |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                  |                          |                            |                             |                               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)           | AH units GIA (sqm)       | (sqft)                     | Total GIA (all units) (sqm) | (sqft)                        |         |         |  |
| 1 bed House                            | 187                     | 2,009            | 0                        | 0                          | 187                         | 2,009                         |         |         |  |
| 2 bed House                            | 1,610                   | 17,328           | 2,108                    | 22,686                     | 3,717                       | 40,014                        |         |         |  |
| 3 bed House                            | 3,580                   | 38,537           | 1,037                    | 11,160                     | 4,617                       | 49,697                        |         |         |  |
| 4 bed House                            | 3,754                   | 40,405           | 141                      | 1,513                      | 3,894                       | 41,918                        |         |         |  |
| 5 bed House                            | 0                       | 0                | 0                        | 0                          | 0                           | 0                             |         |         |  |
| 1 bed Flat                             | 0                       | 0                | 506                      | 5,445                      | 506                         | 5,445                         |         |         |  |
| 2 bed Flat                             | 0                       | 0                | 0                        | 0                          | 0                           | 0                             |         |         |  |
|                                        |                         | 9,130            | 98,279                   | 3,791                      | 40,804                      | 12,921                        | 139,083 |         |  |
| AH % by floor area:                    |                         |                  |                          | 29.34%                     |                             | AH % by floor area due to mix |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                  |                          |                            |                             |                               |         |         |  |
|                                        | £ OMS (per unit)        | £psm             | £pft                     | total MV £ (no AH)         |                             |                               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103            | 288                      | 579,150                    |                             |                               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165            | 294                      | 12,621,563                 |                             |                               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222            | 299                      | 15,115,598                 |                             |                               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182            | 296                      | 12,450,900                 |                             |                               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!          | #DIV/0!                  | 0                          |                             |                               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200            | 297                      | 1,375,920                  |                             |                               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115            | 289                      | 0                          |                             |                               |         |         |  |
|                                        |                         |                  |                          | 42,143,130                 |                             |                               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                  |                          |                            |                             |                               |         |         |  |
|                                        | Affordable Rent:        | £psm             | % of MV Shared ownership | £psm                       | % of MV                     | Intermediate                  | £psm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800            | 50%                      | 126,000                    | 2,520                       | 144,000                       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786            | 50%                      | 175,000                    | 2,500                       | 200,000                       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726            | 50%                      | 203,000                    | 2,417                       | 232,000                       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804            | 50%                      | 245,000                    | 2,526                       | 250,000                       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!          | 50%                      | 0                          | #DIV/0!                     | 0                             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600            | 50%                      | 112,000                    | 2,240                       | 128,000                       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557            | 50%                      | 133,000                    | 2,180                       | 152,000                       | 2,492   | 80%     |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |              |                       |               |                          |
|---------------------------------------------|--------------|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |              |                       |               |                          |
| 1 bed House                                 | 3.2          | @                     | 180,000       | 579,150                  |
| 2 bed House                                 | 20.4         | @                     | 250,000       | 5,094,375                |
| 3 bed House                                 | 39.8         | @                     | 290,000       | 11,536,200               |
| 4 bed House                                 | 34.1         | @                     | 350,000       | 11,943,750               |
| 5 bed House                                 | 0.0          | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.0          | @                     | 160,000       | -                        |
| 2 bed Flat                                  | 0.0          | @                     | 190,000       | -                        |
|                                             | 97.5         |                       |               | 29,153,475               |
| <b>Affordable Rent GDV -</b>                |              |                       |               |                          |
| 1 bed House                                 | 0.0          | @                     | 90,000        | -                        |
| 2 bed House                                 | 16.0         | @                     | 125,000       | 1,994,705                |
| 3 bed House                                 | 6.5          | @                     | 145,000       | 948,540                  |
| 4 bed House                                 | 0.8          | @                     | 175,000       | 134,395                  |
| 5 bed House                                 | 0.0          | @                     | 0             | -                        |
| 1 bed Flat                                  | 4.6          | @                     | 80,000        | 364,619                  |
| 2 bed Flat                                  | 0.0          | @                     | 95,000        | -                        |
|                                             | 27.8         |                       |               | 3,442,259                |
| <b>Shared ownership</b>                     |              |                       |               |                          |
| 1 bed House                                 | 0.0          | @                     | 126,000       | -                        |
| 2 bed House                                 | 7.5          | @                     | 175,000       | 1,319,365                |
| 3 bed House                                 | 3.1          | @                     | 203,000       | 627,397                  |
| 4 bed House                                 | 0.4          | @                     | 245,000       | 88,893                   |
| 5 bed House                                 | 0.0          | @                     | 0             | -                        |
| 1 bed Flat                                  | 2.2          | @                     | 112,000       | 241,171                  |
| 2 bed Flat                                  | 0.0          | @                     | 133,000       | -                        |
|                                             | 13.1         |                       |               | 2,276,827                |
| <b>Intermediate</b>                         |              |                       |               |                          |
| 2 bed House                                 | 0.0          | @                     | 144,000       | -                        |
| 3 bed House                                 | 6.5          | @                     | 200,000       | 1,300,698                |
| 4 bed House                                 | 2.7          | @                     | 232,000       | 618,520                  |
| 5 bed House                                 | 0.3          | @                     | 250,000       | 78,246                   |
| 1 bed Flat                                  | 0.0          | @                     | 0             | -                        |
| 2 bed Flat                                  | 1.9          | @                     | 128,000       | 237,759                  |
| 0.00%                                       | 0.0          | @                     | 152,000       | -                        |
|                                             | 11.3         |                       |               | 2,235,223                |
| <b>Sub-total GDV Residential</b>            | <b>149.8</b> |                       |               | <b>37,107,783</b>        |
| <i>AH on-site cost analysis:</i>            |              |                       |               |                          |
|                                             | 390          | £ psm (total GIA sqm) | EMV less £GDV | 5,035,347                |
|                                             |              |                       | 33,569        | £ per unit (total units) |
| <b>Grant</b>                                | 150          | @                     | 0             | -                        |
| <b>Total GDV</b>                            |              |                       |               | <b>37,107,783</b>        |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **F**  
 Title: **150 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| DEVELOPMENT COSTS                                                    |                                      |                                |                                 |                     |
|----------------------------------------------------------------------|--------------------------------------|--------------------------------|---------------------------------|---------------------|
| <b>Initial Payments -</b>                                            |                                      |                                |                                 |                     |
| Planning Application Professional Fees, Surveys and reports          |                                      |                                |                                 | (90,000)            |
| Statutory Planning Fees (Residential)                                |                                      |                                |                                 | (30,549)            |
| CIL                                                                  | 9,130 sqm                            | 143.29 £ psm                   |                                 | (1,308,293)         |
|                                                                      | 3.53% % of GDV                       | 8,722 £ per unit (total units) |                                 |                     |
| CIL analysis:                                                        |                                      |                                |                                 |                     |
| Site Specific S106 Contributions                                     | Year 1                               | 0                              |                                 | -                   |
|                                                                      | Year 2                               | 0                              |                                 | -                   |
|                                                                      | Year 3                               | 0                              |                                 | -                   |
|                                                                      | Year 4                               | 0                              |                                 | -                   |
|                                                                      | Year 5                               | 0                              |                                 | -                   |
|                                                                      | Year 6                               | 0                              |                                 | -                   |
|                                                                      | Year 7                               | 0                              |                                 | -                   |
|                                                                      | Year 8                               | 0                              |                                 | -                   |
|                                                                      | Year 9                               | 0                              |                                 | -                   |
|                                                                      | Year 10                              | 0                              |                                 | -                   |
|                                                                      | total                                | 150 units @                    | 1,500 per unit                  | (225,000)           |
|                                                                      |                                      | 0.61% % of GDV                 | 1,500 £ per unit (total units)  |                     |
| AH Commuted Sum                                                      | 12,921 sqm (total)                   |                                | 0 £ psm                         | -                   |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV                 |                                 |                     |
| <b>Construction Costs -</b>                                          |                                      |                                |                                 |                     |
| Site Clearance and Demolition                                        | 14.26 acres @                        |                                | 0 £ per acre (if brownfield)    | -                   |
| Infrastructure costs -                                               |                                      |                                |                                 |                     |
|                                                                      | Policy SP10 - Climate Change         | 2,557 per dwelling             |                                 | (383,550)           |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling             |                                 | (150,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling            |                                 | (18,284)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare       |                                 | (352,646)           |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling             |                                 | (525,000)           |
|                                                                      | Enhanced S106                        | 8,600                          |                                 | (1,290,000)         |
|                                                                      | total                                | 14.26 acres @                  | 0 per acre                      | (2,717,479)         |
|                                                                      | Infra. Costs analysis:               | 7.32% % of GDV                 | 18,117 £ per unit (total units) |                     |
| 1 bed House                                                          | 187 sqm @                            |                                | 1,155 psm                       | (215,540)           |
| 2 bed House                                                          | 3,717 sqm @                          |                                | 1,155 psm                       | (4,293,637)         |
| 3 bed House                                                          | 4,617 sqm @                          |                                | 1,155 psm                       | (5,332,625)         |
| 4 bed House                                                          | 3,894 sqm @                          |                                | 1,155 psm                       | (4,497,920)         |
| 5 bed House                                                          | - sqm @                              |                                | 1,155 psm                       | -                   |
| 1 bed Flat                                                           | 506 sqm @                            |                                | 1,296 psm                       | (655,585)           |
| 2 bed Flat                                                           | 12,921 - sqm @                       |                                | 1,296 psm                       | -                   |
| External works                                                       | 14,995,308 @                         |                                | 15.0%<br>14,995 £ per unit      | (2,249,296)         |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 150 units @                    | 521 £ per dwelling              | (39,075)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 150 units @                    | 10,307 £ per dwelling           | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 150 units @                    | 9 £ per dwelling                | (1,350)             |
| Contingency                                                          | 20,002,508 @                         |                                | 5.0%                            | (1,000,125)         |
| <b>Professional Fees</b>                                             | 20,002,508 @                         |                                | 10.0%                           | (2,000,251)         |
| <b>Disposal Costs -</b>                                              |                                      |                                |                                 |                     |
| Marketing and Promotion                                              | 29,153,475 OMS @                     |                                | 1.50%                           | (437,302)           |
| Residential Sales Agent Costs                                        | 29,153,475 OMS @                     |                                | 1.50%                           | (437,302)           |
| Residential Sales Legal Costs                                        | 29,153,475 OMS @                     |                                | 0.50%                           | (145,767)           |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                                | 0.604% pcm                      | (676,303)           |
| <b>Developers Profit -</b>                                           |                                      |                                |                                 |                     |
| Margin on AH                                                         | 5,719,085                            |                                | 6.00% on AH values              | (343,145)           |
| Profit on GDV                                                        | 29,153,475                           |                                | 20.00%                          | (5,830,695)         |
|                                                                      | 26,353,401                           |                                | 22.13% on costs                 | (5,830,695)         |
|                                                                      | 34,872,560                           |                                | 17.70% blended                  | (6,173,840)         |
| <b>TOTAL COSTS</b>                                                   |                                      |                                |                                 | <b>(32,527,241)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 4,580,542        |
| SDLT                        | 4,580,542         | @                | 5.0% (slabbed)     | (218,527)        |
| Acquisition Agent fees      | 4,580,542         | @                | 1.0%               | (45,805)         |
| Acquisition Legal fees      | 4,580,542         | @                | 0.5%               | (22,903)         |
| Interest on Land            | 4,580,542         | @                | 7.5%               | (343,541)        |
| Residual Land Value         |                   |                  |                    | <b>3,949,767</b> |
| <i>RLV analysis:</i>        | 26,332 £ per plot | 684,626 £ per ha | 277,064 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |         |              |                        |
|--------------------------|-------------------|---------|--------------|------------------------|
| Residential Density      |                   | 26.0    | dp net ha    |                        |
| Site Area (Resi)         |                   | 5.77    | net ha       | 14.26 net acres        |
| <i>Density analysis:</i> |                   | 2,240   | sqm/ha       | 9,756 sqft/ac          |
| Threshold Land Value     | 11,538 £ per plot | 299,987 | £ per net ha | 121,403 £ per net acre |
|                          |                   | 70%     | Gross to net | 8.24 Gross hectares    |
|                          |                   |         |              | <b>1,730,693</b>       |

| BALANCE           |  |         |          |                    |
|-------------------|--|---------|----------|--------------------|
| Surplus/(Deficit) |  | 384,639 | £ per ha | 155,661 £ per acre |
|                   |  |         |          | <b>2,219,073</b>   |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **F**  
 Title: **150 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| SENSITIVITY ANALYSIS |             | AH - % on site 35% |             |             |             |             |             |             |  |
|----------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                      |             | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
| Balance (RLV - TLV)  | 2,219,073   |                    |             |             |             |             |             |             |  |
|                      | 0           | 5,762,848          | 4,211,144   | 3,900,515   | 3,589,758   | 3,278,657   | 2,967,555   | 2,655,920   |  |
|                      | 80          | 4,581,312          | 3,332,092   | 3,081,937   | 2,831,308   | 2,580,615   | 2,329,458   | 2,078,091   |  |
|                      | 100         | 4,281,363          | 3,109,114   | 2,874,343   | 2,639,026   | 2,403,699   | 2,167,801   | 1,931,658   |  |
|                      | 120         | 3,979,544          | 2,884,820   | 2,665,505   | 2,445,650   | 2,225,770   | 2,005,270   | 1,784,463   |  |
|                      | 140         | 3,675,827          | 2,659,191   | 2,455,439   | 2,251,166   | 2,046,791   | 1,841,854   | 1,636,496   |  |
|                      | 160         | 3,370,111          | 2,432,213   | 2,244,141   | 2,055,560   | 1,866,807   | 1,677,542   | 1,487,746   |  |
|                      | 180         | 3,062,446          | 2,203,868   | 2,031,597   | 1,858,819   | 1,685,804   | 1,512,321   | 1,338,204   |  |
|                      | 200         | 2,752,808          | 1,974,140   | 1,817,790   | 1,660,928   | 1,503,771   | 1,346,182   | 1,187,859   |  |
|                      | 220         | 2,441,176          | 1,743,013   | 1,602,706   | 1,461,872   | 1,320,693   | 1,179,101   | 1,036,701   |  |
|                      | 240         | 2,127,525          | 1,510,469   | 1,386,328   | 1,261,639   | 1,136,558   | 1,011,020   | 884,719     |  |
|                      | 260         | 1,811,831          | 1,276,491   | 1,168,642   | 1,060,212   | 951,353     | 841,991     | 731,904     |  |
|                      | 280         | 1,494,072          | 1,041,063   | 949,631     | 857,579     | 765,065     | 672,000     | 578,170     |  |
|                      | 300         | 1,174,221          | 804,166     | 729,280     | 653,724     | 577,680     | 501,037     | 423,580     |  |
|                      | 320         | 852,257            | 565,784     | 507,571     | 448,631     | 389,186     | 329,090     | 268,129     |  |
|                      | 340         | 528,153            | 325,899     | 284,490     | 242,288     | 199,567     | 156,145     | 111,807     |  |
|                      | 360         | 201,885            | 84,492      | 60,001      | 34,677      | 8,812       | (17,809)    | (45,399)    |  |
|                      | 380         | (126,648)          | (158,454)   | (165,933)   | (174,216)   | (183,095)   | (192,785)   | (203,499)   |  |
|                      | 400         | (457,427)          | (402,957)   | (393,299)   | (384,406)   | (376,167)   | (368,796)   | (362,503)   |  |
|                      | 420         | (790,392)          | (649,036)   | (622,112)   | (595,909)   | (570,418)   | (545,853)   | (522,424)   |  |
| 440                  | (1,125,569) | (896,659)          | (852,345)   | (808,741)   | (765,863)   | (723,970)   | (683,273)   |             |  |
| 460                  | (1,462,127) | (1,145,845)        | (1,084,014) | (1,022,873) | (962,515)   | (903,159)   | (845,061)   |             |  |
| 480                  | (1,812,014) | (1,396,613)        | (1,317,136) | (1,238,324) | (1,160,349) | (1,083,435) | (1,007,800) |             |  |
| 500                  | (2,205,726) | (1,648,981)        | (1,551,728) | (1,455,107) | (1,359,381) | (1,264,773) | (1,171,501) |             |  |
| 520                  | (2,599,824) | (1,930,898)        | (1,798,246) | (1,673,239) | (1,559,624) | (1,447,186) | (1,336,143) |             |  |
| 540                  | (2,995,916) | (2,225,974)        | (2,072,539) | (1,919,970) | (1,767,751) | (1,630,688) | (1,501,738) |             |  |
|                      |             | AH - % on site 35% |             |             |             |             |             |             |  |
| Site Specific S106   | 2,219,073   |                    |             |             |             |             |             |             |  |
|                      | -           | 3,869,160          | 2,863,066   | 2,661,252   | 2,458,769   | 2,256,076   | 2,052,843   | 1,848,913   |  |
|                      | 1,500       | 3,625,552          | 2,621,937   | 2,420,742   | 2,219,073   | 2,017,269   | 1,814,862   | 1,612,105   |  |
|                      | 3,000       | 3,380,750          | 2,379,272   | 2,178,614   | 1,977,709   | 1,776,514   | 1,575,081   | 1,373,277   |  |
|                      | 4,500       | 3,134,500          | 2,135,052   | 1,934,860   | 1,734,657   | 1,533,999   | 1,333,341   | 1,132,286   |  |
|                      | 6,000       | 2,886,999          | 1,889,259   | 1,689,461   | 1,489,662   | 1,289,706   | 1,089,514   | 889,322     |  |
|                      | 7,500       | 2,638,261          | 1,641,875   | 1,442,398   | 1,242,920   | 1,043,443   | 843,816     | 644,018     |  |
|                      | 9,000       | 2,388,271          | 1,392,880   | 1,193,651   | 994,423     | 795,194     | 595,965     | 396,736     |  |
|                      | 10,500      | 2,137,011          | 1,142,245   | 943,203     | 744,149     | 545,095     | 346,041     | 146,986     |  |
|                      | 12,000      | 1,884,465          | 889,832     | 690,905     | 491,978     | 293,052     | 94,125      | (104,802)   |  |
|                      | 13,500      | 1,630,617          | 635,742     | 436,767     | 237,792     | 38,817      | (160,158)   | (359,132)   |  |
|                      | 15,000      | 1,375,299          | 379,956     | 180,858     | (18,241)    | (217,339)   | (416,437)   | (615,620)   |  |
|                      | 16,500      | 1,118,587          | 122,454     | (76,844)    | (276,141)   | (475,526)   | (675,099)   | (874,671)   |  |
|                      | 18,000      | 860,527            | (136,784)   | (336,357)   | (536,079)   | (736,004)   | (935,928)   | (1,136,057) |  |
|                      | 19,500      | 601,103            | (397,777)   | (597,772)   | (798,125)   | (998,478)   | (1,199,077) | (1,399,939) |  |
|                      | 21,000      | 340,297            | (660,547)   | (861,207)   | (1,062,069) | (1,263,069) | (1,464,522) | (1,666,261) |  |
|                      | 22,500      | 78,091             | (925,062)   | (1,126,480) | (1,327,934) | (1,529,937) | (1,734,123) | (1,970,032) |  |
|                      | 24,000      | (185,467)          | (1,191,486) | (1,393,612) | (1,595,958) | (1,811,643) | (2,047,551) | (2,283,902) |  |
|                      | 25,500      | (450,395)          | (1,459,743) | (1,662,625) | (1,889,162) | (2,125,148) | (2,362,186) | (2,599,224) |  |
|                      | 27,000      | (716,714)          | (1,730,773) | (1,966,681) | (2,203,432) | (2,440,470) | (2,677,918) | (2,916,339) |  |
| 28,500               | (984,639)   | (2,044,678)        | (2,281,716) | (2,518,755) | (2,756,725) | (2,995,146) | (3,234,823) |             |  |
| 30,000               | (1,253,980) | (2,380,001)        | (2,597,111) | (2,835,532) | (3,073,954) | (3,313,910) | (3,554,697) |             |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **F**  
 Title: **150 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

|                     |                    | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|--------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                    | 2,219,073          | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) |                    | 2,219,073          |           |           |           |           |           |           |           |
|                     |                    | 50,000             | 4,643,457 | 3,639,842 | 3,438,646 | 3,236,978 | 3,035,174 | 2,832,766 | 2,630,010 |
|                     |                    | 75,000             | 4,287,062 | 3,283,448 | 3,082,252 | 2,880,584 | 2,678,780 | 2,476,372 | 2,273,615 |
|                     | TLV (per net acre) | 100,000            | 3,930,668 | 2,927,053 | 2,725,858 | 2,524,190 | 2,322,386 | 2,119,978 | 1,917,221 |
|                     |                    | 121,403            | 3,574,274 | 2,570,659 | 2,369,464 | 2,167,795 | 1,965,991 | 1,763,584 | 1,560,827 |
|                     |                    | 150,000            | 3,217,880 | 2,214,265 | 2,013,070 | 1,811,401 | 1,609,597 | 1,407,189 | 1,204,433 |
|                     |                    | 175,000            | 2,861,486 | 1,857,871 | 1,656,675 | 1,455,007 | 1,253,203 | 1,050,795 | 848,039   |
|                     |                    | 200,000            | 2,505,091 | 1,501,476 | 1,300,281 | 1,098,613 | 896,809   | 694,401   | 491,644   |
|                     |                    | 225,000            | 2,148,697 | 1,145,082 | 943,887   | 742,218   | 540,414   | 338,007   | 135,250   |
|                     |                    | 250,000            | 1,792,303 | 788,688   | 587,493   | 385,824   | 184,020   | (18,387)  | (221,144) |
| 275,000             | 1,435,909          | 432,294            | 231,098   | 29,430    | (172,374) | (374,782) | (577,538) |           |           |

|                     |               | AH - % on site 35% |             |             |             |             |             |             |           |
|---------------------|---------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
|                     |               | 2,219,073          | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%       |
| Balance (RLV - TLV) |               | 2,219,073          |             |             |             |             |             |             |           |
|                     | 5             | (5,248,527)        | (6,243,798) | (6,442,852) | (6,642,074) | (6,841,303) | (7,040,532) | (7,239,761) |           |
|                     | 10            | 248,857            | (750,801)   | (950,993)   | (1,151,464) | (1,352,122) | (1,552,967) | (1,754,163) |           |
|                     | Density (dph) | 15                 | 2,078,497   | 1,076,741   | 876,084     | 674,907     | 473,711     | 271,981     | 70,014    |
|                     |               | 20                 | 2,992,666   | 1,990,039   | 1,788,844   | 1,587,648   | 1,385,844   | 1,183,894   | 981,411   |
|                     |               | 25                 | 3,541,167   | 2,537,684   | 2,336,489   | 2,134,883   | 1,933,079   | 1,730,733   | 1,528,035 |
|                     |               | 28                 | 3,776,239   | 2,772,389   | 2,571,194   | 2,369,413   | 2,167,576   | 1,965,092   | 1,762,230 |
|                     |               | 30                 | 3,906,835   | 2,902,781   | 2,701,511   | 2,499,707   | 2,297,775   | 2,095,292   | 1,892,337 |
|                     |               | 34                 | 4,121,848   | 3,117,543   | 2,916,113   | 2,714,309   | 2,512,222   | 2,309,738   | 2,106,633 |
|                     |               | 40                 | 4,363,643   | 3,359,152   | 3,157,541   | 2,955,737   | 2,753,474   | 2,550,949   | 2,347,715 |
| 45                  |               | 4,515,883          | 3,511,275   | 3,309,550   | 3,107,746   | 2,905,373   | 2,702,741   | 2,499,508   |           |
| 50                  | 4,637,676     | 3,632,962          | 3,431,158   | 3,229,354   | 3,026,893   | 2,824,175   | 2,620,942   |             |           |

|                     |                   | AH - % on site 35% |             |             |             |             |             |             |             |
|---------------------|-------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |                   | 2,219,073          | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV) |                   | 2,219,073          |             |             |             |             |             |             |             |
|                     | 95%               | 4,626,871          | 3,562,038   | 3,348,124   | 3,133,875   | 2,919,183   | 2,703,777   | 2,487,774   |             |
|                     | 100%              | 3,625,552          | 2,621,937   | 2,420,742   | 2,219,073   | 2,017,269   | 1,814,862   | 1,612,105   |             |
|                     | Build rate (£psm) | 105%               | 2,612,816   | 1,670,095   | 1,481,253   | 1,292,411   | 1,103,149   | 913,864     | 724,192     |
|                     |                   | 110%               | 1,585,924   | 702,906     | 526,289     | 349,672     | 172,977     | (3,851)     | (180,679)   |
|                     |                   | 115%               | 541,101     | (284,340)   | (449,511)   | (614,687)   | (779,863)   | (945,039)   | (1,110,216) |
|                     |                   | 120%               | (526,142)   | (1,299,080) | (1,454,009) | (1,609,237) | (1,771,870) | (1,952,566) | (2,133,261) |
|                     |                   | 125%               | (1,618,670) | (2,439,454) | (2,607,191) | (2,775,760) | (2,944,328) | (3,113,225) | (3,283,009) |
|                     |                   | 130%               | (2,887,091) | (3,662,930) | (3,819,214) | (3,976,327) | (4,133,827) | (4,292,579) | (4,452,554) |

|                     |                             | AH - % on site 0% |             |             |             |             |             |             |           |
|---------------------|-----------------------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
|                     |                             | 2,219,073         | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%       |
| Balance (RLV - TLV) |                             | 2,219,073         |             |             |             |             |             |             |           |
|                     | 75%                         | (5,060,251)       | (3,758,347) | (3,499,377) | (3,240,500) | (2,982,829) | (2,725,813) | (2,469,898) |           |
|                     | 80%                         | (3,053,275)       | (2,267,873) | (2,111,644) | (1,956,064) | (1,801,069) | (1,657,404) | (1,527,488) |           |
|                     | Changes in sales values (£) | 85%               | (1,175,227) | (936,452)   | (890,714)   | (845,933)   | (802,228)   | (759,743)   | (718,895) |
|                     |                             | 90%               | 468,715     | 275,739     | 235,888     | 195,488     | 154,366     | 112,404     | 69,454    |
|                     |                             | 95%               | 2,062,663   | 1,458,336   | 1,336,516   | 1,214,458   | 1,091,939   | 968,760     | 844,972   |
|                     |                             | 100%              | 3,625,552   | 2,621,937   | 2,420,742   | 2,219,073   | 2,017,269   | 1,814,862   | 1,612,105 |
|                     |                             | 105%              | 5,168,292   | 3,773,164   | 3,493,604   | 3,214,045   | 2,934,045   | 2,653,900   | 2,373,257 |
|                     |                             | 110%              | 6,697,045   | 4,915,355   | 4,558,674   | 4,201,992   | 3,844,881   | 3,487,663   | 3,130,157 |
|                     |                             | 115%              | 8,215,781   | 6,051,257   | 5,617,954   | 5,184,650   | 4,751,347   | 4,317,608   | 3,883,774 |
| 120%                |                             | 9,726,941         | 7,181,992   | 6,672,888   | 6,163,725   | 5,654,166   | 5,144,608   | 4,635,042   |           |
| 125%                | 11,232,492                  | 8,309,234         | 7,724,522   | 7,139,469   | 6,554,416   | 5,969,363   | 5,384,164   |             |           |

|                     |             | Site Specific S106 |             |             |             |             |             |             |           |
|---------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
|                     |             | 2,219,073          | -           | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000     |
| Balance (RLV - TLV) |             | 2,219,073          |             |             |             |             |             |             |           |
|                     | 0           | 3,819,927          | 3,589,758   | 3,357,997   | 3,124,531   | 2,889,468   | 2,652,789   | 2,414,478   |           |
|                     | 40          | 3,445,403          | 3,212,641   | 2,978,296   | 2,742,286   | 2,504,515   | 2,265,097   | 2,024,010   |           |
|                     | CIL £psm    | 80                 | 3,066,720   | 2,831,308   | 2,594,278   | 2,355,613   | 2,115,140   | 1,872,918   | 1,628,995 |
|                     |             | 143                | 2,461,581   | 2,221,902   | 1,980,555   | 1,737,520   | 1,492,560   | 1,245,836   | 997,356   |
|                     |             | 160                | 2,296,457   | 2,055,560   | 1,812,979   | 1,568,693   | 1,322,672   | 1,074,656   | 824,867   |
|                     |             | 200                | 1,904,659   | 1,660,928   | 1,415,476   | 1,168,286   | 919,337     | 668,342     | 415,523   |
|                     |             | 240                | 1,508,268   | 1,261,639   | 1,013,254   | 763,094     | 511,140     | 257,083     | 1,167     |
|                     |             | 280                | 1,107,171   | 857,579     | 606,196     | 353,001     | 97,957      | (159,241)   | (418,322) |
|                     |             | 320                | 701,252     | 448,631     | 194,183     | (62,113)    | (320,358)   | (580,752)   | (843,068) |
| 360                 |             | 290,392            | 34,677      | (222,904)   | (482,370)   | (743,916)   | (1,007,533) | (1,273,068) |           |
| 400                 | (125,528)   | (384,406)          | (645,187)   | (907,892)   | (1,172,713) | (1,439,580) | (1,708,404) |             |           |
| 440                 | (546,631)   | (808,741)          | (1,072,749) | (1,338,678) | (1,606,833) | (1,901,807) | (2,216,153) |             |           |
| 480                 | (972,998)   | (1,238,324)        | (1,505,587) | (1,783,701) | (2,097,333) | (2,412,656) | (2,728,792) |             |           |
| 520                 | (1,404,626) | (1,673,239)        | (1,979,023) | (2,293,836) | (2,609,254) | (2,926,483) | (3,244,439) |             |           |
| 560                 | (1,860,917) | (2,175,016)        | (2,490,339) | (2,806,945) | (3,124,178) | (3,443,324) | (3,763,129) |             |           |
| 600                 | (2,371,519) | (2,687,407)        | (3,004,635) | (3,323,064) | (3,642,210) | (3,963,217) | (4,284,902) |             |           |
| 640                 | (2,885,097) | (3,202,803)        | (3,521,949) | (3,842,230) | (4,163,305) | (4,486,199) | (4,809,794) |             |           |
| 680                 | (3,401,689) | (3,721,242)        | (4,042,318) | (4,364,480) | (4,687,497) | (5,012,308) | (5,337,843) |             |           |
| 720                 | (3,921,330) | (4,242,761)        | (4,565,778) | (4,889,853) | (5,214,822) | (5,541,581) | (5,869,088) |             |           |
| 760                 | (4,444,059) | (4,767,398)        | (5,092,367) | (5,418,386) | (5,745,320) | (6,074,058) | (6,403,567) |             |           |
| 800                 | (4,969,912) | (5,295,191)        | (5,622,125) | (5,950,118) | (6,279,028) | (6,609,776) | (6,941,319) |             |           |

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Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                    |                             |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|--------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 250 Units                            |                          |                    |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                    |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%              |                             |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%              |                             |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%              |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                    |                             |               |         |         |  |
|                                        |                         | 100%                                 |                          |                    |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 143.29 £ psm                         |                          |                    |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units         | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 5.4                                  | 0.0%                     | 0.0                | 2%                          | 5.4           |         |         |  |
| 2 bed House                            | 20.9%                   | 34.0                                 | 57.4%                    | 50.2               | 34%                         | 84.1          |         |         |  |
| 3 bed House                            | 40.8%                   | 66.3                                 | 23.5%                    | 20.6               | 35%                         | 86.9          |         |         |  |
| 4 bed House                            | 35.0%                   | 56.9                                 | 2.8%                     | 2.4                | 24%                         | 59.3          |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 14.3               | 6%                          | 14.3          |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 162.5                                | 100.0%                   | 87.5               | 100%                        | 250.0         |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |                    | 58.0                        | 624           |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |                    | 79.0                        | 850           |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |                    | 90.0                        | 969           |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |                    | 110.0                       | 1,184         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |                    | 50.0                        | 538           |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |                    | 70.0                        | 753           |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |                    | 84.0                        | 904           |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |                    | 97.0                        | 1,044         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)             | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 311                     | 3,348                                | 0                        | 0                  | 311                         | 3,348         |         |         |  |
| 2 bed House                            | 2,683                   | 28,880                               | 3,513                    | 37,810             | 6,196                       | 66,690        |         |         |  |
| 3 bed House                            | 5,967                   | 64,228                               | 1,728                    | 18,600             | 7,695                       | 82,828        |         |         |  |
| 4 bed House                            | 6,256                   | 67,342                               | 234                      | 2,521              | 6,491                       | 69,863        |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                  | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 843                      | 9,075              | 843                         | 9,075         |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0                  | 0                           | 0             |         |         |  |
|                                        | 15,217                  | 163,798                              | 6,318                    | 68,007             | 21,535                      | 231,804       |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |                    |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV £ (no AH) |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 965,250            |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 21,035,938         |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 25,192,663         |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 20,751,500         |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                  |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 2,293,200          |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 0                  |                             |               |         |         |  |
|                                        |                         |                                      |                          | 70,238,550         |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm               | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000            | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000            | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000            | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000            | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                  | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000            | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000            | 2,180                       | 152,000       | 2,492   | 80%     |  |

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Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |              |                       |         |                                 |
|---------------------------------------------|--------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |              |                       |         |                                 |
| 1 bed House                                 | 5.4          | @                     | 180,000 | 965,250                         |
| 2 bed House                                 | 34.0         | @                     | 250,000 | 8,490,625                       |
| 3 bed House                                 | 66.3         | @                     | 290,000 | 19,227,000                      |
| 4 bed House                                 | 56.9         | @                     | 350,000 | 19,906,250                      |
| 5 bed House                                 | 0.0          | @                     | 0       | -                               |
| 1 bed Flat                                  | 0.0          | @                     | 160,000 | -                               |
| 2 bed Flat                                  | 0.0          | @                     | 190,000 | -                               |
|                                             | 162.5        |                       |         | 48,589,125                      |
| <b>Affordable Rent GDV -</b>                |              |                       |         |                                 |
| 1 bed House                                 | 0.0          | @                     | 90,000  | -                               |
| 2 bed House                                 | 26.6         | @                     | 125,000 | 3,324,508                       |
| 3 bed House                                 | 10.9         | @                     | 145,000 | 1,580,901                       |
| 4 bed House                                 | 1.3          | @                     | 175,000 | 223,991                         |
| 5 bed House                                 | 0.0          | @                     | 0       | -                               |
| 1 bed Flat                                  | 7.6          | @                     | 80,000  | 607,698                         |
| 2 bed Flat                                  | 0.0          | @                     | 95,000  | -                               |
|                                             | 46.4         |                       |         | 5,737,098                       |
| <b>Shared ownership</b>                     |              |                       |         |                                 |
| 1 bed House                                 | 0.0          | @                     | 126,000 | -                               |
| 2 bed House                                 | 12.6         | @                     | 175,000 | 2,198,942                       |
| 3 bed House                                 | 5.2          | @                     | 203,000 | 1,045,661                       |
| 4 bed House                                 | 0.6          | @                     | 245,000 | 148,155                         |
| 5 bed House                                 | 0.0          | @                     | 0       | -                               |
| 1 bed Flat                                  | 3.6          | @                     | 112,000 | 401,952                         |
| 2 bed Flat                                  | 0.0          | @                     | 133,000 | -                               |
|                                             | 21.9         |                       |         | 3,794,711                       |
| <b>Intermediate</b>                         |              |                       |         |                                 |
| 2 bed House                                 | 0.0          | @                     | 144,000 | -                               |
| 3 bed House                                 | 10.8         | @                     | 200,000 | 2,167,830                       |
| 4 bed House                                 | 4.4          | @                     | 232,000 | 1,030,866                       |
| 5 bed House                                 | 0.5          | @                     | 250,000 | 130,410                         |
| 1 bed Flat                                  | 0.0          | @                     | 0       | -                               |
| 2 bed Flat                                  | 3.1          | @                     | 128,000 | 396,265                         |
| 0.00%                                       | 0.0          | @                     | 152,000 | -                               |
|                                             | 18.9         |                       |         | 3,725,371                       |
| <b>Sub-total GDV Residential</b>            | <b>249.7</b> |                       |         | <b>61,846,305</b>               |
| <i>AH on-site cost analysis:</i>            |              |                       |         | <i>£MV less £GDV</i>            |
|                                             | 390          | £ psm (total GIA sqm) |         | 8,392,245                       |
|                                             |              |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                                | 250          | @                     | 0       | -                               |
| <b>Total GDV</b>                            |              |                       |         | <b>61,846,305</b>               |

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**Scheme Ref:** F  
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**Notes:** Greenfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |  |                    |                                 |                       |                     |
|----------------------------------------------------------------------|--|--------------------|---------------------------------|-----------------------|---------------------|
| <b>Initial Payments -</b>                                            |  |                    |                                 |                       |                     |
| Planning Application Professional Fees, Surveys and reports          |  |                    |                                 |                       | (130,000)           |
| Statutory Planning Fees (Residential)                                |  |                    |                                 |                       | (42,049)            |
| CIL                                                                  |  |                    |                                 |                       | (2,180,489)         |
| CIL analysis:                                                        |  | 15,217 sqm         | 143.29 £ psm                    |                       |                     |
|                                                                      |  | 3.53% % of GDV     | 8,722 £ per unit (total units)  |                       |                     |
| <b>Site Specific S106 Contributions</b>                              |  |                    |                                 |                       |                     |
| Year 1                                                               |  | 0                  |                                 |                       | -                   |
| Year 2                                                               |  | 0                  |                                 |                       | -                   |
| Year 3                                                               |  | 0                  |                                 |                       | -                   |
| Year 4                                                               |  | 0                  |                                 |                       | -                   |
| Year 5                                                               |  | 0                  |                                 |                       | -                   |
| Year 6                                                               |  | 0                  |                                 |                       | -                   |
| Year 7                                                               |  | 0                  |                                 |                       | -                   |
| Year 8                                                               |  | 0                  |                                 |                       | -                   |
| Year 9                                                               |  | 0                  |                                 |                       | -                   |
| Year 10                                                              |  | 0                  |                                 |                       | -                   |
| total                                                                |  | 250 units @        | 1,500 per unit                  | (375,000)             | (375,000)           |
| <i>S106 analysis:</i>                                                |  | 0.61% % of GDV     | 1,500 £ per unit (total units)  |                       |                     |
| AH Commuted Sum                                                      |  | 21,535 sqm (total) | 0 £ psm                         |                       | -                   |
| <i>Comm. Sum analysis:</i>                                           |  | 0.00% % of GDV     |                                 |                       |                     |
| <b>Construction Costs -</b>                                          |  |                    |                                 |                       |                     |
| Site Clearance and Demolition                                        |  |                    |                                 |                       | -                   |
|                                                                      |  | 23.76 acres @      | 0 £ per acre (if brownfield)    |                       | -                   |
| <b>Infrastructure costs -</b>                                        |  |                    |                                 |                       |                     |
| Policy SP10 - Climate Change                                         |  |                    |                                 |                       | (639,250)           |
| Policy LP32 - Electric charging point                                |  |                    |                                 |                       | (250,000)           |
| Policy SP09 - Cross-boundary mitiga                                  |  |                    |                                 |                       | (30,473)            |
| Policy LP18 - Biodiversity & Geodiv                                  |  |                    |                                 |                       | (584,409)           |
| Policy LP25 - Sustainable Construct                                  |  |                    |                                 |                       | (875,000)           |
| Enhanced S106                                                        |  |                    |                                 |                       | (2,150,000)         |
| total                                                                |  |                    |                                 |                       |                     |
|                                                                      |  | 23.76 acres @      | 0 per acre                      | (4,529,132)           | -                   |
| <i>Infra. Costs analysis:</i>                                        |  | 7.32% % of GDV     | 18,117 £ per unit (total units) |                       |                     |
| <b>1 bed House</b>                                                   |  |                    |                                 |                       |                     |
|                                                                      |  | 311 sqm @          | 1,155 psm                       |                       | (359,234)           |
| <b>2 bed House</b>                                                   |  |                    |                                 |                       |                     |
|                                                                      |  | 6,196 sqm @        | 1,155 psm                       |                       | (7,156,062)         |
| <b>3 bed House</b>                                                   |  |                    |                                 |                       |                     |
|                                                                      |  | 7,695 sqm @        | 1,155 psm                       |                       | (8,887,708)         |
| <b>4 bed House</b>                                                   |  |                    |                                 |                       |                     |
|                                                                      |  | 6,491 sqm @        | 1,155 psm                       |                       | (7,496,533)         |
| <b>5 bed House</b>                                                   |  |                    |                                 |                       |                     |
|                                                                      |  | - sqm @            | 1,155 psm                       |                       | -                   |
| <b>1 bed Flat</b>                                                    |  |                    |                                 |                       |                     |
|                                                                      |  | 843 sqm @          | 1,296 psm                       |                       | (1,092,642)         |
| <b>2 bed Flat</b>                                                    |  |                    |                                 |                       |                     |
| 21,535                                                               |  | - sqm @            | 1,296 psm                       |                       | -                   |
| <b>External works</b>                                                |  |                    |                                 |                       |                     |
|                                                                      |  | 24,992,180 @       | 15.0%                           |                       | (3,748,827)         |
|                                                                      |  |                    | 14,995 £ per unit               |                       |                     |
| <b>M4(2) Category 2 Housing</b>                                      |  |                    |                                 |                       |                     |
|                                                                      |  | 50% of All units   | 250 units @                     | 521 £ per dwelling    | (65,125)            |
| <b>M4(3) Category 3 Housing</b>                                      |  |                    |                                 |                       |                     |
|                                                                      |  | 0% of All units    | 250 units @                     | 10,307 £ per dwelling | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |  |                    |                                 |                       | (2,250)             |
|                                                                      |  | 250 units @        | 9 £ per dwelling                |                       |                     |
| <b>Contingency</b>                                                   |  |                    |                                 |                       |                     |
|                                                                      |  | 33,337,513 @       | 5.0%                            |                       | (1,666,876)         |
| <b>Professional Fees</b>                                             |  |                    |                                 |                       |                     |
|                                                                      |  | 33,337,513 @       | 10.0%                           |                       | (3,333,751)         |
| <b>Disposal Costs -</b>                                              |  |                    |                                 |                       |                     |
| Marketing and Promotion                                              |  |                    |                                 |                       | (728,837)           |
| Residential Sales Agent Costs                                        |  |                    |                                 |                       | (728,837)           |
| Residential Sales Legal Costs                                        |  |                    |                                 |                       | (242,946)           |
| <b>Interest (on Development Costs) -</b>                             |  |                    |                                 |                       |                     |
|                                                                      |  | 7.50% APR          | 0.604% pcm                      |                       | (967,507)           |
| <b>Developers Profit -</b>                                           |  |                    |                                 |                       |                     |
| Margin on AH                                                         |  |                    |                                 |                       | (571,909)           |
|                                                                      |  | 9,531,809          | 6.00% on AH values              |                       |                     |
| Profit on GDV                                                        |  |                    |                                 |                       | (9,717,825)         |
|                                                                      |  | 48,589,125         | 20.00%                          |                       |                     |
|                                                                      |  | 43,733,804         | 22.22% on costs                 | (9,717,825)           |                     |
|                                                                      |  | 58,120,934         | 17.70% blended                  | (10,289,734)          |                     |
| <b>TOTAL COSTS</b>                                                   |  |                    |                                 |                       | <b>(54,023,538)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 250 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 7,822,767        |
| SDLT                        | 7,822,767 @       |                  | 5.0% (slabbed)     | (380,638)        |
| Acquisition Agent fees      | 7,822,767 @       |                  | 1.0%               | (78,228)         |
| Acquisition Legal fees      | 7,822,767 @       |                  | 0.5%               | (39,114)         |
| Interest on Land            | 7,822,767 @       |                  | 7.5%               | (586,708)        |
| Residual Land Value         |                   |                  |                    | <b>6,738,080</b> |
| <i>RLV analysis:</i>        | 26,952 £ per plot | 700,760 £ per ha | 283,594 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      |                   | 26.0 dp net ha       |                        |                  |
| Site Area (Resi)         |                   | 9.62 net ha          | 23.76 net acres        |                  |
| <i>Density analysis:</i> |                   | 2,240 sqm/ha         | 9,756 sqft/ac          |                  |
| Threshold Land Value     | 11,538 £ per plot | 299,987 £ per net ha | 121,403 £ per net acre | <b>2,884,489</b> |
|                          |                   | 70% Gross to net     | 13.74 Gross hectares   |                  |

| BALANCE           |  |                  |                    |                  |
|-------------------|--|------------------|--------------------|------------------|
| Surplus/(Deficit) |  | 400,774 £ per ha | 162,191 £ per acre | <b>3,853,591</b> |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |             |             |             |             |             |             |  |
|----------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
| Balance (RLV - TLV)  | 3,853,591 | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
|                      | 0         | 9,942,882          | 7,257,887   | 6,720,710   | 6,183,386   | 5,645,809   | 5,108,232   | 4,570,329   |  |
|                      | 80        | 7,949,244          | 5,773,680   | 5,338,000   | 4,902,320   | 4,466,217   | 4,029,979   | 3,593,220   |  |
|                      | 100       | 7,437,943          | 5,393,320   | 4,984,008   | 4,574,329   | 4,164,450   | 3,754,165   | 3,343,620   |  |
|                      | 120       | 6,920,969          | 5,009,311   | 4,626,416   | 4,243,221   | 3,859,765   | 3,475,922   | 3,091,541   |  |
|                      | 140       | 6,398,461          | 4,621,409   | 4,265,229   | 3,908,972   | 3,552,131   | 3,194,987   | 2,837,396   |  |
| CIL Epsm             | 160       | 5,870,363          | 4,229,379   | 3,900,553   | 3,571,203   | 3,241,673   | 2,911,426   | 2,580,679   |  |
| 143.29               | 180       | 5,336,531          | 3,833,417   | 3,532,033   | 3,230,216   | 2,927,930   | 2,625,214   | 2,321,802   |  |
|                      | 200       | 4,796,817          | 3,433,417   | 3,159,700   | 2,885,810   | 2,611,249   | 2,336,114   | 2,060,297   |  |
|                      | 220       | 4,250,923          | 3,028,991   | 2,783,608   | 2,537,732   | 2,291,423   | 2,044,369   | 1,796,471   |  |
|                      | 240       | 3,698,783          | 2,620,272   | 2,403,623   | 2,186,184   | 1,968,237   | 1,749,598   | 1,530,052   |  |
|                      | 260       | 3,140,339          | 2,207,213   | 2,019,393   | 1,831,073   | 1,641,882   | 1,451,952   | 1,261,068   |  |
|                      | 280       | 2,575,433          | 1,789,701   | 1,631,120   | 1,472,033   | 1,312,226   | 1,151,450   | 989,587     |  |
|                      | 300       | 2,003,906          | 1,367,619   | 1,238,698   | 1,109,213   | 978,951     | 847,695     | 715,234     |  |
|                      | 320       | 1,425,592          | 940,644     | 842,020     | 742,562     | 642,264     | 540,912     | 438,294     |  |
|                      | 340       | 840,325            | 508,893     | 440,936     | 371,979     | 302,075     | 231,050     | 158,598     |  |
|                      | 360       | 247,935            | 72,245      | 35,229      | (2,697)     | (41,747)    | (82,131)    | (124,059)   |  |
|                      | 380       | (351,751)          | (369,424)   | (375,042)   | (381,647)   | (389,453)   | (398,670)   | (409,506)   |  |
|                      | 400       | (958,909)          | (816,238)   | (789,991)   | (764,815)   | (740,921)   | (718,520)   | (697,821)   |  |
|                      | 420       | (1,573,717)        | (1,268,325) | (1,209,737) | (1,152,307) | (1,096,248) | (1,041,768) | (989,348)   |  |
|                      | 440       | (2,196,360)        | (1,725,816) | (1,634,398) | (1,544,233) | (1,455,532) | (1,368,531) | (1,283,878) |  |
|                      | 460       | (2,827,114)        | (2,188,842) | (2,064,097) | (1,940,704) | (1,818,874) | (1,699,029) | (1,581,490) |  |
|                      | 480       | (3,562,723)        | (2,657,540) | (2,498,957) | (2,341,833) | (2,186,376) | (2,033,174) | (1,882,265) |  |
|                      | 500       | (4,315,792)        | (3,174,054) | (2,949,704) | (2,747,734) | (2,558,153) | (2,371,058) | (2,186,443) |  |
|                      | 520       | (5,078,918)        | (3,732,721) | (3,467,801) | (3,204,846) | (2,944,179) | (2,712,776) | (2,493,968) |  |
|                      | 540       | (5,852,335)        | (4,298,468) | (3,992,348) | (3,688,336) | (3,386,797) | (3,088,448) | (2,804,889) |  |
| Balance (RLV - TLV)  | 3,853,591 | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |  |
|                      | -         | 6,731,576          | 4,971,945   | 4,619,112   | 4,265,754   | 3,911,821   | 3,557,326   | 3,202,054   |  |
|                      | 1,500     | 6,312,106          | 4,557,176   | 4,205,505   | 3,853,591   | 3,501,247   | 3,148,623   | 2,795,266   |  |
|                      | 3,000     | 5,888,748          | 4,137,895   | 3,787,139   | 3,436,383   | 3,085,374   | 2,734,075   | 2,382,456   |  |
|                      | 4,500     | 5,461,832          | 3,713,781   | 3,363,894   | 3,014,006   | 2,664,076   | 2,313,791   | 1,963,505   |  |
|                      | 6,000     | 5,031,068          | 3,284,960   | 2,935,648   | 2,586,337   | 2,237,025   | 1,887,664   | 1,538,101   |  |
| Site Specific S106   | 7,500     | 4,596,475          | 2,851,313   | 2,502,281   | 2,153,248   | 1,804,216   | 1,455,184   | 1,106,151   |  |
| 1,500                | 9,000     | 4,157,980          | 2,412,717   | 2,063,664   | 1,714,612   | 1,365,559   | 1,016,506   | 667,454     |  |
|                      | 10,500    | 3,715,474          | 1,969,048   | 1,619,672   | 1,270,295   | 920,919     | 571,282     | 221,629     |  |
|                      | 12,000    | 3,268,916          | 1,520,181   | 1,170,173   | 820,166     | 469,786     | 119,347     | (231,319)   |  |
|                      | 13,500    | 2,818,256          | 1,065,985   | 715,036     | 363,877     | 12,339      | (339,503)   | (691,709)   |  |
|                      | 15,000    | 2,363,289          | 606,331     | 254,125     | (98,597)    | (451,654)   | (805,435)   | (1,159,968) |  |
|                      | 16,500    | 1,904,227          | 141,085     | (212,696)   | (567,338)   | (922,638)   | (1,278,835) | (1,636,165) |  |
|                      | 18,000    | 1,440,499          | (329,890)   | (685,741)   | (1,042,497) | (1,400,399) | (1,759,685) | (2,120,601) |  |
|                      | 19,500    | 972,612            | (806,731)   | (1,165,063) | (1,524,632) | (1,885,681) | (2,248,453) | (2,613,585) |  |
|                      | 21,000    | 499,928            | (1,289,579) | (1,650,761) | (2,013,516) | (2,378,158) | (2,745,371) | (3,154,743) |  |
|                      | 22,500    | 22,703             | (1,778,579) | (2,142,984) | (2,509,470) | (2,879,276) | (3,311,908) | (3,748,984) |  |
|                      | 24,000    | (459,058)          | (2,273,875) | (2,642,006) | (3,035,475) | (3,470,195) | (3,909,414) | (4,354,307) |  |
|                      | 25,500    | (946,002)          | (2,775,617) | (3,192,783) | (3,629,355) | (4,070,547) | (4,517,334) | (4,971,116) |  |
|                      | 27,000    | (1,437,665)        | (3,350,951) | (3,789,496) | (4,232,523) | (4,680,951) | (5,136,058) | (5,599,823) |  |
|                      | 28,500    | (1,934,178)        | (3,950,269) | (4,394,797) | (4,844,778) | (5,301,409) | (5,765,946) | (6,240,642) |  |
|                      | 30,000    | (2,436,169)        | (4,557,668) | (5,009,056) | (5,466,759) | (5,932,262) | (6,407,135) | (6,891,052) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

|                     |                               | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|-------------------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                               | 3,853,591          | 0%        | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |
| Balance (RLV - TLV) |                               | 3,853,591          |           |           |           |           |           |           |           |
|                     |                               | 50,000             | 8,008,614 | 6,253,683 | 5,902,013 | 5,550,099 | 5,197,755 | 4,845,131 | 4,491,774 |
|                     |                               | 75,000             | 7,414,624 | 5,659,693 | 5,308,023 | 4,956,109 | 4,603,765 | 4,251,141 | 3,897,783 |
|                     | TLV (per net acre)<br>121,403 | 100,000            | 6,820,634 | 5,065,703 | 4,714,032 | 4,362,118 | 4,009,774 | 3,657,150 | 3,303,793 |
|                     |                               | 125,000            | 6,226,643 | 4,471,712 | 4,120,042 | 3,768,128 | 3,415,784 | 3,063,160 | 2,709,802 |
|                     |                               | 150,000            | 5,632,653 | 3,877,722 | 3,526,052 | 3,174,138 | 2,821,794 | 2,469,170 | 2,115,812 |
|                     |                               | 175,000            | 5,038,662 | 3,283,732 | 2,932,061 | 2,580,147 | 2,227,803 | 1,875,179 | 1,521,822 |
|                     |                               | 200,000            | 4,444,672 | 2,689,741 | 2,338,071 | 1,986,157 | 1,633,813 | 1,281,189 | 927,831   |
|                     |                               | 225,000            | 3,850,682 | 2,095,751 | 1,744,080 | 1,392,167 | 1,039,822 | 687,198   | 333,841   |
| 250,000             |                               | 3,256,691          | 1,501,760 | 1,150,090 | 798,176   | 445,832   | 93,208    | (260,149) |           |
| 275,000             | 2,662,701                     | 907,770            | 556,100   | 204,186   | (148,158) | (500,782) | (854,140) |           |           |

|                     |    | AH - % on site 35% |             |              |              |              |              |              |              |
|---------------------|----|--------------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                     |    | 3,853,591          | 0%          | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
| Balance (RLV - TLV) | 5  |                    | (8,429,710) | (10,175,179) | (10,524,314) | (10,873,449) | (11,222,584) | (11,571,719) | (11,920,854) |
|                     | 10 |                    | 701,476     | (1,048,677)  | (1,398,963)  | (1,749,575)  | (2,100,331)  | (2,451,323)  | (2,802,622)  |
| Density (dph)<br>26 | 15 |                    | 3,741,259   | 1,988,731    | 1,637,696    | 1,286,397    | 934,875      | 582,961      | 230,586      |
|                     | 20 |                    | 5,260,513   | 3,506,557    | 3,155,257    | 2,803,536    | 2,451,622    | 2,099,140    | 1,746,293    |
|                     | 25 |                    | 6,171,947   | 4,417,093    | 4,065,498    | 3,713,584    | 3,361,313    | 3,008,713    | 2,655,403    |
|                     | 27 |                    | 6,441,884   | 4,686,882    | 4,335,142    | 3,983,228    | 3,630,816    | 3,278,126    | 2,924,769    |
|                     | 30 |                    | 6,779,305   | 5,024,111    | 4,672,197    | 4,320,283    | 3,967,695    | 3,614,833    | 3,261,476    |
|                     | 35 |                    | 7,213,133   | 5,457,467    | 5,105,553    | 4,753,425    | 4,400,824    | 4,047,743    | 3,694,174    |
|                     | 40 |                    | 7,538,504   | 5,782,484    | 5,430,570    | 5,078,272    | 4,725,672    | 4,372,425    | 4,018,696    |
|                     | 45 |                    | 7,791,570   | 6,035,275    | 5,683,361    | 5,330,931    | 4,978,312    | 4,624,955    | 4,271,101    |
|                     | 50 |                    | 7,994,023   | 6,237,508    | 5,885,594    | 5,533,058    | 5,180,337    | 4,826,979    | 4,473,025    |

|                     |      | AH - % on site 35% |             |             |             |             |             |             |             |
|---------------------|------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |      | 3,853,591          | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV) | 95%  |                    | 7,955,027   | 6,102,397   | 5,730,660   | 5,358,706   | 4,986,103   | 4,612,790   | 4,238,746   |
|                     | 100% |                    | 6,312,106   | 4,557,176   | 4,205,505   | 3,853,591   | 3,501,247   | 3,148,623   | 2,795,266   |
| Build rate (Epsm)   | 105% |                    | 4,653,554   | 2,995,742   | 2,663,802   | 2,331,861   | 1,999,696   | 1,667,298   | 1,334,691   |
|                     | 110% |                    | 2,975,405   | 1,412,990   | 1,100,507   | 788,024     | 475,425     | 162,783     | (149,859)   |
|                     | 115% |                    | 1,272,870   | (197,979)   | (492,149)   | (786,340)   | (1,080,717) | (1,375,094) | (1,669,471) |
|                     | 120% |                    | (461,594)   | (1,847,792) | (2,125,800) | (2,404,336) | (2,683,374) | (2,977,647) | (3,304,051) |
|                     | 125% |                    | (2,238,050) | (3,663,815) | (3,973,344) | (4,285,195) | (4,599,762) | (4,918,099) | (5,241,945) |
|                     | 130% |                    | (4,266,696) | (5,744,086) | (6,050,905) | (6,364,644) | (6,687,438) | (7,015,766) | (7,348,182) |

|                             |      | AH - % on site 0% |             |             |             |             |             |             |             |
|-----------------------------|------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                             |      | 3,853,591         | 0%          | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |
| Balance (RLV - TLV)         | 75%  |                   | (8,436,056) | (6,165,758) | (5,717,283) | (5,274,865) | (4,839,364) | (4,411,622) | (3,992,198) |
|                             | 80%  |                   | (4,772,428) | (3,532,695) | (3,291,110) | (3,052,246) | (2,824,557) | (2,624,856) | (2,428,525) |
| Changes in sales values (£) | 85%  |                   | (1,638,359) | (1,346,638) | (1,291,074) | (1,236,720) | (1,183,695) | (1,132,379) | (1,082,854) |
|                             | 90%  |                   | 1,081,219   | 663,028     | 577,750     | 491,813     | 405,063     | 317,346     | 228,510     |
|                             | 95%  |                   | 3,720,595   | 2,624,854   | 2,404,795   | 2,184,205   | 1,963,037   | 1,741,293   | 1,518,784   |
|                             | 100% |                   | 6,312,106   | 4,557,176   | 4,205,505   | 3,853,591   | 3,501,247   | 3,148,623   | 2,795,266   |
|                             | 105% |                   | 8,872,317   | 6,469,719   | 5,988,647   | 5,507,576   | 5,026,998   | 4,544,324   | 4,062,063   |
|                             | 110% |                   | 11,411,203  | 8,368,461   | 7,759,586   | 7,150,426   | 6,541,267   | 5,931,736   | 5,321,990   |
|                             | 115% |                   | 13,934,969  | 10,257,298  | 9,521,346   | 8,785,393   | 8,049,440   | 7,313,137   | 6,576,650   |
|                             | 120% |                   | 16,447,357  | 12,138,463  | 11,276,527  | 10,414,336  | 9,552,145   | 8,689,954   | 7,827,388   |
|                             | 125% |                   | 18,951,021  | 14,013,789  | 13,026,218  | 12,038,647  | 11,050,983  | 10,062,974  | 9,074,966   |

|                     |     | Site Specific S106 £1,500 |              |              |              |              |              |              |             |
|---------------------|-----|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|
|                     |     | 3,853,591                 | 1,500        | 3,000        | 4,500        | 6,000        | 7,500        | 9,000        |             |
| Balance (RLV - TLV) | 0   |                           | 6,568,568    | 6,183,386    | 5,793,824    | 5,399,785    | 5,001,158    | 4,597,827    | 4,189,678   |
|                     | 40  |                           | 5,941,198    | 5,548,905    | 5,151,998    | 4,750,438    | 4,344,111    | 3,932,899    | 3,516,684   |
|                     | 80  |                           | 5,302,060    | 4,902,320    | 4,497,835    | 4,088,487    | 3,674,158    | 3,254,727    | 2,830,070   |
|                     | 143 |                           | 4,270,584    | 3,858,480    | 3,441,330    | 3,019,013    | 2,591,405    | 2,158,378    | 1,719,804   |
|                     | 160 |                           | 3,986,766    | 3,571,203    | 3,150,524    | 2,724,603    | 2,293,316    | 1,856,534    | 1,414,046   |
|                     | 200 |                           | 3,309,722    | 2,885,810    | 2,456,586    | 2,021,787    | 1,581,384    | 1,135,247    | 683,243     |
|                     | 240 |                           | 2,618,878    | 2,186,184    | 1,747,947    | 1,304,035    | 854,314      | 398,648      | (63,404)    |
|                     | 280 |                           | 1,913,746    | 1,472,033    | 1,024,571    | 571,023      | 111,365      | (354,442)    | (826,691)   |
|                     | 320 |                           | 1,193,856    | 742,562      | 285,272      | (178,156)    | (647,970)    | (1,124,489)  | (1,610,619) |
|                     | 360 |                           | 458,327      | (2,697)      | (470,214)    | (944,188)    | (1,424,707)  | (1,912,207)  | (2,406,765) |
|                     | 400 |                           | (293,358)    | (764,815)    | (1,242,752)  | (1,727,731)  | (2,219,555)  | (2,718,542)  | (3,282,191) |
|                     | 440 |                           | (1,061,863)  | (1,544,233)  | (2,033,355)  | (2,529,671)  | (3,029,249)  | (3,529,249)  | (4,027,025) |
|                     | 480 |                           | (1,848,151)  | (2,341,833)  | (2,842,646)  | (3,428,572)  | (4,028,557)  | (4,637,739)  | (5,256,350) |
|                     | 520 |                           | (2,653,029)  | (3,204,846)  | (3,801,391)  | (4,407,100)  | (5,022,077)  | (5,646,925)  | (6,281,420) |
|                     | 560 |                           | (3,575,512)  | (4,177,793)  | (4,789,174)  | (5,410,355)  | (6,041,145)  | (6,682,028)  | (7,330,773) |
|                     | 600 |                           | (4,557,625)  | (5,175,185)  | (5,802,269)  | (6,439,380)  | (7,085,993)  | (7,737,632)  | (8,394,145) |
| 640                 |     | (5,564,776)               | (6,198,156)  | (6,841,455)  | (7,491,616)  | (8,146,426)  | (8,805,937)  | (9,470,468)  |             |
| 680                 |     | (6,597,875)               | (7,245,868)  | (7,898,922)  | (8,556,937)  | (9,219,696)  | (9,887,253)  | (10,560,057) |             |
| 720                 |     | (7,652,458)               | (8,308,240)  | (8,969,192)  | (9,635,234)  | (10,306,118) | (10,981,896) | (11,663,233) |             |
| 760                 |     | (8,719,730)               | (9,383,473)  | (10,052,576) | (10,726,822) | (11,406,008) | (12,090,188) | (12,780,323) |             |
| 800                 |     | (9,800,001)               | (10,471,880) | (11,149,391) | (11,832,020) | (12,519,690) | (13,280,959) | (14,072,048) |             |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 350 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                    |                             |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|--------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 350 Units                            |                          |                    |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                    |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%              |                             |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%              |                             |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%              |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                    |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |                    |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |                    |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units         | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 7.5                                  | 0.0%                     | 0.0                | 2%                          | 7.5           |         |         |  |
| 2 bed House                            | 20.9%                   | 47.5                                 | 57.4%                    | 70.3               | 34%                         | 117.8         |         |         |  |
| 3 bed House                            | 40.8%                   | 92.8                                 | 23.5%                    | 28.8               | 35%                         | 121.6         |         |         |  |
| 4 bed House                            | 35.0%                   | 79.6                                 | 2.8%                     | 3.4                | 24%                         | 83.0          |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 20.1               | 6%                          | 20.1          |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 227.5                                | 100.0%                   | 122.5              | 100%                        | 350.0         |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |                    | 58.0                        | 624           |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |                    | 79.0                        | 850           |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |                    | 90.0                        | 969           |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |                    | 110.0                       | 1,184         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |                    | 50.0                        | 538           |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |                    | 70.0                        | 753           |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |                    | 84.0                        | 904           |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |                    | 97.0                        | 1,044         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)             | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 435                     | 4,687                                | 0                        | 0                  | 435                         | 4,687         |         |         |  |
| 2 bed House                            | 3,756                   | 40,432                               | 4,918                    | 52,934             | 8,674                       | 93,366        |         |         |  |
| 3 bed House                            | 8,354                   | 89,920                               | 2,419                    | 26,040             | 10,773                      | 115,959       |         |         |  |
| 4 bed House                            | 8,759                   | 94,278                               | 328                      | 3,530              | 9,087                       | 97,808        |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                  | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 1,180                    | 12,705             | 1,180                       | 12,705        |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 0                        | 0                  | 0                           | 0             |         |         |  |
|                                        | 21,304                  | 229,317                              | 8,845                    | 95,209             | 30,149                      | 324,526       |         |         |  |
| AH % by floor area:                    |                         | 29.34% AH % by floor area due to mix |                          |                    |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV £ (no AH) |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 1,351,350          |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 29,450,313         |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 35,269,728         |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 29,052,100         |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                  |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 3,210,480          |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 0                  |                             |               |         |         |  |
|                                        |                         |                                      |                          | 98,333,970         |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                    |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm               | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000            | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000            | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000            | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000            | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                  | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000            | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000            | 2,180                       | 152,000       | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |              |                       |         |                                 |
|---------------------------------------------|--------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |              |                       |         |                                 |
| 1 bed House                                 | 7.5          | @                     | 180,000 | 1,351,350                       |
| 2 bed House                                 | 47.5         | @                     | 250,000 | 11,886,875                      |
| 3 bed House                                 | 92.8         | @                     | 290,000 | 26,917,800                      |
| 4 bed House                                 | 79.6         | @                     | 350,000 | 27,868,750                      |
| 5 bed House                                 | 0.0          | @                     | 0       | -                               |
| 1 bed Flat                                  | 0.0          | @                     | 160,000 | -                               |
| 2 bed Flat                                  | 0.0          | @                     | 190,000 | -                               |
|                                             | 227.5        |                       |         | 68,024,775                      |
| <b>Affordable Rent GDV -</b>                |              |                       |         |                                 |
| 1 bed House                                 | 0.0          | @                     | 90,000  | -                               |
| 2 bed House                                 | 37.2         | @                     | 125,000 | 4,654,311                       |
| 3 bed House                                 | 15.3         | @                     | 145,000 | 2,213,261                       |
| 4 bed House                                 | 1.8          | @                     | 175,000 | 313,588                         |
| 5 bed House                                 | 0.0          | @                     | 0       | -                               |
| 1 bed Flat                                  | 10.6         | @                     | 80,000  | 850,777                         |
| 2 bed Flat                                  | 0.0          | @                     | 95,000  | -                               |
|                                             | 64.9         |                       |         | 8,031,937                       |
| <b>Shared ownership</b>                     |              |                       |         |                                 |
| 1 bed House                                 | 0.0          | @                     | 126,000 | -                               |
| 2 bed House                                 | 17.6         | @                     | 175,000 | 3,078,519                       |
| 3 bed House                                 | 7.2          | @                     | 203,000 | 1,463,926                       |
| 4 bed House                                 | 0.8          | @                     | 245,000 | 207,418                         |
| 5 bed House                                 | 0.0          | @                     | 0       | -                               |
| 1 bed Flat                                  | 5.0          | @                     | 112,000 | 562,733                         |
| 2 bed Flat                                  | 0.0          | @                     | 133,000 | -                               |
|                                             | 30.7         |                       |         | 5,312,596                       |
| <b>Intermediate</b>                         |              |                       |         |                                 |
| 2 bed House                                 | 0.0          | @                     | 144,000 | -                               |
| 3 bed House                                 | 15.2         | @                     | 200,000 | 3,034,962                       |
| 4 bed House                                 | 6.2          | @                     | 232,000 | 1,443,213                       |
| 5 bed House                                 | 0.7          | @                     | 250,000 | 182,574                         |
| 1 bed Flat                                  | 0.0          | @                     | 0       | -                               |
| 2 bed Flat                                  | 4.3          | @                     | 128,000 | 554,771                         |
| 0.00%                                       | 0.0          | @                     | 152,000 | -                               |
|                                             | 26.5         |                       |         | 5,215,520                       |
| <b>Sub-total GDV Residential</b>            | <b>349.6</b> |                       |         | <b>86,584,827</b>               |
| <i>AH on-site cost analysis:</i>            |              |                       |         |                                 |
|                                             | 390          | £ psm (total GIA sqm) |         | £MV less EGDV 11,749,143        |
|                                             |              |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                                | 350          | @                     | 0       | -                               |
| <b>Total GDV</b>                            |              |                       |         | <b>86,584,827</b>               |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 350 No. Units  
**Notes:** Greenfield allocation  
Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                        |                   |                                 |              |                     |
|----------------------------------------------------------------------|------------------------|-------------------|---------------------------------|--------------|---------------------|
| <b>Initial Payments -</b>                                            |                        |                   |                                 |              |                     |
| Planning Application Professional Fees, Surveys and reports          |                        |                   |                                 |              | (160,000)           |
| Statutory Planning Fees (Residential)                                |                        |                   |                                 |              | (53,549)            |
| CIL                                                                  | 21,304 sqm             |                   | 143.29 £ psm                    |              | (3,052,684)         |
|                                                                      | CIL analysis:          | 3.53% % of GDV    | 8,722 £ per unit (total units)  |              |                     |
| Site Specific S106 Contributions                                     | Year 1                 | 0                 |                                 |              | -                   |
|                                                                      | Year 2                 | 0                 |                                 |              | -                   |
|                                                                      | Year 3                 | 0                 |                                 |              | -                   |
|                                                                      | Year 4                 | 0                 |                                 |              | -                   |
|                                                                      | Year 5                 | 0                 |                                 |              | -                   |
|                                                                      | Year 6                 | 0                 |                                 |              | -                   |
|                                                                      | Year 7                 | 0                 |                                 |              | -                   |
|                                                                      | Year 8                 | 0                 |                                 |              | -                   |
|                                                                      | Year 9                 | 0                 |                                 |              | -                   |
|                                                                      | Year 10                | 0                 |                                 |              | -                   |
|                                                                      | total                  | 350 units @       | 1,500 per unit                  | (525,000)    | (525,000)           |
|                                                                      | S106 analysis:         | 0.61% % of GDV    | 1,500 £ per unit (total units)  |              |                     |
| AH Commuted Sum                                                      | 30,149 sqm (total)     |                   | 0 £ psm                         |              | -                   |
|                                                                      | Comm. Sum analysis:    | 0.00% % of GDV    |                                 |              |                     |
| <b>Construction Costs -</b>                                          |                        |                   |                                 |              |                     |
| Site Clearance and Demolition                                        | 30.89 acres @          |                   | 0 £ per acre (if brownfield)    |              | -                   |
| <b>Infrastructure costs -</b>                                        |                        |                   |                                 |              |                     |
| Policy SP10 - Climate Change                                         | 2,557                  | per dwelling      |                                 |              | (894,950)           |
| Policy LP32 - Electric charging point                                | 1,000                  | per dwelling      |                                 |              | (350,000)           |
| Policy SP09 - Cross-boundary mitigate                                | 121.89                 | per dwelling      |                                 |              | (42,662)            |
| Policy LP18 - Biodiversity & Geodiv                                  | 42,545                 | per gross hectare |                                 |              | (759,732)           |
| Policy LP25 - Sustainable Construct                                  | 3,500                  | per dwelling      |                                 |              | (1,225,000)         |
| Enhanced S106                                                        | 8,600                  | per dwelling      |                                 |              | (3,010,000)         |
|                                                                      | total                  | 30.89 acres @     | 0 per acre                      | (6,282,344)  | -                   |
|                                                                      | Infra. Costs analysis: | 7.26% % of GDV    | 17,950 £ per unit (total units) |              |                     |
| 1 bed House                                                          | 435                    | sqm @             | 1,155 psm                       |              | (502,927)           |
| 2 bed House                                                          | 8,674                  | sqm @             | 1,155 psm                       |              | (10,018,487)        |
| 3 bed House                                                          | 10,773                 | sqm @             | 1,155 psm                       |              | (12,442,791)        |
| 4 bed House                                                          | 9,087                  | sqm @             | 1,155 psm                       |              | (10,495,147)        |
| 5 bed House                                                          | -                      | sqm @             | 1,155 psm                       |              | -                   |
| 1 bed Flat                                                           | 1,180                  | sqm @             | 1,296 psm                       |              | (1,529,699)         |
| 2 bed Flat                                                           | 30,149                 | sqm @             | 1,296 psm                       |              | -                   |
| External works                                                       | 34,989,051 @           |                   | 15.0%<br>14,995 £ per unit      |              | (5,248,358)         |
| M4(2) Category 2 Housing                                             | 50% of All units       | 350 units @       | 521 £ per dwelling              |              | (91,175)            |
| M4(3) Category 3 Housing                                             | 0% of All units        | 350 units @       | 10,307 £ per dwelling           |              | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                        | 350 units @       | 9 £ per dwelling                |              | (3,150)             |
| Contingency                                                          | 46,614,078 @           |                   | 5.0%                            |              | (2,330,704)         |
| <b>Professional Fees</b>                                             | 46,614,078 @           |                   | 10.0%                           |              | (4,661,408)         |
| <b>Disposal Costs -</b>                                              |                        |                   |                                 |              |                     |
| Marketing and Promotion                                              | 68,024,775             | OMS @             | 1.50%                           |              | (1,020,372)         |
| Residential Sales Agent Costs                                        | 68,024,775             | OMS @             | 1.50%                           |              | (1,020,372)         |
| Residential Sales Legal Costs                                        | 68,024,775             | OMS @             | 0.50%                           |              | (340,124)           |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR              |                   | 0.604% pcm                      |              | (1,297,173)         |
| <b>Developers Profit -</b>                                           |                        |                   |                                 |              |                     |
| Margin on AH                                                         | 13,344,532             |                   | 6.00% on AH values              |              | (800,672)           |
| Profit on GDV                                                        | 68,024,775             |                   | 20.00%                          |              | (13,604,955)        |
|                                                                      | 61,075,463             |                   | 22.28% on costs                 | (13,604,955) |                     |
|                                                                      | 81,369,307             |                   | 17.70% blended                  | (14,405,627) |                     |
| <b>TOTAL COSTS</b>                                                   |                        |                   |                                 |              | <b>(75,481,089)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 350 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                  |
|-----------------------------|-------------------|------------------|--------------------|------------------|
| Residual Land Value (gross) |                   |                  |                    | 11,103,738       |
| SDLT                        | 11,103,738        | @                | 5.0% (slabbed)     | (544,687)        |
| Acquisition Agent fees      | 11,103,738        | @                | 1.0%               | (111,037)        |
| Acquisition Legal fees      | 11,103,738        | @                | 0.5%               | (55,519)         |
| Interest on Land            | 11,103,738        | @                | 7.5%               | (832,780)        |
| Residual Land Value         |                   |                  |                    | <b>9,559,715</b> |
| <i>RLV analysis:</i>        | 27,313 £ per plot | 764,777 £ per ha | 309,501 £ per acre |                  |

| THRESHOLD LAND VALUE     |                   |                      |                        |                  |
|--------------------------|-------------------|----------------------|------------------------|------------------|
| Residential Density      | 28.0              | dp net ha            |                        |                  |
| Site Area (Resi)         | 12.50             | net ha               | 30.89                  | net acres        |
| <i>Density analysis:</i> | 2,412             | sqm/ha               | 10,507                 | sqft/ac          |
| Threshold Land Value     | 10,714 £ per plot | 299,987 £ per net ha | 121,403 £ per net acre | <b>3,749,835</b> |
|                          | 70%               | Gross to net         | 17.86                  | Gross hectares   |

| BALANCE           |         |          |                    |                  |
|-------------------|---------|----------|--------------------|------------------|
| Surplus/(Deficit) | 464,790 | £ per ha | 188,098 £ per acre | <b>5,809,879</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |             |             |             |             |              |              |
|----------------------|-----------|--------------------|-------------|-------------|-------------|-------------|--------------|--------------|
| Balance (RLV - TLV)  | 5,809,879 | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%          | 50%          |
|                      | 0         | 14,482,809         | 10,663,558  | 9,899,665   | 9,135,478   | 8,371,259   | 7,607,040    | 6,842,574    |
|                      | 80        | 11,657,810         | 8,559,109   | 7,939,062   | 7,318,560   | 6,698,059   | 6,077,067    | 5,455,931    |
|                      | 100       | 10,925,384         | 8,014,525   | 7,431,865   | 6,848,973   | 6,265,728   | 5,682,181    | 5,098,279    |
|                      | 120       | 10,181,728         | 7,462,247   | 6,917,582   | 6,372,843   | 5,827,585   | 5,282,103    | 4,735,969    |
|                      | 140       | 9,426,645          | 6,901,669   | 6,396,109   | 5,889,895   | 5,383,497   | 4,876,541    | 4,368,942    |
| CIL Epsm             | 160       | 8,659,795          | 6,333,075   | 5,866,759   | 5,400,212   | 4,933,140   | 4,465,427    | 3,997,086    |
| 143.29               | 180       | 7,880,526          | 5,755,715   | 5,329,827   | 4,903,370   | 4,476,338   | 4,048,717    | 3,620,290    |
|                      | 200       | 7,088,848          | 5,169,811   | 4,784,728   | 4,399,210   | 4,013,133   | 3,626,246    | 3,238,386    |
|                      | 220       | 6,284,153          | 4,574,593   | 4,231,467   | 3,887,647   | 3,543,018   | 3,197,564    | 2,851,068    |
|                      | 240       | 5,465,779          | 3,970,275   | 3,669,535   | 3,368,195   | 3,066,040   | 2,762,855    | 2,458,426    |
|                      | 260       | 4,633,575          | 3,356,138   | 3,099,027   | 2,840,895   | 2,581,877   | 2,321,759    | 2,060,329    |
|                      | 280       | 3,787,014          | 2,732,075   | 2,519,136   | 2,305,300   | 2,090,352   | 1,874,082    | 1,656,278    |
|                      | 300       | 2,925,554          | 2,097,846   | 1,930,015   | 1,761,196   | 1,591,175   | 1,419,741    | 1,246,496    |
|                      | 320       | 2,048,640          | 1,452,984   | 1,331,314   | 1,208,481   | 1,084,297   | 958,368      | 830,575      |
|                      | 340       | 1,155,699          | 796,981     | 722,439     | 646,547     | 569,095     | 489,874      | 408,439      |
|                      | 360       | 246,145            | 129,661     | 103,209     | 75,280      | 45,666      | 14,046       | (20,164)     |
|                      | 380       | (680,627)          | (549,403)   | (526,688)   | (505,588)   | (486,312)   | (469,553)    | (455,344)    |
|                      | 400       | (1,625,235)        | (1,240,648) | (1,167,653) | (1,096,426) | (1,027,381) | (960,912)    | (897,492)    |
|                      | 420       | (2,588,370)        | (1,944,525) | (1,820,100) | (1,697,609) | (1,577,662) | (1,460,334)  | (1,346,571)  |
|                      | 440       | (3,571,170)        | (2,661,497) | (2,484,455) | (2,309,525) | (2,137,459) | (1,968,354)  | (1,803,030)  |
|                      | 460       | (4,709,748)        | (3,392,038) | (3,161,153) | (2,932,572) | (2,707,129) | (2,485,024)  | (2,267,069)  |
|                      | 480       | (5,900,160)        | (4,201,377) | (3,868,762) | (3,567,161) | (3,287,042) | (3,010,628)  | (2,738,841)  |
|                      | 500       | (7,116,006)        | (5,084,563) | (4,685,904) | (4,290,933) | (3,900,078) | (3,545,619)  | (3,218,641)  |
|                      | 520       | (8,358,498)        | (5,985,383) | (5,519,216) | (5,057,145) | (4,599,545) | (4,147,350)  | (3,706,776)  |
|                      | 540       | (9,628,517)        | (6,904,549) | (6,369,352) | (5,838,282) | (5,312,277) | (4,792,257)  | (4,279,130)  |
| Balance (RLV - TLV)  |           | AH - % on site 35% |             |             |             |             |              |              |
| 5,809,879            | -         | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%          | 50%          |
|                      | 1,500     | 9,908,499          | 7,408,335   | 6,907,043   | 6,405,302   | 5,902,693   | 5,399,294    | 4,894,941    |
|                      | 3,000     | 8,686,482          | 6,199,592   | 5,701,937   | 5,203,985   | 4,705,837   | 4,207,508    | 3,708,795    |
|                      | 4,500     | 8,063,870          | 5,580,784   | 5,084,119   | 4,587,229   | 4,090,339   | 3,593,450    | 3,096,446    |
|                      | 6,000     | 7,433,215          | 4,951,800   | 4,455,505   | 3,959,210   | 3,462,914   | 2,966,619    | 2,470,324    |
| Site Specific S106   | 7,500     | 6,794,155          | 4,312,269   | 3,815,892   | 3,319,515   | 2,823,121   | 2,326,564    | 1,830,007    |
| 1,500                | 9,000     | 6,146,682          | 3,662,015   | 3,164,868   | 2,667,696   | 2,170,137   | 1,672,577    | 1,174,774    |
|                      | 10,500    | 5,490,599          | 3,000,629   | 2,502,010   | 2,003,104   | 1,503,837   | 1,004,076    | 503,873      |
|                      | 12,000    | 4,825,707          | 2,327,689   | 1,826,885   | 1,325,453   | 823,407     | 320,512      | (183,472)    |
|                      | 13,500    | 4,151,505          | 1,642,762   | 1,139,046   | 634,279     | 128,405     | (378,882)    | (888,068)    |
|                      | 15,000    | 3,467,813          | 945,403     | 437,861     | (71,208)    | (582,049)   | (1,094,911)  | (1,610,750)  |
|                      | 16,500    | 2,774,631          | 235,155     | (277,133)   | (791,459)   | (1,308,388) | (1,826,389)  | (2,352,462)  |
|                      | 18,000    | 2,071,348          | (488,453)   | (1,006,339) | (1,527,146) | (2,051,427) | (2,580,189)  | (3,114,458)  |
|                      | 19,500    | 1,357,790          | (1,225,903) | (1,750,391) | (2,278,850) | (2,812,010) | (3,351,195)  | (3,923,325)  |
|                      | 21,000    | 633,844            | (1,977,691) | (2,510,142) | (3,047,567) | (3,591,016) | (4,207,935)  | (4,860,011)  |
|                      | 22,500    | (101,241)          | (2,744,381) | (3,285,870) | (3,849,170) | (4,495,170) | (5,152,663)  | (5,824,482)  |
|                      | 24,000    | (847,283)          | (3,526,907) | (4,133,909) | (4,784,781) | (5,447,043) | (6,123,531)  | (6,818,228)  |
|                      | 25,500    | (1,605,095)        | (4,420,849) | (5,076,213) | (5,742,859) | (6,423,625) | (7,122,108)  | (7,843,196)  |
|                      | 27,000    | (2,374,736)        | (5,369,222) | (6,039,863) | (6,724,515) | (7,426,211) | (8,149,872)  | (8,901,448)  |
|                      | 28,500    | (3,156,530)        | (6,337,876) | (7,025,947) | (7,730,905) | (8,456,547) | (9,208,661)  | (9,994,830)  |
|                      | 30,000    | (3,985,856)        | (7,328,271) | (8,035,598) | (8,763,222) | (9,515,874) | (10,300,361) | (11,121,582) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

|                     |                               | AH - % on site 35% |           |           |           |           |           |           |           |
|---------------------|-------------------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |                               | 0%                 | 25%       | 30%       | 35%       | 40%       | 45%       | 50%       |           |
| Balance (RLV - TLV) | 5,809,879                     |                    |           |           |           |           |           |           |           |
|                     | 50,000                        | 11,506,757         | 9,014,245 | 8,514,895 | 8,015,340 | 7,515,281 | 7,014,702 | 6,513,588 |           |
|                     | 75,000                        | 10,734,570         | 8,242,058 | 7,742,708 | 7,243,152 | 6,743,094 | 6,242,514 | 5,741,401 |           |
|                     | TLV (per net acre)<br>121,403 | 100,000            | 9,962,382 | 7,469,870 | 6,970,520 | 6,470,965 | 5,970,906 | 5,470,327 | 4,969,213 |
|                     |                               | 125,000            | 9,190,195 | 6,697,683 | 6,198,333 | 5,698,777 | 5,198,719 | 4,698,139 | 4,197,026 |
|                     |                               | 150,000            | 8,418,007 | 5,925,495 | 5,426,145 | 4,926,590 | 4,426,531 | 3,925,952 | 3,424,838 |
|                     |                               | 175,000            | 7,645,820 | 5,153,308 | 4,653,958 | 4,154,402 | 3,654,344 | 3,153,764 | 2,652,651 |
|                     |                               | 200,000            | 6,873,632 | 4,381,120 | 3,881,770 | 3,382,215 | 2,882,156 | 2,381,577 | 1,880,463 |
|                     |                               | 225,000            | 6,101,445 | 3,608,933 | 3,109,583 | 2,610,027 | 2,109,969 | 1,609,389 | 1,108,276 |
| 250,000             |                               | 5,329,257          | 2,836,745 | 2,337,395 | 1,837,840 | 1,337,781 | 837,202   | 336,088   |           |
| 275,000             | 4,557,070                     | 2,064,558          | 1,565,208 | 1,065,652 | 565,594   | 65,014    | (436,099) |           |           |

|                     |                     | AH - % on site 35% |              |              |              |              |              |              |           |
|---------------------|---------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------|
|                     |                     | 0%                 | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |           |
| Balance (RLV - TLV) | 5,809,879           |                    |              |              |              |              |              |              |           |
|                     | 5                   | (11,668,244)       | (14,149,720) | (14,646,016) | (15,142,311) | (15,638,606) | (16,134,902) | (16,631,197) |           |
|                     | 10                  | 1,103,423          | (1,383,258)  | (1,880,913)  | (2,378,722)  | (2,876,870)  | (3,375,120)  | (3,873,833)  |           |
|                     | Density (dph)<br>28 | 15                 | 5,355,220    | 2,865,788    | 2,367,290    | 1,868,577    | 1,369,530    | 870,181      | 370,219   |
|                     |                     | 20                 | 7,480,321    | 4,989,139    | 4,490,418    | 3,991,068    | 3,491,597    | 2,991,539    | 2,490,955 |
|                     |                     | 25                 | 8,755,098    | 6,263,020    | 5,763,730    | 5,264,380    | 4,764,354    | 4,264,007    | 3,763,120 |
|                     |                     | 27                 | 9,132,717    | 6,640,358    | 6,141,008    | 5,641,525    | 5,141,467    | 4,640,959    | 4,139,916 |
|                     |                     | 30                 | 9,604,741    | 7,111,955    | 6,612,605    | 6,112,917    | 5,612,858    | 5,112,150    | 4,610,910 |
|                     |                     | 35                 | 10,211,629   | 7,718,294    | 7,218,944    | 6,718,991    | 6,218,804    | 5,717,966    | 5,216,475 |
|                     |                     | 40                 | 10,666,794   | 8,173,048    | 7,673,606    | 7,173,547    | 6,673,167    | 6,172,328    | 5,670,648 |
|                     |                     | 45                 | 11,020,812   | 8,526,746    | 8,027,149    | 7,527,091    | 7,026,559    | 6,525,582    | 6,023,894 |
| 50                  |                     | 11,304,026         | 8,809,705    | 8,309,984    | 7,809,926    | 7,309,274    | 6,808,179    | 6,306,423    |           |

|                     |                   | AH - % on site 35% |             |             |             |             |             |             |             |
|---------------------|-------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |                   | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |             |
| Balance (RLV - TLV) | 5,809,879         |                    |             |             |             |             |             |             |             |
|                     | 95%               | 11,590,130         | 8,962,712   | 8,435,965   | 7,908,836   | 7,380,802   | 6,852,065   | 6,322,434   |             |
|                     | 100%              | 9,301,297          | 6,808,785   | 6,309,435   | 5,809,879   | 5,309,821   | 4,809,242   | 4,308,128   |             |
|                     | Build rate (Epsm) | 105%               | 6,991,654   | 4,633,085   | 4,161,020   | 3,688,773   | 3,216,525   | 2,743,809   | 2,271,051   |
|                     |                   | 110%               | 4,656,082   | 2,428,964   | 1,983,540   | 1,538,117   | 1,092,604   | 647,054     | 201,504     |
|                     |                   | 115%               | 2,287,517   | 186,726     | (233,566)   | (653,859)   | (1,074,443) | (1,495,041) | (1,915,796) |
|                     |                   | 120%               | (123,952)   | (2,108,332) | (2,506,507) | (2,905,424) | (3,305,173) | (3,706,189) | (4,108,795) |
|                     |                   | 125%               | (2,592,708) | (4,600,658) | (5,045,427) | (5,493,325) | (5,945,419) | (6,403,518) | (6,870,056) |
|                     |                   | 130%               | (5,368,488) | (7,494,915) | (7,937,339) | (8,390,165) | (8,857,650) | (9,346,476) | (9,868,750) |

|                     |                             | AH - % on site 35% |             |             |             |             |             |             |             |
|---------------------|-----------------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |                             | 0%                 | 25%         | 30%         | 35%         | 40%         | 45%         | 50%         |             |
| Balance (RLV - TLV) | 5,809,879                   |                    |             |             |             |             |             |             |             |
|                     | 75%                         | (11,563,494)       | (8,284,388) | (7,653,011) | (7,031,353) | (6,420,058) | (5,820,014) | (5,232,267) |             |
|                     | 80%                         | (6,247,120)        | (4,537,663) | (4,204,667) | (3,875,467) | (3,576,896) | (3,301,572) | (3,030,865) |             |
|                     | Cahnges in sales values (£) | 85%                | (1,849,637) | (1,474,324) | (1,402,786) | (1,332,946) | (1,264,859) | (1,198,947) | (1,135,446) |
|                     |                             | 90%                | 1,970,092   | 1,348,844   | 1,222,689   | 1,095,608   | 967,448     | 838,056     | 707,282     |
|                     |                             | 95%                | 5,670,787   | 4,100,753   | 3,785,406   | 3,469,661   | 3,153,330   | 2,836,225   | 2,518,162   |
|                     |                             | 100%               | 9,301,297   | 6,808,785   | 6,309,435   | 5,809,879   | 5,309,821   | 4,809,242   | 4,308,128   |
|                     |                             | 105%               | 12,886,772  | 9,488,109   | 8,807,754   | 8,127,399   | 7,446,486   | 6,765,498   | 6,083,818   |
|                     |                             | 110%               | 16,441,702  | 12,147,390  | 11,288,182  | 10,428,973  | 9,569,218   | 8,709,453   | 7,849,262   |
|                     |                             | 115%               | 19,975,001  | 14,792,533  | 13,755,650  | 12,718,712  | 11,681,774  | 10,644,555  | 9,607,070   |
|                     |                             | 120%               | 23,491,912  | 17,426,655  | 16,213,292  | 14,999,929  | 13,786,566  | 12,572,913  | 11,359,057  |
|                     |                             | 125%               | 26,996,938  | 20,052,778  | 18,663,599  | 17,274,420  | 15,885,241  | 14,496,062  | 13,106,587  |

|                     |              | Site Specific S106 |              |              |              |              |              |              | £1,500 |
|---------------------|--------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------|
|                     |              | 0                  | 1,500        | 3,000        | 4,500        | 6,000        | 7,500        | 9,000        |        |
| Balance (RLV - TLV) | 5,809,879    | -                  |              |              |              |              |              |              |        |
|                     | 0            | 9,676,344          | 9,135,478    | 8,585,948    | 8,027,609    | 7,459,941    | 6,882,673    | 6,295,590    |        |
|                     | 40           | 8,794,041          | 8,239,114    | 7,674,933    | 7,101,306    | 6,517,994    | 5,924,627    | 5,320,827    |        |
|                     | 80           | 7,888,591          | 7,318,560    | 6,738,973    | 6,149,463    | 5,549,656    | 4,939,165    | 4,317,593    |        |
|                     | 143          | 6,412,229          | 5,816,933    | 5,211,167    | 4,594,542    | 3,966,656    | 3,327,097    | 2,675,441    |        |
|                     | 160          | 6,002,697          | 5,400,212    | 4,786,994    | 4,162,646    | 3,526,758    | 2,878,911    | 2,218,437    |        |
|                     | 200          | 5,019,316          | 4,399,210    | 3,767,711    | 3,124,403    | 2,468,859    | 1,800,377    | 1,118,666    |        |
|                     | 240          | 4,007,018          | 3,368,195    | 2,717,289    | 2,053,865    | 1,377,157    | 686,927      | (17,283)     |        |
|                     | 280          | 2,963,985          | 2,305,300    | 1,633,790    | 948,653      | 249,706      | (463,722)    | (1,192,397)  |        |
|                     | 320          | 1,888,315          | 1,208,481    | 514,737      | (193,128)    | (916,023)    | (1,654,320)  | (2,409,030)  |        |
|                     | 360          | 777,832            | 75,280       | (641,721)    | (1,374,315)  | (2,122,660)  | (2,887,735)  | (3,670,330)  |        |
|                     | 400          | (369,848)          | (1,096,426)  | (1,838,739)  | (2,597,511)  | (3,373,322)  | (4,236,673)  | (5,181,526)  |        |
|                     | 440          | (1,557,184)        | (2,309,525)  | (3,078,900)  | (3,886,492)  | (4,823,014)  | (5,782,024)  | (6,764,637)  |        |
|                     | 480          | (2,787,023)        | (3,567,161)  | (4,467,355)  | (5,417,790)  | (6,391,345)  | (7,389,355)  | (8,412,939)  |        |
|                     | 520          | (4,115,186)        | (5,057,145)  | (6,021,865)  | (7,010,470)  | (8,024,124)  | (9,064,191)  | (10,132,241) |        |
|                     | 560          | (5,655,456)        | (6,634,895)  | (7,639,098)  | (8,669,175)  | (9,726,365)  | (10,812,493) | (11,928,231) |        |
|                     | 600          | (7,257,825)        | (8,277,838)  | (9,324,691)  | (10,399,766) | (11,504,215) | (12,633,881) | (13,778,024) |        |
| 640                 | (8,927,060)  | (9,991,134)        | (11,084,611) | (12,206,289) | (13,344,961) | (14,498,673) | (15,667,490) |              |        |
| 680                 | (10,669,076) | (11,780,985)       | (12,914,375) | (14,062,372) | (15,225,320) | (16,403,570) | (17,597,481) |              |        |
| 720                 | (12,485,745) | (13,628,092)       | (14,785,238) | (15,957,530) | (17,145,757) | (18,377,331) | (23,204,555) |              |        |
| 760                 | (14,347,215) | (15,513,900)       | (16,696,314) | (17,894,526) | (21,573,857) | (25,901,031) | (30,228,906) |              |        |
| 800                 | (16,249,051) | (17,441,088)       | (19,943,159) | (24,270,684) | (28,598,208) | (32,925,732) | (37,253,256) |              |        |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

## ASSUMPTIONS - RESIDENTIAL USES

|                                        |                                |                   |                                             |                           |                                    |                      |             |                |
|----------------------------------------|--------------------------------|-------------------|---------------------------------------------|---------------------------|------------------------------------|----------------------|-------------|----------------|
| Total number of units in scheme        |                                |                   | 600 Units                                   |                           |                                    |                      |             |                |
| AH Policy requirement (% Target)       |                                |                   | 35%                                         |                           |                                    |                      |             |                |
| AH tenure split %                      | Affordable Rent:               |                   |                                             |                           | 53.0%                              |                      |             |                |
|                                        | Shared ownership               |                   |                                             |                           | 25.0%                              |                      |             |                |
|                                        | Intermediate                   |                   |                                             |                           | 21.6%                              |                      |             |                |
| Open Market Sale (OMS) housing         |                                |                   | 65%                                         |                           |                                    |                      |             |                |
|                                        |                                |                   | 100%                                        |                           |                                    |                      |             |                |
| CIL Rate (£ psm)                       |                                |                   | 143.29                                      |                           | £ psm                              |                      |             |                |
| <b>Unit mix -</b>                      | <b>Mkt Units mix%</b>          | <b>MV # units</b> | <b>AH mix%</b>                              | <b>AH # units</b>         | <b>Overall mix%</b>                | <b>Total # units</b> |             |                |
| 1 bed House                            | 3.3%                           | 12.9              | 0.0%                                        | 0.0                       | 2%                                 | 12.9                 |             |                |
| 2 bed House                            | 20.9%                          | 81.5              | 57.4%                                       | 120.4                     | 34%                                | 201.9                |             |                |
| 3 bed House                            | 40.8%                          | 159.1             | 23.5%                                       | 49.4                      | 35%                                | 208.5                |             |                |
| 4 bed House                            | 35.0%                          | 136.5             | 2.8%                                        | 5.8                       | 24%                                | 142.3                |             |                |
| 5 bed House                            | 0.0%                           | 0.0               | 0.0%                                        | 0.0                       | 0%                                 | 0.0                  |             |                |
| 1 bed Flat                             | 0.0%                           | 0.0               | 16.4%                                       | 34.4                      | 6%                                 | 34.4                 |             |                |
| 2 bed Flat                             | 0.0%                           | 0.0               | 0.0%                                        | 0.0                       | 0%                                 | 0.0                  |             |                |
| Total number of units                  | 100.0%                         | 390.0             | 100.0%                                      | 210.0                     | 100%                               | 600.0                |             |                |
| <b>OMS Unit Floor areas -</b>          | <b>Net area per unit (sqm)</b> | <b>(sqft)</b>     | <b>Net to Gross %</b>                       |                           | <b>Gross (GIA) per unit (sqm)</b>  | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 58.0                           | 624               |                                             |                           | 58.0                               | 624                  |             |                |
| 2 bed House                            | 79.0                           | 850               |                                             |                           | 79.0                               | 850                  |             |                |
| 3 bed House                            | 90.0                           | 969               |                                             |                           | 90.0                               | 969                  |             |                |
| 4 bed House                            | 110.0                          | 1,184             |                                             |                           | 110.0                              | 1,184                |             |                |
| 5 bed House                            | 0.0                            | 0                 |                                             |                           | 0.0                                | 0                    |             |                |
| 1 bed Flat                             | 50.0                           | 538               | 85.0%                                       |                           | 58.8                               | 633                  |             |                |
| 2 bed Flat                             | 61.0                           | 657               | 85.0%                                       |                           | 71.8                               | 772                  |             |                |
| <b>AH Unit Floor areas -</b>           | <b>Net area per unit (sqm)</b> | <b>(sqft)</b>     | <b>Net to Gross %</b>                       |                           | <b>Gross (GIA) per unit (sqm)</b>  | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 50.0                           | 538               |                                             |                           | 50.0                               | 538                  |             |                |
| 2 bed House                            | 70.0                           | 753               |                                             |                           | 70.0                               | 753                  |             |                |
| 3 bed House                            | 84.0                           | 904               |                                             |                           | 84.0                               | 904                  |             |                |
| 4 bed House                            | 97.0                           | 1,044             |                                             |                           | 97.0                               | 1,044                |             |                |
| 5 bed House                            | 0.0                            | 0                 |                                             |                           | 0.0                                | 0                    |             |                |
| 1 bed Flat                             | 50.0                           | 538               | 85.0%                                       |                           | 58.8                               | 633                  |             |                |
| 2 bed Flat                             | 61.0                           | 657               | 85.0%                                       |                           | 71.8                               | 772                  |             |                |
| <b>Total Gross Floor areas -</b>       | <b>Mkt Units GIA (sqm)</b>     | <b>(sqft)</b>     | <b>AH units GIA (sqm)</b>                   | <b>(sqft)</b>             | <b>Total GIA (all units) (sqm)</b> | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 746                            | 8,035             | 0                                           | 0                         | 746                                | 8,035                |             |                |
| 2 bed House                            | 6,439                          | 69,312            | 8,430                                       | 90,745                    | 14,870                             | 160,057              |             |                |
| 3 bed House                            | 14,321                         | 154,148           | 4,147                                       | 44,640                    | 18,468                             | 198,788              |             |                |
| 4 bed House                            | 15,015                         | 161,620           | 562                                         | 6,052                     | 15,577                             | 167,672              |             |                |
| 5 bed House                            | 0                              | 0                 | 0                                           | 0                         | 0                                  | 0                    |             |                |
| 1 bed Flat                             | 0                              | 0                 | 2,023                                       | 21,780                    | 2,023                              | 21,780               |             |                |
| 2 bed Flat                             | 0                              | 0                 | 0                                           | 0                         | 0                                  | 0                    |             |                |
|                                        | 36,522                         | 393,115           | 15,163                                      | 163,216                   | 51,685                             | 556,330              |             |                |
| <i>AH % by floor area:</i>             |                                |                   | <i>29.34% AH % by floor area due to mix</i> |                           |                                    |                      |             |                |
| <b>Open Market Sales values (£) -</b>  | <b>£ OMS (per unit)</b>        | <b>£psm</b>       | <b>£pof</b>                                 | <b>total MV £ (no AH)</b> |                                    |                      |             |                |
| 1 bed House                            | 180,000                        | 3,103             | 288                                         | 2,316,600                 |                                    |                      |             |                |
| 2 bed House                            | 250,000                        | 3,165             | 294                                         | 50,486,250                |                                    |                      |             |                |
| 3 bed House                            | 290,000                        | 3,222             | 299                                         | 60,462,390                |                                    |                      |             |                |
| 4 bed House                            | 350,000                        | 3,182             | 296                                         | 49,803,600                |                                    |                      |             |                |
| 5 bed House                            | 0                              | #DIV/0!           | #DIV/0!                                     | 0                         |                                    |                      |             |                |
| 1 bed Flat                             | 160,000                        | 3,200             | 297                                         | 5,503,680                 |                                    |                      |             |                |
| 2 bed Flat                             | 190,000                        | 3,115             | 289                                         | 0                         |                                    |                      |             |                |
|                                        |                                |                   |                                             | 168,572,520               |                                    |                      |             |                |
| <b>Affordable Housing values (£) -</b> | <b>Affordable Rent:</b>        | <b>£psm</b>       | <b>% of MV Shared ownership</b>             | <b>£psm</b>               | <b>% of MV</b>                     | <b>Intermediate</b>  | <b>£psm</b> | <b>% of MV</b> |
| 1 bed House                            | 90,000                         | 1,800             | 50%                                         | 126,000                   | 2,520                              | 144,000              | 2,880       | 80%            |
| 2 bed House                            | 125,000                        | 1,786             | 50%                                         | 175,000                   | 2,500                              | 200,000              | 2,857       | 80%            |
| 3 bed House                            | 145,000                        | 1,726             | 50%                                         | 203,000                   | 2,417                              | 232,000              | 2,762       | 80%            |
| 4 bed House                            | 175,000                        | 1,804             | 50%                                         | 245,000                   | 2,526                              | 250,000              | 2,577       | 71%            |
| 5 bed House                            | 0                              | #DIV/0!           | 50%                                         | 0                         | #DIV/0!                            | 0                    | #DIV/0!     | 71%            |
| 1 bed Flat                             | 80,000                         | 1,600             | 50%                                         | 112,000                   | 2,240                              | 128,000              | 2,560       | 80%            |
| 2 bed Flat                             | 95,000                         | 1,557             | 50%                                         | 133,000                   | 2,180                              | 152,000              | 2,492       | 80%            |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |              |                       |               |                          |
|---------------------------------------------|--------------|-----------------------|---------------|--------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |              |                       |               |                          |
| 1 bed House                                 | 12.9         | @                     | 180,000       | 2,316,600                |
| 2 bed House                                 | 81.5         | @                     | 250,000       | 20,377,500               |
| 3 bed House                                 | 159.1        | @                     | 290,000       | 46,144,800               |
| 4 bed House                                 | 136.5        | @                     | 350,000       | 47,775,000               |
| 5 bed House                                 | 0.0          | @                     | 0             | -                        |
| 1 bed Flat                                  | 0.0          | @                     | 160,000       | -                        |
| 2 bed Flat                                  | 0.0          | @                     | 190,000       | -                        |
|                                             | 390.0        |                       |               | 116,613,900              |
| <b>Affordable Rent GDV -</b>                |              |                       |               |                          |
| 1 bed House                                 | 0.0          | @                     | 90,000        | -                        |
| 2 bed House                                 | 63.8         | @                     | 125,000       | 7,978,819                |
| 3 bed House                                 | 26.2         | @                     | 145,000       | 3,794,161                |
| 4 bed House                                 | 3.1          | @                     | 175,000       | 537,579                  |
| 5 bed House                                 | 0.0          | @                     | 0             | -                        |
| 1 bed Flat                                  | 18.2         | @                     | 80,000        | 1,458,475                |
| 2 bed Flat                                  | 0.0          | @                     | 95,000        | -                        |
|                                             | 111.3        |                       |               | 13,769,034               |
| <b>Shared ownership</b>                     |              |                       |               |                          |
| 1 bed House                                 | 0.0          | @                     | 126,000       | -                        |
| 2 bed House                                 | 30.2         | @                     | 175,000       | 5,277,462                |
| 3 bed House                                 | 12.4         | @                     | 203,000       | 2,509,587                |
| 4 bed House                                 | 1.5          | @                     | 245,000       | 355,573                  |
| 5 bed House                                 | 0.0          | @                     | 0             | -                        |
| 1 bed Flat                                  | 8.6          | @                     | 112,000       | 964,685                  |
| 2 bed Flat                                  | 0.0          | @                     | 133,000       | -                        |
|                                             | 52.6         |                       |               | 9,107,307                |
| <b>Intermediate</b>                         |              |                       |               |                          |
| 2 bed House                                 | 0.0          | @                     | 144,000       | -                        |
| 3 bed House                                 | 26.0         | @                     | 200,000       | 5,202,792                |
| 4 bed House                                 | 10.7         | @                     | 232,000       | 2,474,080                |
| 5 bed House                                 | 1.3          | @                     | 250,000       | 312,984                  |
| 1 bed Flat                                  | 0.0          | @                     | 0             | -                        |
| 2 bed Flat                                  | 7.4          | @                     | 128,000       | 951,036                  |
| 0.00%                                       | 0.0          | @                     | 152,000       | -                        |
|                                             | 45.4         |                       |               | 8,940,891                |
| <b>Sub-total GDV Residential</b>            |              |                       |               |                          |
|                                             | <b>599.2</b> |                       |               | <b>148,431,133</b>       |
| <i>AH on-site cost analysis:</i>            |              |                       |               |                          |
|                                             | 390          | £ psm (total GIA sqm) | EMV less £GDV | 20,141,387               |
|                                             |              |                       | 33,569        | £ per unit (total units) |
| <b>Grant</b>                                |              |                       |               |                          |
|                                             | 600          | @                     | 0             | -                        |
| <b>Total GDV</b>                            |              |                       |               |                          |
|                                             |              |                       |               | <b>148,431,133</b>       |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| DEVELOPMENT COSTS                                                    |                                      |                          |                                 |                      |
|----------------------------------------------------------------------|--------------------------------------|--------------------------|---------------------------------|----------------------|
| <b>Initial Payments -</b>                                            |                                      |                          |                                 |                      |
| Planning Application Professional Fees, Surveys and reports          |                                      |                          |                                 | (250,000)            |
| Statutory Planning Fees (Residential)                                |                                      |                          |                                 | (82,299)             |
| CIL                                                                  | 36,522 sqm                           | 143.29 £ psm             |                                 | (5,233,173)          |
|                                                                      | CIL analysis:                        | 3.53% % of GDV           | 8,722 £ per unit (total units)  |                      |
| Site Specific S106 Contributions                                     | Year 1                               | 0                        |                                 | -                    |
|                                                                      | Year 2                               | 0                        |                                 | -                    |
|                                                                      | Year 3                               | 0                        |                                 | -                    |
|                                                                      | Year 4                               | 0                        |                                 | -                    |
|                                                                      | Year 5                               | 0                        |                                 | -                    |
|                                                                      | Year 6                               | 0                        |                                 | -                    |
|                                                                      | Year 7                               | 0                        |                                 | -                    |
|                                                                      | Year 8                               | 0                        |                                 | -                    |
|                                                                      | Year 9                               | 0                        |                                 | -                    |
|                                                                      | Year 10                              | 0                        |                                 | -                    |
|                                                                      | total                                | 600 units @              | 1,500 per unit                  | (900,000)            |
|                                                                      | S106 analysis:                       | 0.61% % of GDV           | 1,500 £ per unit (total units)  |                      |
| AH Commuted Sum                                                      | 51,685 sqm (total)                   |                          | 0 £ psm                         | -                    |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV           |                                 |                      |
| <b>Construction Costs -</b>                                          |                                      |                          |                                 |                      |
| Site Clearance and Demolition                                        | 43.61 acres @                        |                          | 0 £ per acre (if brownfield)    | -                    |
| Infrastructure costs -                                               | Policy SP10 - Climate Change         | 2,557 per dwelling       |                                 | (1,534,200)          |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling       |                                 | (600,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling      |                                 | (73,134)             |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare |                                 | (1,072,563)          |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling       |                                 | (2,100,000)          |
|                                                                      | Enhanced S106                        | 8,600 per dwelling       |                                 | (5,160,000)          |
|                                                                      | total                                | 43.61 acres @            | 0 per acre                      | (10,539,897)         |
|                                                                      | Infra. Costs analysis:               | 7.10% % of GDV           | 17,566 £ per unit (total units) |                      |
| 1 bed House                                                          | 746 sqm @                            |                          | 1,155 psm                       | (862,161)            |
| 2 bed House                                                          | 14,870 sqm @                         |                          | 1,155 psm                       | (17,174,550)         |
| 3 bed House                                                          | 18,468 sqm @                         |                          | 1,155 psm                       | (21,330,498)         |
| 4 bed House                                                          | 15,577 sqm @                         |                          | 1,155 psm                       | (17,991,680)         |
| 5 bed House                                                          | - sqm @                              |                          | 1,155 psm                       | -                    |
| 1 bed Flat                                                           | 2,023 sqm @                          |                          | 1,296 psm                       | (2,622,342)          |
| 2 bed Flat                                                           | 51,685 - sqm @                       |                          | 1,296 psm                       | -                    |
| External works                                                       | 59,981,231 @                         |                          | 15.0%<br>14,995 £per unit       | (8,997,185)          |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 600 units @              | 521 £ per dwelling              | (156,300)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 600 units @              | 10,307 £ per dwelling           | -                    |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 600 units @              | 9 £ per dwelling                | (5,400)              |
| Contingency                                                          | 79,680,013 @                         |                          | 5.0%                            | (3,984,001)          |
| <b>Professional Fees</b>                                             | 79,680,013 @                         |                          | 10.0%                           | (7,968,001)          |
| <b>Disposal Costs -</b>                                              |                                      |                          |                                 |                      |
| Marketing and Promotion                                              | 116,613,900 OMS @                    |                          | 1.50%                           | (1,749,209)          |
| Residential Sales Agent Costs                                        | 116,613,900 OMS @                    |                          | 1.50%                           | (1,749,209)          |
| Residential Sales Legal Costs                                        | 116,613,900 OMS @                    |                          | 0.50%                           | (583,070)            |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            | 0.604% pcm               |                                 | (2,452,096)          |
| <b>Developers Profit -</b>                                           |                                      |                          |                                 |                      |
| Margin on AH                                                         | 22,876,341                           |                          | 6.00% on AH values              | (1,372,580)          |
| Profit on GDV                                                        | 116,613,900                          |                          | 20.00%                          | (23,322,780)         |
|                                                                      | 104,631,069                          |                          | 22.29% on costs                 | (23,322,780)         |
|                                                                      | 139,490,241                          |                          | 17.70% blended                  | (24,695,360)         |
| <b>TOTAL COSTS</b>                                                   |                                      |                          |                                 | <b>(129,326,430)</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                   |
|-----------------------------|-------------------|------------------|--------------------|-------------------|
| Residual Land Value (gross) |                   |                  |                    | 19,104,703        |
| SDLT                        | 19,104,703 @      |                  | 5.0% (slabbed)     | (944,735)         |
| Acquisition Agent fees      | 19,104,703 @      |                  | 1.0%               | (191,047)         |
| Acquisition Legal fees      | 19,104,703 @      |                  | 0.5%               | (95,524)          |
| Interest on Land            | 19,104,703 @      |                  | 7.5%               | (1,432,853)       |
| Residual Land Value         |                   |                  |                    | <b>16,440,545</b> |
| <i>RLV analysis:</i>        | 27,401 £ per plot | 931,631 £ per ha | 377,026 £ per acre |                   |

| THRESHOLD LAND VALUE     |                  |                      |                        |                  |
|--------------------------|------------------|----------------------|------------------------|------------------|
| Residential Density      |                  | 34.0 dp net ha       |                        |                  |
| Site Area (Resi)         |                  | 17.65 net ha         | 43.61 net acres        |                  |
| <i>Density analysis:</i> |                  | 2,929 sqm/ha         | 12,758 sqft/ac         |                  |
| Threshold Land Value     | 8,823 £ per plot | 299,987 £ per net ha | 121,403 £ per net acre | <b>5,293,885</b> |
|                          |                  | 70% Gross to net     | 25.21 Gross hectares   |                  |

| BALANCE           |  |                  |                    |            |
|-------------------|--|------------------|--------------------|------------|
| Surplus/(Deficit) |  | 631,644 £ per ha | 255,623 £ per acre | 11,146,660 |

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Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| SENSITIVITY ANALYSIS        |                     | AH - % on site 35% |             |             |              |              |              |             |  |
|-----------------------------|---------------------|--------------------|-------------|-------------|--------------|--------------|--------------|-------------|--|
|                             |                     | 0%                 | 25%         | 30%         | 35%          | 40%          | 45%          | 50%         |  |
| CIL Epsm<br>143.29          | Balance (RLV - TLV) | 11,146,660         |             |             |              |              |              |             |  |
|                             | 0                   | 25,480,925         | 19,171,951  | 17,909,330  | 16,645,685   | 15,381,494   | 14,116,785   | 12,850,785  |  |
|                             | 80                  | 20,746,669         | 15,651,289  | 14,629,965  | 13,608,442   | 12,585,656   | 11,562,109   | 10,536,653  |  |
|                             | 100                 | 19,541,409         | 14,755,299  | 13,796,200  | 12,836,132   | 11,875,204   | 10,912,991   | 9,949,029   |  |
|                             | 120                 | 18,327,188         | 13,853,092  | 12,956,737  | 12,058,607   | 11,160,047   | 10,259,648   | 9,357,682   |  |
|                             | 140                 | 17,102,941         | 12,944,598  | 12,111,054  | 11,275,807   | 10,440,102   | 9,602,030    | 8,762,567   |  |
|                             | 160                 | 15,869,751         | 12,029,745  | 11,259,249  | 10,487,672   | 9,714,884    | 8,940,089    | 8,163,641   |  |
|                             | 180                 | 14,627,519         | 11,108,462  | 10,401,514  | 9,694,140    | 8,984,768    | 8,273,773    | 7,560,859   |  |
|                             | 200                 | 13,375,407         | 10,179,902  | 9,537,782   | 8,894,889    | 8,249,696    | 7,603,031    | 6,954,174   |  |
|                             | 220                 | 12,113,061         | 9,244,534   | 8,667,986   | 8,089,659    | 7,509,613    | 6,927,813    | 6,343,543   |  |
|                             | 240                 | 10,841,314         | 8,302,477   | 7,791,842   | 7,278,813    | 6,764,461    | 6,248,068    | 5,728,905   |  |
|                             | 260                 | 9,559,824          | 7,353,655   | 6,908,771   | 6,462,286    | 6,014,182    | 5,563,553    | 5,109,892   |  |
|                             | 280                 | 8,267,053          | 6,397,564   | 6,019,392   | 5,640,017    | 5,258,508    | 4,874,072    | 4,486,769   |  |
|                             | 300                 | 6,964,511          | 5,433,810   | 5,123,632   | 4,811,848    | 4,497,094    | 4,179,877    | 3,859,486   |  |
|                             | 320                 | 5,651,794          | 4,463,021   | 4,221,422   | 3,976,998    | 3,730,346    | 3,480,915    | 3,227,996   |  |
|                             | 340                 | 4,327,285          | 3,485,119   | 3,311,749   | 3,136,172    | 2,958,202    | 2,777,130    | 2,592,250   |  |
|                             | 360                 | 2,992,621          | 2,499,245   | 2,395,280   | 2,289,303    | 2,180,602    | 2,068,468    | 1,952,200   |  |
|                             | 380                 | 1,646,756          | 1,505,525   | 1,472,102   | 1,436,326    | 1,397,288    | 1,354,741    | 1,307,797   |  |
|                             | 400                 | 289,150            | 504,409     | 542,024     | 576,336      | 607,716      | 635,458      | 658,863     |  |
|                             | 420                 | (1,079,008)        | (504,555)   | (396,064)   | (290,154)    | (187,531)    | (88,899)     | 5,046       |  |
| 440                         | (2,460,017)         | (1,522,205)        | (1,341,128) | (1,162,997) | (988,518)    | (818,389)    | (653,303)    |             |  |
| 460                         | (3,852,128)         | (2,547,542)        | (2,293,243) | (2,042,363) | (1,795,341)  | (1,553,067)  | (1,316,235)  |             |  |
| 480                         | (5,256,403)         | (3,581,050)        | (3,253,581) | (2,929,336) | (2,609,018)  | (2,293,322)  | (1,983,802)  |             |  |
| 500                         | (6,698,950)         | (4,623,663)        | (4,221,482) | (3,822,915) | (3,428,662)  | (3,039,417)  | (2,656,057)  |             |  |
| 520                         | (8,558,812)         | (5,737,897)        | (5,196,711) | (4,723,171) | (4,254,341)  | (3,790,909)  | (3,333,560)  |             |  |
| 540                         | (10,231,490)        | (6,969,375)        | (6,326,444) | (5,687,885) | (5,086,585)  | (4,547,858)  | (4,016,076)  |             |  |
| Site Specific S106<br>1,500 | Balance (RLV - TLV) | 11,146,660         |             |             |              |              |              |             |  |
|                             | -                   | 17,882,690         | 13,765,551  | 12,939,625  | 12,111,399   | 11,282,005   | 10,450,877   | 9,617,039   |  |
|                             | 1,500               | 16,900,628         | 12,794,681  | 11,971,131  | 11,146,660   | 10,320,889   | 9,493,408    | 8,664,413   |  |
|                             | 3,000               | 15,912,566         | 11,816,532  | 10,995,136  | 10,173,570   | 9,350,834    | 8,527,284    | 7,701,998   |  |
|                             | 4,500               | 14,918,433         | 10,830,051  | 10,011,714  | 9,191,895    | 8,372,076    | 7,551,358    | 6,729,793   |  |
|                             | 6,000               | 13,918,155         | 9,836,259   | 9,019,213   | 8,202,167    | 7,384,162    | 6,565,849    | 5,747,438   |  |
|                             | 7,500               | 12,911,660         | 8,835,076   | 8,019,054   | 7,203,032    | 6,387,010    | 5,570,988    | 4,754,086   |  |
|                             | 9,000               | 11,898,873         | 7,825,340   | 7,010,634   | 6,195,927    | 5,380,694    | 4,565,452    | 3,750,210   |  |
|                             | 10,500              | 10,879,719         | 6,807,628   | 5,993,210   | 5,178,792    | 4,364,374    | 3,549,955    | 2,735,537   |  |
|                             | 12,000              | 9,854,123          | 5,782,233   | 4,967,855   | 4,153,477    | 3,338,962    | 2,524,374    | 1,709,787   |  |
|                             | 13,500              | 8,822,008          | 4,747,958   | 3,932,910   | 3,117,862    | 2,302,814    | 1,487,767    | 672,675     |  |
|                             | 15,000              | 7,783,297          | 3,705,294   | 2,889,533   | 2,073,699    | 1,256,970    | 440,242      | (376,487)   |  |
|                             | 16,500              | 6,737,912          | 2,654,645   | 1,836,846   | 1,018,894    | 200,942      | (618,135)    | (1,437,567) |  |
|                             | 18,000              | 5,685,683          | 1,594,320   | 774,887     | (44,996)     | (866,167)    | (1,687,650)  | (2,510,821) |  |
|                             | 19,500              | 4,626,207          | 525,634     | (296,328)   | (1,119,499)  | (1,943,596)  | (2,769,030)  | (3,596,552) |  |
|                             | 21,000              | 3,559,778          | (552,007)   | (1,377,440) | (2,203,944)  | (3,031,902)  | (3,862,376)  | (4,695,071) |  |
|                             | 22,500              | 2,486,316          | (1,639,293) | (2,467,993) | (3,298,742)  | (4,131,958)  | (4,967,680)  | (5,891,882) |  |
|                             | 24,000              | 1,405,740          | (2,735,107) | (3,568,846) | (4,404,593)  | (5,243,131)  | (6,215,784)  | (7,199,948) |  |
|                             | 25,500              | 317,965            | (3,841,506) | (4,679,569) | (5,559,343)  | (6,541,758)  | (7,529,483)  | (8,523,493) |  |
|                             | 27,000              | (777,089)          | (4,956,735) | (5,884,990) | (6,870,483)  | (7,861,001)  | (8,857,610)  | (9,861,010) |  |
| 28,500                      | (1,879,508)         | (6,212,293)        | (7,200,445) | (8,193,973) | (9,193,853)  | (10,197,253) | (11,206,494) |             |  |
| 30,000                      | (2,989,376)         | (7,531,963)        | (8,527,997) | (9,530,096) | (10,534,060) | (11,544,148) | (12,560,043) |             |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

|                     |                               | AH - % on site 35% |            |            |            |            |            |            |            |  |
|---------------------|-------------------------------|--------------------|------------|------------|------------|------------|------------|------------|------------|--|
|                     |                               |                    | 0%         | 25%        | 30%        | 35%        | 40%        | 45%        | 50%        |  |
| Balance (RLV - TLV) | TLV (per net acre)<br>121.403 | 11,146,660         |            |            |            |            |            |            |            |  |
|                     |                               | 50,000             | 20,014,218 | 15,908,272 | 15,084,722 | 14,260,250 | 13,434,480 | 12,606,999 | 11,778,004 |  |
|                     |                               | 75,000             | 18,924,071 | 14,818,125 | 13,994,575 | 13,170,103 | 12,344,333 | 11,516,852 | 10,687,857 |  |
|                     |                               | 100,000            | 17,833,924 | 13,727,978 | 12,904,428 | 12,079,956 | 11,254,186 | 10,426,705 | 9,597,710  |  |
|                     |                               | 125,000            | 16,743,777 | 12,637,830 | 11,814,281 | 10,989,809 | 10,164,039 | 9,336,558  | 8,507,563  |  |
|                     |                               | 150,000            | 15,653,630 | 11,547,683 | 10,724,134 | 9,899,662  | 9,073,892  | 8,246,411  | 7,417,416  |  |
|                     |                               | 175,000            | 14,563,483 | 10,457,536 | 9,633,986  | 8,809,515  | 7,983,745  | 7,156,264  | 6,327,269  |  |
|                     |                               | 200,000            | 13,473,336 | 9,367,389  | 8,543,839  | 7,719,368  | 6,893,597  | 6,066,117  | 5,237,122  |  |
|                     |                               | 225,000            | 12,383,189 | 8,277,242  | 7,453,692  | 6,629,221  | 5,803,450  | 4,975,970  | 4,146,975  |  |
| 250,000             | 11,293,042                    | 7,187,095          | 6,363,545  | 5,539,074  | 4,713,303  | 3,885,823  | 3,056,828  |            |            |  |
| 275,000             | 10,202,895                    | 6,096,948          | 5,273,398  | 4,448,927  | 3,623,156  | 2,795,676  | 1,966,681  |            |            |  |

|                     |                     | AH - % on site 35% |              |              |              |              |              |              |              |  |
|---------------------|---------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--|
|                     |                     |                    | 0%           | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |  |
| Balance (RLV - TLV) | Density (dph)<br>34 | 11,146,660         |              |              |              |              |              |              |              |  |
|                     |                     | 5                  | (20,520,901) | (24,594,812) | (25,410,053) | (26,225,295) | (27,040,537) | (27,855,779) | (28,671,243) |  |
|                     |                     | 10                 | 1,432,108    | (2,657,143)  | (3,476,577)  | (4,296,396)  | (5,116,689)  | (5,936,254)  | (6,766,621)  |  |
|                     |                     | 15                 | 8,739,271    | 4,642,790    | 3,821,225    | 2,999,659    | 2,176,434    | 1,352,760    | 526,990      |  |
|                     |                     | 20                 | 12,391,698   | 8,290,181    | 7,468,511    | 6,644,961    | 5,821,165    | 4,995,394    | 4,168,268    |  |
|                     |                     | 25                 | 14,581,884   | 10,478,616   | 9,655,498    | 8,831,948    | 8,006,745    | 7,180,710    | 6,352,483    |  |
|                     |                     | 30                 | 16,041,834   | 11,937,039   | 11,113,489   | 10,289,569   | 9,463,799    | 8,636,853    | 7,808,377    |  |
|                     |                     | 32                 | 16,498,068   | 12,392,661   | 11,569,111   | 10,744,899   | 9,919,128    | 9,091,898    | 8,263,146    |  |
|                     |                     | 35                 | 17,084,655   | 12,978,461   | 12,154,911   | 11,330,322   | 10,504,551   | 9,676,956    | 8,847,849    |  |
| 40                  | 17,866,771          | 13,759,528         | 12,935,978   | 12,110,886   | 11,285,116   | 10,457,033   | 9,627,453    |              |              |  |
| 45                  | 18,475,083          | 14,367,024         | 13,543,474   | 12,717,992   | 11,891,986   | 11,063,759   | 10,233,812   |              |              |  |
| 50                  | 18,961,733          | 14,853,021         | 14,029,447   | 13,203,676   | 12,377,367   | 11,549,140   | 10,718,899   |              |              |  |

|                     |                   | AH - % on site 35% |             |              |              |              |              |              |              |  |
|---------------------|-------------------|--------------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--|
|                     |                   |                    | 0%          | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |  |
| Balance (RLV - TLV) | Build rate (£psm) | 11,146,660         |             |              |              |              |              |              |              |  |
|                     |                   | 95%                | 20,873,101  | 16,525,771   | 15,652,458   | 14,778,382   | 13,902,290   | 13,023,837   | 12,143,058   |  |
|                     |                   | 100%               | 16,900,628  | 12,794,681   | 11,971,131   | 11,146,660   | 10,320,889   | 9,493,408    | 8,664,413    |  |
|                     |                   | 105%               | 12,888,015  | 9,022,178    | 8,247,314    | 7,472,347    | 6,696,749    | 5,920,105    | 5,142,574    |  |
|                     |                   | 110%               | 8,824,704   | 5,194,807    | 4,468,241    | 3,741,675    | 3,015,110    | 2,288,433    | 1,560,956    |  |
|                     |                   | 115%               | 4,698,023   | 1,295,498    | 614,993      | (65,512)     | (746,017)    | (1,426,522)  | (2,107,027)  |  |
|                     |                   | 120%               | 490,040     | (2,701,153)  | (3,340,719)  | (3,980,854)  | (4,621,954)  | (5,264,288)  | (6,008,693)  |  |
|                     |                   | 125%               | (3,824,418) | (7,088,462)  | (7,795,654)  | (8,506,718)  | (9,222,545)  | (9,940,001)  | (10,660,016) |  |
|                     |                   | 130%               | (8,768,856) | (12,078,181) | (12,744,237) | (13,414,581) | (14,087,239) | (14,763,901) | (15,447,386) |  |

|                     |                             | AH - % on site 0% |              |              |              |              |             |             |             |  |
|---------------------|-----------------------------|-------------------|--------------|--------------|--------------|--------------|-------------|-------------|-------------|--|
|                     |                             |                   | 0%           | 25%          | 30%          | 35%          | 40%         | 45%         | 50%         |  |
| Balance (RLV - TLV) | Cahnges in sales values (£) | 11,146,660        |              |              |              |              |             |             |             |  |
|                     |                             | 75%               | (17,920,855) | (12,656,793) | (11,611,309) | (10,567,813) | (9,527,921) | (8,494,018) | (7,472,031) |  |
|                     |                             | 80%               | (9,649,937)  | (6,539,433)  | (5,932,421)  | (5,333,044)  | (4,817,952) | (4,318,300) | (3,828,279) |  |
|                     |                             | 85%               | (2,187,414)  | (1,361,549)  | (1,204,557)  | (1,051,133)  | (901,852)   | (757,807)   | (618,957)   |  |
|                     |                             | 90%               | 4,338,101    | 3,453,108    | 3,270,857    | 3,086,579    | 2,899,761   | 2,709,895   | 2,516,475   |  |
|                     |                             | 95%               | 10,676,044   | 8,158,051    | 7,651,247    | 7,143,106    | 6,632,707   | 6,120,456   | 5,605,738   |  |
|                     |                             | 100%              | 16,900,628   | 12,794,681   | 11,971,131   | 11,146,660   | 10,320,889  | 9,493,408   | 8,664,413   |  |
|                     |                             | 105%              | 23,050,690   | 17,385,366   | 16,250,025   | 15,114,685   | 13,977,958  | 12,840,515  | 11,701,227  |  |
|                     |                             | 110%              | 29,149,600   | 21,942,658   | 20,500,020   | 19,057,381   | 17,612,988  | 16,168,453  | 14,722,452  |  |
|                     |                             | 115%              | 35,210,899   | 26,476,795   | 24,728,681   | 22,980,567   | 21,232,060  | 19,482,108  | 17,732,155  |  |
|                     |                             | 120%              | 41,244,912   | 30,992,586   | 28,941,922   | 26,889,965   | 24,837,752  | 22,785,540  | 20,732,149  |  |
|                     |                             | 125%              | 47,257,113   | 35,495,214   | 33,141,586   | 30,787,957   | 28,434,329  | 26,080,465  | 23,725,094  |  |

|                     |                    | Site Specific S106 |              |              |              |              |              |              |              |  |
|---------------------|--------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--|
|                     |                    |                    |              | £1,500       | 4,500        | 6,000        | 7,500        | 9,000        |              |  |
| Balance (RLV - TLV) | CIL Epsm<br>143.29 | 11,146,660         | -            | 1,500        | 3,000        | 4,500        | 6,000        | 7,500        | 9,000        |  |
|                     |                    | 0                  | 17,565,063   | 16,645,685   | 15,718,886   | 14,783,956   | 13,841,844   | 12,891,518   | 11,933,165   |  |
|                     |                    | 40                 | 16,068,778   | 15,137,461   | 14,197,679   | 13,250,456   | 12,295,492   | 11,331,865   | 10,360,708   |  |
|                     |                    | 80                 | 14,552,714   | 13,608,442   | 12,656,057   | 11,696,280   | 10,727,429   | 9,750,878    | 8,765,609    |  |
|                     |                    | 143                | 12,122,714   | 11,158,043   | 10,185,092   | 9,203,486    | 8,213,900    | 7,214,835    | 6,207,810    |  |
|                     |                    | 160                | 11,458,066   | 10,487,672   | 9,508,982    | 8,521,478    | 7,525,904    | 6,520,760    | 5,507,555    |  |
|                     |                    | 200                | 9,878,609    | 8,894,889    | 7,901,825    | 6,900,873    | 5,890,105    | 4,871,121    | 3,842,147    |  |
|                     |                    | 240                | 8,277,347    | 7,278,813    | 6,272,175    | 5,255,955    | 4,231,107    | 3,196,434    | 2,152,818    |  |
|                     |                    | 280                | 6,652,398    | 5,640,017    | 4,618,268    | 3,587,496    | 2,547,042    | 1,497,319    | 437,360      |  |
|                     |                    | 320                | 5,004,356    | 3,976,998    | 2,940,244    | 1,893,926    | 838,035      | (228,048)    | (1,303,658)  |  |
|                     |                    | 360                | 3,332,099    | 2,289,303    | 1,237,040    | 174,919      | (897,374)    | (1,979,405)  | (3,072,564)  |  |
|                     |                    | 400                | 1,634,629    | 576,336      | (492,076)    | (1,570,664)  | (2,659,180)  | (3,758,909)  | (4,868,748)  |  |
|                     |                    | 440                | (88,232)     | (1,162,997)  | (2,247,969)  | (3,343,034)  | (4,449,422)  | (5,612,102)  | (6,923,560)  |  |
|                     |                    | 480                | (1,837,894)  | (2,929,336)  | (4,031,014)  | (5,144,152)  | (6,247,801)  | (7,447,161)  | (8,709,338)  |  |
|                     |                    | 520                | (3,614,816)  | (4,723,171)  | (5,934,275)  | (7,248,405)  | (8,575,745)  | (9,914,176)  | (11,258,116) |  |
|                     |                    | 560                | (5,441,724)  | (6,751,922)  | (8,073,974)  | (9,409,372)  | (10,750,260) | (12,098,001) | (13,452,607) |  |
|                     |                    | 600                | (7,574,486)  | (8,904,568)  | (10,244,211) | (11,590,145) | (12,941,682) | (14,298,904) | (15,662,988) |  |
|                     |                    | 640                | (9,739,407)  | (11,082,289) | (12,430,756) | (13,786,644) | (15,148,974) | (16,517,104) | (17,891,120) |  |
| 680                 | (11,922,175)       | (13,275,718)       | (14,634,960) | (15,999,983) | (17,372,313) | (18,751,498) | (20,136,685) |              |              |  |
| 720                 | (14,120,946)       | (15,485,030)       | (16,855,191) | (18,231,251) | (19,613,293) | (21,002,265) | (22,398,773) |              |              |  |
| 760                 | (16,338,070)       | (17,711,003)       | (19,091,629) | (20,478,872) | (21,872,217) | (23,271,751) | (24,677,565) |              |              |  |
| 800                 | (18,571,382)       | (19,955,480)       | (21,345,661) | (22,743,029) | (24,147,826) | (25,558,933) | (26,976,439) |              |              |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **G**  
 Title: **1000 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                             |                          |                    |                             |               |         |         |  |
|----------------------------------------|-------------------------|---------------------------------------------|--------------------------|--------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 1,000 Units                                 |                          |                    |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                         |                          |                    |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                            |                          | 53.0%              |                             |               |         |         |  |
|                                        |                         | Shared ownership                            |                          | 25.0%              |                             |               |         |         |  |
|                                        |                         | Intermediate                                |                          | 21.6%              |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                         |                          |                    |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                        |                          |                    |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                                |                          |                    |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                                  | AH mix%                  | AH # units         | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 21.5                                        | 0.0%                     | 0.0                | 2%                          | 21.5          |         |         |  |
| 2 bed House                            | 20.9%                   | 135.9                                       | 57.4%                    | 200.7              | 34%                         | 336.6         |         |         |  |
| 3 bed House                            | 40.8%                   | 265.2                                       | 23.5%                    | 82.3               | 35%                         | 347.5         |         |         |  |
| 4 bed House                            | 35.0%                   | 227.5                                       | 2.8%                     | 9.7                | 24%                         | 237.2         |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                         | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                         | 16.4%                    | 57.3               | 6%                          | 57.3          |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                         | 0.0%                     | 0.0                | 0%                          | 0.0           |         |         |  |
| Total number of units                  | 100.0%                  | 650.0                                       | 100.0%                   | 350.0              | 100%                        | 1,000.0       |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                                      | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 58.0                    | 624                                         |                          |                    | 58.0                        | 624           |         |         |  |
| 2 bed House                            | 79.0                    | 850                                         |                          |                    | 79.0                        | 850           |         |         |  |
| 3 bed House                            | 90.0                    | 969                                         |                          |                    | 90.0                        | 969           |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                       |                          |                    | 110.0                       | 1,184         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                         | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                         | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                                      | Net to Gross %           |                    | Gross (GIA) per unit (sqm)  | (sqft)        |         |         |  |
| 1 bed House                            | 50.0                    | 538                                         |                          |                    | 50.0                        | 538           |         |         |  |
| 2 bed House                            | 70.0                    | 753                                         |                          |                    | 70.0                        | 753           |         |         |  |
| 3 bed House                            | 84.0                    | 904                                         |                          |                    | 84.0                        | 904           |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                       |                          |                    | 97.0                        | 1,044         |         |         |  |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    | 0.0                         | 0             |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                         | 85.0%                    |                    | 58.8                        | 633           |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                         | 85.0%                    |                    | 71.8                        | 772           |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                                      | AH units GIA (sqm)       | (sqft)             | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 1,244                   | 13,391                                      | 0                        | 0                  | 1,244                       | 13,391        |         |         |  |
| 2 bed House                            | 10,732                  | 115,520                                     | 14,051                   | 151,241            | 24,783                      | 266,761       |         |         |  |
| 3 bed House                            | 23,868                  | 256,913                                     | 6,912                    | 74,400             | 30,780                      | 331,313       |         |         |  |
| 4 bed House                            | 25,025                  | 269,367                                     | 937                      | 10,086             | 25,962                      | 279,453       |         |         |  |
| 5 bed House                            | 0                       | 0                                           | 0                        | 0                  | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                           | 3,372                    | 36,300             | 3,372                       | 36,300        |         |         |  |
| 2 bed Flat                             | 0                       | 0                                           | 0                        | 0                  | 0                           | 0             |         |         |  |
|                                        | 60,869                  | 655,191                                     | 25,272                   | 272,026            | 86,141                      | 927,217       |         |         |  |
| <i>AH % by floor area:</i>             |                         | <i>29.34% AH % by floor area due to mix</i> |                          |                    |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                        | Epsf                     | total MV £ (no AH) |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                       | 288                      | 3,861,000          |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                       | 294                      | 84,143,750         |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                       | 299                      | 100,770,650        |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                       | 296                      | 83,006,000         |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  | 0                  |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                       | 297                      | 9,172,800          |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                       | 289                      | 0                  |                             |               |         |         |  |
|                                        |                         |                                             |                          | 280,954,200        |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                             |                          |                    |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                        | % of MV Shared ownership | Epsm               | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                       | 50%                      | 126,000            | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                       | 50%                      | 175,000            | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                       | 50%                      | 203,000            | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                       | 50%                      | 245,000            | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | 50%                      | 0                  | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                       | 50%                      | 112,000            | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                       | 50%                      | 133,000            | 2,180                       | 152,000       | 2,492   | 80%     |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 21.5                       | @                     | 180,000 | 3,861,000                       |
| 2 bed House                      | 135.9                      | @                     | 250,000 | 33,962,500                      |
| 3 bed House                      | 265.2                      | @                     | 290,000 | 76,908,000                      |
| 4 bed House                      | 227.5                      | @                     | 350,000 | 79,625,000                      |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 650.0                      |                       |         | 194,356,500                     |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 106.4                      | @                     | 125,000 | 13,298,031                      |
| 3 bed House                      | 43.6                       | @                     | 145,000 | 6,323,602                       |
| 4 bed House                      | 5.1                        | @                     | 175,000 | 895,965                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 30.4                       | @                     | 80,000  | 2,430,792                       |
| 2 bed Flat                       | 0.0                        | @                     | 95,000  | -                               |
|                                  | 185.5                      |                       |         | 22,948,391                      |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 50.3                       | @                     | 175,000 | 8,795,770                       |
| 3 bed House                      | 20.6                       | @                     | 203,000 | 4,182,645                       |
| 4 bed House                      | 2.4                        | @                     | 245,000 | 592,622                         |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 14.4                       | @                     | 112,000 | 1,607,808                       |
| 2 bed Flat                       | 0.0                        | @                     | 133,000 | -                               |
|                                  | 87.6                       |                       |         | 15,178,845                      |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 43.4                       | @                     | 200,000 | 8,671,320                       |
| 4 bed House                      | 17.8                       | @                     | 232,000 | 4,123,466                       |
| 5 bed House                      | 2.1                        | @                     | 250,000 | 521,640                         |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 12.4                       | @                     | 128,000 | 1,585,060                       |
| 0.00%                            | 0.0                        | @                     | 152,000 | -                               |
|                                  | 75.6                       |                       |         | 14,901,486                      |
| <b>Sub-total GDV Residential</b> | <b>998.7</b>               |                       |         | <b>247,385,221</b>              |
| <i>AH on-site cost analysis:</i> |                            |                       |         | <i>£MV less £GDV</i>            |
|                                  | 390                        | £ psm (total GIA sqm) |         | 33,568,979                      |
|                                  |                            |                       |         | 33,569 £ per unit (total units) |
| <b>Grant</b>                     | 1,000                      | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>247,385,221</b>              |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** G  
**Title:** 1000 No. Units  
**Notes:** Greenfield allocation  
Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |        |                   |                   |                       |                                 |
|----------------------------------------------------------------------|--------|-------------------|-------------------|-----------------------|---------------------------------|
| <b>Initial Payments -</b>                                            |        |                   |                   |                       |                                 |
| Planning Application Professional Fees, Surveys and reports          |        |                   |                   |                       | (380,000)                       |
| Statutory Planning Fees (Residential)                                |        |                   |                   |                       | (128,299)                       |
| CIL                                                                  |        |                   |                   |                       | (8,721,955)                     |
| CIL analysis:                                                        |        |                   |                   |                       |                                 |
| 60,869 sqm                                                           |        |                   |                   |                       | 143.29 £ psm                    |
| 3.53% % of GDV                                                       |        |                   |                   |                       | 8,722 £ per unit (total units)  |
| <b>Site Specific S106 Contributions</b>                              |        |                   |                   |                       |                                 |
| Year 1                                                               |        | 0                 |                   |                       | -                               |
| Year 2                                                               |        | 0                 |                   |                       | -                               |
| Year 3                                                               |        | 0                 |                   |                       | -                               |
| Year 4                                                               |        | 0                 |                   |                       | -                               |
| Year 5                                                               |        | 0                 |                   |                       | -                               |
| Year 6                                                               |        | 0                 |                   |                       | -                               |
| Year 7                                                               |        | 0                 |                   |                       | -                               |
| Year 8                                                               |        | 0                 |                   |                       | -                               |
| Year 9                                                               |        | 0                 |                   |                       | -                               |
| Year 10                                                              |        | 0                 |                   |                       | -                               |
| total                                                                |        | 1,000 units @     | 1,500 per unit    | (1,500,000)           | (1,500,000)                     |
| <i>S106 analysis:</i>                                                |        |                   |                   |                       |                                 |
| 0.61% % of GDV                                                       |        |                   |                   |                       | 1,500 £ per unit (total units)  |
| 86,141 sqm (total)                                                   |        |                   |                   |                       | 0 £ psm                         |
| <b>AH Commuted Sum</b>                                               |        |                   |                   |                       |                                 |
| 86,141 sqm (total)                                                   |        |                   |                   |                       | 0 £ psm                         |
| <i>Comm. Sum analysis:</i>                                           |        |                   |                   |                       |                                 |
| 0.00% % of GDV                                                       |        |                   |                   |                       |                                 |
| <b>Construction Costs -</b>                                          |        |                   |                   |                       |                                 |
| <b>Site Clearance and Demolition</b>                                 |        |                   |                   |                       |                                 |
| 72.68 acres @                                                        |        |                   |                   |                       | 0 £ per acre (if brownfield)    |
| <b>Infrastructure costs -</b>                                        |        |                   |                   |                       |                                 |
| Policy SP10 - Climate Change                                         |        | 2,557             | per dwelling      |                       | (2,557,000)                     |
| Policy LP32 - Electric charging point                                |        | 1,000             | per dwelling      |                       | (1,000,000)                     |
| Policy SP09 - Cross-boundary mitiga                                  |        | 121.89            | per dwelling      |                       | (121,890)                       |
| Policy LP18 - Biodiversity & Geodiv                                  |        | 42,545            | per gross hectare |                       | (1,925,113)                     |
| Policy LP25 - Sustainable Construct                                  |        | 3,500             | per dwelling      |                       | (3,500,000)                     |
| Enhanced S106                                                        |        | 8,600             | per dwelling      |                       | (8,600,000)                     |
| total                                                                |        | 72.68 acres @     | 0 per acre        | (17,704,003)          | -                               |
| <i>Infra. Costs analysis:</i>                                        |        |                   |                   |                       |                                 |
| 7.16% % of GDV                                                       |        |                   |                   |                       | 17,704 £ per unit (total units) |
| 1 bed House                                                          |        | 1,244             | sqm @             | 1,155 psm             | (1,436,936)                     |
| 2 bed House                                                          |        | 24,783            | sqm @             | 1,155 psm             | (28,624,250)                    |
| 3 bed House                                                          |        | 30,780            | sqm @             | 1,155 psm             | (35,550,831)                    |
| 4 bed House                                                          |        | 25,962            | sqm @             | 1,155 psm             | (29,986,133)                    |
| 5 bed House                                                          |        | -                 | sqm @             | 1,155 psm             | -                               |
| 1 bed Flat                                                           |        | 3,372             | sqm @             | 1,296 psm             | (4,370,569)                     |
| 2 bed Flat                                                           | 86,141 | -                 | sqm @             | 1,296 psm             | -                               |
| <b>External works</b>                                                |        |                   |                   |                       |                                 |
| 99,968,718 @                                                         |        |                   |                   |                       | 15.0%                           |
|                                                                      |        |                   |                   |                       | 14,995 £ per unit               |
| M4(2) Category 2 Housing                                             |        | 50% of All units  | 1,000 units @     | 521 £ per dwelling    | (260,500)                       |
| M4(3) Category 3 Housing                                             |        | 0% of All units   | 1,000 units @     | 10,307 £ per dwelling | -                               |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |        |                   | 1,000 units @     | 9 £ per dwelling      | (9,000)                         |
| Contingency                                                          |        | 132,937,529 @     |                   | 5.0%                  | (6,646,876)                     |
| <b>Professional Fees</b>                                             |        | 132,937,529 @     |                   | 10.0%                 | (13,293,753)                    |
| <b>Disposal Costs -</b>                                              |        |                   |                   |                       |                                 |
| Marketing and Promotion                                              |        | 194,356,500 OMS @ |                   | 1.50%                 | (2,915,348)                     |
| Residential Sales Agent Costs                                        |        | 194,356,500 OMS @ |                   | 1.50%                 | (2,915,348)                     |
| Residential Sales Legal Costs                                        |        | 194,356,500 OMS @ |                   | 0.50%                 | (971,783)                       |
| <b>Interest (on Development Costs) -</b>                             |        |                   |                   |                       |                                 |
| 7.50% APR                                                            |        |                   |                   |                       | 0.604% pcm                      |
|                                                                      |        |                   |                   |                       | (3,710,784)                     |
| <b>Developers Profit -</b>                                           |        |                   |                   |                       |                                 |
| Margin on AH                                                         |        | 38,127,235        |                   | 6.00% on AH values    | (2,287,634)                     |
| Profit on GDV                                                        |        | 194,356,500       |                   | 20.00%                | (38,871,300)                    |
|                                                                      |        | 174,121,674       |                   | 22.32% on costs       | (38,871,300)                    |
|                                                                      |        | 232,483,735       |                   | 17.70% blended        | (41,158,934)                    |
| <b>TOTAL COSTS</b>                                                   |        |                   |                   |                       | <b>(215,280,608)</b>            |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** G  
**Title:** 1000 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                   |
|-----------------------------|-------------------|------------------|--------------------|-------------------|
| Residual Land Value (gross) |                   |                  |                    | 32,104,613        |
| SDLT                        | 32,104,613 @      | 5.0%             | (slabbed)          | (1,594,731)       |
| Acquisition Agent fees      | 32,104,613 @      | 1.0%             |                    | (321,046)         |
| Acquisition Legal fees      | 32,104,613 @      | 0.5%             |                    | (160,523)         |
| Interest on Land            | 32,104,613 @      | 7.5%             |                    | (2,407,846)       |
| Residual Land Value         |                   |                  |                    | <b>27,620,467</b> |
| <i>RLV analysis:</i>        | 27,620 £ per plot | 939,096 £ per ha | 380,047 £ per acre |                   |

| THRESHOLD LAND VALUE     |                  |                      |                        |                  |
|--------------------------|------------------|----------------------|------------------------|------------------|
| Residential Density      | 34.0             | dp net ha            |                        |                  |
| Site Area (Resi)         | 29.41            | net ha               | 72.68                  | net acres        |
| <i>Density analysis:</i> | 2,929            | sqm/ha               | 12,758                 | sqft/ac          |
| Threshold Land Value     | 9,502 £ per plot | 323,063 £ per net ha | 130,742 £ per net acre | <b>9,501,867</b> |
|                          | 65.00%           | Gross to net         | 45.25                  | Gross hectares   |

| BALANCE           |                  |                    |                   |
|-------------------|------------------|--------------------|-------------------|
| Surplus/(Deficit) | 616,032 £ per ha | 249,305 £ per acre | <b>18,118,600</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |            | AH - % on site 35% |              |              |              |              |              |              |  |
|----------------------|------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--|
| Balance (RLV - TLV)  | 18,118,600 | 0%                 | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |  |
|                      | 0          | 43,367,154         | 32,322,853   | 30,113,993   | 27,905,011   | 25,695,652   | 23,486,292   | 21,276,933   |  |
|                      | 80         | 35,149,323         | 26,196,771   | 24,405,625   | 22,613,803   | 20,821,604   | 19,028,825   | 17,235,428   |  |
|                      | 100        | 32,981,983         | 24,586,301   | 22,905,644   | 21,224,987   | 19,543,274   | 17,861,229   | 16,177,897   |  |
|                      | 120        | 30,765,836         | 22,940,768   | 21,374,572   | 19,807,145   | 18,239,367   | 16,670,325   | 15,100,120   |  |
|                      | 140        | 28,498,386         | 21,259,816   | 19,810,097   | 18,359,960   | 16,908,232   | 15,455,514   | 14,001,371   |  |
| CIL Epsm             | 160        | 26,177,046         | 19,541,179   | 18,211,628   | 16,881,012   | 15,549,309   | 14,216,084   | 12,880,907   |  |
| 143.29               | 180        | 23,799,134         | 17,783,163   | 16,577,439   | 15,369,930   | 14,160,975   | 12,950,221   | 11,737,242   |  |
|                      | 200        | 21,361,866         | 15,984,204   | 14,905,346   | 13,824,936   | 12,742,472   | 11,657,750   | 10,570,126   |  |
|                      | 220        | 18,862,358         | 14,142,245   | 13,194,113   | 12,244,062   | 11,291,666   | 10,336,503   | 9,378,153    |  |
|                      | 240        | 16,297,621         | 12,255,152   | 11,441,781   | 10,626,076   | 9,807,615    | 8,985,979    | 8,160,559    |  |
|                      | 260        | 13,663,295         | 10,320,715   | 9,646,318    | 8,969,122    | 8,288,711    | 7,604,669    | 6,915,721    |  |
|                      | 280        | 10,956,592         | 8,336,642    | 7,805,616    | 7,271,276    | 6,733,211    | 6,191,009    | 5,642,898    |  |
|                      | 300        | 8,172,185          | 6,299,492    | 5,916,835    | 5,530,543    | 5,139,306    | 4,743,338    | 4,340,658    |  |
|                      | 320        | 5,306,434          | 4,207,517    | 3,977,926    | 3,744,105    | 3,505,123    | 3,260,085    | 3,007,516    |  |
|                      | 340        | 2,354,212          | 2,056,713    | 1,986,141    | 1,910,250    | 1,828,517    | 1,739,392    | 1,641,932    |  |
|                      | 360        | (689,849)          | (155,602)    | (61,661)     | 26,079       | 106,881      | 179,489      | 242,310      |  |
|                      | 380        | (3,831,513)        | (2,433,351)  | (2,168,886)  | (1,911,017)  | (1,661,490)  | (1,421,500)  | (1,193,007)  |  |
|                      | 400        | (7,078,153)        | (4,780,840)  | (4,338,747)  | (3,904,698)  | (3,480,085)  | (3,066,477)  | (2,665,734)  |  |
|                      | 420        | (10,589,544)       | (7,201,763)  | (6,575,158)  | (5,957,810)  | (5,351,286)  | (4,757,127)  | (4,178,274)  |  |
|                      | 440        | (14,632,636)       | (9,735,373)  | (8,882,217)  | (8,074,063)  | (7,278,290)  | (6,496,714)  | (5,732,411)  |  |
|                      | 460        | (18,825,085)       | (12,739,619) | (11,553,969) | (10,382,363) | (9,264,580)  | (8,287,900)  | (7,330,986)  |  |
|                      | 480        | (23,177,985)       | (15,847,795) | (14,417,932) | (13,004,993) | (11,610,475) | (10,238,260) | (8,976,185)  |  |
|                      | 500        | (27,703,965)       | (19,067,872) | (17,382,707) | (15,716,295) | (14,071,736) | (12,452,273) | (10,862,978) |  |
|                      | 520        | (32,417,567)       | (22,408,266) | (20,454,742) | (18,522,800) | (16,616,099) | (14,738,607) | (12,894,855) |  |
|                      | 540        | (37,335,464)       | (25,877,864) | (23,642,233) | (21,431,761) | (19,250,131) | (17,101,414) | (14,991,694) |  |

| SENSITIVITY ANALYSIS |            | AH - % on site 35% |              |              |              |              |              |              |  |
|----------------------|------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--|
| Balance (RLV - TLV)  | 18,118,600 | 0%                 | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |  |
|                      | -          | 29,947,448         | 22,780,096   | 21,342,976   | 19,904,039   | 18,463,207   | 17,020,055   | 15,574,160   |  |
|                      | 1,500      | 28,120,288         | 20,979,641   | 19,549,638   | 18,118,600   | 16,686,777   | 15,253,496   | 13,818,603   |  |
|                      | 3,000      | 26,258,463         | 19,136,177   | 17,711,023   | 16,285,868   | 14,859,748   | 13,433,598   | 12,006,544   |  |
|                      | 4,500      | 24,360,001         | 17,247,572   | 15,824,941   | 14,402,310   | 12,979,678   | 11,557,047   | 10,134,416   |  |
|                      | 6,000      | 22,424,067         | 15,311,616   | 13,888,879   | 12,466,045   | 11,043,211   | 9,620,377    | 8,197,544    |  |
| Site Specific S106   | 7,500      | 20,449,397         | 13,325,334   | 11,899,582   | 10,473,708   | 9,046,836    | 7,619,788    | 6,191,637    |  |
| 1,500                | 9,000      | 18,433,708         | 11,286,622   | 9,854,696    | 8,421,741    | 6,986,877    | 5,550,339    | 4,111,660    |  |
|                      | 10,500     | 16,375,713         | 9,192,686    | 7,750,890    | 6,306,424    | 4,858,802    | 3,407,533    | 1,951,668    |  |
|                      | 12,000     | 14,273,404         | 7,040,009    | 5,584,417    | 4,123,863    | 2,658,443    | 1,185,999    | (294,507)    |  |
|                      | 13,500     | 12,125,289         | 4,825,379    | 3,351,358    | 1,869,986    | 380,094      | (1,120,315)  | (2,634,240)  |  |
|                      | 15,000     | 9,928,261          | 2,545,288    | 1,047,611    | (460,600)    | (1,981,427)  | (3,518,474)  | (5,075,338)  |  |
|                      | 16,500     | 7,681,001          | 195,631      | (1,331,113)  | (2,872,828)  | (4,432,740)  | (6,015,679)  | (7,627,579)  |  |
|                      | 18,000     | 5,380,961          | (2,227,886)  | (3,790,238)  | (5,372,920)  | (6,980,835)  | (8,620,527)  | (10,432,706) |  |
|                      | 19,500     | 3,025,502          | (4,730,162)  | (6,335,074)  | (7,967,445)  | (9,656,819)  | (11,644,164) | (13,696,415) |  |
|                      | 21,000     | 611,884            | (7,316,678)  | (8,972,171)  | (10,854,401) | (12,873,610) | (14,958,917) | (17,131,605) |  |
|                      | 22,500     | (1,862,732)        | (10,074,706) | (12,069,366) | (14,117,781) | (16,234,295) | (18,438,314) | (20,757,295) |  |
|                      | 24,000     | (4,401,321)        | (13,298,723) | (15,374,892) | (17,520,048) | (19,752,793) | (22,098,795) | (24,595,791) |  |
|                      | 25,500     | (7,008,370)        | (16,643,126) | (18,815,026) | (21,073,997) | (23,444,195) | (25,960,563) | (28,673,772) |  |
|                      | 27,000     | (9,717,679)        | (20,117,098) | (22,400,572) | (24,792,923) | (27,326,994) | (30,047,544) | (33,022,252) |  |
|                      | 28,500     | (12,919,769)       | (23,731,681) | (26,144,311) | (28,693,852) | (31,421,316) | (34,386,136) | (37,583,435) |  |
|                      | 30,000     | (16,214,249)       | (27,498,190) | (30,061,776) | (32,795,088) | (35,751,338) | (38,930,041) | (42,302,920) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** G  
**Title:** 1000 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

|                               | AH - % on site 35% |            |            |            |            |            |            |            |
|-------------------------------|--------------------|------------|------------|------------|------------|------------|------------|------------|
| Balance (RLV - TLV)           | 18,118,600         | 0%         | 25%        | 30%        | 35%        | 40%        | 45%        | 50%        |
|                               | 50,000             | 33,988,332 | 26,847,684 | 25,417,682 | 23,986,644 | 22,554,821 | 21,121,540 | 19,686,646 |
|                               | 75,000             | 32,171,420 | 25,030,772 | 23,600,770 | 22,169,732 | 20,737,909 | 19,304,628 | 17,869,735 |
| TLV (per net acre)<br>130,742 | 100,000            | 30,354,508 | 23,213,861 | 21,783,858 | 20,352,820 | 18,920,997 | 17,487,716 | 16,052,823 |
|                               | 125,000            | 28,537,597 | 21,396,949 | 19,966,947 | 18,535,908 | 17,104,085 | 15,670,805 | 14,235,911 |
|                               | 150,000            | 26,720,685 | 19,580,037 | 18,150,035 | 16,718,996 | 15,287,174 | 13,853,893 | 12,418,999 |
|                               | 175,000            | 24,903,773 | 17,763,125 | 16,333,123 | 14,902,085 | 13,470,262 | 12,036,981 | 10,602,088 |
|                               | 200,000            | 23,086,861 | 15,946,214 | 14,516,211 | 13,085,173 | 11,653,350 | 10,220,069 | 8,785,176  |
|                               | 225,000            | 21,269,950 | 14,129,302 | 12,699,300 | 11,268,261 | 9,836,438  | 8,403,158  | 6,968,264  |
|                               | 250,000            | 19,453,038 | 12,312,390 | 10,882,388 | 9,451,349  | 8,019,527  | 6,586,246  | 5,151,352  |
|                               | 275,000            | 17,636,126 | 10,495,478 | 9,065,476  | 7,634,438  | 6,202,615  | 4,769,334  | 3,334,440  |

|                     | AH - % on site 35% |              |              |              |              |              |              |              |
|---------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - TLV) | 18,118,600         | 0%           | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
| 5                   |                    | (38,886,719) | (45,998,214) | (47,420,513) | (48,842,812) | (50,265,111) | (51,687,410) | (53,109,709) |
| 10                  |                    | 422,356      | (6,699,612)  | (8,124,766)  | (9,549,930)  | (10,976,080) | (12,402,230) | (13,829,475) |
| Density (dph)<br>34 | 15                 | 13,506,216   | 6,376,605    | 4,949,314    | 3,521,611    | 2,093,036    | 663,606      | (766,707)    |
|                     | 20                 | 20,045,308   | 12,911,043   | 11,482,468   | 10,053,411   | 8,623,409    | 7,192,235    | 5,769,932    |
|                     | 25                 | 23,967,745   | 16,830,412   | 15,401,294   | 13,971,292   | 12,540,229   | 11,108,208   | 9,674,794    |
|                     | 30                 | 26,582,685   | 19,443,217   | 18,013,215   | 16,582,748   | 15,151,177   | 13,718,204   | 12,283,859   |
|                     | 32                 | 27,399,537   | 20,259,442   | 18,829,440   | 17,398,669   | 15,967,098   | 14,533,828   | 13,099,192   |
|                     | 35                 | 28,449,775   | 21,308,874   | 19,878,872   | 18,447,711   | 17,015,768   | 15,582,487   | 14,147,476   |
|                     | 40                 | 29,850,092   | 22,708,117   | 21,278,005   | 19,846,433   | 18,413,981   | 16,980,321   | 15,545,020   |
|                     | 45                 | 30,939,227   | 23,796,417   | 22,365,900   | 20,934,329   | 19,501,479   | 18,067,431   | 16,631,750   |
|                     | 50                 | 31,810,536   | 24,667,057   | 23,236,216   | 21,804,645   | 20,371,478   | 18,937,119   | 17,501,134   |

|                     | AH - % on site 35% |              |              |              |              |              |              |              |
|---------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - TLV) | 18,118,600         | 0%           | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
| 95%                 |                    | 34,655,576   | 27,130,575   | 25,622,475   | 24,113,087   | 22,601,779   | 21,088,396   | 19,572,716   |
| 100%                |                    | 28,120,288   | 20,979,641   | 19,549,638   | 18,118,600   | 16,686,777   | 15,253,496   | 13,818,603   |
| Build rate (Epsm)   | 105%               | 21,524,185   | 14,764,995   | 13,412,136   | 12,059,277   | 10,705,817   | 9,351,942    | 7,997,304    |
|                     | 110%               | 14,851,271   | 8,465,766    | 7,188,665    | 5,911,564    | 4,634,321    | 3,357,035    | 2,079,748    |
|                     | 115%               | 8,079,618    | 2,051,949    | 845,791      | (360,822)    | (1,567,568)  | (2,775,120)  | (3,983,193)  |
|                     | 120%               | 1,177,883    | (4,523,806)  | (5,668,683)  | (6,815,977)  | (7,966,287)  | (9,120,880)  | (10,409,474) |
|                     | 125%               | (5,900,716)  | (11,639,939) | (12,924,069) | (14,219,514) | (15,529,667) | (16,860,363) | (18,220,563) |
|                     | 130%               | (13,836,189) | (20,004,452) | (21,297,161) | (22,626,499) | (24,007,820) | (25,467,366) | (27,050,757) |

|                             | AH - % on site 0% |              |              |              |              |              |              |              |
|-----------------------------|-------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - TLV)         | 18,118,600        | 0%           | 25%          | 30%          | 35%          | 40%          | 45%          | 50%          |
| 75%                         |                   | (33,096,913) | (23,022,342) | (21,102,615) | (19,218,910) | (17,373,613) | (15,568,912) | (13,807,757) |
| 80%                         |                   | (16,933,233) | (11,821,975) | (10,829,531) | (9,849,481)  | (8,968,372)  | (8,150,672)  | (7,347,998)  |
| Cahnges in sales values (E) | 85%               | (4,025,019)  | (2,880,476)  | (2,662,377)  | (2,449,322)  | (2,241,644)  | (2,040,267)  | (1,846,103)  |
|                             | 90%               | 7,036,365    | 5,282,529    | 4,926,231    | 4,567,432    | 4,205,491    | 3,840,341    | 3,471,061    |
|                             | 95%               | 17,694,283   | 13,203,440   | 12,302,125   | 11,399,450   | 10,495,046   | 9,588,544    | 8,679,580    |
|                             | 100%              | 28,120,288   | 20,979,641   | 19,549,638   | 18,118,600   | 16,686,777   | 15,253,496   | 13,818,603   |
|                             | 105%              | 38,400,541   | 28,662,022   | 26,713,155   | 24,763,651   | 22,813,437   | 20,862,320   | 18,910,438   |
|                             | 110%              | 48,583,318   | 36,280,260   | 33,818,922   | 31,357,296   | 28,894,779   | 26,433,262   | 23,968,387   |
|                             | 115%              | 58,697,230   | 43,852,695   | 40,883,529   | 37,913,485   | 34,943,328   | 31,973,172   | 29,001,840   |
|                             | 120%              | 68,761,086   | 51,391,047   | 47,916,697   | 44,442,346   | 40,967,357   | 37,492,066   | 34,016,776   |
|                             | 125%              | 78,787,565   | 58,903,812   | 54,927,062   | 50,949,691   | 46,972,164   | 42,994,637   | 39,017,110   |

|                     |            | Site Specific S106 |              |              |              |              |               |               |
|---------------------|------------|--------------------|--------------|--------------|--------------|--------------|---------------|---------------|
|                     |            | £1,500             |              |              |              |              |               |               |
| Balance (RLV - TLV) | 18,118,600 | -                  | 1,500        | 3,000        | 4,500        | 6,000        | 7,500         | 9,000         |
|                     | 0          | 29,455,881         | 27,905,011   | 26,318,017   | 24,693,612   | 23,029,928   | 21,325,030    | 19,576,750    |
|                     | 40         | 26,920,218         | 25,310,267   | 23,661,631   | 21,972,394   | 20,240,571   | 18,464,103    | 16,640,469    |
|                     | 80         | 24,287,460         | 22,613,803   | 20,898,441   | 19,139,046   | 17,333,225   | 15,479,110    | 13,573,030    |
|                     | 143        | 19,924,807         | 18,139,875   | 16,307,693   | 14,424,770   | 12,489,193   | 10,497,542    | 8,446,190     |
|                     | 160        | 18,698,538         | 16,881,012   | 15,014,429   | 13,095,336   | 11,121,203   | 9,088,741     | 6,994,290     |
|                     | 200        | 15,723,647         | 13,824,936   | 11,871,785   | 9,861,681    | 7,791,030    | 5,656,070     | 3,452,855     |
|                     | 240        | 12,614,363         | 10,626,076   | 8,578,656    | 6,468,409    | 4,291,469    | 2,042,773     | (281,450)     |
|                     | 280        | 9,357,393          | 7,271,276    | 5,119,989    | 2,898,706    | 603,628      | (1,771,106)   | (4,230,701)   |
|                     | 320        | 5,938,663          | 3,744,105    | 1,477,453    | (866,672)    | (3,293,467)  | (5,809,209)   | (8,220,527)   |
|                     | 360        | 2,340,345          | 26,079       | (2,368,705)  | (4,850,166)  | (7,424,810)  | (10,198,502)  | (13,434,688)  |
|                     | 400        | (1,456,481)        | (3,904,698)  | (6,443,201)  | (9,079,361)  | (12,199,598) | (15,519,628)  | (18,983,307)  |
|                     | 440        | (5,475,752)        | (8,074,063)  | (10,983,717) | (14,252,304) | (17,660,576) | (21,220,760)  | (24,946,936)  |
|                     | 480        | (9,785,696)        | (13,004,993) | (16,359,270) | (19,860,440) | (23,522,368) | (27,360,106)  | (31,391,484)  |
|                     | 520        | (15,078,525)       | (18,522,800) | (22,122,758) | (25,892,216) | (29,848,459) | (34,010,692)  | (38,400,105)  |
|                     | 560        | (20,747,205)       | (24,450,834) | (28,334,577) | (32,416,589) | (36,718,640) | (41,222,060)  | (45,847,215)  |
|                     | 600        | (26,848,825)       | (30,853,923) | (35,070,435) | (39,510,435) | (44,089,861) | (48,791,423)  | (53,214,072)  |
|                     | 640        | (33,455,038)       | (37,814,190) | (42,350,335) | (47,005,350) | (51,554,936) | (55,919,291)  | (60,283,646)  |
|                     | 680        | (40,627,751)       | (45,236,369) | (49,969,177) | (54,961,155) | (60,266,510) | (65,988,865)  | (72,033,220)  |
|                     | 720        | (48,171,050)       | (53,601,019) | (58,965,374) | (64,329,729) | (69,934,084) | (75,805,439)  | (82,042,794)  |
|                     | 760        | (56,306,238)       | (62,870,593) | (69,034,948) | (75,999,303) | (82,963,658) | (90,128,013)  | (97,632,368)  |
|                     | 800        | (64,375,811)       | (72,740,166) | (81,104,521) | (89,468,876) | (97,833,231) | (106,197,586) | (115,561,941) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **H**  
 Title: **8 No. Units**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

| ASSUMPTIONS - RESIDENTIAL USES         |  |                          |  |                   |  |                                 |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
|----------------------------------------|--|--------------------------|--|-------------------|--|---------------------------------|--|-----------------------|--|-------------------------------|--|---------------------------|--|------------------------------|--|----------------|--|---------------|--|
| Total number of units in scheme        |  |                          |  | 8 Units           |  |                                 |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
| AH Policy requirement (% Target)       |  |                          |  | 0%                |  |                                 |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
| AH tenure split %                      |  | Affordable Rent:         |  | 53.0%             |  |                                 |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
|                                        |  | Shared ownership         |  | 25.0%             |  |                                 |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
|                                        |  | Intermediate             |  | 21.6%             |  |                                 |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
| Open Market Sale (OMS) housing         |  |                          |  | 100%              |  |                                 |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
| CIL Rate (£ psm)                       |  |                          |  | 143.29            |  | £ psm                           |  |                       |  |                               |  |                           |  |                              |  |                |  |               |  |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>    |  | <b>MV # units</b> |  | <b>AH mix%</b>                  |  | <b>AH # units</b>     |  | <b>Overall mix%</b>           |  | <b>Total # units</b>      |  |                              |  |                |  |               |  |
| 1 bed House                            |  | 3.3%                     |  | 0.3               |  | 0.0%                            |  | 0.0                   |  | 3%                            |  | 0.3                       |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 20.9%                    |  | 1.7               |  | 0.0%                            |  | 0.0                   |  | 21%                           |  | 1.7                       |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 40.8%                    |  | 3.3               |  | 23.5%                           |  | 0.0                   |  | 41%                           |  | 3.3                       |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 35.0%                    |  | 2.8               |  | 2.8%                            |  | 0.0                   |  | 35%                           |  | 2.8                       |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0%                     |  | 0.0               |  | 0.0%                            |  | 0.0                   |  | 0%                            |  | 0.0                       |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 16.4%                           |  | 0.0                   |  | 0%                            |  | 0.0                       |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 57.4%                           |  | 0.0                   |  | 0%                            |  | 0.0                       |  |                              |  |                |  |               |  |
| Total number of units                  |  | 100.0%                   |  | 8.0               |  | 100.0%                          |  | 0.0                   |  | 100%                          |  | 8.0                       |  |                              |  |                |  |               |  |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>Net to Gross %</b> |  | <b>Gross (GIA) per unit</b>   |  | <b>(sqm)</b>              |  | <b>(sqft)</b>                |  |                |  |               |  |
| 1 bed House                            |  | 58.0                     |  | 624               |  |                                 |  |                       |  | 58.0                          |  | 624                       |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 79.0                     |  | 850               |  |                                 |  |                       |  | 79.0                          |  | 850                       |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 90.0                     |  | 969               |  |                                 |  |                       |  | 90.0                          |  | 969                       |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 110.0                    |  | 1,184             |  |                                 |  |                       |  | 110.0                         |  | 1,184                     |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                 |  |                       |  | 0.0                           |  | 0                         |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  |                                 |  | 85.0%                 |  | 58.8                          |  | 633                       |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  |                                 |  | 85.0%                 |  | 71.8                          |  | 772                       |  |                              |  |                |  |               |  |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>Net to Gross %</b> |  | <b>Gross (GIA) per unit</b>   |  | <b>(sqm)</b>              |  | <b>(sqft)</b>                |  |                |  |               |  |
| 1 bed House                            |  | 50.0                     |  | 538               |  |                                 |  |                       |  | 50.0                          |  | 538                       |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 70.0                     |  | 753               |  |                                 |  |                       |  | 70.0                          |  | 753                       |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 84.0                     |  | 904               |  |                                 |  |                       |  | 84.0                          |  | 904                       |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 97.0                     |  | 1,044             |  |                                 |  |                       |  | 97.0                          |  | 1,044                     |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                 |  |                       |  | 0.0                           |  | 0                         |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  |                                 |  | 85.0%                 |  | 58.8                          |  | 633                       |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  |                                 |  | 85.0%                 |  | 71.8                          |  | 772                       |  |                              |  |                |  |               |  |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA</b>     |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>AH units GIA</b>   |  | <b>(sqm)</b>                  |  | <b>(sqft)</b>             |  | <b>Total GIA (all units)</b> |  | <b>(sqm)</b>   |  | <b>(sqft)</b> |  |
| 1 bed House                            |  | 15                       |  | 165               |  |                                 |  | 0                     |  | 0                             |  | 15                        |  | 165                          |  |                |  |               |  |
| 2 bed House                            |  | 132                      |  | 1,422             |  |                                 |  | 0                     |  | 0                             |  | 132                       |  | 1,422                        |  |                |  |               |  |
| 3 bed House                            |  | 294                      |  | 3,162             |  |                                 |  | 0                     |  | 0                             |  | 294                       |  | 3,162                        |  |                |  |               |  |
| 4 bed House                            |  | 308                      |  | 3,315             |  |                                 |  | 0                     |  | 0                             |  | 308                       |  | 3,315                        |  |                |  |               |  |
| 5 bed House                            |  | 0                        |  | 0                 |  |                                 |  | 0                     |  | 0                             |  | 0                         |  | 0                            |  |                |  |               |  |
| 1 bed Flat                             |  | 0                        |  | 0                 |  |                                 |  | 0                     |  | 0                             |  | 0                         |  | 0                            |  |                |  |               |  |
| 2 bed Flat                             |  | 0                        |  | 0                 |  |                                 |  | 0                     |  | 0                             |  | 0                         |  | 0                            |  |                |  |               |  |
|                                        |  | 749                      |  | 8,064             |  |                                 |  | 0                     |  | 0                             |  | 749                       |  | 8,064                        |  |                |  |               |  |
| AH % by floor area:                    |  |                          |  |                   |  |                                 |  | 0.00%                 |  | AH % by floor area due to mix |  |                           |  |                              |  |                |  |               |  |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>  |  | <b>£psm</b>       |  | <b>£pft</b>                     |  |                       |  |                               |  | <b>total MV £ (no AH)</b> |  |                              |  |                |  |               |  |
| 1 bed House                            |  | 180,000                  |  | 3,103             |  | 288                             |  |                       |  |                               |  | 47,520                    |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 250,000                  |  | 3,165             |  | 294                             |  |                       |  |                               |  | 418,000                   |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 290,000                  |  | 3,222             |  | 299                             |  |                       |  |                               |  | 946,560                   |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 350,000                  |  | 3,182             |  | 296                             |  |                       |  |                               |  | 980,000                   |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | #DIV/0!                         |  |                       |  |                               |  | 0                         |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 160,000                  |  | 3,200             |  | 297                             |  |                       |  |                               |  | 0                         |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 190,000                  |  | 3,115             |  | 289                             |  |                       |  |                               |  | 0                         |  |                              |  |                |  |               |  |
|                                        |  |                          |  |                   |  |                                 |  |                       |  |                               |  | 2,392,080                 |  |                              |  |                |  |               |  |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>  |  | <b>£psm</b>       |  | <b>% of MV Shared ownership</b> |  | <b>£psm</b>           |  | <b>% of MV</b>                |  | <b>Intermediate</b>       |  | <b>£psm</b>                  |  | <b>% of MV</b> |  |               |  |
| 1 bed House                            |  | 90,000                   |  | 1,800             |  | 50%                             |  | 126,000               |  | 70%                           |  | 144,000                   |  | 2,880                        |  | 80%            |  |               |  |
| 2 bed House                            |  | 125,000                  |  | 1,786             |  | 50%                             |  | 175,000               |  | 70%                           |  | 200,000                   |  | 2,857                        |  | 80%            |  |               |  |
| 3 bed House                            |  | 145,000                  |  | 1,726             |  | 50%                             |  | 203,000               |  | 70%                           |  | 232,000                   |  | 2,762                        |  | 80%            |  |               |  |
| 4 bed House                            |  | 175,000                  |  | 1,804             |  | 50%                             |  | 245,000               |  | 70%                           |  | 250,000                   |  | 2,577                        |  | 71%            |  |               |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | 50%                             |  | 0                     |  | #DIV/0!                       |  | 0                         |  | #DIV/0!                      |  | 71%            |  |               |  |
| 1 bed Flat                             |  | 80,000                   |  | 1,600             |  | 50%                             |  | 112,000               |  | 70%                           |  | 128,000                   |  | 2,560                        |  | 80%            |  |               |  |
| 2 bed Flat                             |  | 95,000                   |  | 1,557             |  | 50%                             |  | 133,000               |  | 70%                           |  | 152,000                   |  | 2,492                        |  | 80%            |  |               |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |            |   |                                |                                   |                  |
|---------------------------------------------|------------|---|--------------------------------|-----------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |            |   |                                |                                   |                  |
| 1 bed House                                 | 0.3        | @ | 180,000                        |                                   | 47,520           |
| 2 bed House                                 | 1.7        | @ | 250,000                        |                                   | 418,000          |
| 3 bed House                                 | 3.3        | @ | 290,000                        |                                   | 946,560          |
| 4 bed House                                 | 2.8        | @ | 350,000                        |                                   | 980,000          |
| 5 bed House                                 | 0.0        | @ | 0                              |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 160,000                        |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 190,000                        |                                   | -                |
|                                             | 8.0        |   |                                |                                   | 2,392,080        |
| <b>Affordable Rent GDV -</b>                |            |   |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @ | 90,000                         |                                   | -                |
| 2 bed House                                 | 0.0        | @ | 125,000                        |                                   | -                |
| 3 bed House                                 | 0.0        | @ | 145,000                        |                                   | -                |
| 4 bed House                                 | 0.0        | @ | 175,000                        |                                   | -                |
| 5 bed House                                 | 0.0        | @ | 0                              |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 80,000                         |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 95,000                         |                                   | -                |
|                                             | 0.0        |   |                                |                                   | -                |
| <b>Shared ownership</b>                     |            |   |                                |                                   |                  |
| 1 bed House                                 | 0.0        | @ | 126,000                        |                                   | -                |
| 2 bed House                                 | 0.0        | @ | 175,000                        |                                   | -                |
| 3 bed House                                 | 0.0        | @ | 203,000                        |                                   | -                |
| 4 bed House                                 | 0.0        | @ | 245,000                        |                                   | -                |
| 5 bed House                                 | 0.0        | @ | 0                              |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 112,000                        |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 133,000                        |                                   | -                |
|                                             | 0.0        |   |                                |                                   | -                |
| <b>Intermediate</b>                         |            |   |                                |                                   |                  |
| 2 bed House                                 | 0.0        | @ | 144,000                        |                                   | -                |
| 3 bed House                                 | 0.0        | @ | 200,000                        |                                   | -                |
| 4 bed House                                 | 0.0        | @ | 232,000                        |                                   | -                |
| 5 bed House                                 | 0.0        | @ | 250,000                        |                                   | -                |
| 1 bed Flat                                  | 0.0        | @ | 0                              |                                   | -                |
| 2 bed Flat                                  | 0.0        | @ | 128,000                        |                                   | -                |
| 0.00%                                       | 0.0        | @ | 152,000                        |                                   | -                |
|                                             | 0.0        |   |                                |                                   | -                |
| <b>Sub-total GDV Residential</b>            | <b>8.0</b> |   |                                |                                   | <b>2,392,080</b> |
| <i>AH on-site cost analysis:</i>            |            |   |                                |                                   |                  |
|                                             |            |   | <i>0 £ psm (total GIA sqm)</i> | <i>EMV less £GDV</i>              | <i>0</i>         |
|                                             |            |   |                                | <i>0 £ per unit (total units)</i> |                  |
| <b>Grant</b>                                | <b>8</b>   | @ | <b>0</b>                       |                                   | <b>-</b>         |
| <b>Total GDV</b>                            |            |   |                                |                                   | <b>2,392,080</b> |

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Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                      |                          |                                    |                    |
|----------------------------------------------------------------------|--------------------------------------|--------------------------|------------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                      |                          |                                    |                    |
| Planning Application Professional Fees, Surveys and reports          |                                      |                          |                                    | (10,000)           |
| Statutory Planning Fees (Residential)                                |                                      |                          |                                    | (3,080)            |
| CIL                                                                  | 749 sqm                              |                          | 143.29 £ psm                       | (107,347)          |
|                                                                      | CIL analysis:                        | 4.49% % of GDV           | 13,418 £ per unit (total units)    |                    |
| Site Specific S106 Contributions                                     | Year 1                               | 0                        |                                    | -                  |
|                                                                      | Year 2                               | 0                        |                                    | -                  |
|                                                                      | Year 3                               | 0                        |                                    | -                  |
|                                                                      | Year 4                               | 0                        |                                    | -                  |
|                                                                      | Year 5                               | 0                        |                                    | -                  |
|                                                                      | Year 6                               | 0                        |                                    | -                  |
|                                                                      | Year 7                               | 0                        |                                    | -                  |
|                                                                      | Year 8                               | 0                        |                                    | -                  |
|                                                                      | Year 9                               | 0                        |                                    | -                  |
|                                                                      | Year 10                              | 0                        |                                    | -                  |
|                                                                      | total                                | 8 units @                | 1,500 per unit                     | (12,000)           |
|                                                                      | S106 analysis:                       | 0.50% % of GDV           | 1,500 £ per unit (total units)     |                    |
| AH Commuted Sum                                                      | 749 sqm (total)                      |                          | 0 £ psm                            | -                  |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV           |                                    |                    |
| <b>Construction Costs -</b>                                          |                                      |                          |                                    |                    |
| Site Clearance and Demolition                                        | 0.90 acres @                         |                          | 110,000 £ per acre (if brownfield) | (98,840)           |
| Infrastructure costs -                                               | Policy SP10 - Climate Change         | 2,557 per dwelling       |                                    | (20,456)           |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling       |                                    | (8,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling      |                                    | (975)              |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare |                                    | (17,190)           |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling       |                                    | (28,000)           |
|                                                                      | Enhanced S106                        | 8,600                    |                                    | (68,800)           |
|                                                                      | total                                | 0.90 acres @             | 0 per acre                         | (143,421)          |
|                                                                      | Infra. Costs analysis:               | 6.00% % of GDV           | 17,928 £ per unit (total units)    |                    |
| 1 bed House                                                          | 15 sqm @                             |                          | 1,155 psm                          | (17,685)           |
| 2 bed House                                                          | 132 sqm @                            |                          | 1,155 psm                          | (152,562)          |
| 3 bed House                                                          | 294 sqm @                            |                          | 1,155 psm                          | (339,293)          |
| 4 bed House                                                          | 308 sqm @                            |                          | 1,155 psm                          | (355,740)          |
| 5 bed House                                                          | - sqm @                              |                          | 1,155 psm                          | -                  |
| 1 bed Flat                                                           | - sqm @                              |                          | 1,296 psm                          | -                  |
| 2 bed Flat                                                           | 749 - sqm @                          |                          | 1,296 psm                          | -                  |
| External works                                                       | 865,280 @                            |                          | 15.0%<br>16,224 £per unit          | (129,792)          |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 8 units @                | 521 £ per dwelling                 | (2,084)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 8 units @                | 10,307 £ per dwelling              | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 8 units @                | 9 £ per dwelling                   | (72)               |
| Contingency                                                          | 1,239,489 @                          |                          | 5.0%                               | (61,974)           |
| <b>Professional Fees</b>                                             | 1,239,489 @                          |                          | 10.0%                              | (123,949)          |
| <b>Disposal Costs -</b>                                              |                                      |                          |                                    |                    |
| Marketing and Promotion                                              | 2,392,080 OMS @                      |                          | 1.50%                              | (35,881)           |
| Residential Sales Agent Costs                                        | 2,392,080 OMS @                      |                          | 1.50%                              | (35,881)           |
| Residential Sales Legal Costs                                        | 2,392,080 OMS @                      |                          | 0.50%                              | (11,960)           |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                          | 0.604% pcm                         | (67,901)           |
| <b>Developers Profit -</b>                                           |                                      |                          |                                    |                    |
| Margin on AH                                                         | 0                                    |                          | 6.00% on AH values                 | -                  |
| Profit on GDV                                                        | 2,392,080                            |                          | 20.00%                             | (478,416)          |
|                                                                      | 1,709,463                            |                          | 27.99% on costs                    | (478,416)          |
|                                                                      | 2,392,080                            |                          | 20.00% blended                     | (478,416)          |
| <b>TOTAL COSTS</b>                                                   |                                      |                          |                                    | <b>(2,187,879)</b> |

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Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 204,201        |
| SDLT                        | 204,201           | @                | 5.0% (slabbed)     | 290            |
| Acquisition Agent fees      | 204,201           | @                | 1.0%               | (2,042)        |
| Acquisition Legal fees      | 204,201           | @                | 0.5%               | (1,021)        |
| Interest on Land            | 204,201           | @                | 7.5%               | (15,315)       |
| Residual Land Value         |                   |                  |                    | <b>186,113</b> |
| <i>RLV analysis:</i>        |                   |                  |                    |                |
|                             | 23,264 £ per plot | 511,810 £ per ha | 207,127 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |         |              |                        |
|--------------------------|-------------------|---------|--------------|------------------------|
| Residential Density      |                   | 22.0    | dp net ha    |                        |
| Site Area (Resi)         |                   | 0.36    | net ha       | 0.90 net acres         |
| <i>Density analysis:</i> |                   |         |              |                        |
|                          |                   | 2,060   | sqm/ha       | 8,974 sqft/ac          |
| Threshold Land Value     | 18,720 £ per plot | 411,833 | £ per net ha | 166,667 £ per net acre |
|                          |                   | 90%     | Gross to net | 0.40 Gross hectares    |
|                          |                   |         |              | <b>149,758</b>         |

| BALANCE           |  |                 |                   |        |
|-------------------|--|-----------------|-------------------|--------|
| Surplus/(Deficit) |  | 99,976 £ per ha | 40,460 £ per acre | 36,355 |



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Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |                             | AH - % on site 0% |           |           |           |           |           |           |           |
|----------------------|-----------------------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                      | 36,355                      | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |           |
| Balance (RLV - TLV)  | 0                           | 136,801           | 83,811    | 57,316    | 30,821    | 4,326     | (22,170)  | (48,665)  |           |
|                      | 20                          | 122,781           | 71,193    | 45,399    | 19,605    | (6,189)   | (31,984)  | (57,778)  |           |
|                      | 40                          | 108,761           | 58,575    | 33,482    | 8,389     | (16,704)  | (41,797)  | (66,891)  |           |
|                      | 60                          | 94,741            | 45,957    | 21,565    | (2,827)   | (27,219)  | (51,611)  | (76,004)  |           |
|                      | 80                          | 80,721            | 33,339    | 9,648     | (14,043)  | (37,734)  | (61,425)  | (85,116)  |           |
|                      | CIL Epsm<br>143.29          | 100               | 66,701    | 20,721    | (2,269)   | (25,259)  | (48,249)  | (71,239)  | (94,279)  |
|                      |                             | 120               | 52,681    | 8,103     | (14,186)  | (36,475)  | (58,764)  | (81,067)  | (103,448) |
|                      |                             | 140               | 38,661    | (4,515)   | (26,103)  | (47,691)  | (69,279)  | (90,940)  | (112,616) |
|                      |                             | 160               | 24,641    | (17,133)  | (38,020)  | (58,907)  | (79,843)  | (100,813) | (121,784) |
|                      |                             | 180               | 10,621    | (29,751)  | (49,937)  | (70,156)  | (90,421)  | (110,686) | (130,952) |
|                      |                             | 200               | (3,399)   | (42,369)  | (61,879)  | (81,439)  | (101,000) | (120,560) | (140,260) |
|                      |                             | 220               | (17,418)  | (55,013)  | (73,868)  | (92,723)  | (111,578) | (130,433) | (150,921) |
|                      |                             | 240               | (31,438)  | (67,708)  | (85,857)  | (104,007) | (122,157) | (140,477) | (161,581) |
|                      |                             | 260               | (45,513)  | (80,402)  | (97,846)  | (115,291) | (132,735) | (151,957) | (172,242) |
|                      |                             | 280               | (59,618)  | (93,096)  | (109,835) | (126,574) | (143,974) | (163,438) | (182,902) |
|                      | 300                         | (73,723)          | (105,790) | (121,824) | (137,858) | (156,275) | (174,919) | (193,563) |           |
|                      | 320                         | (87,827)          | (118,485) | (133,813) | (150,751) | (168,575) | (186,399) | (204,223) |           |
|                      | 340                         | (101,932)         | (131,179) | (146,868) | (163,872) | (180,876) | (197,880) | (214,884) |           |
|                      | 360                         | (116,037)         | (144,624) | (160,808) | (176,992) | (193,176) | (209,360) | (225,544) |           |
|                      | 380                         | (130,141)         | (159,385) | (174,749) | (190,113) | (205,477) | (220,841) | (236,205) |           |
| 400                  | (145,058)                   | (174,146)         | (188,690) | (203,234) | (217,778) | (232,321) | (246,865) |           |           |
| 420                  | (161,459)                   | (188,907)         | (202,630) | (216,354) | (230,078) | (243,802) | (257,526) |           |           |
| 440                  | (177,860)                   | (203,667)         | (216,571) | (229,475) | (242,379) | (255,283) | (268,186) |           |           |
| 460                  | (194,260)                   | (218,428)         | (230,512) | (242,596) | (254,679) | (266,763) | (278,891) |           |           |
| 480                  | (210,661)                   | (233,189)         | (244,452) | (255,716) | (266,980) | (278,244) | (289,615) |           |           |
|                      |                             | AH - % on site 0% |           |           |           |           |           |           |           |
|                      | 36,355                      | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |           |
| Balance (RLV - TLV)  | -                           | 47,584            | 4,638     | (16,835)  | (38,308)  | (59,780)  | (81,268)  | (102,827) |           |
|                      | 1,500                       | 36,355            | (6,591)   | (28,063)  | (49,536)  | (71,009)  | (92,564)  | (114,124) |           |
|                      | 3,000                       | 25,126            | (17,819)  | (39,292)  | (60,765)  | (82,301)  | (103,860) | (125,420) |           |
|                      | 4,500                       | 13,898            | (29,048)  | (50,520)  | (72,037)  | (93,597)  | (115,157) | (136,717) |           |
|                      | 6,000                       | 2,669             | (40,276)  | (61,774)  | (83,334)  | (104,893) | (126,453) | (149,438) |           |
|                      | Site Specific S106<br>1,500 | 7,500             | (8,559)   | (51,510)  | (73,070)  | (94,630)  | (116,190) | (137,750) | (162,574) |
|                      |                             | 9,000             | (19,788)  | (62,807)  | (84,367)  | (105,926) | (127,486) | (150,639) | (175,709) |
|                      |                             | 10,500            | (31,016)  | (74,103)  | (95,663)  | (117,223) | (138,783) | (163,775) | (188,844) |
|                      |                             | 12,000            | (42,280)  | (85,400)  | (106,959) | (128,519) | (151,841) | (176,910) | (201,980) |
|                      |                             | 13,500            | (53,576)  | (96,696)  | (118,256) | (139,906) | (164,976) | (190,046) | (215,115) |
|                      |                             | 15,000            | (64,873)  | (107,992) | (129,552) | (153,042) | (178,111) | (203,181) | (228,250) |
|                      |                             | 16,500            | (76,169)  | (119,289) | (141,108) | (166,177) | (191,247) | (216,316) | (241,386) |
|                      |                             | 18,000            | (87,466)  | (130,585) | (154,243) | (179,313) | (204,382) | (229,452) | (254,521) |
|                      |                             | 19,500            | (98,762)  | (142,309) | (167,378) | (192,448) | (217,517) | (242,587) | (267,656) |
|                      |                             | 21,000            | (110,058) | (155,444) | (180,514) | (205,583) | (230,653) | (255,722) | (280,847) |
|                      | 22,500                      | (121,355)         | (168,580) | (193,649) | (218,719) | (243,788) | (268,858) | (294,062) |           |
|                      | 24,000                      | (132,651)         | (181,715) | (206,784) | (231,854) | (256,923) | (282,015) | (307,277) |           |
|                      | 25,500                      | (144,711)         | (194,850) | (219,920) | (244,989) | (270,059) | (295,230) | (320,491) |           |
|                      | 27,000                      | (157,847)         | (207,986) | (233,055) | (258,125) | (283,194) | (308,445) | (333,706) |           |
|                      | 28,500                      | (170,982)         | (221,121) | (246,190) | (271,260) | (296,398) | (321,659) | (346,921) |           |
| 30,000               | (184,117)                   | (234,256)         | (259,326) | (284,395) | (309,612) | (334,874) | (360,136) |           |           |

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Scheme Ref: **H**  
 Title: **8 No. Units**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

|                     | 36,355  | AH - % on site 0% |           |           |           |           |           |           |
|---------------------|---------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |         | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV) | 36,355  |                   |           |           |           |           |           |           |
|                     | 50,000  | 141,185           | 98,240    | 76,767    | 55,294    | 33,821    | 12,266    | (9,293)   |
|                     | 75,000  | 118,722           | 75,776    | 54,303    | 32,831    | 11,358    | (10,197)  | (31,757)  |
| TLV (per net acre)  | 100,000 | 96,258            | 53,312    | 31,840    | 10,367    | (11,106)  | (32,661)  | (54,221)  |
| 166,667             | 125,000 | 73,794            | 30,849    | 9,376     | (12,097)  | (33,570)  | (55,125)  | (76,684)  |
|                     | 150,000 | 51,331            | 8,385     | (13,088)  | (34,560)  | (56,033)  | (77,588)  | (99,148)  |
|                     | 175,000 | 28,867            | (14,078)  | (35,551)  | (57,024)  | (78,497)  | (100,052) | (121,612) |
|                     | 200,000 | 6,403             | (36,542)  | (58,015)  | (79,488)  | (100,960) | (122,515) | (144,075) |
|                     | 225,000 | (16,060)          | (59,006)  | (80,478)  | (101,951) | (123,424) | (144,979) | (166,539) |
|                     | 250,000 | (38,524)          | (81,469)  | (102,942) | (124,415) | (145,888) | (167,443) | (189,003) |
|                     | 275,000 | (60,987)          | (103,933) | (125,406) | (146,879) | (168,351) | (189,906) | (211,466) |

|                     | 36,355 | AH - % on site 0% |           |             |             |             |             |             |
|---------------------|--------|-------------------|-----------|-------------|-------------|-------------|-------------|-------------|
|                     |        | 0%                | 10%       | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | 36,355 |                   |           |             |             |             |             |             |
|                     | 5      | (934,587)         | (985,110) | (1,010,372) | (1,035,633) | (1,367,939) | (1,733,118) | (2,098,296) |
|                     | 10     | (291,712)         | (337,414) | (362,483)   | (387,553)   | (412,622)   | (437,692)   | (462,831)   |
| Density (dph)       | 15     | (91,050)          | (134,077) | (155,637)   | (177,197)   | (198,757)   | (222,135)   | (242,205)   |
| 22                  | 20     | 9,054             | (33,892)  | (55,364)    | (76,837)    | (98,380)    | (119,939)   | (141,499)   |
|                     | 25     | 69,116            | 26,171    | 4,698       | (16,775)    | (38,248)    | (59,720)    | (81,273)    |
|                     | 30     | 109,158           | 66,212    | 44,739      | 23,267      | 1,794       | (19,679)    | (41,152)    |
|                     | 35     | 137,759           | 94,813    | 73,341      | 51,868      | 30,395      | 8,922       | (12,551)    |
|                     | 40     | 159,210           | 116,264   | 94,791      | 73,319      | 51,846      | 30,373      | 8,900       |
|                     | 45     | 175,894           | 132,948   | 111,475     | 90,003      | 68,530      | 47,057      | 25,584      |
|                     | 50     | 189,241           | 146,295   | 124,822     | 103,350     | 81,877      | 60,404      | 38,931      |
|                     | 55     | 200,161           | 157,216   | 135,743     | 114,270     | 92,797      | 71,325      | 49,852      |

|                     | 36,355 | AH - % on site 0% |           |           |           |           |           |           |
|---------------------|--------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |        | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV) | 36,355 |                   |           |           |           |           |           |           |
|                     | 95%    | 88,159            | 44,428    | 22,563    | 697       | (21,168)  | (43,034)  | (64,899)  |
|                     | 100%   | 36,355            | (6,591)   | (28,063)  | (49,536)  | (71,009)  | (92,564)  | (114,124) |
| Build rate (£psm)   | 105%   | (15,449)          | (57,652)  | (78,817)  | (99,981)  | (121,146) | (142,808) | (167,418) |
|                     | 110%   | (67,439)          | (108,979) | (129,748) | (152,351) | (176,502) | (200,653) | (224,804) |
|                     | 115%   | (119,556)         | (163,732) | (187,424) | (211,115) | (234,807) | (258,498) | (282,254) |
|                     | 120%   | (176,950)         | (223,415) | (246,647) | (269,879) | (293,160) | (316,573) | (339,986) |
|                     | 125%   | (237,552)         | (283,097) | (305,915) | (328,866) | (351,817) | (374,768) | (397,719) |
|                     | 130%   | (298,153)         | (343,007) | (365,496) | (387,985) | (410,474) | (432,963) | (455,452) |

|                             | 36,355 | AH - % on site 0% |           |           |           |           |           |           |
|-----------------------------|--------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                             |        | 0%                | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
| Balance (RLV - TLV)         | 36,355 |                   |           |           |           |           |           |           |
|                             | 75%    | (401,047)         | (404,688) | (406,508) | (408,329) | (410,150) | (470,168) | (598,809) |
|                             | 80%    | (307,282)         | (320,300) | (326,809) | (333,317) | (339,826) | (346,335) | (352,843) |
| Changes in sales values (£) | 85%    | (213,988)         | (236,183) | (247,280) | (258,377) | (269,502) | (280,699) | (291,896) |
|                             | 90%    | (123,419)         | (152,350) | (168,105) | (183,859) | (199,614) | (215,369) | (231,124) |
|                             | 95%    | (43,312)          | (78,421)  | (95,975)  | (113,530) | (131,084) | (150,166) | (170,578) |
|                             | 100%   | 36,355            | (6,591)   | (28,063)  | (49,536)  | (71,009)  | (92,564)  | (114,124) |
|                             | 105%   | 116,011           | 65,100    | 39,645    | 14,189    | (11,267)  | (36,722)  | (62,178)  |
|                             | 110%   | 195,668           | 136,791   | 107,352   | 77,914    | 48,476    | 19,037    | (10,401)  |
|                             | 115%   | 275,321           | 208,482   | 175,060   | 141,639   | 108,218   | 74,797    | 41,375    |
|                             | 120%   | 354,606           | 279,965   | 242,644   | 205,324   | 167,960   | 130,556   | 93,152    |
|                             | 125%   | 433,892           | 351,322   | 310,037   | 268,752   | 227,467   | 186,182   | 144,897   |

|                     | 36,355 | Site Specific S106 |           |           |           |           |           |           |
|---------------------|--------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |        | £1,500             | £1,500    | £1,500    | £1,500    | £1,500    | £1,500    | £1,500    |
| Balance (RLV - TLV) | 36,355 | -                  | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000     |
|                     | 0      | 148,029            | 136,801   | 125,572   | 114,344   | 103,115   | 91,887    | 80,658    |
|                     | 20     | 134,009            | 122,781   | 111,552   | 100,324   | 89,095    | 77,867    | 66,638    |
|                     | 40     | 119,990            | 108,761   | 97,532    | 86,304    | 75,075    | 63,847    | 52,618    |
|                     | 60     | 105,970            | 94,741    | 83,513    | 72,284    | 61,055    | 49,827    | 38,598    |
|                     | 80     | 91,950             | 80,721    | 69,493    | 58,264    | 47,036    | 35,807    | 24,578    |
| CIL £psm            | 100    | 77,930             | 66,701    | 55,473    | 44,244    | 33,016    | 21,787    | 10,559    |
| 143.29              | 120    | 63,910             | 52,681    | 41,453    | 30,224    | 18,996    | 7,767     | (3,461)   |
|                     | 140    | 49,890             | 38,661    | 27,433    | 16,204    | 4,976     | (6,253)   | (17,481)  |
|                     | 160    | 35,870             | 24,641    | 13,413    | 2,184     | (9,044)   | (20,273)  | (31,501)  |
|                     | 180    | 21,850             | 10,621    | (607)     | (11,836)  | (23,064)  | (34,293)  | (45,576)  |
|                     | 200    | 7,830              | (3,399)   | (14,627)  | (25,856)  | (37,088)  | (48,385)  | (59,681)  |
|                     | 220    | (6,190)            | (17,418)  | (28,647)  | (39,897)  | (51,193)  | (62,489)  | (73,786)  |
|                     | 240    | (20,210)           | (31,438)  | (42,705)  | (54,001)  | (65,298)  | (76,594)  | (87,890)  |
|                     | 260    | (34,230)           | (45,513)  | (56,810)  | (68,106)  | (79,402)  | (90,699)  | (101,995) |
|                     | 280    | (48,251)           | (59,618)  | (70,914)  | (82,211)  | (93,507)  | (104,803) | (116,100) |
|                     | 300    | (62,272)           | (73,723)  | (85,019)  | (96,315)  | (107,612) | (118,908) | (130,205) |
|                     | 320    | (76,293)           | (87,827)  | (99,124)  | (110,420) | (121,716) | (133,013) | (144,321) |
|                     | 340    | (90,314)           | (101,932) | (113,228) | (124,525) | (135,821) | (147,117) | (158,413) |
|                     | 360    | (104,335)          | (116,037) | (127,333) | (138,629) | (151,663) | (162,959) | (174,205) |
|                     | 380    | (118,356)          | (130,141) | (141,793) | (152,928) | (164,063) | (175,355) | (186,451) |
|                     | 400    | (132,377)          | (145,058) | (158,193) | (171,329) | (184,464) | (197,599) | (210,735) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

| ASSUMPTIONS - RESIDENTIAL USES         |  |                          |  |                   |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
|----------------------------------------|--|--------------------------|--|-------------------|--|---------------------------------|--|---------------------------------------------|--|-----------------------------|--|----------------------|--|------------------------------|--|----------------|--|---------------|--|
| Total number of units in scheme        |  |                          |  | 8 Units           |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
| AH Policy requirement (% Target)       |  |                          |  | 35%               |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
| AH tenure split %                      |  | Affordable Rent:         |  | 53.0%             |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
|                                        |  | Shared ownership         |  | 25.0%             |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
|                                        |  | Intermediate             |  | 21.6%             |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
| Open Market Sale (OMS) housing         |  |                          |  | 65%               |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
|                                        |  |                          |  | 100%              |  |                                 |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
| CIL Rate (£ psm)                       |  |                          |  | 143.29            |  | £ psm                           |  |                                             |  |                             |  |                      |  |                              |  |                |  |               |  |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>    |  | <b>MV # units</b> |  | <b>AH mix%</b>                  |  | <b>AH # units</b>                           |  | <b>Overall mix%</b>         |  | <b>Total # units</b> |  |                              |  |                |  |               |  |
| 1 bed House                            |  | 3.3%                     |  | 0.2               |  | 0.0%                            |  | 0.0                                         |  | 2%                          |  | 0.2                  |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 20.9%                    |  | 1.1               |  | 0.0%                            |  | 0.0                                         |  | 14%                         |  | 1.1                  |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 40.8%                    |  | 2.1               |  | 23.5%                           |  | 0.7                                         |  | 35%                         |  | 2.8                  |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 35.0%                    |  | 1.8               |  | 2.8%                            |  | 0.1                                         |  | 24%                         |  | 1.9                  |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0%                     |  | 0.0               |  | 0.0%                            |  | 0.0                                         |  | 0%                          |  | 0.0                  |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 16.4%                           |  | 0.5                                         |  | 6%                          |  | 0.5                  |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 57.4%                           |  | 1.6                                         |  | 20%                         |  | 1.6                  |  |                              |  |                |  |               |  |
| Total number of units                  |  | 100.0%                   |  | 5.2               |  | 100.0%                          |  | 2.8                                         |  | 100%                        |  | 8.0                  |  |                              |  |                |  |               |  |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>Net to Gross %</b>                       |  | <b>Gross (GIA) per unit</b> |  | <b>(sqm)</b>         |  | <b>(sqft)</b>                |  |                |  |               |  |
| 1 bed House                            |  | 58.0                     |  | 624               |  |                                 |  |                                             |  | 58.0                        |  | 624                  |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 79.0                     |  | 850               |  |                                 |  |                                             |  | 79.0                        |  | 850                  |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 90.0                     |  | 969               |  |                                 |  |                                             |  | 90.0                        |  | 969                  |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 110.0                    |  | 1,184             |  |                                 |  |                                             |  | 110.0                       |  | 1,184                |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                 |  |                                             |  | 0.0                         |  | 0                    |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  |                                 |  | 85.0%                                       |  | 58.8                        |  | 633                  |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  |                                 |  | 85.0%                                       |  | 71.8                        |  | 772                  |  |                              |  |                |  |               |  |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>Net to Gross %</b>                       |  | <b>Gross (GIA) per unit</b> |  | <b>(sqm)</b>         |  | <b>(sqft)</b>                |  |                |  |               |  |
| 1 bed House                            |  | 50.0                     |  | 538               |  |                                 |  |                                             |  | 50.0                        |  | 538                  |  |                              |  |                |  |               |  |
| 2 bed House                            |  | 70.0                     |  | 753               |  |                                 |  |                                             |  | 70.0                        |  | 753                  |  |                              |  |                |  |               |  |
| 3 bed House                            |  | 84.0                     |  | 904               |  |                                 |  |                                             |  | 84.0                        |  | 904                  |  |                              |  |                |  |               |  |
| 4 bed House                            |  | 97.0                     |  | 1,044             |  |                                 |  |                                             |  | 97.0                        |  | 1,044                |  |                              |  |                |  |               |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                 |  |                                             |  | 0.0                         |  | 0                    |  |                              |  |                |  |               |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  |                                 |  | 85.0%                                       |  | 58.8                        |  | 633                  |  |                              |  |                |  |               |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  |                                 |  | 85.0%                                       |  | 71.8                        |  | 772                  |  |                              |  |                |  |               |  |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA</b>     |  | <b>(sqm)</b>      |  | <b>(sqft)</b>                   |  | <b>AH units GIA</b>                         |  | <b>(sqm)</b>                |  | <b>(sqft)</b>        |  | <b>Total GIA (all units)</b> |  | <b>(sqm)</b>   |  | <b>(sqft)</b> |  |
| 1 bed House                            |  | 10                       |  | 107               |  |                                 |  | 0                                           |  | 0                           |  | 10                   |  | 107                          |  |                |  |               |  |
| 2 bed House                            |  | 86                       |  | 924               |  |                                 |  | 0                                           |  | 0                           |  | 86                   |  | 924                          |  |                |  |               |  |
| 3 bed House                            |  | 191                      |  | 2,055             |  |                                 |  | 55                                          |  | 595                         |  | 246                  |  | 2,651                        |  |                |  |               |  |
| 4 bed House                            |  | 200                      |  | 2,155             |  |                                 |  | 7                                           |  | 80                          |  | 208                  |  | 2,235                        |  |                |  |               |  |
| 5 bed House                            |  | 0                        |  | 0                 |  |                                 |  | 0                                           |  | 0                           |  | 0                    |  | 0                            |  |                |  |               |  |
| 1 bed Flat                             |  | 0                        |  | 0                 |  |                                 |  | 27                                          |  | 290                         |  | 27                   |  | 290                          |  |                |  |               |  |
| 2 bed Flat                             |  | 0                        |  | 0                 |  |                                 |  | 115                                         |  | 1,242                       |  | 115                  |  | 1,242                        |  |                |  |               |  |
|                                        |  | 487                      |  | 5,242             |  |                                 |  | 205                                         |  | 2,208                       |  | 692                  |  | 7,449                        |  |                |  |               |  |
| <i>AH % by floor area:</i>             |  |                          |  |                   |  |                                 |  | <i>29.63% AH % by floor area due to mix</i> |  |                             |  |                      |  |                              |  |                |  |               |  |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>  |  | <b>£psm</b>       |  | <b>£pof</b>                     |  |                                             |  |                             |  |                      |  | <b>total MV £ (no AH)</b>    |  |                |  |               |  |
| 1 bed House                            |  | 180,000                  |  | 3,103             |  | 288                             |  |                                             |  |                             |  |                      |  | 30,888                       |  |                |  |               |  |
| 2 bed House                            |  | 250,000                  |  | 3,165             |  | 294                             |  |                                             |  |                             |  |                      |  | 271,700                      |  |                |  |               |  |
| 3 bed House                            |  | 290,000                  |  | 3,222             |  | 299                             |  |                                             |  |                             |  |                      |  | 806,165                      |  |                |  |               |  |
| 4 bed House                            |  | 350,000                  |  | 3,182             |  | 296                             |  |                                             |  |                             |  |                      |  | 663,950                      |  |                |  |               |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | #DIV/0!                         |  |                                             |  |                             |  |                      |  | 0                            |  |                |  |               |  |
| 1 bed Flat                             |  | 160,000                  |  | 3,200             |  | 297                             |  |                                             |  |                             |  |                      |  | 73,382                       |  |                |  |               |  |
| 2 bed Flat                             |  | 190,000                  |  | 3,115             |  | 289                             |  |                                             |  |                             |  |                      |  | 305,368                      |  |                |  |               |  |
|                                        |  |                          |  |                   |  |                                 |  |                                             |  |                             |  |                      |  | 2,151,454                    |  |                |  |               |  |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>  |  | <b>£psm</b>       |  | <b>% of MV Shared ownership</b> |  | <b>£psm</b>                                 |  | <b>% of MV</b>              |  | <b>Intermediate</b>  |  | <b>£psm</b>                  |  | <b>% of MV</b> |  |               |  |
| 1 bed House                            |  | 90,000                   |  | 1,800             |  | 50%                             |  | 126,000                                     |  | 70%                         |  | 144,000              |  | 2,880                        |  | 80%            |  |               |  |
| 2 bed House                            |  | 125,000                  |  | 1,786             |  | 50%                             |  | 175,000                                     |  | 70%                         |  | 200,000              |  | 2,857                        |  | 80%            |  |               |  |
| 3 bed House                            |  | 145,000                  |  | 1,726             |  | 50%                             |  | 203,000                                     |  | 70%                         |  | 232,000              |  | 2,762                        |  | 80%            |  |               |  |
| 4 bed House                            |  | 175,000                  |  | 1,804             |  | 50%                             |  | 245,000                                     |  | 70%                         |  | 250,000              |  | 2,577                        |  | 71%            |  |               |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | 50%                             |  | 0                                           |  | 70%                         |  | 0                    |  | #DIV/0!                      |  | 71%            |  |               |  |
| 1 bed Flat                             |  | 80,000                   |  | 1,600             |  | 50%                             |  | 112,000                                     |  | 70%                         |  | 128,000              |  | 2,560                        |  | 80%            |  |               |  |
| 2 bed Flat                             |  | 95,000                   |  | 1,557             |  | 50%                             |  | 133,000                                     |  | 70%                         |  | 152,000              |  | 2,492                        |  | 80%            |  |               |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |                           |   |                                 |                  |
|---------------------------------------------|---------------------------|---|---------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |                           |   |                                 |                  |
| 1 bed House                                 | 0.2                       | @ | 180,000                         | 30,888           |
| 2 bed House                                 | 1.1                       | @ | 250,000                         | 271,700          |
| 3 bed House                                 | 2.1                       | @ | 290,000                         | 615,264          |
| 4 bed House                                 | 1.8                       | @ | 350,000                         | 637,000          |
| 5 bed House                                 | 0.0                       | @ | 0                               | -                |
| 1 bed Flat                                  | 0.0                       | @ | 160,000                         | -                |
| 2 bed Flat                                  | 0.0                       | @ | 190,000                         | -                |
|                                             | 5.2                       |   |                                 | 1,554,852        |
| <b>Affordable Rent GDV -</b>                |                           |   |                                 |                  |
| 1 bed House                                 | 0.0                       | @ | 90,000                          | -                |
| 2 bed House                                 | 0.0                       | @ | 125,000                         | -                |
| 3 bed House                                 | 0.3                       | @ | 145,000                         | 50,589           |
| 4 bed House                                 | 0.0                       | @ | 175,000                         | 7,142            |
| 5 bed House                                 | 0.0                       | @ | 0                               | -                |
| 1 bed Flat                                  | 0.2                       | @ | 80,000                          | 19,446           |
| 2 bed Flat                                  | 0.9                       | @ | 95,000                          | 80,923           |
|                                             | 1.5                       |   |                                 | 158,099          |
| <b>Shared ownership</b>                     |                           |   |                                 |                  |
| 1 bed House                                 | 0.0                       | @ | 126,000                         | -                |
| 2 bed House                                 | 0.0                       | @ | 175,000                         | -                |
| 3 bed House                                 | 0.2                       | @ | 203,000                         | 33,461           |
| 4 bed House                                 | 0.0                       | @ | 245,000                         | 4,724            |
| 5 bed House                                 | 0.0                       | @ | 0                               | -                |
| 1 bed Flat                                  | 0.1                       | @ | 112,000                         | 12,862           |
| 2 bed Flat                                  | 0.4                       | @ | 133,000                         | 53,525           |
|                                             | 0.7                       |   |                                 | 104,572          |
| <b>Intermediate</b>                         |                           |   |                                 |                  |
| 2 bed House                                 | 0.0                       | @ | 144,000                         | -                |
| 3 bed House                                 | 0.0                       | @ | 200,000                         | -                |
| 4 bed House                                 | 0.1                       | @ | 232,000                         | 32,988           |
| 5 bed House                                 | 0.0                       | @ | 250,000                         | 4,158            |
| 1 bed Flat                                  | 0.0                       | @ | 0                               | -                |
| 2 bed Flat                                  | 0.1                       | @ | 128,000                         | 12,680           |
| 0.00%                                       | 0.3                       | @ | 152,000                         | 52,768           |
|                                             | 0.6                       |   |                                 | 102,594          |
| <b>Sub-total GDV Residential</b>            | <b>8.0</b>                |   |                                 | <b>1,920,118</b> |
| <i>AH on-site cost analysis:</i>            |                           |   | <i>EMV less £GDV</i>            | 231,336          |
|                                             | 334 £ psm (total GIA sqm) |   | 28,917 £ per unit (total units) |                  |
| <b>Grant</b>                                | 8                         | @ | 0                               | -                |
| <b>Total GDV</b>                            |                           |   |                                 | <b>1,920,118</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** H  
**Title:** 8 No. Units (with AFH)  
**Notes:** Brownfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                      |                          |                                    |                    |
|----------------------------------------------------------------------|--------------------------------------|--------------------------|------------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                      |                          |                                    |                    |
| Planning Application Professional Fees, Surveys and reports          |                                      |                          |                                    | (10,000)           |
| Statutory Planning Fees (Residential)                                |                                      |                          |                                    | (3,080)            |
| CIL                                                                  | 487 sqm                              |                          | 143.29 £ psm                       | (69,776)           |
|                                                                      | CIL analysis:                        | 3.63% % of GDV           | 8,722 £ per unit (total units)     |                    |
| Site Specific S106 Contributions                                     | Year 1                               | 0                        |                                    | -                  |
|                                                                      | Year 2                               | 0                        |                                    | -                  |
|                                                                      | Year 3                               | 0                        |                                    | -                  |
|                                                                      | Year 4                               | 0                        |                                    | -                  |
|                                                                      | Year 5                               | 0                        |                                    | -                  |
|                                                                      | Year 6                               | 0                        |                                    | -                  |
|                                                                      | Year 7                               | 0                        |                                    | -                  |
|                                                                      | Year 8                               | 0                        |                                    | -                  |
|                                                                      | Year 9                               | 0                        |                                    | -                  |
|                                                                      | Year 10                              | 0                        |                                    | -                  |
|                                                                      | total                                | 8 units @                | 1,500 per unit                     | (12,000)           |
|                                                                      | S106 analysis:                       | 0.62% % of GDV           | 1,500 £ per unit (total units)     | (12,000)           |
| AH Commuted Sum                                                      | 692 sqm (total)                      |                          | 0 £ psm                            | -                  |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV           |                                    |                    |
| <b>Construction Costs -</b>                                          |                                      |                          |                                    |                    |
| Site Clearance and Demolition                                        | 1.65 acres @                         |                          | 110,000 £ per acre (if brownfield) | (181,207)          |
| Infrastructure costs -                                               | Policy SP10 - Climate Change         | 2,557 per dwelling       |                                    | (20,456)           |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling       |                                    | (8,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling      |                                    | (975)              |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare |                                    | (31,515)           |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling       |                                    | (28,000)           |
|                                                                      | Enhanced S106                        | 8,600                    |                                    | (68,800)           |
|                                                                      | total                                | 1.65 acres @             | 0 per acre                         | (157,746)          |
|                                                                      | Infra. Costs analysis:               | 8.22% % of GDV           | 19,718 £ per unit (total units)    |                    |
| 1 bed House                                                          | 10 sqm @                             |                          | 1,155 psm                          | (11,495)           |
| 2 bed House                                                          | 86 sqm @                             |                          | 1,155 psm                          | (99,165)           |
| 3 bed House                                                          | 246 sqm @                            |                          | 1,155 psm                          | (284,407)          |
| 4 bed House                                                          | 208 sqm @                            |                          | 1,155 psm                          | (239,858)          |
| 5 bed House                                                          | - sqm @                              |                          | 1,155 psm                          | -                  |
| 1 bed Flat                                                           | 27 sqm @                             |                          | 1,296 psm                          | (34,965)           |
| 2 bed Flat                                                           | 692 115 sqm @                        |                          | 1,296 psm                          | (149,481)          |
| External works                                                       | 819,370 @                            |                          | 15.0%<br>15,363 £ per unit         | (122,906)          |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 8 units @                | 521 £ per dwelling                 | (2,084)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 8 units @                | 10,307 £ per dwelling              | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 8 units @                | 9 £ per dwelling                   | (72)               |
| Contingency                                                          | 1,283,385 @                          |                          | 5.0%                               | (64,169)           |
| <b>Professional Fees</b>                                             | 1,283,385 @                          |                          | 10.0%                              | (128,338)          |
| <b>Disposal Costs -</b>                                              |                                      |                          |                                    |                    |
| Marketing and Promotion                                              | 1,554,852 OMS @                      |                          | 1.50%                              | (23,323)           |
| Residential Sales Agent Costs                                        | 1,554,852 OMS @                      |                          | 1.50%                              | (23,323)           |
| Residential Sales Legal Costs                                        | 1,554,852 OMS @                      |                          | 0.50%                              | (7,774)            |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                          | 0.604% pcm                         | (59,147)           |
| <b>Developers Profit -</b>                                           |                                      |                          |                                    |                    |
| Margin on AH                                                         | 262,672                              |                          | 6.00% on AH values                 | (15,760)           |
| Profit on GDV                                                        | 1,554,852                            |                          | 20.00%                             | (310,970)          |
|                                                                      | 1,684,314                            |                          | 18.46% on costs                    | (310,970)          |
|                                                                      | 1,817,524                            |                          | 17.98% blended                     | (326,731)          |
| <b>TOTAL COSTS</b>                                                   |                                      |                          |                                    | <b>(2,011,045)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                     |                    |                     |          |
|-----------------------------|---------------------|--------------------|---------------------|----------|
| Residual Land Value (gross) |                     |                    |                     | (90,928) |
| SDLT                        | -                   | @                  | 5.0% (slabbed)      | 10,500   |
| Acquisition Agent fees      | -                   | @                  | 1.0%                | -        |
| Acquisition Legal fees      | -                   | @                  | 0.5%                | -        |
| Interest on Land            | -                   | @                  | 7.5%                | -        |
| Residual Land Value         |                     |                    |                     | (80,428) |
| <i>RLV analysis:</i>        |                     |                    |                     |          |
|                             | (10,053) £ per plot | (120,641) £ per ha | (48,823) £ per acre |          |

| THRESHOLD LAND VALUE     |                   |                      |                        |         |
|--------------------------|-------------------|----------------------|------------------------|---------|
| Residential Density      |                   | 12.0 dp net ha       |                        |         |
| Site Area (Resi)         |                   | 0.67 net ha          | 1.65 net acres         |         |
| <i>Density analysis:</i> |                   |                      |                        |         |
|                          |                   | 1,038 sqm/ha         | 4,522 sqft/ac          |         |
| Threshold Land Value     | 34,319 £ per plot | 411,833 £ per net ha | 166,667 £ per net acre | 274,556 |
|                          |                   | 90% Gross to net     | 0.74 Gross hectares    |         |

| BALANCE           |  |                    |                      |           |
|-------------------|--|--------------------|----------------------|-----------|
| Surplus/(Deficit) |  | (532,475) £ per ha | (215,490) £ per acre | (354,983) |

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Scheme Ref: H  
 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS        |                    | AH - % on site 35% |           |           |           |           |           |           |           |
|-----------------------------|--------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                             |                    | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |           |
| Balance (RLV - TLV)         | (354,983)          |                    |           |           |           |           |           |           |           |
|                             | 0                  | (90,708)           | (143,698) | (170,193) | (196,731) | (223,344) | (249,956) | (278,606) |           |
|                             | 20                 | (104,728)          | (156,316) | (182,110) | (208,015) | (233,922) | (259,830) | (289,266) |           |
|                             | 40                 | (118,748)          | (168,934) | (194,097) | (219,299) | (244,501) | (270,622) | (299,927) |           |
|                             | 60                 | (132,768)          | (181,589) | (206,086) | (230,583) | (255,079) | (282,103) | (310,587) |           |
|                             | 80                 | (146,788)          | (194,283) | (218,075) | (241,866) | (265,919) | (293,583) | (321,248) |           |
|                             | 100                | (160,807)          | (206,978) | (230,064) | (253,150) | (278,219) | (305,064) | (331,908) |           |
|                             | CIL Epsm<br>143.29 | 120                | (174,910) | (219,672) | (242,053) | (264,496) | (290,520) | (316,544) | (342,569) |
|                             |                    | 140                | (189,015) | (232,366) | (254,042) | (277,616) | (302,821) | (328,025) | (353,229) |
|                             |                    | 160                | (203,119) | (245,060) | (266,352) | (290,737) | (315,121) | (339,506) | (363,890) |
|                             |                    | 180                | (217,224) | (257,755) | (280,293) | (303,857) | (327,422) | (350,986) | (374,551) |
|                             |                    | 200                | (231,329) | (271,490) | (294,234) | (316,978) | (339,722) | (362,467) | (385,211) |
|                             |                    | 220                | (245,433) | (286,250) | (308,175) | (330,099) | (352,023) | (373,947) | (395,872) |
|                             |                    | 240                | (259,538) | (301,011) | (322,115) | (343,219) | (364,324) | (385,428) | (406,593) |
|                             |                    | 260                | (273,643) | (315,772) | (336,056) | (356,340) | (376,624) | (396,908) | (417,318) |
|                             |                    | 280                | (291,604) | (330,532) | (349,997) | (369,461) | (388,925) | (408,421) | (428,043) |
|                             |                    | 300                | (308,005) | (345,293) | (363,937) | (382,581) | (401,225) | (419,971) | (438,768) |
|                             | 320                | (324,406)          | (360,054) | (377,878) | (395,702) | (413,548) | (431,521) | (449,493) |           |
|                             | 340                | (340,807)          | (374,815) | (391,819) | (408,823) | (425,923) | (443,071) | (460,218) |           |
|                             | 360                | (357,207)          | (389,575) | (405,759) | (421,976) | (438,298) | (454,621) | (470,943) |           |
| 380                         | (373,608)          | (404,336)          | (419,700) | (435,176) | (450,673) | (466,170) | (481,668) |           |           |
| 400                         | (390,009)          | (419,097)          | (433,703) | (448,376) | (463,048) | (477,720) | (492,393) |           |           |
| 420                         | (406,410)          | (433,881)          | (447,728) | (461,576) | (475,423) | (489,270) | (503,118) |           |           |
| 440                         | (422,811)          | (448,731)          | (461,753) | (474,775) | (487,798) | (500,820) | (513,843) |           |           |
| 460                         | (439,211)          | (463,581)          | (475,778) | (487,975) | (500,173) | (512,370) | (524,568) |           |           |
| 480                         | (455,686)          | (478,431)          | (489,803) | (501,175) | (512,548) | (523,920) | (535,293) |           |           |
|                             |                    | AH - % on site 35% |           |           |           |           |           |           |           |
| Balance (RLV - TLV)         | (354,983)          |                    |           |           |           |           |           |           |           |
|                             | -                  | (180,038)          | (223,158) | (244,718) | (266,639) | (291,709) | (316,778) | (341,848) |           |
|                             | 1,500              | (191,335)          | (234,454) | (256,014) | (279,775) | (304,844) | (329,914) | (354,983) |           |
|                             | 3,000              | (202,631)          | (245,751) | (267,840) | (292,910) | (317,979) | (343,049) | (368,118) |           |
|                             | 4,500              | (213,928)          | (257,047) | (280,976) | (306,045) | (331,115) | (356,184) | (381,254) |           |
|                             | 6,000              | (225,224)          | (269,042) | (294,111) | (319,181) | (344,250) | (369,320) | (394,389) |           |
|                             | 7,500              | (236,520)          | (282,177) | (307,246) | (332,316) | (357,385) | (382,455) | (407,524) |           |
|                             | 9,000              | (247,817)          | (295,312) | (320,382) | (345,451) | (370,521) | (395,590) | (420,660) |           |
|                             | 10,500             | (259,113)          | (308,448) | (333,517) | (358,587) | (383,656) | (408,725) | (433,795) |           |
|                             | 12,000             | (271,444)          | (321,583) | (346,653) | (371,722) | (396,792) | (421,874) | (447,236) |           |
|                             | 13,500             | (284,579)          | (334,718) | (359,788) | (384,857) | (409,927) | (435,189) | (460,451) |           |
|                             | 15,000             | (297,715)          | (347,854) | (372,923) | (397,993) | (423,142) | (448,404) | (473,665) |           |
|                             | 16,500             | (310,850)          | (360,989) | (386,059) | (411,128) | (436,357) | (461,618) | (486,880) |           |
|                             | 18,000             | (323,985)          | (374,124) | (399,194) | (424,310) | (449,572) | (474,833) | (500,095) |           |
|                             | 19,500             | (337,121)          | (387,260) | (412,329) | (437,525) | (462,786) | (488,048) | (513,310) |           |
|                             | 21,000             | (350,256)          | (400,395) | (425,478) | (450,739) | (476,001) | (501,263) | (526,524) |           |
|                             | 22,500             | (363,391)          | (413,530) | (438,692) | (463,954) | (489,216) | (514,477) | (539,739) |           |
|                             | 24,000             | (376,527)          | (426,666) | (451,907) | (477,169) | (502,431) | (527,692) | (552,954) |           |
|                             | 25,500             | (389,662)          | (439,800) | (465,122) | (490,384) | (515,645) | (540,907) | (566,169) |           |
|                             | 27,000             | (402,797)          | (453,075) | (478,337) | (503,598) | (528,860) | (554,122) | (579,383) |           |
| 28,500                      | (415,933)          | (466,290)          | (491,551) | (516,813) | (542,075) | (567,337) | (592,598) |           |           |
| 30,000                      | (429,068)          | (479,505)          | (504,766) | (530,028) | (555,290) | (580,551) | (714,650) |           |           |
|                             |                    | AH - % on site 35% |           |           |           |           |           |           |           |
| Site Specific S106<br>1,500 | (354,983)          |                    |           |           |           |           |           |           |           |
|                             | -                  | (180,038)          | (223,158) | (244,718) | (266,639) | (291,709) | (316,778) | (341,848) |           |
|                             | 1,500              | (191,335)          | (234,454) | (256,014) | (279,775) | (304,844) | (329,914) | (354,983) |           |
|                             | 3,000              | (202,631)          | (245,751) | (267,840) | (292,910) | (317,979) | (343,049) | (368,118) |           |
|                             | 4,500              | (213,928)          | (257,047) | (280,976) | (306,045) | (331,115) | (356,184) | (381,254) |           |
|                             | 6,000              | (225,224)          | (269,042) | (294,111) | (319,181) | (344,250) | (369,320) | (394,389) |           |
|                             | 7,500              | (236,520)          | (282,177) | (307,246) | (332,316) | (357,385) | (382,455) | (407,524) |           |
|                             | 9,000              | (247,817)          | (295,312) | (320,382) | (345,451) | (370,521) | (395,590) | (420,660) |           |
|                             | 10,500             | (259,113)          | (308,448) | (333,517) | (358,587) | (383,656) | (408,725) | (433,795) |           |
|                             | 12,000             | (271,444)          | (321,583) | (346,653) | (371,722) | (396,792) | (421,874) | (447,236) |           |
|                             | 13,500             | (284,579)          | (334,718) | (359,788) | (384,857) | (409,927) | (435,189) | (460,451) |           |
|                             | 15,000             | (297,715)          | (347,854) | (372,923) | (397,993) | (423,142) | (448,404) | (473,665) |           |
|                             | 16,500             | (310,850)          | (360,989) | (386,059) | (411,128) | (436,357) | (461,618) | (486,880) |           |
|                             | 18,000             | (323,985)          | (374,124) | (399,194) | (424,310) | (449,572) | (474,833) | (500,095) |           |
|                             | 19,500             | (337,121)          | (387,260) | (412,329) | (437,525) | (462,786) | (488,048) | (513,310) |           |
|                             | 21,000             | (350,256)          | (400,395) | (425,478) | (450,739) | (476,001) | (501,263) | (526,524) |           |
|                             | 22,500             | (363,391)          | (413,530) | (438,692) | (463,954) | (489,216) | (514,477) | (539,739) |           |
|                             | 24,000             | (376,527)          | (426,666) | (451,907) | (477,169) | (502,431) | (527,692) | (552,954) |           |
|                             | 25,500             | (389,662)          | (439,800) | (465,122) | (490,384) | (515,645) | (540,907) | (566,169) |           |
|                             | 27,000             | (402,797)          | (453,075) | (478,337) | (503,598) | (528,860) | (554,122) | (579,383) |           |
| 28,500                      | (415,933)          | (466,290)          | (491,551) | (516,813) | (542,075) | (567,337) | (592,598) |           |           |
| 30,000                      | (429,068)          | (479,505)          | (504,766) | (530,028) | (555,290) | (580,551) | (714,650) |           |           |

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Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

|                     |           | AH - % on site 35% |                    |             |             |             |             |             |
|---------------------|-----------|--------------------|--------------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0%                 | 10%                | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) |           | (354,983)          |                    |             |             |             |             |             |
|                     | 50,000    | 854                | (42,265)           | (63,825)    | (87,586)    | (112,655)   | (137,725)   | (162,794)   |
|                     | 75,000    | (40,329)           | (83,449)           | (105,009)   | (128,769)   | (153,839)   | (178,908)   | (203,978)   |
|                     | 100,000   | (81,512)           | (124,632)          | (146,192)   | (169,952)   | (195,022)   | (220,091)   | (245,161)   |
|                     | 125,000   | (122,696)          | (165,815)          | (187,375)   | (211,136)   | (236,205)   | (261,275)   | (286,344)   |
|                     | 150,000   | (163,879)          | (206,999)          | (228,559)   | (252,319)   | (277,389)   | (302,458)   | (327,528)   |
|                     | 175,000   | (205,062)          | (248,182)          | (269,742)   | (293,502)   | (318,572)   | (343,641)   | (368,711)   |
|                     | 200,000   | (246,246)          | (289,365)          | (310,925)   | (334,686)   | (359,755)   | (384,825)   | (409,894)   |
|                     | 225,000   | (287,429)          | (330,549)          | (352,109)   | (375,869)   | (400,939)   | (426,008)   | (451,078)   |
|                     | 250,000   | (328,612)          | (371,732)          | (393,292)   | (417,052)   | (442,122)   | (467,191)   | (492,261)   |
| 275,000             | (369,796) | (412,915)          | (434,475)          | (458,236)   | (483,305)   | (508,375)   | (533,444)   |             |
|                     |           | AH - % on site 35% |                    |             |             |             |             |             |
|                     |           | 0%                 | 10%                | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | 5         | (934,587)          | (985,110)          | (1,010,372) | (1,035,633) | (1,367,939) | (1,733,118) | (2,098,296) |
|                     | 10        | (291,712)          | (337,414)          | (362,483)   | (387,553)   | (412,622)   | (437,692)   | (462,831)   |
|                     | 15        | (91,050)           | (134,077)          | (155,637)   | (177,197)   | (198,757)   | (222,135)   | (245,205)   |
|                     | 20        | 9,054              | (33,892)           | (55,364)    | (76,837)    | (98,300)    | (119,939)   | (141,499)   |
|                     | 25        | 69,116             | 26,171             | 4,698       | (16,775)    | (38,248)    | (59,720)    | (81,273)    |
|                     | 30        | 109,158            | 66,212             | 44,739      | 23,267      | 1,794       | (19,679)    | (41,152)    |
|                     | 35        | 137,759            | 94,813             | 73,341      | 51,868      | 30,395      | 8,922       | (12,551)    |
|                     | 40        | 159,210            | 116,264            | 94,791      | 73,319      | 51,846      | 30,373      | 8,900       |
|                     | 45        | 175,894            | 132,948            | 111,475     | 90,003      | 68,530      | 47,057      | 25,584      |
|                     | 50        | 189,241            | 146,295            | 124,822     | 103,350     | 81,877      | 60,404      | 38,931      |
| 55                  | 200,161   | 157,216            | 135,743            | 114,270     | 92,797      | 71,325      | 49,852      |             |
|                     |           | AH - % on site 35% |                    |             |             |             |             |             |
|                     |           | 0%                 | 10%                | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | 95%       | (139,350)          | (183,127)          | (205,082)   | (227,037)   | (248,992)   | (272,068)   | (297,597)   |
|                     | 100%      | (191,335)          | (234,454)          | (256,014)   | (279,775)   | (304,844)   | (329,914)   | (354,983)   |
|                     | 105%      | (243,452)          | (289,318)          | (313,928)   | (338,538)   | (363,149)   | (387,759)   | (412,465)   |
|                     | 110%      | (300,899)          | (349,001)          | (373,151)   | (397,302)   | (421,523)   | (445,861)   | (470,198)   |
|                     | 115%      | (361,300)          | (408,683)          | (432,429)   | (456,305)   | (480,180)   | (504,056)   | (527,931)   |
|                     | 120%      | (421,901)          | (468,597)          | (492,011)   | (515,424)   | (538,837)   | (562,250)   | (585,664)   |
|                     | 125%      | (482,738)          | (528,641)          | (551,592)   | (574,543)   | (597,494)   | (620,445)   | (643,396)   |
|                     | 130%      | (543,706)          | (588,684)          | (611,173)   | (633,662)   | (656,151)   | (678,640)   | (701,129)   |
|                     |           | AH - % on site 0%  |                    |             |             |             |             |             |
|                     |           | 0%                 | 10%                | 15%         | 20%         | 25%         | 30%         | 35%         |
| Balance (RLV - TLV) | 75%       | (819,516)          | (1,076,798)        | (1,205,439) | (1,334,080) | (1,462,721) | (1,591,362) | (1,720,004) |
|                     | 80%       | (552,960)          | (565,977)          | (572,486)   | (578,995)   | (585,504)   | (592,013)   | (598,522)   |
|                     | 85%       | (459,195)          | (481,589)          | (492,786)   | (503,983)   | (515,180)   | (526,377)   | (537,574)   |
|                     | 90%       | (365,791)          | (397,301)          | (413,086)   | (428,971)   | (444,856)   | (460,741)   | (476,627)   |
|                     | 95%       | (272,644)          | (313,468)          | (333,880)   | (354,292)   | (374,705)   | (395,117)   | (415,530)   |
|                     | 100%      | (191,335)          | (234,454)          | (256,014)   | (279,775)   | (304,844)   | (329,914)   | (354,983)   |
|                     | 105%      | (111,497)          | (162,409)          | (187,923)   | (213,438)   | (239,054)   | (264,670)   | (290,286)   |
|                     | 110%      | (31,841)           | (90,718)           | (120,156)   | (149,595)   | (179,033)   | (208,472)   | (237,911)   |
|                     | 115%      | 47,815             | (19,027)           | (52,448)    | (85,870)    | (119,291)   | (152,712)   | (186,133)   |
|                     | 120%      | 127,472            | 52,664             | 15,260      | (22,145)    | (59,549)    | (96,953)    | (134,357)   |
|                     | 125%      | 207,001            | 124,354            | 82,967      | 41,581      | 194         | (41,193)    | (82,580)    |
|                     |           |                    | Site Specific S106 |             |             |             |             |             |
|                     |           | £1,500             | £1,500             | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      |
| Balance (RLV - TLV) | 0         | (265,470)          | (278,606)          | (291,741)   | (304,877)   | (318,012)   | (331,147)   | (344,283)   |
|                     | 20        | (276,131)          | (289,266)          | (302,402)   | (315,537)   | (328,672)   | (341,808)   | (354,943)   |
|                     | 40        | (286,791)          | (299,927)          | (313,062)   | (326,198)   | (339,333)   | (352,468)   | (365,604)   |
|                     | 60        | (297,452)          | (310,587)          | (323,723)   | (336,858)   | (349,993)   | (363,129)   | (376,264)   |
|                     | 80        | (308,113)          | (321,248)          | (334,383)   | (347,519)   | (360,654)   | (373,789)   | (386,925)   |
|                     | 100       | (318,773)          | (331,908)          | (345,044)   | (358,179)   | (371,314)   | (384,450)   | (397,592)   |
|                     | 120       | (329,434)          | (342,569)          | (355,704)   | (368,840)   | (381,975)   | (395,110)   | (408,317)   |
|                     | 143       | (341,848)          | (354,983)          | (368,118)   | (381,254)   | (394,389)   | (407,524)   | (420,660)   |
|                     | 160       | (350,755)          | (363,890)          | (377,025)   | (390,161)   | (403,326)   | (416,461)   | (429,596)   |
|                     | 180       | (361,415)          | (374,551)          | (387,686)   | (400,848)   | (414,063)   | (427,277)   | (440,492)   |
|                     | 200       | (372,076)          | (385,211)          | (398,358)   | (411,573)   | (424,787)   | (438,002)   | (451,217)   |
|                     | 220       | (382,736)          | (395,872)          | (409,083)   | (422,298)   | (435,512)   | (448,727)   | (464,942)   |
|                     | 240       | (393,397)          | (406,533)          | (419,808)   | (433,023)   | (446,237)   | (459,452)   | (477,667)   |
|                     | 260       | (404,103)          | (417,318)          | (430,533)   | (443,748)   | (456,962)   | (470,177)   | (488,392)   |
|                     | 280       | (414,828)          | (428,043)          | (441,258)   | (454,473)   | (467,687)   | (480,902)   | (499,117)   |
|                     | 300       | (425,553)          | (438,768)          | (451,983)   | (465,198)   | (478,412)   | (491,627)   | (507,842)   |
|                     | 320       | (436,278)          | (449,493)          | (462,708)   | (475,923)   | (489,137)   | (502,352)   | (516,567)   |
| 340                 | (447,003) | (460,218)          | (473,433)          | (486,647)   | (499,862)   | (513,077)   | (525,292)   |             |
| 360                 | (457,728) | (470,943)          | (484,158)          | (497,372)   | (510,587)   | (523,802)   | (534,017)   |             |
| 380                 | (468,453) | (481,668)          | (494,883)          | (508,097)   | (521,312)   | (534,527)   | (544,742)   |             |
| 400                 | (479,178) | (492,393)          | (505,608)          | (518,822)   | (532,037)   | (545,252)   | (555,467)   |             |



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| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |            |                             |                    |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|------------|-----------------------------|--------------------|---------|---------|--|
| Total number of units in scheme        |                         | 15 Units                             |                          |            |                             |                    |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |            |                             |                    |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%      |                             |                    |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%      |                             |                    |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%      |                             |                    |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |            |                             |                    |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |            |                             |                    |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |            |                             |                    |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units | Overall mix%                | Total # units      |         |         |  |
| 1 bed House                            | 3.3%                    | 0.3                                  | 0.0%                     | 0.0        | 2%                          | 0.3                |         |         |  |
| 2 bed House                            | 20.9%                   | 2.0                                  | 0.0%                     | 0.0        | 14%                         | 2.0                |         |         |  |
| 3 bed House                            | 40.8%                   | 4.0                                  | 23.5%                    | 1.2        | 35%                         | 5.2                |         |         |  |
| 4 bed House                            | 35.0%                   | 3.4                                  | 2.8%                     | 0.1        | 24%                         | 3.6                |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0        | 0%                          | 0.0                |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 0.9        | 6%                          | 0.9                |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 57.4%                    | 3.0        | 20%                         | 3.0                |         |         |  |
| Total number of units                  | 100.0%                  | 9.8                                  | 100.0%                   | 5.3        | 100%                        | 15.0               |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          |            | 58.0                        | 624                |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          |            | 79.0                        | 850                |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          |            | 90.0                        | 969                |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          |            | 110.0                       | 1,184              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           |            | Gross (GIA) per unit (sqm)  | (sqft)             |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          |            | 50.0                        | 538                |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          |            | 70.0                        | 753                |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          |            | 84.0                        | 904                |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          |            | 97.0                        | 1,044              |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          |            | 0.0                         | 0                  |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    |            | 58.8                        | 633                |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    |            | 71.8                        | 772                |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)     | Total GIA (all units) (sqm) | (sqft)             |         |         |  |
| 1 bed House                            | 19                      | 201                                  | 0                        | 0          | 19                          | 201                |         |         |  |
| 2 bed House                            | 161                     | 1,733                                | 0                        | 0          | 161                         | 1,733              |         |         |  |
| 3 bed House                            | 358                     | 3,854                                | 104                      | 1,116      | 462                         | 4,970              |         |         |  |
| 4 bed House                            | 375                     | 4,041                                | 14                       | 151        | 389                         | 4,191              |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0          | 0                           | 0                  |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 51                       | 544        | 51                          | 544                |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 216                      | 2,328      | 216                         | 2,328              |         |         |  |
|                                        | 913                     | 9,828                                | 385                      | 4,139      | 1,298                       | 13,967             |         |         |  |
| AH % by floor area:                    |                         | 29.63% AH % by floor area due to mix |                          |            |                             |                    |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     |            |                             | total MV £ (no AH) |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      |            |                             | 57,915             |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      |            |                             | 509,438            |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      |            |                             | 1,511,560          |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      |            |                             | 1,244,906          |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  |            |                             | 0                  |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      |            |                             | 137,592            |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      |            |                             | 572,565            |         |         |  |
|                                        |                         |                                      |                          |            |                             | 4,033,976          |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |            |                             |                    |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm       | % of MV                     | Intermediate       | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000    | 2,520                       | 144,000            | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000    | 2,500                       | 200,000            | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000    | 2,417                       | 232,000            | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000    | 2,526                       | 250,000            | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0          | #DIV/0!                     | 0                  | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000    | 2,240                       | 128,000            | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000    | 2,180                       | 152,000            | 2,492   | 80%     |  |

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| GROSS DEVELOPMENT VALUE          |                            |                       |         |                                 |
|----------------------------------|----------------------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b>                 |                            |                       |         |                                 |
|                                  | (part houses due to % mix) |                       |         |                                 |
| 1 bed House                      | 0.3                        | @                     | 180,000 | 57,915                          |
| 2 bed House                      | 2.0                        | @                     | 250,000 | 509,438                         |
| 3 bed House                      | 4.0                        | @                     | 290,000 | 1,153,620                       |
| 4 bed House                      | 3.4                        | @                     | 350,000 | 1,194,375                       |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.0                        | @                     | 160,000 | -                               |
| 2 bed Flat                       | 0.0                        | @                     | 190,000 | -                               |
|                                  | 9.8                        |                       |         | 2,915,348                       |
| <b>Affordable Rent GDV -</b>     |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 90,000  | -                               |
| 2 bed House                      | 0.0                        | @                     | 125,000 | -                               |
| 3 bed House                      | 0.7                        | @                     | 145,000 | 94,854                          |
| 4 bed House                      | 0.1                        | @                     | 175,000 | 13,391                          |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.5                        | @                     | 80,000  | 36,462                          |
| 2 bed Flat                       | 1.6                        | @                     | 95,000  | 151,730                         |
|                                  | 2.8                        |                       |         | 296,436                         |
| <b>Shared ownership</b>          |                            |                       |         |                                 |
| 1 bed House                      | 0.0                        | @                     | 126,000 | -                               |
| 2 bed House                      | 0.0                        | @                     | 175,000 | -                               |
| 3 bed House                      | 0.3                        | @                     | 203,000 | 62,740                          |
| 4 bed House                      | 0.0                        | @                     | 245,000 | 8,857                           |
| 5 bed House                      | 0.0                        | @                     | 0       | -                               |
| 1 bed Flat                       | 0.2                        | @                     | 112,000 | 24,117                          |
| 2 bed Flat                       | 0.8                        | @                     | 133,000 | 100,359                         |
|                                  | 1.3                        |                       |         | 196,073                         |
| <b>Intermediate</b>              |                            |                       |         |                                 |
| 2 bed House                      | 0.0                        | @                     | 144,000 | -                               |
| 3 bed House                      | 0.0                        | @                     | 200,000 | -                               |
| 4 bed House                      | 0.3                        | @                     | 232,000 | 61,852                          |
| 5 bed House                      | 0.0                        | @                     | 250,000 | 7,796                           |
| 1 bed Flat                       | 0.0                        | @                     | 0       | -                               |
| 2 bed Flat                       | 0.2                        | @                     | 128,000 | 23,776                          |
| 0.00%                            | 0.7                        | @                     | 152,000 | 98,939                          |
|                                  | 1.1                        |                       |         | 192,363                         |
| <b>Sub-total GDV Residential</b> | <b>15.0</b>                |                       |         | <b>3,600,220</b>                |
| <i>AH on-site cost analysis:</i> |                            |                       |         |                                 |
|                                  | 334                        | £ psm (total GIA sqm) |         | £MV less EGDV 433,755           |
|                                  |                            |                       |         | 28,917 £ per unit (total units) |
| <b>Grant</b>                     | 15                         | @                     | 0       | -                               |
| <b>Total GDV</b>                 |                            |                       |         | <b>3,600,220</b>                |

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**Scheme Ref:** I  
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**Notes:** Brownfield allocation  
Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |       |                          |                                    |                       |                    |
|----------------------------------------------------------------------|-------|--------------------------|------------------------------------|-----------------------|--------------------|
| <b>Initial Payments -</b>                                            |       |                          |                                    |                       |                    |
| Planning Application Professional Fees, Surveys and reports          |       |                          |                                    |                       | (20,000)           |
| Statutory Planning Fees (Residential)                                |       |                          |                                    |                       | (5,775)            |
| CIL                                                                  |       |                          |                                    |                       | (130,829)          |
| CIL analysis:                                                        |       | 913 sqm                  | 143.29 £ psm                       |                       |                    |
|                                                                      |       | 3.63% % of GDV           | 8,722 £ per unit (total units)     |                       |                    |
| <b>Site Specific S106 Contributions</b>                              |       |                          |                                    |                       |                    |
| Year 1                                                               |       | 0                        |                                    |                       | -                  |
| Year 2                                                               |       | 0                        |                                    |                       | -                  |
| Year 3                                                               |       | 0                        |                                    |                       | -                  |
| Year 4                                                               |       | 0                        |                                    |                       | -                  |
| Year 5                                                               |       | 0                        |                                    |                       | -                  |
| Year 6                                                               |       | 0                        |                                    |                       | -                  |
| Year 7                                                               |       | 0                        |                                    |                       | -                  |
| Year 8                                                               |       | 0                        |                                    |                       | -                  |
| Year 9                                                               |       | 0                        |                                    |                       | -                  |
| Year 10                                                              |       | 0                        |                                    |                       | -                  |
| total                                                                |       | 15 units @               | 1,500 per unit                     | (22,500)              | (22,500)           |
| <i>S106 analysis:</i>                                                |       | 0.62% % of GDV           | 1,500 £ per unit (total units)     |                       |                    |
| AH Commuted Sum                                                      |       |                          |                                    |                       | -                  |
| <i>Comm. Sum analysis:</i>                                           |       | 1,298 sqm (total)        | 0 £ psm                            |                       |                    |
|                                                                      |       | 0.00% % of GDV           |                                    |                       |                    |
| <b>Construction Costs -</b>                                          |       |                          |                                    |                       |                    |
| Site Clearance and Demolition                                        |       |                          |                                    |                       | (194,150)          |
|                                                                      |       | 1.77 acres @             | 110,000 £ per acre (if brownfield) |                       |                    |
| <b>Infrastructure costs -</b>                                        |       |                          |                                    |                       |                    |
| Policy SP10 - Climate Change                                         |       | 2,557 per dwelling       |                                    |                       | (38,355)           |
| Policy LP32 - Electric charging point                                |       | 1,000 per dwelling       |                                    |                       | (15,000)           |
| Policy SP09 - Cross-boundary mitiga                                  |       | 121.89 per dwelling      |                                    |                       | (1,828)            |
| Policy LP18 - Biodiversity & Geodiv                                  |       | 42,545 per gross hectare |                                    |                       | (33,766)           |
| Policy LP25 - Sustainable Constructi                                 |       | 3,500 per dwelling       |                                    |                       | (52,500)           |
| Enhanced S106                                                        |       | 8,600                    |                                    |                       | (129,000)          |
| total                                                                |       | 1.77 acres @             | 0 per acre                         | (270,449)             | -                  |
| <i>Infra. Costs analysis:</i>                                        |       | 7.51% % of GDV           | 18,030 £ per unit (total units)    |                       |                    |
| 1 bed House                                                          |       | 19 sqm @                 | 1,155 psm                          |                       | (21,554)           |
| 2 bed House                                                          |       | 161 sqm @                | 1,155 psm                          |                       | (185,934)          |
| 3 bed House                                                          |       | 462 sqm @                | 1,155 psm                          |                       | (533,262)          |
| 4 bed House                                                          |       | 389 sqm @                | 1,155 psm                          |                       | (449,733)          |
| 5 bed House                                                          |       | - sqm @                  | 1,155 psm                          |                       | -                  |
| 1 bed Flat                                                           |       | 51 sqm @                 | 1,298 psm                          |                       | (65,559)           |
| 2 bed Flat                                                           | 1,298 | 216 sqm @                | 1,298 psm                          |                       | (280,277)          |
| External works                                                       |       |                          |                                    |                       | (230,448)          |
|                                                                      |       | 1,536,319 @              | 15.0%<br>15,363 £ per unit         |                       |                    |
| M4(2) Category 2 Housing                                             |       | 50% of All units         | 15 units @                         | 521 £ per dwelling    | (3,908)            |
| M4(3) Category 3 Housing                                             |       | 0% of All units          | 15 units @                         | 10,307 £ per dwelling | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |       |                          |                                    |                       | (135)              |
|                                                                      |       | 15 units @               | 9 £ per dwelling                   |                       |                    |
| Contingency                                                          |       |                          |                                    |                       | (111,770)          |
|                                                                      |       | 2,235,409 @              | 5.0%                               |                       |                    |
| <b>Professional Fees</b>                                             |       |                          |                                    |                       | (223,541)          |
|                                                                      |       | 2,235,409 @              | 10.0%                              |                       |                    |
| <b>Disposal Costs -</b>                                              |       |                          |                                    |                       |                    |
| Marketing and Promotion                                              |       |                          |                                    |                       | (43,730)           |
|                                                                      |       | 2,915,348 OMS @          | 1.50%                              |                       |                    |
| Residential Sales Agent Costs                                        |       |                          |                                    |                       | (43,730)           |
|                                                                      |       | 2,915,348 OMS @          | 1.50%                              |                       |                    |
| Residential Sales Legal Costs                                        |       |                          |                                    |                       | (14,577)           |
|                                                                      |       | 2,915,348 OMS @          | 0.50%                              |                       |                    |
| <b>Interest (on Development Costs) -</b>                             |       |                          |                                    |                       |                    |
|                                                                      |       | 7.50% APR                | 0.604% pcm                         |                       | (118,883)          |
| <b>Developers Profit -</b>                                           |       |                          |                                    |                       |                    |
| Margin on AH                                                         |       |                          |                                    |                       | (29,551)           |
|                                                                      |       | 492,510                  | 6.00% on AH values                 |                       |                    |
| Profit on GDV                                                        |       |                          |                                    |                       | (583,070)          |
|                                                                      |       | 2,915,348                | 20.00%                             |                       |                    |
|                                                                      |       | 2,970,745                | 19.63% on costs                    | (583,070)             |                    |
|                                                                      |       | 3,407,857                | 17.98% blended                     | (612,620)             |                    |
| <b>TOTAL COSTS</b>                                                   |       |                          |                                    |                       | <b>(3,583,365)</b> |

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Scheme Ref: I  
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 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                  |                 |                   |               |
|-----------------------------|------------------|-----------------|-------------------|---------------|
| Residual Land Value (gross) |                  |                 |                   | 16,856        |
| SDLT                        | 16,856 @         | 5.0% (slabbed)  |                   | 9,657         |
| Acquisition Agent fees      | 16,856 @         | 1.0%            |                   | (169)         |
| Acquisition Legal fees      | 16,856 @         | 0.5%            |                   | (84)          |
| Interest on Land            | 16,856 @         | 7.5%            |                   | (1,264)       |
| Residual Land Value         |                  |                 |                   | <b>24,996</b> |
| <i>RLV analysis:</i>        | 1,666 £ per plot | 34,994 £ per ha | 14,162 £ per acre |               |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      | 21.0 dp net ha    |                      |                        |                |
| Site Area (Resi)         | 0.71 net ha       | 1.77 net acres       |                        |                |
| <i>Density analysis:</i> | 1,817 sqm/ha      | 7,913 sqft/ac        |                        |                |
| Threshold Land Value     | 19,611 £ per plot | 411,833 £ per net ha | 166,667 £ per net acre | <b>294,167</b> |
|                          | 90%               | Gross to net         | 0.79 Gross hectares    |                |

| BALANCE           |                    |                      |           |
|-------------------|--------------------|----------------------|-----------|
| Surplus/(Deficit) | (376,839) £ per ha | (152,505) £ per acre | (269,171) |

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |           |           |           |           |           |           |
|----------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)  | (269,171) | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
|                      | 0         | 202,859            | 104,340   | 55,081    | 5,822     | (43,437)  | (92,810)  | (142,245) |
|                      | 20        | 175,767            | 79,958    | 32,053    | (15,851)  | (63,816)  | (111,888) | (159,961) |
|                      | 40        | 148,676            | 55,575    | 9,025     | (37,548)  | (84,257)  | (130,967) | (177,677) |
|                      | 60        | 121,584            | 31,193    | (14,005)  | (59,352)  | (104,699) | (150,046) | (195,393) |
|                      | 80        | 94,492             | 6,811     | (37,172)  | (81,156)  | (125,140) | (169,124) | (213,109) |
| CIL Epsm             | 100       | 67,401             | (17,718)  | (60,339)  | (102,961) | (145,582) | (188,203) | (230,825) |
| 143.29               | 120       | 40,269             | (42,248)  | (83,506)  | (124,765) | (166,023) | (207,282) | (248,540) |
|                      | 140       | 13,014             | (66,778)  | (106,674) | (146,569) | (186,465) | (226,361) | (266,256) |
|                      | 160       | (14,242)           | (91,308)  | (129,841) | (168,374) | (206,907) | (245,439) | (284,097) |
|                      | 180       | (41,497)           | (115,837) | (153,008) | (190,178) | (227,348) | (264,518) | (304,822) |
|                      | 200       | (68,752)           | (140,367) | (176,175) | (211,982) | (247,790) | (283,703) | (325,546) |
|                      | 220       | (96,008)           | (164,897) | (199,342) | (233,786) | (268,278) | (306,022) | (346,271) |
|                      | 240       | (123,263)          | (189,427) | (222,509) | (255,600) | (289,686) | (328,341) | (366,995) |
|                      | 260       | (150,518)          | (213,957) | (245,676) | (277,536) | (313,598) | (350,659) | (387,720) |
|                      | 280       | (177,774)          | (238,486) | (268,971) | (302,045) | (337,511) | (372,978) | (408,444) |
|                      | 300       | (205,029)          | (263,147) | (293,679) | (327,552) | (361,424) | (395,297) | (429,169) |
|                      | 320       | (232,307)          | (288,502) | (320,781) | (353,059) | (385,337) | (417,615) | (449,893) |
|                      | 340       | (259,727)          | (317,198) | (347,882) | (378,566) | (409,250) | (439,934) | (470,618) |
|                      | 360       | (287,714)          | (345,893) | (374,983) | (404,073) | (433,163) | (462,253) | (491,412) |
|                      | 380       | (319,598)          | (374,589) | (402,084) | (429,580) | (457,076) | (484,571) | (512,262) |
|                      | 400       | (351,481)          | (403,284) | (429,186) | (455,087) | (480,989) | (507,002) | (533,112) |
|                      | 420       | (383,365)          | (431,980) | (456,287) | (480,594) | (504,949) | (529,455) | (553,962) |
|                      | 440       | (415,249)          | (460,675) | (483,388) | (506,104) | (529,007) | (551,909) | (574,811) |
|                      | 460       | (447,133)          | (489,371) | (510,490) | (531,766) | (553,064) | (574,363) | (595,661) |
|                      | 480       | (479,017)          | (518,066) | (537,732) | (557,427) | (577,122) | (596,816) | (616,511) |
|                      |           | AH - % on site 35% |           |           |           |           |           |           |
| Balance (RLV - TLV)  | (269,171) | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%       | 35%       |
|                      | -         | 30,359             | (48,984)  | (88,656)  | (128,327) | (167,999) | (207,670) | (247,342) |
|                      | 1,500     | 8,530              | (70,813)  | (110,484) | (150,156) | (189,828) | (229,499) | (269,171) |
|                      | 3,000     | (13,299)           | (92,642)  | (132,313) | (171,985) | (211,656) | (251,328) | (292,318) |
|                      | 4,500     | (35,127)           | (114,470) | (154,142) | (193,814) | (233,485) | (273,195) | (317,854) |
|                      | 6,000     | (56,956)           | (136,299) | (175,971) | (215,642) | (255,314) | (297,026) | (343,389) |
| Site Specific S106   | 7,500     | (78,785)           | (158,128) | (197,799) | (237,471) | (277,243) | (322,561) | (368,925) |
| 1,500                | 9,000     | (100,613)          | (179,957) | (219,628) | (259,331) | (301,733) | (348,097) | (394,461) |
|                      | 10,500    | (122,442)          | (201,785) | (241,457) | (281,292) | (327,269) | (373,633) | (419,996) |
|                      | 12,000    | (144,271)          | (223,614) | (263,380) | (306,441) | (352,805) | (399,168) | (445,532) |
|                      | 13,500    | (166,100)          | (245,468) | (285,613) | (331,977) | (378,340) | (424,704) | (471,068) |
|                      | 15,000    | (187,928)          | (267,428) | (311,148) | (357,512) | (403,876) | (450,240) | (496,705) |
|                      | 16,500    | (209,757)          | (290,320) | (336,684) | (383,048) | (429,412) | (475,775) | (522,395) |
|                      | 18,000    | (231,604)          | (315,856) | (362,220) | (408,584) | (454,947) | (501,389) | (548,085) |
|                      | 19,500    | (253,565)          | (341,392) | (387,756) | (434,119) | (480,483) | (527,079) | (573,775) |
|                      | 21,000    | (275,525)          | (366,928) | (413,291) | (459,655) | (506,073) | (552,769) | (599,465) |
|                      | 22,500    | (299,736)          | (392,463) | (438,827) | (485,191) | (531,763) | (578,459) | (625,155) |
|                      | 24,000    | (325,271)          | (417,999) | (464,363) | (510,757) | (557,453) | (604,149) | (650,845) |
|                      | 25,500    | (350,807)          | (443,535) | (489,898) | (536,447) | (583,143) | (629,839) | (676,535) |
|                      | 27,000    | (376,343)          | (469,070) | (515,441) | (562,137) | (608,833) | (655,529) | (702,311) |
|                      | 28,500    | (401,878)          | (494,606) | (541,131) | (587,827) | (634,523) | (681,219) | (728,156) |
|                      | 30,000    | (427,414)          | (520,142) | (566,822) | (613,517) | (660,213) | (706,909) | (754,001) |

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

|                     |                               | AH - % on site 35% |             |                           |             |             |             |             |           |
|---------------------|-------------------------------|--------------------|-------------|---------------------------|-------------|-------------|-------------|-------------|-----------|
|                     |                               | 0%                 | 10%         | 15%                       | 20%         | 25%         | 30%         | 35%         |           |
| Balance (RLV - TLV) | (269,171)                     |                    |             |                           |             |             |             |             |           |
|                     | 50,000                        | 214,447            | 135,104     | 95,432                    | 55,761      | 16,089      | (23,583)    | (63,254)    |           |
|                     | 75,000                        | 170,322            | 90,979      | 51,307                    | 11,636      | (28,036)    | (67,708)    | (107,379)   |           |
|                     | TLV (per net acre)<br>166,667 | 100,000            | 126,197     | 46,854                    | 7,182       | (32,489)    | (72,161)    | (111,833)   | (151,504) |
|                     |                               | 125,000            | 82,072      | 2,729                     | (36,943)    | (76,614)    | (116,286)   | (155,958)   | (195,629) |
|                     |                               | 150,000            | 37,947      | (41,396)                  | (81,068)    | (120,739)   | (160,411)   | (200,083)   | (239,754) |
|                     |                               | 175,000            | (6,178)     | (85,521)                  | (125,193)   | (164,864)   | (204,536)   | (244,208)   | (283,879) |
|                     |                               | 200,000            | (50,303)    | (129,646)                 | (169,318)   | (208,989)   | (248,661)   | (288,333)   | (328,004) |
|                     |                               | 225,000            | (94,428)    | (173,771)                 | (213,443)   | (253,114)   | (292,786)   | (332,458)   | (372,129) |
| 250,000             |                               | (138,553)          | (217,896)   | (257,568)                 | (297,239)   | (336,911)   | (376,583)   | (416,254)   |           |
| 275,000             | (182,678)                     | (262,021)          | (301,693)   | (341,364)                 | (381,036)   | (420,708)   | (460,379)   |             |           |
|                     |                               | AH - % on site 35% |             |                           |             |             |             |             |           |
|                     |                               | 0%                 | 10%         | 15%                       | 20%         | 25%         | 30%         | 35%         |           |
| Balance (RLV - TLV) | (269,171)                     |                    |             |                           |             |             |             |             |           |
|                     | 5                             | (1,818,309)        | (1,912,563) | (1,959,689)               | (2,307,262) | (2,911,739) | (3,516,216) | (4,120,692) |           |
|                     | 10                            | (589,324)          | (679,133)   | (725,497)                 | (771,861)   | (818,224)   | (864,906)   | (911,602)   |           |
|                     | Density (dph)<br>21           | 15                 | (208,790)   | (288,133)                 | (327,805)   | (367,476)   | (408,298)   | (454,662)   | (501,026) |
|                     |                               | 20                 | (18,635)    | (97,978)                  | (137,650)   | (177,321)   | (216,993)   | (256,664)   | (296,386) |
|                     |                               | 25                 | 95,450      | 16,115                    | (23,556)    | (63,228)    | (102,899)   | (142,571)   | (182,243) |
|                     |                               | 30                 | 171,302     | 92,177                    | 52,506      | 12,834      | (26,837)    | (66,509)    | (106,180) |
|                     |                               | 35                 | 225,483     | 146,374                   | 106,820     | 67,164      | 27,493      | (12,179)    | (51,850)  |
|                     |                               | 40                 | 266,118     | 187,009                   | 147,455     | 107,901     | 68,240      | 28,569      | (11,103)  |
|                     |                               | 45                 | 297,723     | 218,614                   | 179,060     | 139,506     | 99,933      | 60,261      | 20,590    |
|                     |                               | 50                 | 323,007     | 243,899                   | 204,344     | 164,790     | 125,236     | 85,615      | 45,944    |
|                     |                               | 55                 | 343,694     | 264,586                   | 225,031     | 185,477     | 145,923     | 106,360     | 66,688    |
|                     |                               | AH - % on site 35% |             |                           |             |             |             |             |           |
|                     |                               | 0%                 | 10%         | 15%                       | 20%         | 25%         | 30%         | 35%         |           |
| Balance (RLV - TLV) | (269,171)                     |                    |             |                           |             |             |             |             |           |
|                     | 95%                           | 107,673            | 27,065      | (13,239)                  | (53,663)    | (94,089)    | (134,515)   | (174,940)   |           |
|                     | 100%                          | 5,530              | (70,813)    | (110,484)                 | (150,156)   | (189,828)   | (229,499)   | (269,171)   |           |
|                     | Build rate (Epsm)             | 105%               | (90,980)    | (168,815)                 | (207,732)   | (246,649)   | (286,052)   | (331,533)   | (377,015) |
|                     |                               | 110%               | (190,490)   | (266,970)                 | (308,851)   | (353,450)   | (398,049)   | (442,648)   | (487,292) |
|                     |                               | 115%               | (291,463)   | (378,896)                 | (422,613)   | (466,330)   | (510,125)   | (554,125)   | (598,191) |
|                     |                               | 120%               | (407,872)   | (493,541)                 | (536,509)   | (579,654)   | (622,800)   | (665,945)   | (709,217) |
|                     |                               | 125%               | (524,281)   | (608,701)                 | (650,959)   | (693,216)   | (735,474)   | (778,125)   | (820,787) |
| 130%                |                               | (641,299)          | (724,038)   | (765,408)                 | (807,050)   | (848,818)   | (890,587)   | (1,161,433) |           |
|                     |                               | AH - % on site 0%  |             |                           |             |             |             |             |           |
|                     |                               | 0%                 | 10%         | 15%                       | 20%         | 25%         | 30%         | 35%         |           |
| Balance (RLV - TLV) | (269,171)                     |                    |             |                           |             |             |             |             |           |
|                     | 75%                           | (831,936)          | (836,302)   | (838,484)                 | (852,711)   | (1,055,586) | (1,258,461) | (1,461,336) |           |
|                     | 80%                           | (652,717)          | (674,700)   | (685,691)                 | (696,846)   | (708,017)   | (719,189)   | (730,360)   |           |
|                     | Changes in sales values (£)   | 85%                | (474,358)   | (514,028)                 | (533,946)   | (553,863)   | (573,780)   | (593,698)   | (613,615) |
|                     |                               | 90%                | (296,984)   | (354,237)                 | (382,863)   | (411,489)   | (440,116)   | (468,742)   | (497,375) |
|                     |                               | 99%                | (21,798)    | (98,108)                  | (136,264)   | (174,419)   | (212,574)   | (250,729)   | (288,841) |
|                     |                               | 100%               | 8,530       | (70,813)                  | (110,484)   | (150,156)   | (189,828)   | (229,499)   | (269,171) |
|                     |                               | 105%               | 159,591     | 65,399                    | 18,303      | (28,843)    | (76,097)    | (123,350)   | (170,604) |
|                     |                               | 110%               | 310,420     | 201,146                   | 146,508     | 91,871      | 37,234      | (17,403)    | (72,041)  |
|                     |                               | 115%               | 460,962     | 336,890                   | 274,714     | 212,535     | 150,356     | 88,177      | 25,999    |
|                     |                               | 120%               | 611,068     | 471,985                   | 402,443     | 332,901     | 263,360     | 193,758     | 124,038   |
|                     |                               | 125%               | 761,173     | 607,079                   | 530,033     | 452,986     | 375,939     | 298,892     | 221,845   |
|                     |                               |                    |             | Site Specific S106 £1,500 |             |             |             |             |           |
|                     |                               | 0                  | 1,500       | 3,000                     | 4,500       | 6,000       | 7,500       | 9,000       |           |
| Balance (RLV - TLV) | (269,171)                     |                    |             |                           |             |             |             |             |           |
|                     | 0                             | (120,416)          | (142,245)   | (164,073)                 | (185,902)   | (207,731)   | (229,560)   | (251,388)   |           |
|                     | 20                            | (138,132)          | (159,961)   | (181,789)                 | (203,618)   | (225,447)   | (247,276)   | (269,104)   |           |
|                     | CIL Epsm<br>143.29            | 40                 | (155,848)   | (177,677)                 | (199,505)   | (221,334)   | (243,163)   | (264,991)   | (287,429) |
|                     |                               | 60                 | (173,564)   | (195,393)                 | (217,221)   | (239,050)   | (260,879)   | (282,708)   | (304,536) |
|                     |                               | 80                 | (191,280)   | (213,109)                 | (234,937)   | (256,766)   | (278,595)   | (300,424)   | (322,252) |
|                     |                               | 100                | (208,996)   | (230,825)                 | (252,653)   | (274,482)   | (296,311)   | (318,140)   | (339,968) |
|                     |                               | 120                | (226,712)   | (248,540)                 | (270,369)   | (292,198)   | (314,027)   | (335,856)   | (357,684) |
|                     |                               | 140                | (244,428)   | (266,256)                 | (288,090)   | (314,444)   | (339,980)   | (365,516)   | (391,051) |
|                     |                               | 160                | (262,144)   | (284,097)                 | (309,633)   | (335,169)   | (360,705)   | (386,240)   | (411,776) |
|                     |                               | 180                | (279,900)   | (304,822)                 | (330,358)   | (355,893)   | (381,429)   | (406,965)   | (432,500) |
|                     |                               | 200                | (300,011)   | (325,546)                 | (351,082)   | (376,618)   | (402,154)   | (427,689)   | (453,225) |
|                     |                               | 220                | (320,735)   | (346,271)                 | (371,807)   | (397,342)   | (422,878)   | (448,414)   | (473,949) |
|                     |                               | 240                | (341,460)   | (366,995)                 | (392,531)   | (418,067)   | (443,603)   | (469,138)   | (494,674) |
|                     |                               | 260                | (362,184)   | (387,720)                 | (413,256)   | (438,791)   | (464,327)   | (489,923)   | (515,613) |
|                     |                               | 280                | (382,909)   | (408,444)                 | (433,980)   | (459,516)   | (485,083)   | (510,773)   | (536,463) |
|                     |                               | 300                | (403,633)   | (429,169)                 | (454,705)   | (480,243)   | (505,933)   | (531,623)   | (557,313) |
| 320                 |                               | (424,358)          | (449,893)   | (475,429)                 | (501,093)   | (526,783)   | (552,473)   | (578,163)   |           |
| 340                 | (445,082)                     | (470,618)          | (496,252)   | (521,942)                 | (547,633)   | (573,323)   | (598,013)   |             |           |
| 360                 | (465,807)                     | (491,412)          | (517,102)   | (542,792)                 | (568,482)   | (594,172)   | (619,862)   |             |           |
| 380                 | (486,572)                     | (512,262)          | (537,952)   | (563,642)                 | (589,332)   | (615,022)   | (640,712)   |             |           |
| 400                 | (507,422)                     | (533,112)          | (558,802)   | (584,492)                 | (610,182)   | (635,872)   | (661,562)   |             |           |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                    |                  |                             |                    |              |         |         |
|----------------------------------------|-------------------------|--------------------------------------|--------------------|------------------|-----------------------------|--------------------|--------------|---------|---------|
| Total number of units in scheme        |                         | 40 Units                             |                    |                  |                             |                    |              |         |         |
| AH Policy requirement (% Target)       |                         | 35%                                  |                    |                  |                             |                    |              |         |         |
| AH tenure split %                      |                         | Affordable Rent:                     |                    | 53.0%            |                             |                    |              |         |         |
|                                        |                         | Shared ownership                     |                    | 25.0%            |                             |                    |              |         |         |
|                                        |                         | Intermediate                         |                    | 21.6%            |                             |                    |              |         |         |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                    |                  |                             |                    |              |         |         |
|                                        |                         | 100%                                 |                    |                  |                             |                    |              |         |         |
| CIL Rate (£ psm)                       |                         | 143.29 £ psm                         |                    |                  |                             |                    |              |         |         |
| <b>Unit mix -</b>                      |                         |                                      |                    |                  |                             |                    |              |         |         |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%            | AH # units       | Overall mix%                | Total # units      |              |         |         |
| 1 bed House                            | 3.3%                    | 0.9                                  | 0.0%               | 0.0              | 2%                          | 0.9                |              |         |         |
| 2 bed House                            | 20.9%                   | 5.4                                  | 0.0%               | 0.0              | 14%                         | 5.4                |              |         |         |
| 3 bed House                            | 40.8%                   | 10.6                                 | 23.5%              | 3.3              | 35%                         | 13.9               |              |         |         |
| 4 bed House                            | 35.0%                   | 9.1                                  | 2.8%               | 0.4              | 24%                         | 9.5                |              |         |         |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%               | 0.0              | 0%                          | 0.0                |              |         |         |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%              | 2.3              | 6%                          | 2.3                |              |         |         |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 57.4%              | 8.0              | 20%                         | 8.0                |              |         |         |
| Total number of units                  | 100.0%                  | 26.0                                 | 100.0%             | 14.0             | 100%                        | 40.0               |              |         |         |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                    |                  |                             |                    |              |         |         |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %     |                  | Gross (GIA) per unit (sqm)  | (sqft)             |              |         |         |
| 1 bed House                            | 58.0                    | 624                                  |                    |                  | 58.0                        | 624                |              |         |         |
| 2 bed House                            | 79.0                    | 850                                  |                    |                  | 79.0                        | 850                |              |         |         |
| 3 bed House                            | 90.0                    | 969                                  |                    |                  | 90.0                        | 969                |              |         |         |
| 4 bed House                            | 110.0                   | 1,184                                |                    |                  | 110.0                       | 1,184              |              |         |         |
| 5 bed House                            | 0.0                     | 0                                    |                    |                  | 0.0                         | 0                  |              |         |         |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%              |                  | 58.8                        | 633                |              |         |         |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%              |                  | 71.8                        | 772                |              |         |         |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                    |                  |                             |                    |              |         |         |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %     |                  | Gross (GIA) per unit (sqm)  | (sqft)             |              |         |         |
| 1 bed House                            | 50.0                    | 538                                  |                    |                  | 50.0                        | 538                |              |         |         |
| 2 bed House                            | 70.0                    | 753                                  |                    |                  | 70.0                        | 753                |              |         |         |
| 3 bed House                            | 84.0                    | 904                                  |                    |                  | 84.0                        | 904                |              |         |         |
| 4 bed House                            | 97.0                    | 1,044                                |                    |                  | 97.0                        | 1,044              |              |         |         |
| 5 bed House                            | 0.0                     | 0                                    |                    |                  | 0.0                         | 0                  |              |         |         |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%              |                  | 58.8                        | 633                |              |         |         |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%              |                  | 71.8                        | 772                |              |         |         |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                    |                  |                             |                    |              |         |         |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm) | (sqft)           | Total GIA (all units) (sqm) | (sqft)             |              |         |         |
| 1 bed House                            | 50                      | 536                                  | 0                  | 0                | 50                          | 536                |              |         |         |
| 2 bed House                            | 429                     | 4,621                                | 0                  | 0                | 429                         | 4,621              |              |         |         |
| 3 bed House                            | 955                     | 10,277                               | 276                | 2,976            | 1,231                       | 13,253             |              |         |         |
| 4 bed House                            | 1,001                   | 10,775                               | 37                 | 402              | 1,038                       | 11,177             |              |         |         |
| 5 bed House                            | 0                       | 0                                    | 0                  | 0                | 0                           | 0                  |              |         |         |
| 1 bed Flat                             | 0                       | 0                                    | 135                | 1,452            | 135                         | 1,452              |              |         |         |
| 2 bed Flat                             | 0                       | 0                                    | 577                | 6,208            | 577                         | 6,208              |              |         |         |
|                                        | 2,435                   | 26,208                               | 1,025              | 11,038           | 3,460                       | 37,245             |              |         |         |
| AH % by floor area:                    |                         | 29.63% AH % by floor area due to mix |                    |                  |                             |                    |              |         |         |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                    |                  |                             |                    |              |         |         |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf               |                  |                             | total MV £ (no AH) |              |         |         |
| 1 bed House                            | 180,000                 | 3,103                                | 288                |                  |                             | 154,440            |              |         |         |
| 2 bed House                            | 250,000                 | 3,165                                | 294                |                  |                             | 1,358,500          |              |         |         |
| 3 bed House                            | 290,000                 | 3,222                                | 299                |                  |                             | 4,030,826          |              |         |         |
| 4 bed House                            | 350,000                 | 3,182                                | 296                |                  |                             | 3,319,750          |              |         |         |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!            |                  |                             | 0                  |              |         |         |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                |                  |                             | 366,912            |              |         |         |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                |                  |                             | 1,526,840          |              |         |         |
|                                        |                         |                                      |                    |                  |                             | 10,757,268         |              |         |         |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                    |                  |                             |                    |              |         |         |
|                                        | Affordable Rent:        | Epsm                                 | % of MV            | Shared ownership | Epsm                        | % of MV            | Intermediate | Epsm    | % of MV |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                | 126,000          | 2,520                       | 70%                | 144,000      | 2,880   | 80%     |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                | 175,000          | 2,500                       | 70%                | 200,000      | 2,857   | 80%     |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                | 203,000          | 2,417                       | 70%                | 232,000      | 2,762   | 80%     |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                | 245,000          | 2,526                       | 70%                | 250,000      | 2,577   | 71%     |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                | 0                | #DIV/0!                     | 70%                | 0            | #DIV/0! | 71%     |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                | 112,000          | 2,240                       | 70%                | 128,000      | 2,560   | 80%     |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                | 133,000          | 2,180                       | 70%                | 152,000      | 2,492   | 80%     |

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |             |                       |         |                                 |
|---------------------------------------------|-------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |             |                       |         |                                 |
| 1 bed House                                 | 0.9         | @                     | 180,000 | 154,440                         |
| 2 bed House                                 | 5.4         | @                     | 250,000 | 1,358,500                       |
| 3 bed House                                 | 10.6        | @                     | 290,000 | 3,076,320                       |
| 4 bed House                                 | 9.1         | @                     | 350,000 | 3,185,000                       |
| 5 bed House                                 | 0.0         | @                     | 0       | -                               |
| 1 bed Flat                                  | 0.0         | @                     | 160,000 | -                               |
| 2 bed Flat                                  | 0.0         | @                     | 190,000 | -                               |
|                                             | 26.0        |                       |         | 7,774,260                       |
| <b>Affordable Rent GDV -</b>                |             |                       |         |                                 |
| 1 bed House                                 | 0.0         | @                     | 90,000  | -                               |
| 2 bed House                                 | 0.0         | @                     | 125,000 | -                               |
| 3 bed House                                 | 1.7         | @                     | 145,000 | 252,944                         |
| 4 bed House                                 | 0.2         | @                     | 175,000 | 35,709                          |
| 5 bed House                                 | 0.0         | @                     | 0       | -                               |
| 1 bed Flat                                  | 1.2         | @                     | 80,000  | 97,232                          |
| 2 bed Flat                                  | 4.3         | @                     | 95,000  | 404,613                         |
|                                             | 7.4         |                       |         | 790,497                         |
| <b>Shared ownership</b>                     |             |                       |         |                                 |
| 1 bed House                                 | 0.0         | @                     | 126,000 | -                               |
| 2 bed House                                 | 0.0         | @                     | 175,000 | -                               |
| 3 bed House                                 | 0.8         | @                     | 203,000 | 167,306                         |
| 4 bed House                                 | 0.1         | @                     | 245,000 | 23,619                          |
| 5 bed House                                 | 0.0         | @                     | 0       | -                               |
| 1 bed Flat                                  | 0.6         | @                     | 112,000 | 64,312                          |
| 2 bed Flat                                  | 2.0         | @                     | 133,000 | 267,625                         |
|                                             | 3.5         |                       |         | 522,862                         |
| <b>Intermediate</b>                         |             |                       |         |                                 |
| 2 bed House                                 | 0.0         | @                     | 144,000 | -                               |
| 3 bed House                                 | 0.0         | @                     | 200,000 | -                               |
| 4 bed House                                 | 0.7         | @                     | 232,000 | 164,939                         |
| 5 bed House                                 | 0.1         | @                     | 250,000 | 20,790                          |
| 1 bed Flat                                  | 0.0         | @                     | 0       | -                               |
| 2 bed Flat                                  | 0.5         | @                     | 128,000 | 63,402                          |
| 0.00%                                       | 1.7         | @                     | 152,000 | 263,838                         |
|                                             | 3.0         |                       |         | 512,969                         |
| <b>Sub-total GDV Residential</b>            | <b>40.0</b> |                       |         | <b>9,600,588</b>                |
| <i>AH on-site cost analysis:</i>            |             |                       |         | <i>£MV less £GDV 1,156,680</i>  |
|                                             | 334         | £ psm (total GIA sqm) |         | 28,917 £ per unit (total units) |
| <b>Grant</b>                                | 40          | @                     | 0       | -                               |
| <b>Total GDV</b>                            |             |                       |         | <b>9,600,588</b>                |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                       |                          |            |                                    |                    |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|------------|------------------------------------|--------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |            |                                    |                    |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |            |                                    | (50,000)           |
| Statutory Planning Fees (Residential)                                |                                       |                          |            |                                    | (15,400)           |
| CIL                                                                  |                                       | 2,435 sqm                |            | 143.29 £ psm                       | (348,878)          |
|                                                                      | CIL analysis:                         | 3.63% of GDV             |            | 8,722 £ per unit (total units)     |                    |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |            |                                    | -                  |
|                                                                      | Year 2                                | 0                        |            |                                    | -                  |
|                                                                      | Year 3                                | 0                        |            |                                    | -                  |
|                                                                      | Year 4                                | 0                        |            |                                    | -                  |
|                                                                      | Year 5                                | 0                        |            |                                    | -                  |
|                                                                      | Year 6                                | 0                        |            |                                    | -                  |
|                                                                      | Year 7                                | 0                        |            |                                    | -                  |
|                                                                      | Year 8                                | 0                        |            |                                    | -                  |
|                                                                      | Year 9                                | 0                        |            |                                    | -                  |
|                                                                      | Year 10                               | 0                        |            |                                    | -                  |
|                                                                      | total                                 | 40 units @               |            | 1,500 per unit                     | (60,000)           |
|                                                                      | S106 analysis:                        | 0.62% of GDV             |            | 1,500 £ per unit (total units)     |                    |
| AH Commuted Sum                                                      |                                       | 3,460 sqm (total)        |            | 0 £ psm                            | -                  |
|                                                                      | Comm. Sum analysis:                   | 0.00% of GDV             |            |                                    |                    |
| <b>Construction Costs -</b>                                          |                                       |                          |            |                                    |                    |
| Site Clearance and Demolition                                        |                                       | 4.30 acres @             |            | 110,000 £ per acre (if brownfield) | (472,713)          |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |            |                                    | (102,280)          |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |            |                                    | (40,000)           |
|                                                                      | Policy SP09 - Cross-boundary mitiga   | 121.89 per dwelling      |            |                                    | (4,876)            |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |            |                                    | (92,489)           |
|                                                                      | Policy LP25 - Sustainable Constructi  | 3,500 per dwelling       |            |                                    | (140,000)          |
|                                                                      | Enhanced S106                         | 8,600                    |            |                                    | (344,000)          |
|                                                                      | total                                 | 4.30 acres @             |            | 0 per acre                         | (723,645)          |
|                                                                      | Infra. Costs analysis:                | 7.54% of GDV             |            | 18,091 £ per unit (total units)    |                    |
| 1 bed House                                                          |                                       | 50 sqm @                 |            | 1,155 psm                          | (57,477)           |
| 2 bed House                                                          |                                       | 429 sqm @                |            | 1,155 psm                          | (495,825)          |
| 3 bed House                                                          |                                       | 1,231 sqm @              |            | 1,155 psm                          | (1,422,033)        |
| 4 bed House                                                          |                                       | 1,038 sqm @              |            | 1,155 psm                          | (1,199,288)        |
| 5 bed House                                                          |                                       | - sqm @                  |            | 1,155 psm                          | -                  |
| 1 bed Flat                                                           |                                       | 135 sqm @                |            | 1,296 psm                          | (174,823)          |
| 2 bed Flat                                                           | 3,460                                 | 577 sqm @                |            | 1,296 psm                          | (747,405)          |
| External works                                                       |                                       | 4,096,852 @              |            | 15.0%<br>15,363 £ per unit         | (614,528)          |
| M4(2) Category 2 Housing                                             |                                       | 50% of All units         | 40 units @ | 521 £ per dwelling                 | (10,420)           |
| M4(3) Category 3 Housing                                             |                                       | 0% of All units          | 40 units @ | 10,307 £ per dwelling              | -                  |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                          | 40 units @ | 9 £ per dwelling                   | (360)              |
| Contingency                                                          |                                       | 5,918,518 @              |            | 5.0%                               | (295,926)          |
| Professional Fees                                                    |                                       | 5,918,518 @              |            | 10.0%                              | (591,852)          |
| <b>Disposal Costs -</b>                                              |                                       |                          |            |                                    |                    |
| Marketing and Promotion                                              |                                       | 7,774,260 OMS @          |            | 1.50%                              | (116,614)          |
| Residential Sales Agent Costs                                        |                                       | 7,774,260 OMS @          |            | 1.50%                              | (116,614)          |
| Residential Sales Legal Costs                                        |                                       | 7,774,260 OMS @          |            | 0.50%                              | (38,871)           |
| Interest (on Development Costs) -                                    |                                       | 7.50% APR                |            | 0.604% pcm                         | (291,946)          |
| <b>Developers Profit -</b>                                           |                                       |                          |            |                                    |                    |
| Margin on AH                                                         |                                       | 1,313,359                |            | 6.00% on AH values                 | (78,802)           |
| Profit on GDV                                                        |                                       | 7,774,260                |            | 20.00%                             | (1,554,852)        |
|                                                                      |                                       | 7,844,619                |            | 19.82% on costs                    | (1,554,852)        |
|                                                                      |                                       | 9,087,619                |            | 17.98% blended                     | (1,633,654)        |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |            |                                    | <b>(9,478,272)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** L  
**Title:** 40 No. Units  
**Notes:** Brownfield allocation  
 Enhanced S106 costs

| <b>RESIDUAL LAND VALUE</b>  |                  |                 |                   |                |
|-----------------------------|------------------|-----------------|-------------------|----------------|
| Residual Land Value (gross) |                  |                 |                   | 122,316        |
| SDLT                        | 122,316 @        | 5.0% (slabbed)  |                   | 4,384          |
| Acquisition Agent fees      | 122,316 @        | 1.0%            |                   | (1,223)        |
| Acquisition Legal fees      | 122,316 @        | 0.5%            |                   | (612)          |
| Interest on Land            | 122,316 @        | 7.5%            |                   | (9,174)        |
| Residual Land Value         |                  |                 |                   | <b>115,691</b> |
| <i>RLV analysis:</i>        | 2,892 £ per plot | 66,523 £ per ha | 26,921 £ per acre |                |

| <b>THRESHOLD LAND VALUE</b> |                   |                      |                        |                |
|-----------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density         | 23.0 dp net ha    |                      |                        |                |
| Site Area (Resi)            | 1.74 net ha       | 4.30 net acres       |                        |                |
| <i>Density analysis:</i>    | 1,990 sqm/ha      | 6,667 sqft/ac        |                        |                |
| Threshold Land Value        | 20,144 £ per plot | 463,313 £ per net ha | 187,500 £ per net acre | <b>805,761</b> |
|                             | 80%               | Gross to net         | 2.17 Gross hectares    |                |

| <b>BALANCE</b>    |                    |                      |           |
|-------------------|--------------------|----------------------|-----------|
| Surplus/(Deficit) | (396,790) £ per ha | (160,579) £ per acre | (690,070) |

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |             |             |             |             |             |             |
|----------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)  | (690,070) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|                      | 0         | 657,063            | 380,195     | 241,511     | 102,523     | (36,720)    | (176,337)   | (316,446)   |
|                      | 20        | 580,331            | 310,718     | 175,566     | 40,244      | (95,366)    | (231,384)   | (367,910)   |
|                      | 40        | 503,169            | 240,843     | 109,394     | (22,262)    | (154,320)   | (286,739)   | (419,622)   |
|                      | 60        | 425,760            | 170,732     | 42,982      | (85,140)    | (213,538)   | (342,313)   | (471,587)   |
|                      | 80        | 348,097            | 100,381     | (23,821)    | (148,246)   | (272,959)   | (398,083)   | (523,743)   |
| CIL Epsm             | 100       | 269,967            | 29,638      | (90,861)    | (211,561)   | (332,627)   | (454,110)   | (576,096)   |
| 143.29               | 120       | 191,578            | (41,384)    | (158,118)   | (275,207)   | (392,613)   | (510,420)   | (628,752)   |
|                      | 140       | 112,925            | (112,632)   | (225,742)   | (339,120)   | (452,810)   | (566,936)   | (681,408)   |
|                      | 160       | 33,846             | (184,233)   | (293,630)   | (403,251)   | (513,220)   | (623,642)   | (734,063)   |
|                      | 180       | (45,526)           | (256,144)   | (361,745)   | (467,669)   | (573,977)   | (680,348)   | (786,913)   |
|                      | 200       | (125,146)          | (328,291)   | (430,189)   | (532,413)   | (634,734)   | (737,057)   | (847,152)   |
|                      | 220       | (205,184)          | (400,761)   | (498,950)   | (597,220)   | (695,490)   | (794,106)   | (908,750)   |
|                      | 240       | (285,540)          | (473,588)   | (567,807)   | (662,027)   | (756,475)   | (860,254)   | (970,422)   |
|                      | 260       | (366,157)          | (546,496)   | (636,665)   | (726,993)   | (821,235)   | (926,591)   | (1,032,392) |
|                      | 280       | (447,166)          | (619,404)   | (705,662)   | (792,192)   | (892,310)   | (993,166)   | (1,094,362) |
|                      | 300       | (528,175)          | (692,480)   | (774,936)   | (867,506)   | (963,474)   | (1,059,903) | (1,156,333) |
|                      | 320       | (609,184)          | (765,829)   | (852,178)   | (943,318)   | (1,034,978) | (1,126,640) | (1,218,605) |
|                      | 340       | (690,566)          | (846,327)   | (932,729)   | (1,019,587) | (1,106,482) | (1,193,461) | (1,280,950) |
|                      | 360       | (772,065)          | (931,616)   | (1,013,729) | (1,095,858) | (1,177,986) | (1,260,601) | (1,343,295) |
|                      | 380       | (863,054)          | (1,017,406) | (1,094,767) | (1,172,129) | (1,249,844) | (1,327,742) | (1,405,805) |
|                      | 400       | (958,021)          | (1,103,211) | (1,175,805) | (1,248,678) | (1,321,780) | (1,394,883) | (1,468,527) |
|                      | 420       | (1,053,360)        | (1,189,015) | (1,257,104) | (1,325,410) | (1,393,717) | (1,462,362) | (1,531,248) |
|                      | 440       | (1,148,699)        | (1,275,121) | (1,338,632) | (1,402,142) | (1,465,848) | (1,529,909) | (1,594,003) |
|                      | 460       | (1,244,038)        | (1,361,445) | (1,420,159) | (1,478,983) | (1,538,219) | (1,597,455) | (1,657,104) |
|                      | 480       | (1,339,930)        | (1,447,768) | (1,501,767) | (1,556,179) | (1,610,590) | (1,665,200) | (1,720,205) |
|                      |           | AH - % on site 35% |             |             |             |             |             |             |
| Balance (RLV - TLV)  | (690,070) | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|                      | -         | 162,997            | (60,929)    | (173,149)   | (285,605)   | (398,414)   | (511,568)   | (625,190)   |
|                      | 1,500     | 99,917             | (124,410)   | (236,866)   | (349,653)   | (462,744)   | (576,264)   | (690,070)   |
|                      | 3,000     | 36,582             | (188,128)   | (300,891)   | (413,920)   | (527,338)   | (641,144)   | (754,951)   |
|                      | 4,500     | (26,933)           | (252,130)   | (365,096)   | (478,412)   | (592,218)   | (706,023)   | (824,287)   |
|                      | 6,000     | (90,650)           | (316,273)   | (429,586)   | (543,292)   | (657,097)   | (771,111)   | (900,185)   |
| Site Specific S106   | 7,500     | (154,607)          | (380,763)   | (494,366)   | (608,172)   | (721,998)   | (843,077)   | (976,191)   |
| 1,500                | 9,000     | (218,709)          | (445,440)   | (559,246)   | (673,051)   | (787,270)   | (918,975)   | (1,052,548) |
|                      | 10,500    | (283,115)          | (510,320)   | (624,125)   | (738,157)   | (861,867)   | (995,124)   | (1,128,904) |
|                      | 12,000    | (347,605)          | (575,200)   | (689,044)   | (804,759)   | (937,765)   | (1,071,480) | (1,205,485) |
|                      | 13,500    | (412,468)          | (640,079)   | (754,317)   | (880,657)   | (1,014,056) | (1,147,837) | (1,282,303) |
|                      | 15,000    | (477,348)          | (705,204)   | (823,549)   | (956,632)   | (1,090,413) | (1,224,463) | (1,359,121) |
|                      | 16,500    | (542,227)          | (770,476)   | (899,447)   | (1,032,989) | (1,166,769) | (1,301,281) | (1,436,287) |
|                      | 18,000    | (607,107)          | (842,339)   | (975,564)   | (1,109,345) | (1,243,441) | (1,378,099) | (1,513,570) |
|                      | 19,500    | (672,250)          | (918,236)   | (1,051,921) | (1,185,702) | (1,320,259) | (1,455,214) | (1,590,867) |
|                      | 21,000    | (737,522)          | (994,497)   | (1,128,277) | (1,262,419) | (1,397,077) | (1,532,496) | (1,668,616) |
|                      | 22,500    | (804,021)          | (1,070,853) | (1,204,634) | (1,339,237) | (1,474,140) | (1,609,778) | (1,746,366) |
|                      | 24,000    | (879,918)          | (1,147,210) | (1,281,397) | (1,416,055) | (1,551,422) | (1,687,393) | (1,824,270) |
|                      | 25,500    | (956,005)          | (1,223,566) | (1,358,215) | (1,493,066) | (1,628,705) | (1,765,142) | (1,902,489) |
|                      | 27,000    | (1,032,362)        | (1,300,375) | (1,435,033) | (1,570,349) | (1,706,170) | (1,842,892) | (1,980,709) |
|                      | 28,500    | (1,108,718)        | (1,377,193) | (1,511,993) | (1,647,631) | (1,783,919) | (1,921,018) | (2,059,232) |
|                      | 30,000    | (1,185,075)        | (1,454,012) | (1,589,275) | (1,724,946) | (1,861,669) | (1,999,237) | (2,137,925) |

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

|                     |                               | AH - % on site 35% |           |           |           |           |           |             |           |           |
|---------------------|-------------------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|
|                     |                               | (690,070)          | 0%        | 10%       | 15%       | 20%       | 25%       | 30%         | 35%       |           |
| Balance (RLV - TLV) |                               | (690,070)          |           |           |           |           |           |             |           |           |
|                     | 50,000                        |                    | 690,808   | 466,481   | 354,025   | 241,239   | 128,147   | 14,628      | (99,178)  |           |
|                     | 75,000                        |                    | 583,373   | 359,046   | 246,590   | 133,804   | 20,713    | (92,807)    | (206,613) |           |
|                     | TLV (per net acre)<br>187,500 | 100,000            |           | 475,939   | 251,612   | 139,155   | 26,369    | (86,722)    | (200,242) | (314,048) |
|                     |                               | 125,000            |           | 368,504   | 144,177   | 31,721    | (81,066)  | (194,157)   | (307,677) | (421,483) |
|                     |                               | 150,000            |           | 261,069   | 36,742    | (75,714)  | (188,500) | (301,592)   | (415,112) | (528,917) |
|                     |                               | 175,000            |           | 153,634   | (70,693)  | (183,149) | (295,935) | (409,027)   | (522,546) | (636,352) |
|                     |                               | 200,000            |           | 46,199    | (178,128) | (290,584) | (403,370) | (516,461)   | (629,981) | (743,787) |
|                     |                               | 225,000            |           | (61,235)  | (285,562) | (398,018) | (510,805) | (623,896)   | (737,416) | (851,222) |
| 250,000             |                               |                    | (168,670) | (392,997) | (505,453) | (618,240) | (731,331) | (844,851)   | (958,656) |           |
| 275,000             |                               | (276,105)          | (500,432) | (612,888) | (725,674) | (838,766) | (952,285) | (1,066,091) |           |           |

|                     |                     | AH - % on site 35% |             |             |             |             |             |              |              |             |
|---------------------|---------------------|--------------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|
|                     |                     | (690,070)          | 0%          | 10%         | 15%         | 20%         | 25%         | 30%          | 35%          |             |
| Balance (RLV - TLV) | 5                   |                    | (5,522,276) | (5,802,015) | (6,912,261) | (8,397,083) | (9,881,905) | (11,366,727) | (12,851,549) |             |
|                     | 10                  |                    | (1,821,035) | (2,084,127) | (2,217,908) | (2,352,304) | (2,486,999) | (2,622,637)  | (2,759,015)  |             |
|                     | Density (dph)<br>23 | 15                 |             | (684,463)   | (911,496)   | (1,025,302) | (1,139,161) | (1,258,192)  | (1,391,247)  | (1,525,028) |
|                     |                     | 20                 |             | (120,007)   | (345,028)   | (457,892)   | (571,136)   | (684,773)    | (798,579)    | (912,608)   |
|                     |                     | 25                 |             | 217,025     | (6,972)     | (119,262)   | (231,731)   | (344,595)    | (457,815)    | (571,501)   |
|                     |                     | 30                 |             | 441,156     | 217,709     | 105,747     | (6,344)     | (118,765)    | (231,441)    | (344,496)   |
|                     |                     | 35                 |             | 600,891     | 377,863     | 266,098     | 154,234     | 42,144       | (70,215)     | (182,865)   |
|                     |                     | 40                 |             | 720,573     | 497,731     | 386,213     | 274,448     | 162,577      | 50,487       | (61,916)    |
|                     |                     | 45                 |             | 813,511     | 590,910     | 479,430     | 367,871     | 256,105      | 144,157      | 32,005      |
|                     |                     | 50                 |             | 887,861     | 665,390     | 553,973     | 442,492     | 330,844      | 219,078      | 107,003     |
|                     |                     | 55                 |             | 948,682     | 726,222     | 614,963     | 503,482     | 391,993      | 280,228      | 168,315     |

|                     |                   | AH - % on site 35% |         |             |             |             |             |             |             |             |
|---------------------|-------------------|--------------------|---------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |                   | (690,070)          | 0%      | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |             |
| Balance (RLV - TLV) | 95%               |                    | 368,079 | 141,067     | 27,281      | (86,527)    | (200,664)   | (314,969)   | (429,559)   |             |
|                     | 100%              |                    | 99,917  | (124,410)   | (236,866)   | (349,653)   | (462,744)   | (576,674)   | (690,070)   |             |
|                     | Build rate (Epsm) | 105%               |         | (171,376)   | (393,428)   | (505,012)   | (616,722)   | (728,492)   | (848,178)   | (978,857)   |
|                     |                   | 110%               |         | (446,333)   | (665,569)   | (775,738)   | (900,663)   | (1,029,251) | (1,158,099) | (1,287,666) |
|                     |                   | 115%               |         | (723,355)   | (963,127)   | (1,089,509) | (1,215,974) | (1,343,189) | (1,470,794) | (1,599,008) |
|                     |                   | 120%               |         | (1,035,716) | (1,283,902) | (1,408,636) | (1,533,808) | (1,659,463) | (1,786,042) | (1,913,411) |
|                     |                   | 125%               |         | (1,361,754) | (1,606,806) | (1,729,965) | (1,853,931) | (1,978,460) | (2,103,855) | (2,230,421) |
|                     |                   | 130%               |         | (1,689,788) | (1,931,864) | (2,053,614) | (2,176,368) | (2,299,958) | (2,424,595) | (2,550,895) |

|                     |                             | AH - % on site 0% |             |             |             |             |             |             |             |             |
|---------------------|-----------------------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |                             | (690,070)         | 0%          | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |             |
| Balance (RLV - TLV) | 75%                         |                   | (2,267,189) | (2,286,144) | (2,295,862) | (2,467,799) | (2,953,566) | (3,439,333) | (3,925,100) |             |
|                     | 80%                         |                   | (1,751,188) | (1,819,596) | (1,854,148) | (1,888,834) | (1,923,670) | (1,958,920) | (1,994,438) |             |
|                     | 85%                         |                   | (1,242,825) | (1,360,374) | (1,419,327) | (1,478,588) | (1,537,849) | (1,597,595) | (1,657,429) |             |
|                     | Cahnges in sales values (£) | 90%               |             | (748,394)   | (906,844)   | (990,259)   | (1,073,768) | (1,157,278) | (1,241,374) | (1,325,416) |
|                     |                             | 95%               |             | (320,914)   | (505,496)   | (597,943)   | (690,390)   | (783,188)   | (889,245)   | (997,530)   |
|                     |                             | 100%              |             | 99,917      | (124,410)   | (236,866)   | (349,653)   | (462,744)   | (576,264)   | (690,070)   |
|                     |                             | 105%              |             | 514,475     | 250,495     | 118,314     | (14,246)    | (147,021)   | (280,122)   | (413,683)   |
|                     |                             | 110%              |             | 924,682     | 621,090     | 469,024     | 316,817     | 164,368     | 11,576      | (141,560)   |
|                     |                             | 115%              |             | 1,331,718   | 988,478     | 816,679     | 644,702     | 472,537     | 300,081     | 127,360     |
|                     |                             | 120%              |             | 1,736,459   | 1,353,597   | 1,162,013   | 970,249     | 778,398     | 586,245     | 393,849     |
|                     |                             | 125%              |             | 2,139,399   | 1,716,878   | 1,505,582   | 1,294,075   | 1,082,435   | 870,632     | 658,589     |

|                     |                    | Site Specific S106 £1,500 |             |             |             |             |             |             |             |             |
|---------------------|--------------------|---------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |                    | (690,070)                 | 1,500       | 3,000       | 4,500       | 6,000       | 7,500       | 9,000       |             |             |
| Balance (RLV - TLV) | 0                  |                           | (253,306)   | (316,446)   | (379,915)   | (443,717)   | (507,856)   | (572,346)   | (637,216)   |             |
|                     | 20                 |                           | (304,513)   | (367,910)   | (431,639)   | (495,742)   | (560,195)   | (624,992)   | (689,872)   |             |
|                     | 40                 |                           | (355,915)   | (419,622)   | (483,664)   | (548,045)   | (612,768)   | (677,648)   | (742,528)   |             |
|                     | CIL Epsm<br>143.29 | 60                        |             | (407,617)   | (471,587)   | (535,894)   | (600,544)   | (665,424)   | (730,304)   | (795,456)   |
|                     |                    | 80                        |             | (459,509)   | (523,743)   | (588,320)   | (653,200)   | (718,080)   | (783,131)   | (857,054)   |
|                     |                    | 100                       |             | (511,593)   | (576,096)   | (640,976)   | (705,856)   | (770,833)   | (842,754)   | (918,652)   |
|                     |                    | 120                       |             | (563,932)   | (628,752)   | (693,632)   | (758,535)   | (828,454)   | (904,352)   | (980,383)   |
|                     |                    | 140                       |             | (616,528)   | (681,408)   | (746,287)   | (814,154)   | (890,052)   | (965,997)   | (1,042,354) |
|                     |                    | 160                       |             | (669,184)   | (734,063)   | (799,854)   | (875,752)   | (951,650)   | (1,027,967) | (1,104,324) |
|                     |                    | 180                       |             | (721,839)   | (786,913)   | (861,452)   | (937,350)   | (1,013,581) | (1,089,938) | (1,166,294) |
|                     |                    | 200                       |             | (774,616)   | (847,152)   | (923,050)   | (999,195)   | (1,075,551) | (1,151,908) | (1,228,627) |
|                     |                    | 220                       |             | (832,852)   | (908,750)   | (984,808)   | (1,061,165) | (1,137,521) | (1,214,154) | (1,290,972) |
|                     |                    | 240                       |             | (894,450)   | (970,422)   | (1,046,779) | (1,123,135) | (1,199,681) | (1,276,499) | (1,353,317) |
|                     |                    | 260                       |             | (956,048)   | (1,032,392) | (1,108,749) | (1,185,207) | (1,262,025) | (1,338,843) | (1,415,887) |
|                     |                    | 280                       |             | (1,018,006) | (1,094,362) | (1,170,734) | (1,247,552) | (1,324,370) | (1,401,326) | (1,478,609) |
|                     |                    | 300                       |             | (1,079,976) | (1,156,333) | (1,233,079) | (1,309,897) | (1,386,766) | (1,464,040) | (1,541,331) |
|                     | 320                |                           | (1,141,946) | (1,218,605) | (1,295,424) | (1,372,242) | (1,449,487) | (1,526,778) | (1,604,146) |             |
| 340                 |                    | (1,204,132)               | (1,280,950) | (1,357,768) | (1,434,926) | (1,512,209) | (1,589,498) | (1,667,247) |             |             |
| 360                 |                    | (1,266,477)               | (1,343,295) | (1,420,366) | (1,497,648) | (1,574,931) | (1,652,598) | (1,730,348) |             |             |
| 380                 |                    | (1,328,822)               | (1,405,805) | (1,483,087) | (1,560,370) | (1,637,950) | (1,715,699) | (1,793,449) |             |             |
| 400                 |                    | (1,391,244)               | (1,468,527) | (1,545,809) | (1,623,301) | (1,701,050) | (1,778,800) | (1,856,900) |             |             |

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Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                                |                   |                                             |                   |                                    |                      |             |                |
|----------------------------------------|--------------------------------|-------------------|---------------------------------------------|-------------------|------------------------------------|----------------------|-------------|----------------|
| Total number of units in scheme        |                                |                   | 50 Units                                    |                   |                                    |                      |             |                |
| AH Policy requirement (% Target)       |                                |                   | 35%                                         |                   |                                    |                      |             |                |
| AH tenure split %                      | Affordable Rent:               |                   |                                             | 53.0%             |                                    |                      |             |                |
|                                        | Shared ownership               |                   |                                             | 25.0%             |                                    |                      |             |                |
|                                        | Intermediate                   |                   |                                             | 21.6%             |                                    |                      |             |                |
| Open Market Sale (OMS) housing         |                                |                   | 65%                                         |                   |                                    |                      |             |                |
|                                        |                                |                   | 100%                                        |                   |                                    |                      |             |                |
| CIL Rate (£ psm)                       |                                |                   | 143.29                                      | £ psm             |                                    |                      |             |                |
| <b>Unit mix -</b>                      | <b>Mkt Units mix%</b>          | <b>MV # units</b> | <b>AH mix%</b>                              | <b>AH # units</b> | <b>Overall mix%</b>                | <b>Total # units</b> |             |                |
| 1 bed House                            | 3.3%                           | 1.1               | 0.0%                                        | 0.0               | 2%                                 | 1.1                  |             |                |
| 2 bed House                            | 20.9%                          | 6.8               | 0.0%                                        | 0.0               | 14%                                | 6.8                  |             |                |
| 3 bed House                            | 40.8%                          | 13.3              | 23.5%                                       | 4.1               | 35%                                | 17.4                 |             |                |
| 4 bed House                            | 35.0%                          | 11.4              | 2.8%                                        | 0.5               | 24%                                | 11.9                 |             |                |
| 5 bed House                            | 0.0%                           | 0.0               | 0.0%                                        | 0.0               | 0%                                 | 0.0                  |             |                |
| 1 bed Flat                             | 0.0%                           | 0.0               | 16.4%                                       | 2.9               | 6%                                 | 2.9                  |             |                |
| 2 bed Flat                             | 0.0%                           | 0.0               | 57.4%                                       | 10.0              | 20%                                | 10.0                 |             |                |
| Total number of units                  | 100.0%                         | 32.5              | 100.0%                                      | 17.5              | 100%                               | 50.0                 |             |                |
| <b>OMS Unit Floor areas -</b>          | <b>Net area per unit (sqm)</b> | <b>(sqft)</b>     | <b>Net to Gross %</b>                       |                   | <b>Gross (GIA) per unit (sqm)</b>  | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 58.0                           | 624               | %                                           |                   | 58.0                               | 624                  |             |                |
| 2 bed House                            | 79.0                           | 850               |                                             |                   | 79.0                               | 850                  |             |                |
| 3 bed House                            | 90.0                           | 969               |                                             |                   | 90.0                               | 969                  |             |                |
| 4 bed House                            | 110.0                          | 1,184             |                                             |                   | 110.0                              | 1,184                |             |                |
| 5 bed House                            | 0.0                            | 0                 |                                             |                   | 0.0                                | 0                    |             |                |
| 1 bed Flat                             | 50.0                           | 538               | 85.0%                                       |                   | 58.8                               | 633                  |             |                |
| 2 bed Flat                             | 61.0                           | 657               | 85.0%                                       |                   | 71.8                               | 772                  |             |                |
| <b>AH Unit Floor areas -</b>           | <b>Net area per unit (sqm)</b> | <b>(sqft)</b>     | <b>Net to Gross %</b>                       |                   | <b>Gross (GIA) per unit (sqm)</b>  | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 50.0                           | 538               | %                                           |                   | 50.0                               | 538                  |             |                |
| 2 bed House                            | 70.0                           | 753               |                                             |                   | 70.0                               | 753                  |             |                |
| 3 bed House                            | 84.0                           | 904               |                                             |                   | 84.0                               | 904                  |             |                |
| 4 bed House                            | 97.0                           | 1,044             |                                             |                   | 97.0                               | 1,044                |             |                |
| 5 bed House                            | 0.0                            | 0                 |                                             |                   | 0.0                                | 0                    |             |                |
| 1 bed Flat                             | 50.0                           | 538               | 85.0%                                       |                   | 58.8                               | 633                  |             |                |
| 2 bed Flat                             | 61.0                           | 657               | 85.0%                                       |                   | 71.8                               | 772                  |             |                |
| <b>Total Gross Floor areas -</b>       | <b>Mkt Units GIA (sqm)</b>     | <b>(sqft)</b>     | <b>AH units GIA (sqm)</b>                   | <b>(sqft)</b>     | <b>Total GIA (all units) (sqm)</b> | <b>(sqft)</b>        |             |                |
| 1 bed House                            | 62                             | 670               | 0                                           | 0                 | 62                                 | 670                  |             |                |
| 2 bed House                            | 537                            | 5,776             | 0                                           | 0                 | 537                                | 5,776                |             |                |
| 3 bed House                            | 1,193                          | 12,846            | 346                                         | 3,720             | 1,539                              | 16,566               |             |                |
| 4 bed House                            | 1,251                          | 13,468            | 47                                          | 502               | 1,298                              | 13,971               |             |                |
| 5 bed House                            | 0                              | 0                 | 0                                           | 0                 | 0                                  | 0                    |             |                |
| 1 bed Flat                             | 0                              | 0                 | 169                                         | 1,815             | 169                                | 1,815                |             |                |
| 2 bed Flat                             | 0                              | 0                 | 721                                         | 7,759             | 721                                | 7,759                |             |                |
|                                        | 3,043                          | 32,760            | 1,282                                       | 13,797            | 4,325                              | 46,556               |             |                |
| <i>AH % by floor area:</i>             |                                |                   | <i>29.63% AH % by floor area due to mix</i> |                   |                                    |                      |             |                |
| <b>Open Market Sales values (£) -</b>  | <b>£ OMS (per unit)</b>        | <b>£psm</b>       | <b>£pof</b>                                 |                   | <b>total MV £ (no AH)</b>          |                      |             |                |
| 1 bed House                            | 180,000                        | 3,103             | 288                                         |                   | 193,050                            |                      |             |                |
| 2 bed House                            | 250,000                        | 3,165             | 294                                         |                   | 1,698,125                          |                      |             |                |
| 3 bed House                            | 290,000                        | 3,222             | 299                                         |                   | 5,038,533                          |                      |             |                |
| 4 bed House                            | 350,000                        | 3,182             | 296                                         |                   | 4,149,888                          |                      |             |                |
| 5 bed House                            | 0                              | #DIV/0!           | #DIV/0!                                     |                   | 0                                  |                      |             |                |
| 1 bed Flat                             | 160,000                        | 3,200             | 297                                         |                   | 458,640                            |                      |             |                |
| 2 bed Flat                             | 190,000                        | 3,115             | 289                                         |                   | 1,908,550                          |                      |             |                |
|                                        |                                |                   |                                             |                   | 13,446,585                         |                      |             |                |
| <b>Affordable Housing values (£) -</b> | <b>Affordable Rent:</b>        | <b>£psm</b>       | <b>% of MV Shared ownership</b>             | <b>£psm</b>       | <b>% of MV</b>                     | <b>Intermediate</b>  | <b>£psm</b> | <b>% of MV</b> |
| 1 bed House                            | 90,000                         | 1,800             | 50%                                         | 126,000           | 2,520                              | 144,000              | 2,880       | 80%            |
| 2 bed House                            | 125,000                        | 1,786             | 50%                                         | 175,000           | 2,500                              | 200,000              | 2,857       | 80%            |
| 3 bed House                            | 145,000                        | 1,726             | 50%                                         | 203,000           | 2,417                              | 232,000              | 2,762       | 80%            |
| 4 bed House                            | 175,000                        | 1,804             | 50%                                         | 245,000           | 2,526                              | 250,000              | 2,577       | 71%            |
| 5 bed House                            | 0                              | #DIV/0!           | 50%                                         | 0                 | #DIV/0!                            | 0                    | #DIV/0!     | 71%            |
| 1 bed Flat                             | 80,000                         | 1,600             | 50%                                         | 112,000           | 2,240                              | 128,000              | 2,560       | 80%            |
| 2 bed Flat                             | 95,000                         | 1,557             | 50%                                         | 133,000           | 2,180                              | 152,000              | 2,492       | 80%            |

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**Scheme Ref:** J  
**Title:** 50 No. Units  
**Notes:** Brownfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |                                  |   |                                        |                   |
|---------------------------------------------|----------------------------------|---|----------------------------------------|-------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |                                  |   |                                        |                   |
| 1 bed House                                 | 1.1                              | @ | 180,000                                | 193,050           |
| 2 bed House                                 | 6.8                              | @ | 250,000                                | 1,698,125         |
| 3 bed House                                 | 13.3                             | @ | 290,000                                | 3,845,400         |
| 4 bed House                                 | 11.4                             | @ | 350,000                                | 3,981,250         |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                 |
| 1 bed Flat                                  | 0.0                              | @ | 160,000                                | -                 |
| 2 bed Flat                                  | 0.0                              | @ | 190,000                                | -                 |
|                                             | 32.5                             |   |                                        | 9,717,825         |
| <b>Affordable Rent GDV -</b>                |                                  |   |                                        |                   |
| 1 bed House                                 | 0.0                              | @ | 90,000                                 | -                 |
| 2 bed House                                 | 0.0                              | @ | 125,000                                | -                 |
| 3 bed House                                 | 2.2                              | @ | 145,000                                | 316,180           |
| 4 bed House                                 | 0.3                              | @ | 175,000                                | 44,636            |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                 |
| 1 bed Flat                                  | 1.5                              | @ | 80,000                                 | 121,540           |
| 2 bed Flat                                  | 5.3                              | @ | 95,000                                 | 505,766           |
|                                             | 9.3                              |   |                                        | 988,121           |
| <b>Shared ownership</b>                     |                                  |   |                                        |                   |
| 1 bed House                                 | 0.0                              | @ | 126,000                                | -                 |
| 2 bed House                                 | 0.0                              | @ | 175,000                                | -                 |
| 3 bed House                                 | 1.0                              | @ | 203,000                                | 209,132           |
| 4 bed House                                 | 0.1                              | @ | 245,000                                | 29,524            |
| 5 bed House                                 | 0.0                              | @ | 0                                      | -                 |
| 1 bed Flat                                  | 0.7                              | @ | 112,000                                | 80,390            |
| 2 bed Flat                                  | 2.5                              | @ | 133,000                                | 334,531           |
|                                             | 4.4                              |   |                                        | 653,577           |
| <b>Intermediate</b>                         |                                  |   |                                        |                   |
| 2 bed House                                 | 0.0                              | @ | 144,000                                | -                 |
| 3 bed House                                 | 0.0                              | @ | 200,000                                | -                 |
| 4 bed House                                 | 0.9                              | @ | 232,000                                | 206,173           |
| 5 bed House                                 | 0.1                              | @ | 250,000                                | 25,988            |
| 1 bed Flat                                  | 0.0                              | @ | 0                                      | -                 |
| 2 bed Flat                                  | 0.6                              | @ | 128,000                                | 79,253            |
| 0.00%                                       | 2.2                              | @ | 152,000                                | 329,797           |
|                                             | 3.8                              |   |                                        | 641,211           |
| <b>Sub-total GDV Residential</b>            | <b>49.9</b>                      |   |                                        | <b>12,000,735</b> |
| <i>AH on-site cost analysis:</i>            |                                  |   | <i>EMV less £GDV</i>                   | <i>1,445,850</i>  |
|                                             | <i>334 £ psm (total GIA sqm)</i> |   | <i>28,917 £ per unit (total units)</i> |                   |
| <b>Grant</b>                                | 50                               | @ | 0                                      | -                 |
| <b>Total GDV</b>                            |                                  |   |                                        | <b>12,000,735</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                      |                          |                                    |                     |
|----------------------------------------------------------------------|--------------------------------------|--------------------------|------------------------------------|---------------------|
| <b>Initial Payments -</b>                                            |                                      |                          |                                    |                     |
| Planning Application Professional Fees, Surveys and reports          |                                      |                          |                                    | (60,000)            |
| Statutory Planning Fees (Residential)                                |                                      |                          |                                    | (19,250)            |
| CIL                                                                  | 3,043 sqm                            |                          | 143.29 £ psm                       | (436,098)           |
|                                                                      | 3.63% % of GDV                       |                          | 8,722 £ per unit (total units)     |                     |
| CIL analysis:                                                        |                                      |                          |                                    |                     |
| Site Specific S106 Contributions                                     | Year 1                               | 0                        |                                    | -                   |
|                                                                      | Year 2                               | 0                        |                                    | -                   |
|                                                                      | Year 3                               | 0                        |                                    | -                   |
|                                                                      | Year 4                               | 0                        |                                    | -                   |
|                                                                      | Year 5                               | 0                        |                                    | -                   |
|                                                                      | Year 6                               | 0                        |                                    | -                   |
|                                                                      | Year 7                               | 0                        |                                    | -                   |
|                                                                      | Year 8                               | 0                        |                                    | -                   |
|                                                                      | Year 9                               | 0                        |                                    | -                   |
|                                                                      | Year 10                              | 0                        |                                    | -                   |
|                                                                      | total                                | 50 units @               | 1,500 per unit                     | (75,000)            |
|                                                                      |                                      | 0.62% % of GDV           | 1,500 £ per unit (total units)     | (75,000)            |
| AH Commuted Sum                                                      | 4,325 sqm (total)                    |                          | 0 £ psm                            | -                   |
|                                                                      | Comm. Sum analysis:                  | 0.00% % of GDV           |                                    |                     |
| <b>Construction Costs -</b>                                          |                                      |                          |                                    |                     |
| Site Clearance and Demolition                                        | 4.94 acres @                         |                          | 110,000 £ per acre (if brownfield) | (543,620)           |
| Infrastructure costs -                                               |                                      |                          |                                    |                     |
|                                                                      | Policy SP10 - Climate Change         | 2,557 per dwelling       |                                    | (127,850)           |
|                                                                      | Policy LP32 - Electric charging poin | 1,000 per dwelling       |                                    | (50,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitig   | 121.89 per dwelling      |                                    | (6,095)             |
|                                                                      | Policy LP18 - Biodiversity & Geodiv  | 42,545 per gross hectare |                                    | (106,363)           |
|                                                                      | Policy LP25 - Sustainable Construct  | 3,500 per dwelling       |                                    | (175,000)           |
|                                                                      | Enhanced S106                        | 8,600                    |                                    | (430,000)           |
|                                                                      | total                                | 4.94 acres @             | 0 per acre                         | (895,307)           |
|                                                                      | Infra. Costs analysis:               | 7.46% % of GDV           | 17,906 £ per unit (total units)    |                     |
| 1 bed House                                                          | 62 sqm @                             |                          | 1,155 psm                          | (71,847)            |
| 2 bed House                                                          | 537 sqm @                            |                          | 1,155 psm                          | (619,782)           |
| 3 bed House                                                          | 1,539 sqm @                          |                          | 1,155 psm                          | (1,777,542)         |
| 4 bed House                                                          | 1,298 sqm @                          |                          | 1,155 psm                          | (1,499,111)         |
| 5 bed House                                                          | - sqm @                              |                          | 1,155 psm                          | -                   |
| 1 bed Flat                                                           | 169 sqm @                            |                          | 1,296 psm                          | (218,528)           |
| 2 bed Flat                                                           | 4,325 721 sqm @                      |                          | 1,296 psm                          | (934,256)           |
| External works                                                       | 5,121,065 @                          |                          | 15.0%<br>15,363 £per unit          | (768,160)           |
| M4(2) Category 2 Housing                                             | 50% of All units                     | 50 units @               | 521 £ per dwelling                 | (13,025)            |
| M4(3) Category 3 Housing                                             | 0% of All units                      | 50 units @               | 10,307 £ per dwelling              | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                      | 50 units @               | 9 £ per dwelling                   | (450)               |
| Contingency                                                          | 7,341,627 @                          |                          | 5.0%                               | (367,081)           |
| <b>Professional Fees</b>                                             | 7,341,627 @                          |                          | 10.0%                              | (734,163)           |
| <b>Disposal Costs -</b>                                              |                                      |                          |                                    |                     |
| Marketing and Promotion                                              | 9,717,825 OMS @                      |                          | 1.50%                              | (145,767)           |
| Residential Sales Agent Costs                                        | 9,717,825 OMS @                      |                          | 1.50%                              | (145,767)           |
| Residential Sales Legal Costs                                        | 9,717,825 OMS @                      |                          | 0.50%                              | (48,589)            |
| <b>Interest (on Development Costs) -</b>                             | 7.50% APR                            |                          | 0.604% pcm                         | (369,956)           |
| <b>Developers Profit -</b>                                           |                                      |                          |                                    |                     |
| Margin on AH                                                         | 1,641,698                            |                          | 6.00% on AH values                 | (98,502)            |
| Profit on GDV                                                        | 9,717,825                            |                          | 20.00%                             | (1,943,565)         |
|                                                                      | 9,743,299                            |                          | 19.95% on costs                    | (1,943,565)         |
|                                                                      | 11,359,523                           |                          | 17.98% blended                     | (2,042,067)         |
| <b>TOTAL COSTS</b>                                                   |                                      |                          |                                    | <b>(11,785,365)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                  |                 |                   |                |
|-----------------------------|------------------|-----------------|-------------------|----------------|
| Residual Land Value (gross) |                  |                 |                   | 215,369        |
| SDLT                        | 215,369 @        | 5.0% (slabbed)  |                   | (268)          |
| Acquisition Agent fees      | 215,369 @        | 1.0%            |                   | (2,154)        |
| Acquisition Legal fees      | 215,369 @        | 0.5%            |                   | (1,077)        |
| Interest on Land            | 215,369 @        | 7.5%            |                   | (16,153)       |
| Residual Land Value         |                  |                 |                   | <b>195,718</b> |
| <i>RLV analysis:</i>        |                  |                 |                   |                |
|                             | 3,914 £ per plot | 97,859 £ per ha | 39,603 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      |                   | 25.0 dp net ha       |                        |                |
| Site Area (Resi)         |                   | 2.00 net ha          | 4.94 net acres         |                |
| <i>Density analysis:</i> |                   |                      |                        |                |
|                          |                   | 2,163 sqm/ha         | 9,421 sqft/ac          |                |
| Threshold Land Value     | 18,533 £ per plot | 463,313 £ per net ha | 187,500 £ per net acre | <b>926,625</b> |
|                          |                   | 80% Gross to net     | 2.50 Gross hectares    |                |

| BALANCE           |                    |                      |           |
|-------------------|--------------------|----------------------|-----------|
| Surplus/(Deficit) | (365,454) £ per ha | (147,897) £ per acre | (730,907) |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |                             | AH - % on site 35% |             |             |             |             |             |             |             |
|----------------------|-----------------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                      | (730,907)                   | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |             |
| Balance (RLV - TLV)  | 10                          | 820,905            | 492,294     | 327,988     | 163,303     | (1,473)     | (166,249)   | (331,025)   |             |
|                      | 20                          | 775,205            | 451,164     | 288,998     | 126,521     | (35,956)    | (198,433)   | (360,910)   |             |
|                      | 40                          | 683,805            | 368,718     | 210,839     | 52,959      | (104,920)   | (262,800)   | (420,679)   |             |
|                      | 60                          | 592,404            | 285,960     | 132,679     | (20,603)    | (173,885)   | (327,167)   | (480,493)   |             |
|                      | 80                          | 500,571            | 203,203     | 54,519      | (94,165)    | (242,849)   | (391,534)   | (540,624)   |             |
|                      | CIL Epsm<br>143.29          | 100                | 408,618     | 120,445     | (23,641)    | (167,728)   | (311,814)   | (456,116)   | (600,755)   |
|                      |                             | 120                | 316,665     | 37,688      | (101,801)   | (241,290)   | (380,858)   | (520,872)   | (660,885)   |
|                      |                             | 140                | 224,712     | (45,070)    | (179,961)   | (314,852)   | (450,240)   | (585,628)   | (721,016)   |
|                      |                             | 160                | 132,760     | (127,828)   | (258,121)   | (388,859)   | (519,622)   | (650,384)   | (781,147)   |
|                      |                             | 180                | 40,807      | (210,592)   | (336,729)   | (462,866)   | (589,003)   | (715,140)   | (841,277)   |
|                      |                             | 200                | (51,146)    | (293,850)   | (415,361)   | (536,873)   | (658,385)   | (779,896)   | (901,408)   |
|                      |                             | 220                | (143,335)   | (377,107)   | (493,994)   | (610,880)   | (727,766)   | (844,652)   | (969,274)   |
|                      |                             | 240                | (235,844)   | (460,365)   | (572,626)   | (684,887)   | (797,148)   | (909,502)   | (1,039,616) |
|                      |                             | 260                | (328,352)   | (543,623)   | (651,258)   | (758,894)   | (866,529)   | (984,176)   | (1,109,958) |
|                      |                             | 280                | (420,861)   | (626,881)   | (729,891)   | (832,901)   | (939,559)   | (1,059,929) | (1,180,300) |
|                      | 300                         | (513,370)          | (710,139)   | (808,523)   | (907,214)   | (1,020,723) | (1,135,682) | (1,250,642) |             |
|                      | 320                         | (605,878)          | (793,397)   | (887,456)   | (992,338)   | (1,101,887) | (1,211,435) | (1,320,984) |             |
|                      | 340                         | (698,387)          | (877,006)   | (974,775)   | (1,078,913) | (1,183,050) | (1,287,188) | (1,391,326) |             |
|                      | 360                         | (790,957)          | (968,034)   | (1,066,761) | (1,165,488) | (1,264,214) | (1,362,941) | (1,461,897) |             |
|                      | 380                         | (884,025)          | (1,065,431) | (1,158,747) | (1,252,062) | (1,345,378) | (1,438,694) | (1,532,664) |             |
| 400                  | (987,018)                   | (1,162,828)        | (1,250,732) | (1,338,637) | (1,426,542) | (1,514,890) | (1,603,431) |             |             |
| 420                  | (1,095,236)                 | (1,260,224)        | (1,342,718) | (1,425,212) | (1,508,003) | (1,591,101) | (1,674,198) |             |             |
| 440                  | (1,203,455)                 | (1,357,621)        | (1,434,704) | (1,512,003) | (1,589,657) | (1,667,312) | (1,744,966) |             |             |
| 460                  | (1,311,673)                 | (1,455,017)        | (1,526,891) | (1,599,101) | (1,671,312) | (1,743,522) | (1,815,733) |             |             |
| 480                  | (1,419,892)                 | (1,552,666)        | (1,619,433) | (1,686,199) | (1,752,966) | (1,819,733) | (1,886,500) |             |             |
|                      |                             | AH - % on site 35% |             |             |             |             |             |             |             |
|                      | (730,907)                   | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |             |
| Balance (RLV - TLV)  | -                           | 283,231            | 14,961      | (119,174)   | (253,308)   | (387,563)   | (522,190)   | (656,818)   |             |
|                      | 1,500                       | 209,586            | (58,684)    | (192,818)   | (327,026)   | (461,653)   | (596,280)   | (730,907)   |             |
|                      | 3,000                       | 135,941            | (132,328)   | (266,489)   | (401,116)   | (535,743)   | (670,370)   | (804,997)   |             |
|                      | 4,500                       | 62,297             | (205,973)   | (340,579)   | (475,206)   | (609,833)   | (744,460)   | (879,087)   |             |
|                      | 6,000                       | (11,348)           | (280,042)   | (414,669)   | (549,296)   | (683,923)   | (818,550)   | (959,492)   |             |
|                      | Site Specific S106<br>1,500 | 7,500              | (84,993)    | (354,132)   | (488,759)   | (623,386)   | (758,013)   | (892,640)   | (1,046,164) |
|                      |                             | 9,000              | (158,967)   | (428,222)   | (562,849)   | (697,476)   | (832,103)   | (975,479)   | (1,132,836) |
|                      |                             | 10,500             | (233,057)   | (502,312)   | (636,939)   | (771,566)   | (906,381)   | (1,062,151) | (1,219,508) |
|                      |                             | 12,000             | (307,147)   | (576,402)   | (711,029)   | (845,656)   | (991,466)   | (1,148,823) | (1,306,180) |
|                      |                             | 13,500             | (381,237)   | (650,492)   | (785,119)   | (920,781)   | (1,078,138) | (1,235,495) | (1,392,852) |
|                      |                             | 15,000             | (455,327)   | (724,581)   | (859,340)   | (1,007,453) | (1,164,810) | (1,322,167) | (1,479,861) |
|                      |                             | 16,500             | (529,417)   | (798,671)   | (936,768)   | (1,094,125) | (1,251,482) | (1,408,839) | (1,567,056) |
|                      |                             | 18,000             | (603,507)   | (873,089)   | (1,023,440) | (1,180,797) | (1,338,154) | (1,495,839) | (1,654,252) |
|                      |                             | 19,500             | (677,597)   | (952,755)   | (1,110,112) | (1,267,469) | (1,424,826) | (1,583,035) | (1,741,448) |
|                      |                             | 21,000             | (751,687)   | (1,039,427) | (1,196,784) | (1,354,141) | (1,511,817) | (1,670,230) | (1,828,644) |
|                      | 22,500                      | (826,049)          | (1,126,099) | (1,283,456) | (1,440,813) | (1,599,013) | (1,757,426) | (1,915,840) |             |
|                      | 24,000                      | (900,587)          | (1,212,771) | (1,370,128) | (1,527,796) | (1,686,209) | (1,844,622) | (2,003,445) |             |
|                      | 25,500                      | (984,729)          | (1,299,443) | (1,456,800) | (1,614,991) | (1,773,405) | (1,931,818) | (2,091,168) |             |
|                      | 27,000                      | (1,071,401)        | (1,386,115) | (1,543,774) | (1,702,187) | (1,860,600) | (2,019,177) | (2,178,891) |             |
|                      | 28,500                      | (1,158,073)        | (1,472,787) | (1,630,970) | (1,789,383) | (1,947,796) | (2,106,900) | (2,266,614) |             |
| 30,000               | (1,244,745)                 | (1,559,752)        | (1,718,166) | (1,876,579) | (2,034,992) | (2,194,623) | (2,354,337) |             |             |

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Scheme Ref: **J**  
 Title: **50 No. Units**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

| Balance (RLV - TLV) | (730,907) | AH - % on site 35% |           |           |           |           |             |             |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-------------|-------------|
|                     |           | 0%                 | 10%       | 15%       | 20%       | 25%       | 30%         | 35%         |
| 50,000              |           | 889,111            | 620,841   | 486,707   | 352,499   | 217,872   | 83,245      | (51,382)    |
| 75,000              |           | 765,561            | 497,291   | 363,157   | 228,949   | 94,322    | (40,305)    | (174,932)   |
| 100,000             |           | 642,011            | 373,741   | 239,607   | 105,399   | (29,228)  | (163,855)   | (298,482)   |
| 125,000             |           | 518,461            | 250,191   | 116,057   | (18,151)  | (152,778) | (287,405)   | (422,032)   |
| 150,000             |           | 394,911            | 126,641   | (7,493)   | (141,701) | (276,328) | (410,955)   | (545,582)   |
| 175,000             |           | 271,361            | 3,091     | (131,043) | (265,251) | (399,878) | (534,505)   | (669,132)   |
| 200,000             |           | 147,811            | (120,459) | (254,593) | (388,801) | (523,428) | (658,055)   | (792,682)   |
| 225,000             |           | 24,261             | (244,009) | (378,143) | (512,351) | (646,978) | (781,605)   | (916,232)   |
| 250,000             |           | (99,289)           | (367,559) | (501,693) | (635,901) | (770,528) | (905,155)   | (1,039,782) |
| 275,000             |           | (222,839)          | (491,109) | (625,243) | (759,451) | (894,078) | (1,028,705) | (1,163,332) |

| Balance (RLV - TLV) | (730,907) | AH - % on site 35% |             |             |             |              |              |              |
|---------------------|-----------|--------------------|-------------|-------------|-------------|--------------|--------------|--------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%          | 30%          | 35%          |
| Density (dph)<br>25 | 5         | (6,708,116)        | (7,029,924) | (7,191,185) | (9,090,689) | (11,084,320) | (13,077,950) | (15,071,580) |
|                     | 10        | (2,266,020)        | (2,574,215) | (2,731,572) | (2,889,067) | (3,047,480)  | (3,205,894)  | (3,364,543)  |
|                     | 15        | (889,375)          | (1,158,629) | (1,293,257) | (1,427,884) | (1,567,662)  | (1,725,019)  | (1,882,375)  |
|                     | 20        | (202,147)          | (470,594)   | (605,221)   | (739,848)   | (874,475)    | (1,009,102)  | (1,143,729)  |
|                     | 25        | 209,586            | (58,684)    | (192,818)   | (327,026)   | (461,653)    | (596,280)    | (730,907)    |
|                     | 30        | 484,075            | 215,805     | 81,670      | (52,465)    | (186,599)    | (321,066)    | (455,693)    |
|                     | 35        | 680,138            | 411,868     | 277,734     | 143,599     | 9,464        | (124,671)    | (259,111)    |
|                     | 40        | 827,186            | 558,916     | 424,781     | 290,646     | 156,511      | 22,377       | (111,758)    |
|                     | 45        | 941,556            | 673,286     | 539,151     | 405,017     | 270,882      | 136,747      | 2,612        |
|                     | 50        | 1,033,052          | 764,782     | 630,648     | 496,513     | 362,378      | 228,243      | 94,108       |
| 55                  | 1,107,733 | 839,643            | 705,508     | 571,373     | 437,238     | 303,104      | 168,969      |              |

| Balance (RLV - TLV) | (730,907) | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Build rate (£psm)   | 95%       | 542,371            | 269,056     | 132,399     | (4,258)     | (140,915)   | (277,573)   | (414,230)   |
|                     | 100%      | 209,586            | (58,684)    | (192,818)   | (327,026)   | (461,653)   | (596,280)   | (730,907)   |
|                     | 105%      | (123,314)          | (387,493)   | (519,582)   | (651,672)   | (783,761)   | (915,983)   | (1,070,348) |
|                     | 110%      | (458,110)          | (717,214)   | (846,822)   | (986,960)   | (1,138,380) | (1,289,800) | (1,441,325) |
|                     | 115%      | (792,980)          | (1,069,835) | (1,218,286) | (1,366,737) | (1,515,530) | (1,664,984) | (1,814,438) |
|                     | 120%      | (1,164,584)        | (1,455,549) | (1,601,682) | (1,748,149) | (1,894,616) | (2,041,380) | (2,188,076) |
|                     | 125%      | (1,556,299)        | (1,843,261) | (1,986,741) | (2,130,371) | (2,275,062) | (2,419,753) | (2,565,156) |
|                     | 130%      | (1,950,318)        | (2,231,381) | (2,373,067) | (2,514,754) | (2,656,546) | (2,799,670) | (2,942,794) |

| Balance (RLV - TLV)         | (730,907) | AH - % on site 0% |             |             |             |             |             |             |
|-----------------------------|-----------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                             |           | 0%                | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
| Changes in sales values (£) | 75%       | (2,602,217)       | (2,619,330) | (2,627,887) | (2,636,443) | (2,645,000) | (3,167,391) | (3,834,391) |
|                             | 80%       | (1,995,855)       | (2,072,368) | (2,110,785) | (2,149,202) | (2,187,620) | (2,226,037) | (2,265,084) |
|                             | 85%       | (1,393,790)       | (1,529,546) | (1,597,597) | (1,665,648) | (1,733,700) | (1,801,751) | (1,870,241) |
|                             | 90%       | (812,118)         | (990,179)   | (1,087,676) | (1,185,172) | (1,282,669) | (1,380,165) | (1,478,234) |
|                             | 95%       | (300,264)         | (518,344)   | (627,384)   | (736,423)   | (845,463)   | (961,142)   | (1,088,569) |
|                             | 100%      | 209,586           | (58,684)    | (192,818)   | (327,026)   | (461,653)   | (596,280)   | (730,907)   |
|                             | 105%      | 718,073           | 399,340     | 239,760     | 80,179      | (79,401)    | (238,982)   | (398,563)   |
|                             | 110%      | 1,224,378         | 855,419     | 670,939     | 486,460     | 301,981     | 117,259     | (67,768)    |
|                             | 115%      | 1,729,742         | 1,311,032   | 1,101,299   | 891,504     | 681,709     | 471,915     | 262,120     |
|                             | 120%      | 2,233,655         | 1,764,554   | 1,530,004   | 1,295,453   | 1,060,902   | 826,328     | 591,218     |
|                             | 125%      | 2,736,962         | 2,218,076   | 1,958,330   | 1,698,584   | 1,438,837   | 1,179,091   | 919,345     |

| Balance (RLV - TLV) | (730,907)   | Site Specific S106 |             |             |             |             |             |             |
|---------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |             | £1,500             | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      | £1,500      |
| CIL £psm<br>143.29  | 0           | (227,495)          | (301,140)   | (374,785)   | (448,430)   | (522,371)   | (596,461)   | (670,551)   |
|                     | 20          | (287,265)          | (360,910)   | (434,554)   | (508,412)   | (582,502)   | (656,592)   | (730,682)   |
|                     | 40          | (347,034)          | (420,679)   | (494,453)   | (568,543)   | (642,632)   | (716,722)   | (790,812)   |
|                     | 60          | (406,804)          | (480,493)   | (554,583)   | (628,673)   | (702,763)   | (776,853)   | (850,943)   |
|                     | 80          | (466,573)          | (540,624)   | (614,714)   | (688,804)   | (762,894)   | (836,984)   | (911,074)   |
|                     | 100         | (526,665)          | (600,755)   | (674,845)   | (748,935)   | (823,024)   | (897,114)   | (980,581)   |
|                     | 120         | (586,795)          | (660,885)   | (734,975)   | (809,065)   | (883,155)   | (964,251)   | (1,050,923) |
|                     | 140         | (646,926)          | (721,016)   | (795,106)   | (869,196)   | (947,921)   | (1,034,593) | (1,121,265) |
|                     | 160         | (707,057)          | (781,147)   | (855,237)   | (931,591)   | (1,018,263) | (1,104,935) | (1,191,607) |
|                     | 180         | (767,187)          | (841,277)   | (915,382)   | (1,001,933) | (1,088,605) | (1,175,277) | (1,261,949) |
|                     | 200         | (827,318)          | (901,408)   | (985,603)   | (1,072,275) | (1,158,947) | (1,245,619) | (1,332,291) |
|                     | 220         | (887,449)          | (969,274)   | (1,055,945) | (1,142,617) | (1,229,289) | (1,315,961) | (1,402,633) |
|                     | 240         | (952,944)          | (1,039,616) | (1,126,288) | (1,212,959) | (1,299,631) | (1,386,303) | (1,473,272) |
|                     | 260         | (1,023,286)        | (1,109,958) | (1,196,630) | (1,283,301) | (1,369,973) | (1,456,644) | (1,544,040) |
|                     | 280         | (1,093,628)        | (1,180,300) | (1,266,972) | (1,353,643) | (1,440,415) | (1,527,611) | (1,614,807) |
|                     | 300         | (1,163,970)        | (1,250,642) | (1,337,314) | (1,423,987) | (1,511,182) | (1,598,378) | (1,685,574) |
|                     | 320         | (1,234,312)        | (1,320,984) | (1,407,656) | (1,494,754) | (1,581,950) | (1,669,145) | (1,756,341) |
|                     | 340         | (1,304,654)        | (1,391,326) | (1,478,325) | (1,565,521) | (1,652,717) | (1,739,913) | (1,827,108) |
|                     | 360         | (1,374,996)        | (1,461,897) | (1,549,093) | (1,636,288) | (1,723,484) | (1,810,680) | (1,897,876) |
|                     | 380         | (1,445,468)        | (1,532,664) | (1,619,860) | (1,707,056) | (1,794,251) | (1,881,447) | (1,968,845) |
| 400                 | (1,516,235) | (1,603,431)        | (1,690,627) | (1,777,823) | (1,865,019) | (1,952,317) | (2,040,040) |             |

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                      |                          |                            |                             |               |         |         |  |
|----------------------------------------|-------------------------|--------------------------------------|--------------------------|----------------------------|-----------------------------|---------------|---------|---------|--|
| Total number of units in scheme        |                         | 70 Units                             |                          |                            |                             |               |         |         |  |
| AH Policy requirement (% Target)       |                         | 35%                                  |                          |                            |                             |               |         |         |  |
| AH tenure split %                      |                         | Affordable Rent:                     |                          | 53.0%                      |                             |               |         |         |  |
|                                        |                         | Shared ownership                     |                          | 25.0%                      |                             |               |         |         |  |
|                                        |                         | Intermediate                         |                          | 21.6%                      |                             |               |         |         |  |
| Open Market Sale (OMS) housing         |                         | 65%                                  |                          |                            |                             |               |         |         |  |
| CIL Rate (£ psm)                       |                         | 100%                                 |                          |                            |                             |               |         |         |  |
|                                        |                         | 143.29 £ psm                         |                          |                            |                             |               |         |         |  |
| <b>Unit mix -</b>                      |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units mix%          | MV # units                           | AH mix%                  | AH # units                 | Overall mix%                | Total # units |         |         |  |
| 1 bed House                            | 3.3%                    | 1.5                                  | 0.0%                     | 0.0                        | 2%                          | 1.5           |         |         |  |
| 2 bed House                            | 20.9%                   | 9.5                                  | 0.0%                     | 0.0                        | 14%                         | 9.5           |         |         |  |
| 3 bed House                            | 40.8%                   | 18.6                                 | 23.5%                    | 5.8                        | 35%                         | 24.3          |         |         |  |
| 4 bed House                            | 35.0%                   | 15.9                                 | 2.8%                     | 0.7                        | 24%                         | 16.6          |         |         |  |
| 5 bed House                            | 0.0%                    | 0.0                                  | 0.0%                     | 0.0                        | 0%                          | 0.0           |         |         |  |
| 1 bed Flat                             | 0.0%                    | 0.0                                  | 16.4%                    | 4.0                        | 6%                          | 4.0           |         |         |  |
| 2 bed Flat                             | 0.0%                    | 0.0                                  | 57.4%                    | 14.1                       | 20%                         | 14.1          |         |         |  |
| Total number of units                  | 100.0%                  | 45.5                                 | 100.0%                   | 24.5                       | 100%                        | 70.0          |         |         |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 58.0                    | 624                                  |                          | 58.0                       | 624                         |               |         |         |  |
| 2 bed House                            | 79.0                    | 850                                  |                          | 79.0                       | 850                         |               |         |         |  |
| 3 bed House                            | 90.0                    | 969                                  |                          | 90.0                       | 969                         |               |         |         |  |
| 4 bed House                            | 110.0                   | 1,184                                |                          | 110.0                      | 1,184                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>AH Unit Floor areas -</b>           |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Net area per unit (sqm) | (sqft)                               | Net to Gross %           | Gross (GIA) per unit (sqm) | (sqft)                      |               |         |         |  |
| 1 bed House                            | 50.0                    | 538                                  |                          | 50.0                       | 538                         |               |         |         |  |
| 2 bed House                            | 70.0                    | 753                                  |                          | 70.0                       | 753                         |               |         |         |  |
| 3 bed House                            | 84.0                    | 904                                  |                          | 84.0                       | 904                         |               |         |         |  |
| 4 bed House                            | 97.0                    | 1,044                                |                          | 97.0                       | 1,044                       |               |         |         |  |
| 5 bed House                            | 0.0                     | 0                                    |                          | 0.0                        | 0                           |               |         |         |  |
| 1 bed Flat                             | 50.0                    | 538                                  | 85.0%                    | 58.8                       | 633                         |               |         |         |  |
| 2 bed Flat                             | 61.0                    | 657                                  | 85.0%                    | 71.8                       | 772                         |               |         |         |  |
| <b>Total Gross Floor areas -</b>       |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                               | AH units GIA (sqm)       | (sqft)                     | Total GIA (all units) (sqm) | (sqft)        |         |         |  |
| 1 bed House                            | 87                      | 937                                  | 0                        | 0                          | 87                          | 937           |         |         |  |
| 2 bed House                            | 751                     | 8,086                                | 0                        | 0                          | 751                         | 8,086         |         |         |  |
| 3 bed House                            | 1,671                   | 17,984                               | 484                      | 5,208                      | 2,155                       | 23,192        |         |         |  |
| 4 bed House                            | 1,752                   | 18,856                               | 65                       | 703                        | 1,817                       | 19,559        |         |         |  |
| 5 bed House                            | 0                       | 0                                    | 0                        | 0                          | 0                           | 0             |         |         |  |
| 1 bed Flat                             | 0                       | 0                                    | 236                      | 2,541                      | 236                         | 2,541         |         |         |  |
| 2 bed Flat                             | 0                       | 0                                    | 1,009                    | 10,863                     | 1,009                       | 10,863        |         |         |  |
|                                        | 4,261                   | 45,863                               | 1,794                    | 19,316                     | 6,055                       | 65,179        |         |         |  |
| AH % by floor area:                    |                         | 29.63% AH % by floor area due to mix |                          |                            |                             |               |         |         |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | £ OMS (per unit)        | Epsm                                 | Epsf                     | total MV £ (no AH)         |                             |               |         |         |  |
| 1 bed House                            | 180,000                 | 3,103                                | 288                      | 270,270                    |                             |               |         |         |  |
| 2 bed House                            | 250,000                 | 3,165                                | 294                      | 2,377,375                  |                             |               |         |         |  |
| 3 bed House                            | 290,000                 | 3,222                                | 299                      | 7,053,946                  |                             |               |         |         |  |
| 4 bed House                            | 350,000                 | 3,182                                | 296                      | 5,809,563                  |                             |               |         |         |  |
| 5 bed House                            | 0                       | #DIV/0!                              | #DIV/0!                  | 0                          |                             |               |         |         |  |
| 1 bed Flat                             | 160,000                 | 3,200                                | 297                      | 642,096                    |                             |               |         |         |  |
| 2 bed Flat                             | 190,000                 | 3,115                                | 289                      | 2,671,970                  |                             |               |         |         |  |
|                                        |                         |                                      |                          | 18,825,219                 |                             |               |         |         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                      |                          |                            |                             |               |         |         |  |
|                                        | Affordable Rent:        | Epsm                                 | % of MV Shared ownership | Epsm                       | % of MV                     | Intermediate  | Epsm    | % of MV |  |
| 1 bed House                            | 90,000                  | 1,800                                | 50%                      | 126,000                    | 2,520                       | 144,000       | 2,880   | 80%     |  |
| 2 bed House                            | 125,000                 | 1,786                                | 50%                      | 175,000                    | 2,500                       | 200,000       | 2,857   | 80%     |  |
| 3 bed House                            | 145,000                 | 1,726                                | 50%                      | 203,000                    | 2,417                       | 232,000       | 2,762   | 80%     |  |
| 4 bed House                            | 175,000                 | 1,804                                | 50%                      | 245,000                    | 2,526                       | 250,000       | 2,577   | 71%     |  |
| 5 bed House                            | 0                       | #DIV/0!                              | 50%                      | 0                          | #DIV/0!                     | 0             | #DIV/0! | 71%     |  |
| 1 bed Flat                             | 80,000                  | 1,600                                | 50%                      | 112,000                    | 2,240                       | 128,000       | 2,560   | 80%     |  |
| 2 bed Flat                             | 95,000                  | 1,557                                | 50%                      | 133,000                    | 2,180                       | 152,000       | 2,492   | 80%     |  |

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| GROSS DEVELOPMENT VALUE                     |             |                       |         |                                 |
|---------------------------------------------|-------------|-----------------------|---------|---------------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |             |                       |         |                                 |
| 1 bed House                                 | 1.5         | @                     | 180,000 | 270,270                         |
| 2 bed House                                 | 9.5         | @                     | 250,000 | 2,377,375                       |
| 3 bed House                                 | 18.6        | @                     | 290,000 | 5,383,560                       |
| 4 bed House                                 | 15.9        | @                     | 350,000 | 5,573,750                       |
| 5 bed House                                 | 0.0         | @                     | 0       | -                               |
| 1 bed Flat                                  | 0.0         | @                     | 160,000 | -                               |
| 2 bed Flat                                  | 0.0         | @                     | 190,000 | -                               |
|                                             | 45.5        |                       |         | 13,604,955                      |
| <b>Affordable Rent GDV -</b>                |             |                       |         |                                 |
| 1 bed House                                 | 0.0         | @                     | 90,000  | -                               |
| 2 bed House                                 | 0.0         | @                     | 125,000 | -                               |
| 3 bed House                                 | 3.1         | @                     | 145,000 | 442,652                         |
| 4 bed House                                 | 0.4         | @                     | 175,000 | 62,490                          |
| 5 bed House                                 | 0.0         | @                     | 0       | -                               |
| 1 bed Flat                                  | 2.1         | @                     | 80,000  | 170,155                         |
| 2 bed Flat                                  | 7.5         | @                     | 95,000  | 708,072                         |
|                                             | 13.0        |                       |         | 1,383,370                       |
| <b>Shared ownership</b>                     |             |                       |         |                                 |
| 1 bed House                                 | 0.0         | @                     | 126,000 | -                               |
| 2 bed House                                 | 0.0         | @                     | 175,000 | -                               |
| 3 bed House                                 | 1.4         | @                     | 203,000 | 282,785                         |
| 4 bed House                                 | 0.2         | @                     | 245,000 | 41,333                          |
| 5 bed House                                 | 0.0         | @                     | 0       | -                               |
| 1 bed Flat                                  | 1.0         | @                     | 112,000 | 112,547                         |
| 2 bed Flat                                  | 3.5         | @                     | 133,000 | 468,343                         |
|                                             | 6.1         |                       |         | 915,008                         |
| <b>Intermediate</b>                         |             |                       |         |                                 |
| 2 bed House                                 | 0.0         | @                     | 144,000 | -                               |
| 3 bed House                                 | 0.0         | @                     | 200,000 | -                               |
| 4 bed House                                 | 1.2         | @                     | 232,000 | 288,643                         |
| 5 bed House                                 | 0.1         | @                     | 250,000 | 36,383                          |
| 1 bed Flat                                  | 0.0         | @                     | 0       | -                               |
| 2 bed Flat                                  | 0.9         | @                     | 128,000 | 110,954                         |
| 0.00%                                       | 3.0         | @                     | 152,000 | 461,716                         |
|                                             | 5.3         |                       |         | 897,696                         |
| <b>Sub-total GDV Residential</b>            | <b>69.9</b> |                       |         | <b>16,801,029</b>               |
| <i>AH on-site cost analysis:</i>            |             |                       |         | <i>£MV less £GDV</i> 2,024,190  |
|                                             | 334         | £ psm (total GIA sqm) |         | 28,917 £ per unit (total units) |
| <b>Grant</b>                                | 70          | @                     | 0       | -                               |
| <b>Total GDV</b>                            |             |                       |         | <b>16,801,029</b>               |

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| DEVELOPMENT COSTS                                                    |                                       |                          |            |                                    |                     |
|----------------------------------------------------------------------|---------------------------------------|--------------------------|------------|------------------------------------|---------------------|
| <b>Initial Payments -</b>                                            |                                       |                          |            |                                    |                     |
| Planning Application Professional Fees, Surveys and reports          |                                       |                          |            |                                    | (60,000)            |
| Statutory Planning Fees (Residential)                                |                                       |                          |            |                                    | (21,349)            |
| CIL                                                                  |                                       | 4,261 sqm                |            | 143.29 £ psm                       | (610,537)           |
|                                                                      | CIL analysis:                         | 3.63% of GDV             |            | 8,722 £ per unit (total units)     |                     |
| Site Specific S106 Contributions                                     | Year 1                                | 0                        |            |                                    | -                   |
|                                                                      | Year 2                                | 0                        |            |                                    | -                   |
|                                                                      | Year 3                                | 0                        |            |                                    | -                   |
|                                                                      | Year 4                                | 0                        |            |                                    | -                   |
|                                                                      | Year 5                                | 0                        |            |                                    | -                   |
|                                                                      | Year 6                                | 0                        |            |                                    | -                   |
|                                                                      | Year 7                                | 0                        |            |                                    | -                   |
|                                                                      | Year 8                                | 0                        |            |                                    | -                   |
|                                                                      | Year 9                                | 0                        |            |                                    | -                   |
|                                                                      | Year 10                               | 0                        |            |                                    | -                   |
|                                                                      | total                                 | 70 units @               |            | 1,500 per unit                     | (105,000)           |
|                                                                      | S106 analysis:                        | 0.62% of GDV             |            | 1,500 £ per unit (total units)     |                     |
| AH Commuted Sum                                                      |                                       | 6,055 sqm (total)        |            | 0 £ psm                            | -                   |
|                                                                      | Comm. Sum analysis:                   | 0.00% of GDV             |            |                                    |                     |
| <b>Construction Costs -</b>                                          |                                       |                          |            |                                    |                     |
| Site Clearance and Demolition                                        |                                       | 3.93 acres @             |            | 110,000 £ per acre (if brownfield) | (432,425)           |
| Infrastructure costs -                                               | Policy SP10 - Climate Change          | 2,557 per dwelling       |            |                                    | (178,990)           |
|                                                                      | Policy LP32 - Electric charging point | 1,000 per dwelling       |            |                                    | (70,000)            |
|                                                                      | Policy SP09 - Cross-boundary mitigate | 121.89 per dwelling      |            |                                    | (8,532)             |
|                                                                      | Policy LP18 - Biodiversity & Geodiv   | 42,545 per gross hectare |            |                                    | (84,607)            |
|                                                                      | Policy LP25 - Sustainable Construct   | 3,500 per dwelling       |            |                                    | (245,000)           |
|                                                                      | Enhanced S106                         | 8,600                    |            |                                    | (602,000)           |
|                                                                      | total                                 | 3.93 acres @             |            | 0 per acre                         | (1,189,129)         |
|                                                                      | Infra. Costs analysis:                | 7.08% of GDV             |            | 16,988 £ per unit (total units)    |                     |
| 1 bed House                                                          |                                       | 87 sqm @                 |            | 1,155 psm                          | (100,585)           |
| 2 bed House                                                          |                                       | 751 sqm @                |            | 1,155 psm                          | (867,694)           |
| 3 bed House                                                          |                                       | 2,155 sqm @              |            | 1,155 psm                          | (2,488,558)         |
| 4 bed House                                                          |                                       | 1,817 sqm @              |            | 1,155 psm                          | (2,098,755)         |
| 5 bed House                                                          |                                       | - sqm @                  |            | 1,155 psm                          | -                   |
| 1 bed Flat                                                           |                                       | 236 sqm @                |            | 1,296 psm                          | (305,940)           |
| 2 bed Flat                                                           | 6,055                                 | 1,009 sqm @              |            | 1,296 psm                          | (1,307,958)         |
| External works                                                       |                                       | 7,169,491 @              |            | 15.0%<br>15,363 £ per unit         | (1,075,424)         |
| M4(2) Category 2 Housing                                             |                                       | 50% of All units         | 70 units @ | 521 £ per dwelling                 | (18,235)            |
| M4(3) Category 3 Housing                                             |                                       | 0% of All units          | 70 units @ | 10,307 £ per dwelling              | -                   |
| Water efficiency - Policy LP25 - Sustainable Construction and Design |                                       |                          | 70 units @ | 9 £ per dwelling                   | (630)               |
| Contingency                                                          |                                       | 9,885,333 @              |            | 5.0%                               | (494,267)           |
| Professional Fees                                                    |                                       | 9,885,333 @              |            | 10.0%                              | (988,533)           |
| <b>Disposal Costs -</b>                                              |                                       |                          |            |                                    |                     |
| Marketing and Promotion                                              |                                       | 13,604,955 OMS @         |            | 1.50%                              | (204,074)           |
| Residential Sales Agent Costs                                        |                                       | 13,604,955 OMS @         |            | 1.50%                              | (204,074)           |
| Residential Sales Legal Costs                                        |                                       | 13,604,955 OMS @         |            | 0.50%                              | (68,025)            |
| Interest (on Development Costs) -                                    |                                       | 7.50% APR                |            | 0.604% pcm                         | (425,430)           |
| <b>Developers Profit -</b>                                           |                                       |                          |            |                                    |                     |
| Margin on AH                                                         |                                       | 2,298,378                |            | 6.00% on AH values                 | (137,903)           |
| Profit on GDV                                                        |                                       | 13,604,955               |            | 20.00%                             | (2,720,991)         |
|                                                                      |                                       | 13,066,623               |            | 20.82% on costs                    | (2,720,991)         |
|                                                                      |                                       | 15,903,333               |            | 17.98% blended                     | (2,858,894)         |
| <b>TOTAL COSTS</b>                                                   |                                       |                          |            |                                    | <b>(15,925,517)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| RESIDUAL LAND VALUE         |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 875,512        |
| SDLT                        | 875,512 @         | 5.0% (slabbed)   |                    | (33,276)       |
| Acquisition Agent fees      | 875,512 @         | 1.0%             |                    | (8,755)        |
| Acquisition Legal fees      | 875,512 @         | 0.5%             |                    | (4,378)        |
| Interest on Land            | 875,512 @         | 7.5%             |                    | (65,663)       |
| Residual Land Value         |                   |                  |                    | <b>763,440</b> |
| <i>RLV analysis:</i>        | 10,906 £ per plot | 479,877 £ per ha | 194,203 £ per acre |                |

| THRESHOLD LAND VALUE     |                   |                      |                        |                |
|--------------------------|-------------------|----------------------|------------------------|----------------|
| Residential Density      | 44.0              | dp net ha            |                        |                |
| Site Area (Resi)         | 1.59              | net ha               | 3.93                   | net acres      |
| <i>Density analysis:</i> | 3,806             | sqm/ha               | 16,580                 | sqft/ac        |
| Threshold Land Value     | 10,530 £ per plot | 463,313 £ per net ha | 187,500 £ per net acre | <b>737,088</b> |
|                          | 80%               | Gross to net         | 1.99                   | Gross hectares |

| BALANCE           |                 |                  |               |
|-------------------|-----------------|------------------|---------------|
| Surplus/(Deficit) | 16,564 £ per ha | 6,703 £ per acre | <b>26,352</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

| SENSITIVITY ANALYSIS |        | AH - % on site 35% |             |             |             |             |             |             |
|----------------------|--------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)  | 26,352 | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|                      | 0      | 2,308,718          | 1,833,588   | 1,595,701   | 1,357,814   | 1,119,674   | 881,246     | 642,819     |
|                      | 20     | 2,178,279          | 1,715,614   | 1,484,281   | 1,252,601   | 1,020,767   | 788,934     | 557,100     |
|                      | 40     | 2,047,197          | 1,597,581   | 1,372,341   | 1,147,101   | 921,861     | 696,621     | 471,381     |
|                      | 60     | 1,916,114          | 1,478,893   | 1,260,247   | 1,041,601   | 822,955     | 604,309     | 385,486     |
|                      | 80     | 1,784,311          | 1,360,206   | 1,148,153   | 936,101     | 724,048     | 511,895     | 299,249     |
| CIL Epsm             | 100    | 1,652,435          | 1,241,518   | 1,036,059   | 830,601     | 625,037     | 419,024     | 213,012     |
| 143.29               | 120    | 1,520,560          | 1,122,831   | 923,966     | 724,911     | 525,533     | 326,154     | 126,775     |
|                      | 140    | 1,388,685          | 1,004,143   | 811,519     | 618,773     | 426,028     | 233,283     | 40,538      |
|                      | 160    | 1,256,810          | 884,859     | 698,747     | 512,636     | 326,524     | 140,413     | (45,763)    |
|                      | 180    | 1,124,409          | 765,454     | 585,976     | 406,498     | 227,020     | 47,542      | (132,521)   |
|                      | 200    | 991,737            | 646,049     | 473,204     | 300,360     | 127,516     | (45,869)    | (219,279)   |
|                      | 220    | 859,065            | 526,644     | 360,433     | 194,172     | 27,435      | (139,301)   | (306,037)   |
|                      | 240    | 726,393            | 407,238     | 247,455     | 87,392      | (72,670)    | (232,733)   | (392,796)   |
|                      | 260    | 593,720            | 287,391     | 134,002     | (19,387)    | (172,776)   | (326,165)   | (479,554)   |
|                      | 280    | 460,694            | 167,264     | 20,549      | (126,167)   | (272,882)   | (419,597)   | (566,803)   |
|                      | 300    | 327,220            | 47,137      | (92,905)    | (232,946)   | (372,987)   | (513,467)   | (654,085)   |
|                      | 320    | 193,746            | (72,990)    | (206,358)   | (339,725)   | (473,560)   | (607,464)   | (743,774)   |
|                      | 340    | 60,271             | (193,117)   | (319,890)   | (447,080)   | (574,271)   | (701,461)   | (845,266)   |
|                      | 360    | (73,203)           | (313,553)   | (434,029)   | (554,505)   | (674,981)   | (806,669)   | (946,757)   |
|                      | 380    | (206,882)          | (434,406)   | (548,168)   | (661,930)   | (783,686)   | (915,967)   | (1,048,727) |
|                      | 400    | (341,163)          | (555,259)   | (662,307)   | (776,317)   | (900,791)   | (1,025,675) | (1,150,832) |
|                      | 420    | (475,445)          | (676,112)   | (784,563)   | (901,230)   | (1,018,333) | (1,135,633) | (1,252,937) |
|                      | 440    | (609,726)          | (808,422)   | (917,282)   | (1,026,698) | (1,136,146) | (1,245,594) | (1,355,042) |
|                      | 460    | (746,842)          | (949,179)   | (1,050,772) | (1,152,366) | (1,253,960) | (1,355,553) | (1,457,147) |
|                      | 480    | (903,076)          | (1,090,555) | (1,184,294) | (1,278,034) | (1,371,773) | (1,465,513) | (1,559,656) |
|                      |        | AH - % on site 35% |             |             |             |             |             |             |
| Balance (RLV - TLV)  | 26,352 | 0%                 | 10%         | 15%         | 20%         | 25%         | 30%         | 35%         |
|                      | -      | 1,472,610          | 1,090,237   | 899,051     | 707,571     | 515,917     | 324,263     | 132,609     |
|                      | 1,500  | 1,366,992          | 984,619     | 792,968     | 601,314     | 409,660     | 218,006     | 26,352      |
|                      | 3,000  | 1,261,373          | 878,365     | 686,711     | 495,057     | 303,403     | 111,749     | (80,175)    |
|                      | 4,500  | 1,155,416          | 772,108     | 580,454     | 388,800     | 197,146     | 5,259       | (187,074)   |
|                      | 6,000  | 1,049,159          | 665,851     | 474,197     | 282,543     | 90,693      | (101,640)   | (293,973)   |
| Site Specific S106   | 7,500  | 942,902            | 559,594     | 367,940     | 176,128     | (16,206)    | (208,539)   | (400,872)   |
| 1,500                | 9,000  | 836,645            | 453,337     | 261,562     | 69,228      | (123,105)   | (315,438)   | (507,908)   |
|                      | 10,500 | 730,388            | 346,996     | 154,663     | (37,671)    | (230,004)   | (422,337)   | (615,454)   |
|                      | 12,000 | 624,132            | 240,097     | 47,763      | (144,570)   | (336,903)   | (529,773)   | (722,999)   |
|                      | 13,500 | 517,864            | 133,198     | (59,136)    | (251,469)   | (444,092)   | (637,318)   | (847,467)   |
|                      | 15,000 | 410,965            | 26,299      | (166,035)   | (358,411)   | (551,637)   | (747,838)   | (972,540)   |
|                      | 16,500 | 304,066            | (80,601)    | (272,934)   | (465,956)   | (659,183)   | (872,891)   | (1,098,349) |
|                      | 18,000 | 197,167            | (187,500)   | (380,276)   | (573,502)   | (773,262)   | (998,188)   | (1,224,158) |
|                      | 19,500 | 90,268             | (294,595)   | (487,821)   | (681,047)   | (898,315)   | (1,123,997) | (1,349,966) |
|                      | 21,000 | (16,631)           | (402,140)   | (595,366)   | (798,686)   | (1,023,836) | (1,249,806) | (1,475,775) |
|                      | 22,500 | (123,530)          | (509,685)   | (702,912)   | (923,739)   | (1,149,645) | (1,375,614) | (1,602,244) |
|                      | 24,000 | (230,778)          | (617,231)   | (824,110)   | (1,049,484) | (1,275,454) | (1,501,423) | (1,728,813) |
|                      | 25,500 | (338,324)          | (724,776)   | (949,324)   | (1,175,293) | (1,401,262) | (1,627,874) | (1,855,382) |
|                      | 27,000 | (445,869)          | (849,534)   | (1,075,132) | (1,301,101) | (1,527,071) | (1,754,443) | (1,981,951) |
|                      | 28,500 | (553,414)          | (974,971)   | (1,200,941) | (1,426,910) | (1,653,504) | (1,881,012) | (2,109,081) |
|                      | 30,000 | (660,960)          | (1,100,780) | (1,326,749) | (1,552,719) | (1,780,073) | (2,007,581) | (2,236,416) |

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

|                             |                    | AH - % on site 35% |                           |              |              |              |              |              |             |
|-----------------------------|--------------------|--------------------|---------------------------|--------------|--------------|--------------|--------------|--------------|-------------|
|                             |                    | 26,352             | 0%                        | 10%          | 15%          | 20%          | 25%          | 30%          | 35%         |
| Balance (RLV - TLV)         | 50,000             | 1,907,523          | 1,525,150                 | 1,333,499    | 1,141,845    | 950,191      | 758,537      | 566,883      |             |
|                             | 75,000             | 1,809,245          | 1,426,872                 | 1,235,220    | 1,043,567    | 851,913      | 660,259      | 468,605      |             |
|                             | TLV (per net acre) | 100,000            | 1,710,966                 | 1,328,593    | 1,136,942    | 945,288      | 753,634      | 561,980      | 370,327     |
|                             | 187,500            | 1,612,688          | 1,230,315                 | 1,038,664    | 847,010      | 655,356      | 463,702      | 272,048      |             |
|                             | 150,000            | 1,514,409          | 1,132,036                 | 940,385      | 748,731      | 557,078      | 365,424      | 173,770      |             |
|                             | 175,000            | 1,416,131          | 1,033,758                 | 842,107      | 650,453      | 458,799      | 267,145      | 75,491       |             |
|                             | 200,000            | 1,317,853          | 935,480                   | 743,828      | 552,175      | 360,521      | 168,867      | (22,787)     |             |
|                             | 225,000            | 1,219,574          | 837,201                   | 645,550      | 453,896      | 262,242      | 70,588       | (121,065)    |             |
| 250,000                     | 1,121,296          | 738,923            | 547,272                   | 355,618      | 163,964      | (27,690)     | (219,344)    |              |             |
| 275,000                     | 1,023,017          | 640,644            | 448,993                   | 257,339      | 65,685       | (125,968)    | (317,622)    |              |             |
|                             |                    | AH - % on site 35% |                           |              |              |              |              |              |             |
|                             |                    | 26,352             | 0%                        | 10%          | 15%          | 20%          | 25%          | 30%          | 35%         |
| Density (dph)               | 5                  | (9,453,543)        | (9,918,397)               | (10,498,047) | (13,220,226) | (15,942,404) | (18,664,583) | (21,386,761) |             |
|                             | 10                 | (3,144,823)        | (3,580,867)               | (3,806,836)  | (4,032,806)  | (4,260,003)  | (4,487,511)  | (4,716,187)  |             |
|                             | 44                 | 15                 | (1,194,341)               | (1,579,008)  | (1,771,581)  | (1,964,807)  | (2,159,077)  | (2,383,766)  | (2,609,735) |
|                             |                    | 20                 | (221,368)                 | (605,167)    | (797,500)    | (989,834)    | (1,182,167)  | (1,374,799)  | (1,568,025) |
|                             |                    | 25                 | 361,374                   | (21,933)     | (213,587)    | (405,529)    | (597,863)    | (790,196)    | (982,529)   |
|                             |                    | 30                 | 749,869                   | 366,561      | 174,908      | (16,746)     | (208,400)    | (400,660)    | (592,993)   |
|                             | 35                 | 1,027,336          | 644,058                   | 452,404      | 260,750      | 69,096       | (122,558)    | (314,753)    |             |
|                             | 40                 | 1,234,903          | 852,180                   | 660,526      | 468,872      | 277,218      | 85,565       | (106,089)    |             |
|                             | 45                 | 1,396,345          | 1,013,972                 | 822,399      | 630,745      | 439,091      | 247,437      | 55,784       |             |
|                             | 50                 | 1,525,498          | 1,143,125                 | 951,897      | 760,243      | 568,590      | 376,936      | 185,282      |             |
|                             | 55                 | 1,631,169          | 1,248,796                 | 1,057,609    | 866,197      | 674,543      | 482,889      | 291,235      |             |
|                             |                    | AH - % on site 35% |                           |              |              |              |              |              |             |
|                             |                    | 26,352             | 0%                        | 10%          | 15%          | 20%          | 25%          | 30%          | 35%         |
| Build rate (Epsm)           | 95%                | 1,834,519          | 1,445,059                 | 1,250,329    | 1,055,598    | 860,868      | 666,138      | 471,408      |             |
|                             | 100%               | 1,366,992          | 984,619                   | 792,968      | 601,314      | 409,660      | 218,006      | 26,352       |             |
|                             | 105%               | 897,576            | 521,398                   | 333,310      | 144,874      | (43,873)     | (232,619)    | (421,366)    |             |
|                             | 110%               | 426,664            | 56,344                    | (128,816)    | (313,976)    | (499,760)    | (685,769)    | (895,415)    |             |
|                             | 115%               | (46,532)           | (410,572)                 | (592,973)    | (783,316)    | (995,710)    | (1,209,016)  | (1,422,322)  |             |
|                             | 120%               | (521,826)          | (904,290)                 | (1,113,336)  | (1,322,420)  | (1,531,505)  | (1,741,918)  | (1,952,440)  |             |
|                             | 125%               | (1,042,981)        | (1,452,709)               | (1,657,880)  | (1,864,155)  | (2,070,430)  | (2,277,867)  | (2,485,805)  |             |
|                             | 130%               | (1,599,882)        | (2,003,379)               | (2,205,407)  | (2,408,555)  | (2,612,221)  | (2,816,902)  | (3,022,459)  |             |
|                             |                    | AH - % on site 0%  |                           |              |              |              |              |              |             |
|                             |                    | 26,352             | 0%                        | 10%          | 15%          | 20%          | 25%          | 30%          | 35%         |
| Cahnges in sales values (E) | 75%                | (2,542,186)        | (2,568,144)               | (2,581,475)  | (2,594,806)  | (2,608,137)  | (2,621,477)  | (2,635,536)  |             |
|                             | 80%                | (1,678,950)        | (1,789,843)               | (1,845,290)  | (1,900,737)  | (1,956,597)  | (2,012,688)  | (2,068,779)  |             |
|                             | 85%                | (823,266)          | (1,018,507)               | (1,116,249)  | (1,213,991)  | (1,311,733)  | (1,409,475)  | (1,507,876)  |             |
|                             | 90%                | (79,916)           | (319,330)                 | (439,485)    | (559,640)    | (679,795)    | (811,893)    | (951,608)    |             |
|                             | 95%                | 645,433            | 334,375                   | 178,544      | 22,535       | (133,474)    | (289,483)    | (445,492)    |             |
|                             | 100%               | 1,366,992          | 984,619                   | 792,968      | 601,314      | 409,660      | 218,006      | 26,352       |             |
|                             | 105%               | 2,085,429          | 1,631,482                 | 1,404,359    | 1,177,236    | 950,112      | 722,989      | 495,866      |             |
|                             | 110%               | 2,799,030          | 2,275,104                 | 2,013,141    | 1,750,835    | 1,488,384    | 1,225,933    | 963,045      |             |
|                             | 115%               | 3,508,391          | 2,914,380                 | 2,617,342    | 2,320,305    | 2,023,144    | 1,725,585    | 1,428,027    |             |
|                             | 120%               | 4,214,057          | 3,550,465                 | 3,218,518    | 2,886,572    | 2,554,626    | 2,222,407    | 1,889,929    |             |
|                             | 125%               | 4,917,190          | 4,183,943                 | 3,817,221    | 3,450,499    | 3,083,777    | 2,716,856    | 2,349,611    |             |
|                             |                    |                    | Site Specific S106 £1,500 |              |              |              |              |              |             |
|                             |                    |                    | 26,352                    | -            | 1,500        | 3,000        | 4,500        | 6,000        | 7,500       |
| CIL Epsm                    | 0                  | 748,437            | 642,819                   | 537,200      | 431,582      | 325,426      | 219,170      | 112,913      |             |
|                             | 20                 | 662,718            | 557,100                   | 451,482      | 345,446      | 239,189      | 132,933      | 26,676       |             |
|                             | 40                 | 577,000            | 471,381                   | 365,466      | 259,209      | 152,953      | 46,696       | (59,709)     |             |
|                             | 60                 | 491,281            | 385,486                   | 279,229      | 172,972      | 66,716       | (39,568)     | (146,467)    |             |
|                             | 80                 | 405,566            | 299,249                   | 192,992      | 86,735       | (19,521)     | (126,326)    | (233,225)    |             |
|                             | 100                | 319,269            | 213,012                   | 106,755      | 498          | (106,185)    | (213,084)    | (319,983)    |             |
|                             | 120                | 233,032            | 126,775                   | 20,518       | (86,044)     | (192,943)    | (299,842)    | (406,742)    |             |
|                             | 140                | 146,795            | 40,538                    | (65,903)     | (172,803)    | (279,702)    | (386,601)    | (493,550)    |             |
|                             | 160                | 60,558             | (45,763)                  | (152,662)    | (259,561)    | (366,460)    | (473,359)    | (580,833)    |             |
|                             | 180                | (25,679)           | (132,521)                 | (239,420)    | (346,319)    | (453,218)    | (560,570)    | (668,116)    |             |
|                             | 200                | (112,380)          | (219,279)                 | (326,178)    | (433,077)    | (540,308)    | (647,853)    | (760,088)    |             |
|                             | 220                | (199,138)          | (306,037)                 | (412,936)    | (520,045)    | (627,590)    | (736,527)    | (861,580)    |             |
|                             | 240                | (285,896)          | (392,796)                 | (499,782)    | (607,328)    | (714,873)    | (838,019)    | (963,071)    |             |
|                             | 260                | (372,655)          | (479,554)                 | (587,065)    | (694,610)    | (814,458)    | (939,510)    | (1,065,140)  |             |
|                             | 280                | (459,413)          | (566,803)                 | (674,348)    | (790,896)    | (915,949)    | (1,041,436)  | (1,167,245)  |             |
|                             | 300                | (546,540)          | (654,085)                 | (767,335)    | (892,388)    | (1,017,733)  | (1,143,541)  | (1,269,350)  |             |
|                             | 320                | (633,823)          | (743,774)                 | (868,827)    | (994,029)    | (1,119,838)  | (1,245,646)  | (1,371,455)  |             |
| 340                         | (721,105)          | (845,266)          | (970,325)                 | (1,096,134)  | (1,221,943)  | (1,347,751)  | (1,473,560)  |              |             |
| 360                         | (821,704)          | (946,757)          | (1,072,430)               | (1,198,239)  | (1,324,048)  | (1,449,856)  | (1,576,168)  |              |             |
| 380                         | (923,196)          | (1,048,727)        | (1,174,535)               | (1,300,344)  | (1,426,153)  | (1,552,332)  | (1,678,890)  |              |             |
| 400                         | (1,025,023)        | (1,150,832)        | (1,276,640)               | (1,402,449)  | (1,528,474)  | (1,655,044)  | (1,781,613)  |              |             |



## Appendix 6 – Rural Exception Sites Appraisals

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# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **M**  
 Title: **8 No. Units - Rural Exemption**  
 Notes: **Greenfield allocation**

| ASSUMPTIONS - RESIDENTIAL USES         |  |                          |  |                   |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
|----------------------------------------|--|--------------------------|--|-------------------|--|----------------------------------------------|--|-------------------|--|-----------------------------|--|------------------------------|--|---------------|--|----------------|--|
| Total number of units in scheme        |  |                          |  | 8 Units           |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
| AH Policy requirement (% Target)       |  |                          |  | 100%              |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
| AH tenure split %                      |  | Affordable Rent:         |  | 67.6%             |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
|                                        |  | Shared ownership         |  | 32.4%             |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
|                                        |  | Starter Homes            |  | 0.0%              |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
| Open Market Sale (OMS) housing         |  |                          |  | 0%                |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
|                                        |  |                          |  | 100%              |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
| CIL Rate (£ psm)                       |  |                          |  | 143.29 £ psm      |  |                                              |  |                   |  |                             |  |                              |  |               |  |                |  |
| <b>Unit mix -</b>                      |  | <b>Mkt Units mix%</b>    |  | <b>MV # units</b> |  | <b>AH mix%</b>                               |  | <b>AH # units</b> |  | <b>Overall mix%</b>         |  | <b>Total # units</b>         |  |               |  |                |  |
| 1 bed House                            |  | 3.3%                     |  | 0.0               |  | 16.3%                                        |  | 1.3               |  | 16%                         |  | 1.3                          |  |               |  |                |  |
| 2 bed House                            |  | 20.9%                    |  | 0.0               |  | 57.4%                                        |  | 4.6               |  | 57%                         |  | 4.6                          |  |               |  |                |  |
| 3 bed House                            |  | 40.8%                    |  | 0.0               |  | 23.5%                                        |  | 1.9               |  | 24%                         |  | 1.9                          |  |               |  |                |  |
| 4 bed House                            |  | 35.0%                    |  | 0.0               |  | 2.8%                                         |  | 0.2               |  | 3%                          |  | 0.2                          |  |               |  |                |  |
| 5 bed House                            |  | 0.0%                     |  | 0.0               |  | 0.0%                                         |  | 0.0               |  | 0%                          |  | 0.0                          |  |               |  |                |  |
| 1 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 0.0%                                         |  | 0.0               |  | 0%                          |  | 0.0                          |  |               |  |                |  |
| 2 bed Flat                             |  | 0.0%                     |  | 0.0               |  | 0.0%                                         |  | 0.0               |  | 0%                          |  | 0.0                          |  |               |  |                |  |
| Total number of units                  |  | 100.0%                   |  | 0.0               |  | 100.0%                                       |  | 8.0               |  | 100%                        |  | 8.0                          |  |               |  |                |  |
| <b>OMS Unit Floor areas -</b>          |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>Net to Gross %</b>                        |  | <b>(sqft)</b>     |  | <b>Gross (GIA) per unit</b> |  | <b>(sqm)</b>                 |  | <b>(sqft)</b> |  |                |  |
| 1 bed House                            |  | 50.0                     |  | 538               |  |                                              |  | 50.0              |  | 538                         |  |                              |  |               |  |                |  |
| 2 bed House                            |  | 70.0                     |  | 753               |  |                                              |  | 70.0              |  | 753                         |  |                              |  |               |  |                |  |
| 3 bed House                            |  | 90.0                     |  | 969               |  |                                              |  | 90.0              |  | 969                         |  |                              |  |               |  |                |  |
| 4 bed House                            |  | 110.0                    |  | 1,184             |  |                                              |  | 110.0             |  | 1,184                       |  |                              |  |               |  |                |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                              |  | 0.0               |  | 0                           |  |                              |  |               |  |                |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  | 85.0%                                        |  | 58.8              |  | 633                         |  |                              |  |               |  |                |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  | 85.0%                                        |  | 71.8              |  | 772                         |  |                              |  |               |  |                |  |
| <b>AH Unit Floor areas -</b>           |  | <b>Net area per unit</b> |  | <b>(sqm)</b>      |  | <b>Net to Gross %</b>                        |  | <b>(sqft)</b>     |  | <b>Gross (GIA) per unit</b> |  | <b>(sqm)</b>                 |  | <b>(sqft)</b> |  |                |  |
| 1 bed House                            |  | 50.0                     |  | 538               |  |                                              |  | 50.0              |  | 538                         |  |                              |  |               |  |                |  |
| 2 bed House                            |  | 70.0                     |  | 753               |  |                                              |  | 70.0              |  | 753                         |  |                              |  |               |  |                |  |
| 3 bed House                            |  | 84.0                     |  | 904               |  |                                              |  | 84.0              |  | 904                         |  |                              |  |               |  |                |  |
| 4 bed House                            |  | 97.0                     |  | 1,044             |  |                                              |  | 97.0              |  | 1,044                       |  |                              |  |               |  |                |  |
| 5 bed House                            |  | 0.0                      |  | 0                 |  |                                              |  | 0.0               |  | 0                           |  |                              |  |               |  |                |  |
| 1 bed Flat                             |  | 50.0                     |  | 538               |  | 85.0%                                        |  | 58.8              |  | 633                         |  |                              |  |               |  |                |  |
| 2 bed Flat                             |  | 61.0                     |  | 657               |  | 85.0%                                        |  | 71.8              |  | 772                         |  |                              |  |               |  |                |  |
| <b>Total Gross Floor areas -</b>       |  | <b>Mkt Units GIA</b>     |  | <b>(sqm)</b>      |  | <b>AH units GIA</b>                          |  | <b>(sqm)</b>      |  | <b>(sqft)</b>               |  | <b>Total GIA (all units)</b> |  | <b>(sqm)</b>  |  | <b>(sqft)</b>  |  |
| 1 bed House                            |  | 0                        |  | 0                 |  | 65                                           |  | 702               |  | 65                          |  | 702                          |  |               |  |                |  |
| 2 bed House                            |  | 0                        |  | 0                 |  | 321                                          |  | 3,460             |  | 321                         |  | 3,460                        |  |               |  |                |  |
| 3 bed House                            |  | 0                        |  | 0                 |  | 158                                          |  | 1,701             |  | 158                         |  | 1,701                        |  |               |  |                |  |
| 4 bed House                            |  | 0                        |  | 0                 |  | 21                                           |  | 230               |  | 21                          |  | 230                          |  |               |  |                |  |
| 5 bed House                            |  | 0                        |  | 0                 |  | 0                                            |  | 0                 |  | 0                           |  | 0                            |  |               |  |                |  |
| 1 bed Flat                             |  | 0                        |  | 0                 |  | 0                                            |  | 0                 |  | 0                           |  | 0                            |  |               |  |                |  |
| 2 bed Flat                             |  | 0                        |  | 0                 |  | 0                                            |  | 0                 |  | 0                           |  | 0                            |  |               |  |                |  |
|                                        |  | 0                        |  | 0                 |  | 566                                          |  | 6,092             |  | 566                         |  | 6,092                        |  |               |  |                |  |
| <i>AH % by floor area:</i>             |  |                          |  |                   |  | <i>100.00% AH % by floor area due to mix</i> |  |                   |  |                             |  |                              |  |               |  |                |  |
| <b>Open Market Sales values (£) -</b>  |  | <b>£ OMS (per unit)</b>  |  | <b>Epsm</b>       |  | <b>Epsf</b>                                  |  |                   |  | <b>total MV £ (no AH)</b>   |  |                              |  |               |  |                |  |
| 1 bed House                            |  | 180,000                  |  | 3,600             |  | 334                                          |  |                   |  | 234,720                     |  |                              |  |               |  |                |  |
| 2 bed House                            |  | 210,000                  |  | 3,000             |  | 279                                          |  |                   |  | 964,320                     |  |                              |  |               |  |                |  |
| 3 bed House                            |  | 270,000                  |  | 3,000             |  | 279                                          |  |                   |  | 507,816                     |  |                              |  |               |  |                |  |
| 4 bed House                            |  | 330,000                  |  | 3,000             |  | 279                                          |  |                   |  | 72,600                      |  |                              |  |               |  |                |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | #DIV/0!                                      |  |                   |  | 0                           |  |                              |  |               |  |                |  |
| 1 bed Flat                             |  | 150,000                  |  | 3,000             |  | 279                                          |  |                   |  | 0                           |  |                              |  |               |  |                |  |
| 2 bed Flat                             |  | 183,000                  |  | 3,000             |  | 279                                          |  |                   |  | 0                           |  |                              |  |               |  |                |  |
|                                        |  |                          |  |                   |  |                                              |  |                   |  | 1,779,456                   |  |                              |  |               |  |                |  |
| <b>Affordable Housing values (£) -</b> |  | <b>Affordable Rent:</b>  |  | <b>Epsm</b>       |  | <b>% of MV Shared ownership</b>              |  | <b>Epsm</b>       |  | <b>% of MV</b>              |  | <b>Starter Homes</b>         |  | <b>Epsm</b>   |  | <b>% of MV</b> |  |
| 1 bed House                            |  | 90,000                   |  | 1,800             |  | 50%                                          |  | 126,000           |  | 2,520                       |  | 144,000                      |  | 2,880         |  | 80%            |  |
| 2 bed House                            |  | 105,000                  |  | 1,500             |  | 50%                                          |  | 147,000           |  | 2,100                       |  | 168,000                      |  | 2,400         |  | 80%            |  |
| 3 bed House                            |  | 135,000                  |  | 1,607             |  | 50%                                          |  | 189,000           |  | 2,250                       |  | 216,000                      |  | 2,571         |  | 80%            |  |
| 4 bed House                            |  | 165,000                  |  | 1,701             |  | 50%                                          |  | 231,000           |  | 2,381                       |  | 250,000                      |  | 2,577         |  | 76%            |  |
| 5 bed House                            |  | 0                        |  | #DIV/0!           |  | 50%                                          |  | 0                 |  | #DIV/0!                     |  | 0                            |  | #DIV/0!       |  | 76%            |  |
| 1 bed Flat                             |  | 75,000                   |  | 1,500             |  | 50%                                          |  | 105,000           |  | 2,100                       |  | 120,000                      |  | 2,400         |  | 80%            |  |
| 2 bed Flat                             |  | 91,500                   |  | 1,500             |  | 50%                                          |  | 128,100           |  | 2,100                       |  | 146,400                      |  | 2,400         |  | 80%            |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

| GROSS DEVELOPMENT VALUE                     |            |                                    |                                        |                  |
|---------------------------------------------|------------|------------------------------------|----------------------------------------|------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |            |                                    |                                        |                  |
| 1 bed House                                 | 0.0        | @                                  | 180,000                                | -                |
| 2 bed House                                 | 0.0        | @                                  | 210,000                                | -                |
| 3 bed House                                 | 0.0        | @                                  | 270,000                                | -                |
| 4 bed House                                 | 0.0        | @                                  | 330,000                                | -                |
| 5 bed House                                 | 0.0        | @                                  | 0                                      | -                |
| 1 bed Flat                                  | 0.0        | @                                  | 150,000                                | -                |
| 2 bed Flat                                  | 0.0        | @                                  | 183,000                                | -                |
|                                             | 0.0        |                                    |                                        | -                |
| <b>Affordable Rent GDV -</b>                |            |                                    |                                        |                  |
| 1 bed House                                 | 0.9        | @                                  | 90,000                                 | 79,335           |
| 2 bed House                                 | 3.1        | @                                  | 105,000                                | 325,940          |
| 3 bed House                                 | 1.3        | @                                  | 135,000                                | 171,642          |
| 4 bed House                                 | 0.1        | @                                  | 165,000                                | 24,539           |
| 5 bed House                                 | 0.0        | @                                  | 0                                      | -                |
| 1 bed Flat                                  | 0.0        | @                                  | 75,000                                 | -                |
| 2 bed Flat                                  | 0.0        | @                                  | 91,500                                 | -                |
|                                             | 5.4        |                                    |                                        | 601,456          |
| <b>Shared ownership</b>                     |            |                                    |                                        |                  |
| 1 bed House                                 | 0.4        | @                                  | 126,000                                | 53,234           |
| 2 bed House                                 | 1.5        | @                                  | 147,000                                | 218,708          |
| 3 bed House                                 | 0.6        | @                                  | 189,000                                | 115,173          |
| 4 bed House                                 | 0.1        | @                                  | 231,000                                | 16,466           |
| 5 bed House                                 | 0.0        | @                                  | 0                                      | -                |
| 1 bed Flat                                  | 0.0        | @                                  | 105,000                                | -                |
| 2 bed Flat                                  | 0.0        | @                                  | 128,100                                | -                |
|                                             | 2.6        |                                    |                                        | 403,581          |
| <b>Starter Homes</b>                        |            |                                    |                                        |                  |
| 2 bed House                                 | 0.0        | @                                  | 144,000                                | -                |
| 3 bed House                                 | 0.0        | @                                  | 168,000                                | -                |
| 4 bed House                                 | 0.0        | @                                  | 216,000                                | -                |
| 5 bed House                                 | 0.0        | @                                  | 250,000                                | -                |
| 1 bed Flat                                  | 0.0        | @                                  | 0                                      | -                |
| 2 bed Flat                                  | 0.0        | @                                  | 120,000                                | -                |
| 0.00%                                       | 0.0        | @                                  | 146,400                                | -                |
|                                             | 0.0        |                                    |                                        | -                |
| <b>Sub-total GDV Residential</b>            | <b>8.0</b> |                                    |                                        | <b>1,005,037</b> |
| <i>AH on-site cost analysis:</i>            |            |                                    | <i>£MV less EGDV</i>                   | <i>774,419</i>   |
|                                             |            | <i>1,368 £ psm (total GIA sqm)</i> | <i>96,802 £ per unit (total units)</i> |                  |
| <b>Grant</b>                                | 8          | @                                  | 0                                      | -                |
| <b>Total GDV</b>                            |            |                                    |                                        | <b>1,005,037</b> |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

| DEVELOPMENT COSTS                                           |                        |                          |           |                                 |                    |
|-------------------------------------------------------------|------------------------|--------------------------|-----------|---------------------------------|--------------------|
| <b>Initial Payments -</b>                                   |                        |                          |           |                                 |                    |
| Planning Application Professional Fees, Surveys and reports |                        |                          |           |                                 | (10,000)           |
| Statutory Planning Fees (Residential)                       |                        |                          |           |                                 | (3,080)            |
| CIL                                                         |                        | 0 sqm                    |           | 143.29 £ psm                    | -                  |
|                                                             | CIL analysis:          | 0.00% % of GDV           |           | 0 £ per unit (total units)      |                    |
| Site Specific S106 Contributions                            | Year 1                 | 0                        |           |                                 | -                  |
|                                                             | Year 2                 | 0                        |           |                                 | -                  |
|                                                             | Year 3                 | 0                        |           |                                 | -                  |
|                                                             | Year 4                 | 0                        |           |                                 | -                  |
|                                                             | Year 5                 | 0                        |           |                                 | -                  |
|                                                             | Year 6                 | 0                        |           |                                 | -                  |
|                                                             | Year 7                 | 0                        |           |                                 | -                  |
|                                                             | Year 8                 | 0                        |           |                                 | -                  |
|                                                             | Year 9                 | 0                        |           |                                 | -                  |
|                                                             | Year 10                | 0                        |           |                                 | -                  |
|                                                             | total                  | 8 units @                |           | 1,500 per unit                  | (12,000)           |
|                                                             | S106 analysis:         | 1.19% % of GDV           |           | 1,500 £ per unit (total units)  |                    |
| AH Commuted Sum                                             |                        | 566 sqm (total)          |           | 0 £ psm                         | -                  |
|                                                             | Comm. Sum analysis:    | 0.00% % of GDV           |           |                                 |                    |
| <b>Construction Costs -</b>                                 |                        |                          |           |                                 |                    |
| Site Clearance and Demolition                               |                        | 0.90 acres @             |           | 0 £ per acre (if brownfield)    | -                  |
| <b>Infrastructure costs -</b>                               |                        |                          |           |                                 |                    |
| Policy SP10 - Climate Change                                |                        | 2,557 per dwelling       |           |                                 | (20,456)           |
| Policy LP32 - Electric charging point                       |                        | 1,000 per dwelling       |           |                                 | (8,000)            |
| Policy SP09 - Cross-boundary mitigation                     |                        | 122 per dwelling         |           |                                 | (975)              |
| Policy LP18 - Biodiversity & Geodiversity                   |                        | 42,545 per gross hectare |           |                                 | (17,190)           |
| Policy SP10 - Climate Change (low carbon)                   |                        | 3,500 per dwelling       |           |                                 | (28,000)           |
| Policy SP10 - Climate Change                                |                        | 2,557 per dwelling       |           |                                 | (20,456)           |
|                                                             | total                  | 0.90 acres @             |           | 0 per acre                      | (95,077)           |
|                                                             | Infra. Costs analysis: | 9.46% % of GDV           |           | 11,885 £ per unit (total units) |                    |
| 1 bed House                                                 |                        | 65 sqm @                 |           | 1,213 psm                       | (79,088)           |
| 2 bed House                                                 |                        | 321 sqm @                |           | 1,213 psm                       | (389,907)          |
| 3 bed House                                                 |                        | 158 sqm @                |           | 1,213 psm                       | (191,638)          |
| 4 bed House                                                 |                        | 21 sqm @                 |           | 1,213 psm                       | (25,885)           |
| 5 bed House                                                 |                        | - sqm @                  |           | 1,213 psm                       | -                  |
| 1 bed Flat                                                  |                        | - sqm @                  |           | 1,366 psm                       | -                  |
| 2 bed Flat                                                  | 566                    | - sqm @                  |           | 1,366 psm                       | -                  |
| External works                                              |                        | 686,518 @                |           | 15.0%<br>12,872 £ per unit      | (102,978)          |
| M4(2) Category 2 Housing                                    |                        | 50% of All units         | 8 units @ | 521 £ per dwelling              | (2,084)            |
| M4(3) Category 3 Housing                                    |                        | 0% of All units          | 8 units @ | 10,307 £ per dwelling           | -                  |
| Water efficiency                                            |                        |                          | 8 units @ | 9 £ per dwelling                | (72)               |
| Contingency                                                 |                        | 886,729 @                |           | 5.0%                            | (44,336)           |
| <b>Professional Fees</b>                                    |                        | 886,729 @                |           | 10.0%                           | (88,673)           |
| <b>Disposal Costs -</b>                                     |                        |                          |           |                                 |                    |
| Marketing and Promotion                                     |                        | - OMS @                  |           | 1.50%                           | -                  |
| Residential Sales Agent Costs                               |                        | - OMS @                  |           | 1.50%                           | -                  |
| Residential Sales Legal Costs                               |                        | - OMS @                  |           | 0.50%                           | -                  |
| <b>Interest (on Development Costs) -</b>                    |                        | 7.50% APR                |           | 0.604% pcm                      | (322,750)          |
| <b>Developers Profit -</b>                                  |                        |                          |           |                                 |                    |
| Margin on AH                                                |                        | 1,005,037                |           | 6.00% on AH values              | (60,302)           |
| Profit on GDV                                               |                        | 0                        |           | 20.00%                          | -                  |
|                                                             |                        | 1,367,568                |           | 0.00% on costs                  | -                  |
|                                                             |                        | 1,005,037                |           | 6.00% blended                   | (60,302)           |
| <b>TOTAL COSTS</b>                                          |                        |                          |           |                                 | <b>(1,427,870)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

| RESIDUAL LAND VALUE         |                     |                      |                      |           |
|-----------------------------|---------------------|----------------------|----------------------|-----------|
| Residual Land Value (gross) |                     |                      |                      | (422,833) |
| SDLT                        | - @                 | 5.0%                 | (slabbed)            | 10,500    |
| Acquisition Agent fees      | - @                 | 1.0%                 |                      | -         |
| Acquisition Legal fees      | - @                 | 0.5%                 |                      | -         |
| Interest on Land            | - @                 | 7.5%                 |                      | -         |
| Residual Land Value         |                     |                      |                      | (412,333) |
| <i>RLV analysis:</i>        | (51,542) £ per plot | (1,133,917) £ per ha | (458,890) £ per acre |           |

| THRESHOLD LAND VALUE     |                  |         |              |                       |
|--------------------------|------------------|---------|--------------|-----------------------|
| Residential Density      |                  | 22.0    | dp net ha    |                       |
| Site Area (Resi)         |                  | 0.36    | net ha       | 0.90 net acres        |
| <i>Density analysis:</i> |                  | 1,556   | sqm/ha       | 6,780 sqft/ac         |
| Threshold Land Value     | 6,240 £ per plot | 137,278 | £ per net ha | 55,556 £ per net acre |
|                          |                  | 90%     | Gross to net | 0.40 Gross hectares   |
|                          |                  |         |              | 49,919                |

| BALANCE           |  |                      |                      |           |
|-------------------|--|----------------------|----------------------|-----------|
| Surplus/(Deficit) |  | (1,271,194) £ per ha | (514,445) £ per acre | (462,253) |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

| SENSITIVITY ANALYSIS        |           | AH - % on site 100% |           |           |             |             |             |             |  |
|-----------------------------|-----------|---------------------|-----------|-----------|-------------|-------------|-------------|-------------|--|
| Balance (RLV - TLV)         | (462,253) | 40%                 | 50%       | 60%       | 70%         | 80%         | 90%         | 100%        |  |
| CIL Epsm<br>143.29          | 0         | 92,487              | 55,631    | 18,775    | (18,081)    | (57,464)    | (100,426)   | (462,253)   |  |
|                             | 20        | 84,267              | 48,781    | 13,295    | (22,191)    | (60,649)    | (102,029)   | (462,253)   |  |
|                             | 40        | 76,048              | 41,932    | 7,816     | (26,301)    | (63,835)    | (103,631)   | (462,253)   |  |
|                             | 60        | 67,829              | 35,082    | 2,336     | (30,410)    | (67,029)    | (105,234)   | (462,253)   |  |
|                             | 80        | 59,610              | 28,233    | (3,143)   | (34,520)    | (70,234)    | (106,836)   | (462,253)   |  |
|                             | 100       | 51,390              | 21,384    | (8,623)   | (38,630)    | (73,440)    | (108,439)   | (462,253)   |  |
|                             | 120       | 43,171              | 14,534    | (14,102)  | (43,280)    | (76,645)    | (110,041)   | (462,253)   |  |
|                             | 140       | 34,952              | 7,685     | (19,582)  | (48,058)    | (79,850)    | (111,652)   | (462,253)   |  |
|                             | 160       | 26,732              | 835       | (25,062)  | (52,863)    | (83,055)    | (113,265)   | (462,253)   |  |
|                             | 180       | 18,513              | (6,014)   | (30,541)  | (57,670)    | (86,260)    | (114,877)   | (462,253)   |  |
|                             | 200       | 10,294              | (12,863)  | (36,041)  | (62,478)    | (89,465)    | (116,489)   | (462,253)   |  |
|                             | 220       | 2,075               | (19,723)  | (41,901)  | (67,285)    | (92,670)    | (118,101)   | (462,253)   |  |
|                             | 240       | (6,162)             | (26,614)  | (48,311)  | (72,093)    | (95,875)    | (119,713)   | (462,253)   |  |
|                             | 260       | (14,431)            | (33,505)  | (54,721)  | (76,901)    | (99,080)    | (121,326)   | (462,253)   |  |
|                             | 280       | (22,700)            | (40,555)  | (61,131)  | (81,708)    | (102,285)   | (122,938)   | (462,253)   |  |
|                             | 300       | (30,969)            | (48,567)  | (67,541)  | (86,516)    | (105,490)   | (124,550)   | (462,253)   |  |
|                             | 320       | (39,238)            | (56,580)  | (73,951)  | (91,323)    | (108,695)   | (126,162)   | (462,253)   |  |
|                             | 340       | (48,823)            | (64,592)  | (80,362)  | (96,131)    | (111,900)   | (127,774)   | (462,253)   |  |
|                             | 360       | (58,438)            | (72,605)  | (86,772)  | (100,938)   | (115,105)   | (129,387)   | (462,253)   |  |
|                             | 380       | (68,053)            | (80,618)  | (93,182)  | (105,746)   | (118,310)   | (130,999)   | (462,253)   |  |
| 400                         | (77,668)  | (88,630)            | (99,592)  | (110,553) | (121,520)   | (132,611)   | (462,253)   |             |  |
| 420                         | (87,284)  | (96,643)            | (106,002) | (115,361) | (124,744)   | (134,224)   | (462,253)   |             |  |
| 440                         | (96,899)  | (104,655)           | (112,412) | (120,168) | (127,969)   | (135,836)   | (462,253)   |             |  |
| 460                         | (106,514) | (112,668)           | (118,822) | (124,976) | (131,193)   | (137,448)   | (462,253)   |             |  |
| 480                         | (116,129) | (120,680)           | (125,232) | (129,783) | (134,417)   | (148,405)   | (462,253)   |             |  |
| Balance (RLV - TLV)         | (462,253) | 0%                  | 50%       | 60%       | 70%         | 80%         | 90%         | 100%        |  |
| Site Specific S106<br>1,500 | -         | 152,994             | 17,787    | (9,255)   | (36,296)    | (67,241)    | (98,772)    | (353,325)   |  |
|                             | 1,500     | 141,766             | 6,558     | (20,483)  | (48,846)    | (80,377)    | (111,918)   | (462,253)   |  |
|                             | 3,000     | 130,537             | (4,670)   | (31,712)  | (61,981)    | (93,512)    | (125,132)   | (571,180)   |  |
|                             | 4,500     | 119,309             | (15,899)  | (43,586)  | (75,117)    | (106,648)   | (142,531)   | (680,108)   |  |
|                             | 6,000     | 108,080             | (27,183)  | (56,722)  | (88,252)    | (119,783)   | (251,459)   | (789,036)   |  |
|                             | 7,500     | 96,852              | (38,479)  | (69,857)  | (101,388)   | (132,992)   | (360,387)   | (897,964)   |  |
|                             | 9,000     | 85,623              | (51,462)  | (82,992)  | (114,523)   | (146,207)   | (469,315)   | (1,006,892) |  |
|                             | 10,500    | 74,395              | (64,597)  | (96,128)  | (127,658)   | (159,421)   | (578,243)   | (1,115,820) |  |
|                             | 12,000    | 63,166              | (77,732)  | (109,263) | (140,852)   | (172,636)   | (687,171)   | (1,224,748) |  |
|                             | 13,500    | 51,937              | (90,868)  | (122,398) | (154,066)   | (258,521)   | (796,099)   | (1,333,676) |  |
|                             | 15,000    | 40,708              | (104,003) | (135,534) | (167,281)   | (367,449)   | (905,026)   | (1,442,604) |  |
|                             | 16,500    | 29,479              | (117,138) | (148,711) | (180,496)   | (476,377)   | (1,013,954) | (1,551,532) |  |
|                             | 18,000    | 18,250              | (130,274) | (161,926) | (193,711)   | (585,305)   | (1,122,882) | (1,660,460) |  |
|                             | 19,500    | 7,021               | (143,409) | (175,141) | (206,925)   | (694,233)   | (1,231,810) | (1,769,388) |  |
|                             | 21,000    | (4,565)             | (156,571) | (188,355) | (265,583)   | (803,161)   | (1,340,738) | (1,878,316) |  |
|                             | 22,500    | (15,861)            | (169,785) | (201,570) | (374,511)   | (912,089)   | (1,449,666) | (1,987,244) |  |
|                             | 24,000    | (27,158)            | (183,000) | (214,785) | (483,439)   | (1,021,017) | (1,558,594) | (2,096,172) |  |
|                             | 25,500    | (38,454)            | (196,215) | (228,000) | (592,367)   | (1,129,944) | (1,667,522) | (2,205,100) |  |
|                             | 27,000    | (51,433)            | (209,430) | (241,214) | (701,295)   | (1,238,872) | (1,776,450) | (2,314,028) |  |
|                             | 28,500    | (64,568)            | (222,644) | (272,645) | (810,223)   | (1,347,800) | (1,885,378) | (2,422,956) |  |
| 30,000                      | (77,703)  | (235,859)           | (381,573) | (919,151) | (1,456,728) | (1,994,306) | (2,531,884) |             |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** M  
**Title:** 8 No. Units - Rural Exemption  
**Notes:** Greenfield allocation

|                              |  | AH - % on site 100% |          |           |           |           |           |           |           |
|------------------------------|--|---------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV)          |  | (462,253)           | 0%       | 50%       | 60%       | 70%       | 80%       | 90%       | 100%      |
|                              |  | 50,000              | 146,758  | 11,550    | (15,491)  | (43,854)  | (75,385)  | (106,926) | (457,261) |
|                              |  | 75,000              | 124,294  | (10,914)  | (37,955)  | (66,318)  | (97,849)  | (129,389) | (479,724) |
| TLV (per net acre)<br>55,556 |  | 100,000             | 101,831  | (33,377)  | (60,419)  | (88,781)  | (120,312) | (151,853) | (502,188) |
|                              |  | 125,000             | 79,367   | (55,841)  | (82,882)  | (111,245) | (142,776) | (174,317) | (524,652) |
|                              |  | 150,000             | 56,903   | (78,304)  | (105,346) | (133,709) | (165,239) | (196,780) | (547,115) |
|                              |  | 175,000             | 34,440   | (100,768) | (127,810) | (156,172) | (187,703) | (219,244) | (569,579) |
|                              |  | 200,000             | 11,976   | (123,232) | (150,273) | (178,636) | (210,167) | (241,708) | (592,042) |
|                              |  | 225,000             | (10,488) | (145,695) | (172,737) | (201,100) | (232,630) | (264,171) | (614,506) |
|                              |  | 250,000             | (32,951) | (168,159) | (195,201) | (223,563) | (255,094) | (286,635) | (636,970) |
|                              |  | 275,000             | (55,415) | (190,623) | (217,664) | (246,027) | (277,558) | (309,098) | (659,433) |

|                     |  | AH - % on site 100% |           |           |           |           |           |           |           |
|---------------------|--|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - TLV) |  | (462,253)           | 0%        | 50%       | 60%       | 70%       | 80%       | 90%       | 100%      |
| 5                   |  | (88,814)            | (226,698) | (258,229) | (289,760) | (321,477) | (353,194) | (384,911) | (416,628) |
| 10                  |  | 60,385              | (74,823)  | (102,344) | (133,874) | (165,405) | (197,098) | (228,791) | (260,484) |
| Density (dph)<br>22 |  | 15                  | 110,118   | (25,090)  | (52,132)  | (81,913)  | (113,443) | (145,043) | (566,576) |
|                     |  | 20                  | 134,984   | (224)     | (27,265)  | (55,932)  | (87,462)  | (119,016) | (484,608) |
|                     |  | 22                  | 141,766   | 6,558     | (20,483)  | (48,846)  | (80,377)  | (111,918) | (462,253) |
|                     |  | 25                  | 149,904   | 14,696    | (12,345)  | (40,357)  | (71,874)  | (103,405) | (435,426) |
|                     |  | 30                  | 159,851   | 24,643    | (2,399)   | (29,983)  | (61,482)  | (93,012)  | (402,639) |
|                     |  | 35                  | 166,955   | 31,747    | 4,706     | (22,573)  | (54,059)  | (85,589)  | (379,220) |
|                     |  | 40                  | 172,284   | 37,076    | 10,034    | (17,015)  | (48,491)  | (80,022)  | (361,655) |
|                     |  | 45                  | 176,428   | 41,220    | 14,179    | (12,863)  | (44,161)  | (75,692)  | (347,993) |
|                     |  | 50                  | 179,744   | 44,536    | 17,494    | (9,547)   | (40,697)  | (72,228)  | (337,064) |

|                     |  | AH - % on site 100% |           |           |           |           |           |           |             |
|---------------------|--|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Balance (RLV - TLV) |  | (462,253)           | 0%        | 50%       | 60%       | 70%       | 80%       | 90%       | 100%        |
| 95%                 |  | 194,925             | 53,688    | 25,441    | (2,806)   | (31,053)  | (62,537)  | (95,471)  | (128,405)   |
| 100%                |  | 141,766             | 6,558     | (20,483)  | (48,846)  | (80,377)  | (111,918) | (143,459) | (462,253)   |
| Build rate (Epsm)   |  | 105%                | 88,607    | (40,919)  | (71,039)  | (101,159) | (131,343) | (335,098) | (860,978)   |
|                     |  | 110%                | 35,327    | (96,053)  | (124,762) | (153,607) | (231,337) | (745,521) | (1,259,704) |
|                     |  | 115%                | (18,153)  | (151,187) | (178,708) | (206,236) | (283,966) | (898,460) | (1,658,430) |
|                     |  | 120%                | (76,878)  | (206,648) | (232,756) | (283,966) | (339,211) | (425,456) | (1,259,704) |
|                     |  | 125%                | (139,064) | (262,115) | (309,261) | (364,506) | (429,751) | (495,000) | (2,455,882) |
|                     |  | 130%                | (201,251) | (317,586) | (354,506) | (409,751) | (475,000) | (540,245) | (2,854,607) |

|                     |  | AH - % on site 100% |             |             |             |             |           |           |           |
|---------------------|--|---------------------|-------------|-------------|-------------|-------------|-----------|-----------|-----------|
| Balance (RLV - TLV) |  | (462,253)           | 0%          | 50%         | 60%         | 70%         | 80%       | 90%       | 100%      |
| 50%                 |  | (3,803,730)         | (2,132,991) | (1,798,844) | (1,464,696) | (1,130,548) | (796,400) | (462,253) | (130,105) |
| 60%                 |  | (2,060,279)         | (1,261,266) | (1,101,463) | (941,661)   | (781,858)   | (622,055) | (462,253) | (30,210)  |
| 70%                 |  | (344,190)           | (389,540)   | (404,083)   | (418,625)   | (433,168)   | (447,710) | (462,253) | (46,253)  |
| 80%                 |  | (171,413)           | (157,557)   | (154,786)   | (152,015)   | (149,244)   | (146,473) | (143,702) | (140,931) |
| 90%                 |  | (5,323)             | (71,605)    | (85,972)    | (100,338)   | (114,705)   | (129,072) | (143,439) | (157,806) |
| 100%                |  | 141,766             | 6,558       | (20,483)    | (48,846)    | (80,377)    | (111,918) | (143,459) | (175,000) |
| 110%                |  | 288,547             | 79,949      | 38,229      | (3,491)     | (46,153)    | (87,684)  | (129,215) | (170,746) |
| 120%                |  | 434,867             | 153,221     | 96,892      | 40,544      | (15,854)    | (77,597)  | (119,148) | (160,699) |
| 130%                |  | 580,966             | 226,270     | 155,331     | 84,392      | 13,453      | (60,529)  | (111,918) | (143,459) |
| 140%                |  | 727,064             | 299,320     | 213,771     | 128,222     | 42,673      | (43,461)  | (462,253) | (462,253) |
| 150%                |  | 872,804             | 372,301     | 272,201     | 172,051     | 71,893      | (28,266)  | (462,253) | (462,253) |

|                     |  | Site Specific S106 |           |           |           |           |           |           | £1,500      |             |
|---------------------|--|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Balance (RLV - TLV) |  | (462,253)          | -         | 1,500     | 3,000     | 4,500     | 6,000     | 7,500     | 9,000       |             |
| 0                   |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 20                  |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 40                  |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 60                  |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 80                  |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 100                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 120                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 140                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 160                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 180                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 200                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 220                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 240                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 260                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 280                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 300                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 320                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 340                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 360                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 380                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |
| 400                 |  | (353,325)          | (462,253) | (571,180) | (680,108) | (789,036) | (897,964) | (996,892) | (1,095,820) | (1,194,748) |

## Appendix 7 – Elderly Accommodation Appraisals

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# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** N  
**Title:** 50 No. Units  
**Notes:** Brownfield allocation - over 55 year accommodation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                             |                          |                    |                       |                             |               |                    |  |
|----------------------------------------|-------------------------|---------------------------------------------|--------------------------|--------------------|-----------------------|-----------------------------|---------------|--------------------|--|
| Total number of units in scheme        |                         |                                             |                          | 50 Units           |                       |                             |               |                    |  |
| AH Policy requirement (% Target)       |                         |                                             |                          | 35%                |                       |                             |               |                    |  |
| AH tenure split %                      |                         | Affordable Rent:                            |                          | 67.6%              |                       |                             |               |                    |  |
|                                        |                         | Shared ownership                            |                          | 32.4%              |                       |                             |               |                    |  |
|                                        |                         | Starter Homes                               |                          | 0.0%               |                       |                             |               |                    |  |
| Open Market Sale (OMS) housing         |                         |                                             |                          | 65%                |                       |                             |               |                    |  |
|                                        |                         |                                             |                          | 100%               |                       |                             |               |                    |  |
| CIL Rate (£ psm)                       |                         |                                             |                          | 0.00 £ psm         |                       |                             |               |                    |  |
| <b>Unit mix -</b>                      |                         |                                             |                          |                    |                       |                             |               |                    |  |
|                                        | Mkt Units mix%          | MV # units                                  |                          | AH mix%            | AH # units            | Overall mix%                | Total # units |                    |  |
| 1 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0                   | 0%                          | 0.0           |                    |  |
| 2 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0                   | 0%                          | 0.0           |                    |  |
| 3 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0                   | 0%                          | 0.0           |                    |  |
| 4 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0                   | 0%                          | 0.0           |                    |  |
| 5 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0                   | 0%                          | 0.0           |                    |  |
| 1 bed Flat                             | 75.0%                   | 24.4                                        |                          | 75.0%              | 13.1                  | 75%                         | 37.5          |                    |  |
| 2 bed Flat                             | 25.0%                   | 8.1                                         |                          | 25.0%              | 4.4                   | 25%                         | 12.5          |                    |  |
| Total number of units                  | 100.0%                  | 32.5                                        |                          | 100.0%             | 17.5                  | 100%                        | 50.0          |                    |  |
| <b>OMS Unit Floor areas -</b>          |                         |                                             |                          |                    |                       |                             |               |                    |  |
|                                        | Net area per unit (sqm) | (sqft)                                      |                          | Net to Gross %     |                       | Gross (GIA) per unit (sqm)  | (sqft)        |                    |  |
| 1 bed House                            | 0.0                     | 0                                           |                          |                    |                       | 0.0                         | 0             |                    |  |
| 2 bed House                            | 0.0                     | 0                                           |                          |                    |                       | 0.0                         | 0             |                    |  |
| 3 bed House                            | 0.0                     | 0                                           |                          |                    |                       | 0.0                         | 0             |                    |  |
| 4 bed House                            | 0.0                     | 0                                           |                          |                    |                       | 0.0                         | 0             |                    |  |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    |                       | 0.0                         | 0             |                    |  |
| 1 bed Flat                             | 55.0                    | 592                                         |                          | 75.0%              |                       | 73.3                        | 789           |                    |  |
| 2 bed Flat                             | 70.0                    | 753                                         |                          | 75.0%              |                       | 93.3                        | 1,005         |                    |  |
| <b>AH Unit Floor areas -</b>           |                         |                                             |                          |                    |                       |                             |               |                    |  |
|                                        | Net area per unit (sqm) | (sqft)                                      |                          | Net to Gross %     |                       | Gross (GIA) per unit (sqm)  | (sqft)        |                    |  |
| 1 bed House                            | 50.0                    | 538                                         |                          |                    |                       | 50.0                        | 538           |                    |  |
| 2 bed House                            | 70.0                    | 753                                         |                          |                    |                       | 70.0                        | 753           |                    |  |
| 3 bed House                            | 84.0                    | 904                                         |                          |                    |                       | 84.0                        | 904           |                    |  |
| 4 bed House                            | 97.0                    | 1,044                                       |                          |                    |                       | 97.0                        | 1,044         |                    |  |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    |                       | 0.0                         | 0             |                    |  |
| 1 bed Flat                             | 50.0                    | 538                                         |                          | 75.0%              |                       | 66.7                        | 718           |                    |  |
| 2 bed Flat                             | 61.0                    | 657                                         |                          | 75.0%              |                       | 81.3                        | 875           |                    |  |
| <b>Total Gross Floor areas -</b>       |                         |                                             |                          |                    |                       |                             |               |                    |  |
|                                        | Mkt Units GIA (sqm)     | (sqft)                                      |                          | AH units GIA (sqm) | (sqft)                | Total GIA (all units) (sqm) | (sqft)        |                    |  |
| 1 bed House                            | 0                       | 0                                           |                          | 0                  | 0                     | 0                           | 0             |                    |  |
| 2 bed House                            | 0                       | 0                                           |                          | 0                  | 0                     | 0                           | 0             |                    |  |
| 3 bed House                            | 0                       | 0                                           |                          | 0                  | 0                     | 0                           | 0             |                    |  |
| 4 bed House                            | 0                       | 0                                           |                          | 0                  | 0                     | 0                           | 0             |                    |  |
| 5 bed House                            | 0                       | 0                                           |                          | 0                  | 0                     | 0                           | 0             |                    |  |
| 1 bed Flat                             | 1,788                   | 19,240                                      |                          | 875                | 9,418                 | 2,663                       | 28,659        |                    |  |
| 2 bed Flat                             | 758                     | 8,163                                       |                          | 356                | 3,830                 | 1,114                       | 11,993        |                    |  |
|                                        | 2,546                   | 27,403                                      |                          | 1,231              | 13,249                | 3,777                       | 40,652        |                    |  |
| <i>AH % by floor area:</i>             |                         | <i>32.59% AH % by floor area due to mix</i> |                          |                    |                       |                             |               |                    |  |
| <b>Open Market Sales values (£) -</b>  |                         |                                             |                          |                    |                       |                             |               |                    |  |
|                                        | £ OMS (per unit)        | £psm                                        | £psf                     |                    |                       |                             |               | total MV £ (no AH) |  |
| 1 bed House                            | 170,000                 | #DIV/0!                                     | #DIV/0!                  |                    |                       |                             |               | 0                  |  |
| 2 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |                       |                             |               | 0                  |  |
| 3 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |                       |                             |               | 0                  |  |
| 4 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |                       |                             |               | 0                  |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |                       |                             |               | 0                  |  |
| 1 bed Flat                             | 210,000                 | 3,818                                       | 355                      |                    |                       |                             |               | 7,875,000          |  |
| 2 bed Flat                             | 280,000                 | 4,000                                       | 372                      |                    |                       |                             |               | 3,500,000          |  |
|                                        |                         |                                             |                          |                    |                       |                             |               | 11,375,000         |  |
| <b>Affordable Housing values (£) -</b> |                         |                                             |                          |                    |                       |                             |               |                    |  |
|                                        | Affordable Rent:        | £psm                                        | % of MV Shared ownership | £psm               | % of MV Starter Homes | £psm                        | % of MV       |                    |  |
| 1 bed House                            | 85,000                  | 1,700                                       | 50%                      | 119,000            | 2,380                 | 136,000                     | 2,720         | 80%                |  |
| 2 bed House                            | 0                       | 0                                           | 50%                      | 0                  | 0                     | 0                           | 0             | 80%                |  |
| 3 bed House                            | 0                       | 0                                           | 50%                      | 0                  | 0                     | 0                           | 0             | 80%                |  |
| 4 bed House                            | 0                       | 0                                           | 50%                      | 0                  | 0                     | 0                           | 0             | 80%                |  |
| 5 bed House                            | 0                       | #DIV/0!                                     | 50%                      | 0                  | #DIV/0!               | 0                           | #DIV/0!       | 80%                |  |
| 1 bed Flat                             | 105,000                 | 2,100                                       | 50%                      | 147,000            | 2,940                 | 168,000                     | 3,360         | 80%                |  |
| 2 bed Flat                             | 140,000                 | 2,295                                       | 50%                      | 196,000            | 3,213                 | 224,000                     | 3,672         | 80%                |  |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

| GROSS DEVELOPMENT VALUE                     |      |                       |                      |                          |
|---------------------------------------------|------|-----------------------|----------------------|--------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |      |                       |                      |                          |
| 1 bed House                                 | 0.0  | @                     | 170,000              | -                        |
| 2 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 24.4 | @                     | 210,000              | 5,118,750                |
| 2 bed Flat                                  | 8.1  | @                     | 280,000              | 2,275,000                |
|                                             | 32.5 |                       |                      | 7,393,750                |
| <b>Affordable Rent GDV -</b>                |      |                       |                      |                          |
| 1 bed House                                 | 0.0  | @                     | 85,000               | -                        |
| 2 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 8.9  | @                     | 105,000              | 931,613                  |
| 2 bed Flat                                  | 3.0  | @                     | 140,000              | 414,050                  |
|                                             | 11.8 |                       |                      | 1,345,663                |
| <b>Shared ownership</b>                     |      |                       |                      |                          |
| 1 bed House                                 | 0.0  | @                     | 119,000              | -                        |
| 2 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 4.3  | @                     | 147,000              | 625,118                  |
| 2 bed Flat                                  | 1.4  | @                     | 196,000              | 277,830                  |
|                                             | 5.7  |                       |                      | 902,948                  |
| <b>Starter Homes</b>                        |      |                       |                      |                          |
| 2 bed House                                 | 0.0  | @                     | 136,000              | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 0.0  | @                     | 0                    | -                        |
| 2 bed Flat                                  | 0.0  | @                     | 168,000              | -                        |
| 0.00%                                       | 0.0  | @                     | 224,000              | -                        |
|                                             | 0.0  |                       |                      | -                        |
| <b>Sub-total GDV Residential</b>            |      |                       |                      |                          |
|                                             | 50.0 |                       |                      | 9,642,360                |
| <i>AH on-site cost analysis:</i>            |      |                       | <i>EMV less £GDV</i> | 1,732,640                |
|                                             | 459  | £ psm (total GIA sqm) | 34,653               | £ per unit (total units) |
| <b>Grant</b>                                | 50   | @                     | 0                    | -                        |
| <b>Total GDV</b>                            |      |                       |                      | <b>9,642,360</b>         |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

| DEVELOPMENT COSTS                                           |                                      |                                                      |            |                                    |                     |
|-------------------------------------------------------------|--------------------------------------|------------------------------------------------------|------------|------------------------------------|---------------------|
| <b>Initial Payments -</b>                                   |                                      |                                                      |            |                                    |                     |
| Planning Application Professional Fees, Surveys and reports |                                      |                                                      |            |                                    | (60,000)            |
| Statutory Planning Fees (Residential)                       |                                      |                                                      |            |                                    | (19,250)            |
| CIL                                                         |                                      | 2,546 sqm                                            |            | 0.00 £ psm                         | -                   |
|                                                             | CIL analysis:                        | 0.00% % of GDV                                       |            | 0 £ per unit (total units)         | -                   |
| Site Specific S106 Contributions                            | Year 1                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 2                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 3                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 4                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 5                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 6                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 7                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 8                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 9                               | 0                                                    |            |                                    | -                   |
|                                                             | Year 10                              | 0                                                    |            |                                    | -                   |
|                                                             | total                                | 50 units @                                           |            | 1,500 per unit                     | (75,000)            |
|                                                             | S106 analysis:                       | 0.78% % of GDV                                       |            | 1,500 £ per unit (total units)     | (75,000)            |
| AH Commuted Sum                                             |                                      | 3,777 sqm (total)                                    |            | 0 £ psm                            | -                   |
|                                                             | Comm. Sum analysis:                  | 0.00% % of GDV                                       |            |                                    | -                   |
| <b>Construction Costs -</b>                                 |                                      |                                                      |            |                                    |                     |
| Site Clearance and Demolition                               |                                      | 1.24 acres @                                         |            | 110,000 £ per acre (if brownfield) | (135,905)           |
| Infrastructure costs -                                      | Policy SP10 - Climate Change         | 2,557 per dwelling                                   |            |                                    | -                   |
|                                                             | Policy LP32 - Safe, Sustainable and  | 1,000 per dwelling applied to 25% of total dwellings |            |                                    | (50,000)            |
|                                                             | Policy SP09 - Cross-boundary mitiga  | 122 per dwelling                                     |            |                                    | (6,095)             |
|                                                             | Policy LP18 - Biodiversity & Geodive | 42,545 per gross hectare                             |            |                                    | (26,591)            |
|                                                             | Policy SP10 - Climate Change (low c  | 3,500 per dwelling                                   |            |                                    | (175,000)           |
|                                                             | Empty proeprty costs                 | 35,000                                               |            |                                    | (35,000)            |
|                                                             | total                                | 1.24 acres @                                         |            | 0 per acre                         | (292,685)           |
|                                                             | Infra. Costs analysis:               | 3.04% % of GDV                                       |            | 5,854 £ per unit (total units)     | -                   |
| 1 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          | -                   |
| 2 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          | -                   |
| 3 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          | -                   |
| 4 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          | -                   |
| 5 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          | -                   |
| 1 bed Flat                                                  |                                      | 2,663 sqm @                                          |            | 1,366 psm                          | (3,636,975)         |
| 2 bed Flat                                                  | 3,777                                | 1,114 sqm @                                          |            | 1,366 psm                          | (1,521,952)         |
| External works                                              |                                      | 5,158,927 @                                          |            | 15.0%<br>15,477 £ per unit         | (773,839)           |
| M4(2) Category 2 Housing                                    |                                      | 50% of All units                                     | 50 units @ | 521 £ per dwelling                 | (13,025)            |
| M4(3) Category 3 Housing                                    |                                      | 0% of All units                                      | 50 units @ | 10,307 £ per dwelling              | -                   |
| Water efficiency                                            |                                      |                                                      | 50 units @ | 9 £ per dwelling                   | (450)               |
| Contingency                                                 |                                      | 6,374,831 @                                          |            | 5.0%                               | (318,742)           |
| Professional Fees                                           |                                      | 6,374,831 @                                          |            | 10.0%                              | (637,483)           |
| <b>Disposal Costs -</b>                                     |                                      |                                                      |            |                                    |                     |
| Marketing and Promotion                                     |                                      | 7,393,750 OMS @                                      |            | 1.50%                              | (110,906)           |
| Residential Sales Agent Costs                               |                                      | 7,393,750 OMS @                                      |            | 1.50%                              | (110,906)           |
| Residential Sales Legal Costs                               |                                      | 7,393,750 OMS @                                      |            | 0.50%                              | (36,969)            |
| Interest (on Development Costs) -                           |                                      | 7.50% APR                                            |            | 0.604% pcm                         | (665,871)           |
| <b>Developers Profit -</b>                                  |                                      |                                                      |            |                                    |                     |
| Margin on AH                                                |                                      | 2,248,610                                            |            | 6.00% on AH values                 | (134,917)           |
| Profit on GDV                                               |                                      | 7,393,750                                            |            | 20.00%                             | (1,478,750)         |
|                                                             |                                      | 8,409,957                                            |            | 17.58% on costs                    | (1,478,750)         |
|                                                             |                                      | 9,642,360                                            |            | 16.74% blended                     | (1,613,667)         |
| <b>TOTAL COSTS</b>                                          |                                      |                                                      |            |                                    | <b>(10,023,624)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

### RESIDUAL LAND VALUE

|                             |                           |                           |                             |                  |
|-----------------------------|---------------------------|---------------------------|-----------------------------|------------------|
| Residual Land Value (gross) |                           |                           |                             | (381,264)        |
| SDLT                        | - @                       | 5.0%                      | (slabbed)                   | 10,500           |
| Acquisition Agent fees      | - @                       | 1.0%                      |                             | -                |
| Acquisition Legal fees      | - @                       | 0.5%                      |                             | -                |
| Interest on Land            | - @                       | 7.5%                      |                             | -                |
| Residual Land Value         |                           |                           |                             | <b>(370,764)</b> |
| <i>RLV analysis:</i>        | <i>(7,415) £ per plot</i> | <i>(741,528) £ per ha</i> | <i>(300,092) £ per acre</i> |                  |

### THRESHOLD LAND VALUE

|                          |                  |               |         |                |
|--------------------------|------------------|---------------|---------|----------------|
| Residential Density      | 100.0            | dp net ha     |         |                |
| Site Area (Resi)         | 0.50             | net ha        | 1.24    | net acres      |
| <i>Density analysis:</i> | 7,553            | <i>sqm/ha</i> | 32,903  | <i>sqft/ac</i> |
| Threshold Land Value     | 5,096 £ per plot | 509,644       | 206,250 | £ per net acre |
|                          | 80%              | Gross to net  | 0.63    | Gross hectares |
|                          |                  |               |         | <b>254,822</b> |

### BALANCE

|                   |                    |          |                  |            |                  |
|-------------------|--------------------|----------|------------------|------------|------------------|
| Surplus/(Deficit) | <b>(1,251,171)</b> | £ per ha | <b>(506,342)</b> | £ per acre | <b>(625,586)</b> |
|-------------------|--------------------|----------|------------------|------------|------------------|

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |             |             |             |             |             |             |  |
|----------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
| Balance (RLV - TLV)  | (625,586) | 15%                | 20%         | 25%         | 30%         | 35%         | 40%         | 45%         |  |
|                      | 0         | (399,728)          | (456,048)   | (512,560)   | (569,073)   | (625,586)   | (682,098)   | (738,611)   |  |
|                      | 20        | (482,751)          | (534,369)   | (585,987)   | (637,604)   | (689,222)   | (740,839)   | (792,457)   |  |
|                      | 40        | (565,968)          | (612,690)   | (659,413)   | (706,135)   | (752,858)   | (799,580)   | (846,363)   |  |
|                      | 60        | (649,184)          | (691,011)   | (732,839)   | (774,666)   | (816,494)   | (858,456)   | (900,534)   |  |
|                      | 80        | (732,400)          | (769,333)   | (806,265)   | (843,245)   | (880,398)   | (917,552)   | (954,706)   |  |
| CL Epsm              | 100       | (815,617)          | (847,732)   | (879,961)   | (912,190)   | (944,419)   | (976,648)   | (1,008,877) |  |
| 0.00                 | 120       | (899,222)          | (926,526)   | (953,831)   | (981,135)   | (1,008,439) | (1,035,744) | (1,063,048) |  |
|                      | 140       | (982,941)          | (1,005,321) | (1,027,701) | (1,050,080) | (1,072,460) | (1,094,840) | (1,117,342) |  |
|                      | 160       | (1,066,661)        | (1,084,116) | (1,101,571) | (1,119,026) | (1,136,481) | (1,154,139) | (1,171,840) |  |
|                      | 180       | (1,150,380)        | (1,162,910) | (1,175,441) | (1,188,097) | (1,200,844) | (1,213,592) | (1,226,339) |  |
|                      | 200       | (1,234,099)        | (1,241,873) | (1,249,666) | (1,257,459) | (1,265,252) | (1,273,045) | (1,280,838) |  |
|                      | 220       | (1,318,305)        | (1,321,144) | (1,323,983) | (1,326,821) | (1,329,660) | (1,332,498) | (1,335,337) |  |
|                      | 240       | (1,402,531)        | (1,400,415) | (1,398,299) | (1,396,183) | (1,394,067) | (1,391,951) | (1,390,030) |  |
|                      | 260       | (1,486,756)        | (1,479,686) | (1,472,616) | (1,465,545) | (1,458,515) | (1,451,687) | (1,444,858) |  |
|                      | 280       | (1,570,982)        | (1,558,957) | (1,546,938) | (1,535,125) | (1,523,312) | (1,511,499) | (1,499,686) |  |
|                      | 300       | (1,655,298)        | (1,638,501) | (1,621,704) | (1,604,906) | (1,588,109) | (1,571,312) | (1,554,515) |  |
|                      | 320       | (1,740,032)        | (1,718,251) | (1,696,469) | (1,674,688) | (1,652,906) | (1,631,124) | (1,609,343) |  |
|                      | 340       | (1,824,767)        | (1,798,001) | (1,771,235) | (1,744,469) | (1,717,703) | (1,690,948) | (1,664,448) |  |
|                      | 360       | (1,909,502)        | (1,877,751) | (1,846,001) | (1,814,250) | (1,782,637) | (1,751,122) | (1,720,047) |  |
|                      | 380       | (1,994,236)        | (1,957,501) | (1,920,883) | (1,884,354) | (1,847,825) | (1,811,296) | (1,774,867) |  |
|                      | 400       | (2,079,188)        | (2,037,644) | (1,996,101) | (1,954,557) | (1,913,014) | (1,871,471) | (1,829,928) |  |
|                      | 420       | (2,164,435)        | (2,117,877) | (2,071,319) | (2,028,761) | (1,986,203) | (1,943,645) | (1,901,087) |  |
|                      | 440       | (2,249,681)        | (2,200,111) | (2,151,543) | (2,102,975) | (2,054,407) | (2,005,839) | (1,957,271) |  |
|                      | 460       | (2,334,928)        | (2,283,330) | (2,231,732) | (2,180,134) | (2,128,536) | (2,076,938) | (2,025,340) |  |
|                      | 480       | (2,420,175)        | (2,367,542) | (2,315,909) | (2,264,276) | (2,212,643) | (2,161,010) | (2,109,377) |  |
|                      |           | AH - % on site 35% |             |             |             |             |             |             |  |
| Balance (RLV - TLV)  | (625,586) | 15%                | 20%         | 25%         | 30%         | 35%         | 40%         | 45%         |  |
|                      | -         | (311,165)          | (367,482)   | (423,800)   | (480,117)   | (536,488)   | (593,000)   | (649,513)   |  |
|                      | 1,000     | (370,207)          | (426,524)   | (482,861)   | (539,374)   | (595,886)   | (652,399)   | (708,912)   |  |
|                      | 2,000     | (429,249)          | (485,747)   | (542,260)   | (598,772)   | (655,285)   | (711,798)   | (768,310)   |  |
|                      | 3,000     | (488,633)          | (545,146)   | (601,659)   | (658,171)   | (714,684)   | (771,196)   | (827,709)   |  |
|                      | 4,000     | (548,032)          | (604,545)   | (661,057)   | (717,570)   | (774,083)   | (830,595)   | (887,415)   |  |
|                      | 5,000     | (607,431)          | (663,943)   | (720,456)   | (776,969)   | (833,481)   | (890,320)   | (947,173)   |  |
| Site Specific S106   | 6,000     | (666,830)          | (723,342)   | (779,855)   | (836,373)   | (893,226)   | (950,078)   | (1,006,930) |  |
| 1,500                | 7,000     | (726,228)          | (782,741)   | (839,279)   | (896,131)   | (952,984)   | (1,009,836) | (1,066,688) |  |
|                      | 8,000     | (785,627)          | (842,184)   | (899,037)   | (955,889)   | (1,012,741) | (1,069,594) | (1,126,624) |  |
|                      | 9,000     | (845,090)          | (901,942)   | (958,795)   | (1,015,647) | (1,072,499) | (1,129,406) | (1,186,743) |  |
|                      | 10,000    | (904,848)          | (961,700)   | (1,018,552) | (1,075,405) | (1,132,257) | (1,189,525) | (1,246,862) |  |
|                      | 11,000    | (964,606)          | (1,021,458) | (1,078,310) | (1,135,163) | (1,192,307) | (1,249,644) | (1,306,981) |  |
|                      | 12,000    | (1,024,363)        | (1,081,216) | (1,138,068) | (1,195,088) | (1,252,426) | (1,309,763) | (1,367,157) |  |
|                      | 13,000    | (1,084,121)        | (1,140,974) | (1,197,870) | (1,255,207) | (1,312,545) | (1,369,882) | (1,427,640) |  |
|                      | 14,000    | (1,143,879)        | (1,200,731) | (1,257,989) | (1,315,326) | (1,372,664) | (1,430,154) | (1,488,122) |  |
|                      | 15,000    | (1,203,637)        | (1,260,771) | (1,318,108) | (1,375,445) | (1,432,783) | (1,490,636) | (1,548,605) |  |
|                      | 16,000    | (1,263,552)        | (1,320,890) | (1,378,227) | (1,435,564) | (1,493,150) | (1,551,119) | (1,609,087) |  |
|                      | 17,000    | (1,323,671)        | (1,381,009) | (1,438,346) | (1,495,683) | (1,553,632) | (1,611,601) | (1,669,879) |  |
|                      | 18,000    | (1,383,790)        | (1,441,128) | (1,498,465) | (1,556,146) | (1,614,115) | (1,672,083) | (1,729,443) |  |
|                      | 19,000    | (1,443,910)        | (1,501,247) | (1,558,660) | (1,616,629) | (1,674,597) | (1,732,828) | (2,321,772) |  |
|                      | 20,000    | (1,504,029)        | (1,561,366) | (1,619,143) | (1,677,111) | (1,735,080) | (1,822,353) | (2,716,982) |  |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

|                     | (625,586) | AH - % on site 35% |           |           |           |           |           |           |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                     |           | 15%                | 20%       | 25%       | 30%       | 35%       | 40%       | 45%       |
| Balance (RLV - TLV) |           |                    |           |           |           |           |           |           |
|                     | 50,000    | (206,681)          | (263,001) | (319,514) | (376,026) | (432,539) | (489,051) | (545,564) |
|                     | 75,000    | (237,568)          | (293,888) | (350,401) | (406,914) | (463,426) | (519,939) | (576,452) |
| TLV (per net acre)  | 100,000   | (268,456)          | (324,776) | (381,289) | (437,801) | (494,314) | (550,826) | (607,339) |
| 206,250             | 125,000   | (299,343)          | (355,663) | (412,176) | (468,689) | (525,201) | (581,714) | (638,227) |
|                     | 150,000   | (330,231)          | (386,551) | (443,064) | (499,576) | (556,089) | (612,601) | (669,114) |
|                     | 175,000   | (361,118)          | (417,438) | (473,951) | (530,464) | (586,976) | (643,489) | (700,002) |
|                     | 200,000   | (392,006)          | (448,326) | (504,839) | (561,351) | (617,864) | (674,376) | (730,889) |
|                     | 225,000   | (422,893)          | (479,213) | (535,726) | (592,239) | (648,751) | (705,264) | (761,777) |
|                     | 250,000   | (453,781)          | (510,101) | (566,614) | (623,126) | (679,639) | (736,151) | (792,664) |
|                     | 275,000   | (484,668)          | (540,988) | (597,501) | (654,014) | (710,526) | (767,039) | (823,552) |

|                     | (625,586) | AH - % on site 35% |             |             |             |             |             |             |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | 15%                | 20%         | 25%         | 30%         | 35%         | 40%         | 45%         |
| Balance (RLV - TLV) |           |                    |             |             |             |             |             |             |
|                     | 25        | (1,853,676)        | (1,910,529) | (1,967,456) | (2,024,793) | (2,082,130) | (2,139,468) | (2,197,256) |
|                     | 27        | (1,709,798)        | (1,766,650) | (1,823,502) | (1,880,501) | (1,937,839) | (1,995,176) | (2,052,549) |
| Density (dph)       | 30        | (1,529,950)        | (1,586,802) | (1,643,654) | (1,700,507) | (1,757,474) | (1,814,811) | (1,872,148) |
| 100                 | 32        | (1,428,785)        | (1,485,637) | (1,542,490) | (1,599,342) | (1,656,194) | (1,713,356) | (1,770,693) |
|                     | 35        | (1,298,770)        | (1,355,569) | (1,412,421) | (1,469,273) | (1,526,126) | (1,582,978) | (1,640,251) |
|                     | 37        | (1,223,990)        | (1,280,574) | (1,337,426) | (1,394,279) | (1,451,131) | (1,507,983) | (1,565,041) |
|                     | 40        | (1,125,840)        | (1,182,353) | (1,238,996) | (1,295,848) | (1,352,701) | (1,409,553) | (1,466,405) |
|                     | 42        | (1,068,197)        | (1,124,710) | (1,181,222) | (1,238,040) | (1,294,892) | (1,351,745) | (1,408,597) |
|                     | 45        | (991,339)          | (1,047,852) | (1,104,365) | (1,160,962) | (1,217,814) | (1,274,667) | (1,331,519) |
|                     | 47        | (945,552)          | (1,002,064) | (1,058,577) | (1,115,090) | (1,171,896) | (1,228,748) | (1,285,600) |
|                     | 50        | (883,739)          | (940,251)   | (996,764)   | (1,053,276) | (1,109,906) | (1,166,758) | (1,223,610) |

|                     | (625,586) | AH - % on site 35% |             |             |             |             |              |              |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|--------------|--------------|
|                     |           | 15%                | 20%         | 25%         | 30%         | 35%         | 40%          | 45%          |
| Balance (RLV - TLV) |           |                    |             |             |             |             |              |              |
|                     | 95%       | (24,413)           | (74,625)    | (124,837)   | (175,049)   | (225,274)   | (280,624)    | (339,074)    |
|                     | 100%      | (399,728)          | (456,048)   | (512,560)   | (569,073)   | (625,586)   | (682,098)    | (738,611)    |
| Build rate (£psm)   | 105%      | (813,378)          | (867,944)   | (922,638)   | (977,331)   | (1,032,024) | (1,086,717)  | (1,141,679)  |
|                     | 110%      | (1,229,596)        | (1,282,543) | (1,335,536) | (1,388,529) | (1,441,522) | (1,495,057)  | (1,548,655)  |
|                     | 115%      | (1,648,461)        | (1,699,874) | (1,751,286) | (1,802,699) | (1,854,681) | (2,550,912)  | (3,417,967)  |
|                     | 120%      | (2,070,017)        | (2,119,970) | (2,702,541) | (3,552,755) | (4,410,838) | (5,268,921)  | (6,127,005)  |
|                     | 125%      | (3,774,542)        | (4,618,125) | (5,461,709) | (6,305,292) | (7,148,875) | (7,992,459)  | (8,836,042)  |
|                     | 130%      | (6,570,578)        | (7,399,662) | (8,228,745) | (9,057,829) | (9,886,913) | (10,715,996) | (11,545,080) |

|                             | (625,586) | AH - % on site 35% |              |              |              |              |              |              |
|-----------------------------|-----------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                             |           | 15%                | 20%          | 25%          | 30%          | 35%          | 40%          | 45%          |
| Balance (RLV - TLV)         |           |                    |              |              |              |              |              |              |
|                             | 50%       | (21,665,906)       | (20,707,192) | (19,748,477) | (18,789,762) | (17,831,048) | (16,872,333) | (15,913,619) |
|                             | 60%       | (15,291,597)       | (14,707,842) | (14,124,087) | (13,540,331) | (12,956,576) | (12,372,821) | (11,789,066) |
| Cahnges in sales values (£) | 70%       | (8,917,288)        | (8,708,492)  | (8,499,696)  | (8,290,900)  | (8,082,104)  | (7,873,309)  | (7,664,513)  |
|                             | 80%       | (2,550,003)        | (2,712,421)  | (2,875,796)  | (3,041,469)  | (3,207,633)  | (3,373,796)  | (3,539,960)  |
|                             | 90%       | (1,183,051)        | (1,193,846)  | (1,204,641)  | (1,215,435)  | (1,226,230)  | (1,237,025)  | (1,247,819)  |
|                             | 100%      | (399,728)          | (456,048)    | (512,560)    | (569,073)    | (625,586)    | (682,098)    | (738,611)    |
|                             | 110%      | 287,951            | 200,504      | 113,056      | 25,608       | (61,839)     | (149,287)    | (236,734)    |
|                             | 120%      | 948,320            | 822,339      | 696,358      | 570,372      | 444,202      | 318,033      | 191,863      |
|                             | 130%      | 1,604,359          | 1,439,941    | 1,275,524    | 1,111,107    | 946,690      | 782,273      | 617,662      |
|                             | 140%      | 2,257,188          | 2,054,523    | 1,851,857    | 1,649,192    | 1,446,526    | 1,243,861    | 1,041,094    |
|                             | 150%      | 2,907,469          | 2,666,705    | 2,425,940    | 2,185,175    | 1,944,411    | 1,703,566    | 1,462,592    |

|                     | (625,586) | Site Specific S106 |             |             |             |             |             | £1,500      |
|---------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                     |           | -                  | 3,000       | 6,000       | 9,000       | 12,000      | 15,000      | 18,000      |
| Balance (RLV - TLV) |           |                    |             |             |             |             |             |             |
|                     | 0         | (536,488)          | (714,684)   | (893,226)   | (1,072,499) | (1,252,426) | (1,432,783) | (1,614,115) |
|                     | 20        | (600,124)          | (778,320)   | (957,246)   | (1,136,520) | (1,316,833) | (1,497,464) | (1,678,912) |
|                     | 40        | (663,759)          | (841,994)   | (1,021,267) | (1,200,884) | (1,381,241) | (1,562,261) | (1,743,709) |
|                     | 60        | (727,395)          | (906,014)   | (1,085,288) | (1,265,291) | (1,445,649) | (1,627,058) | (1,808,800) |
|                     | 80        | (791,031)          | (970,035)   | (1,149,342) | (1,329,699) | (1,510,408) | (1,691,855) | (1,873,988) |
| CL £psm             | 100       | (854,782)          | (1,034,056) | (1,213,750) | (1,394,107) | (1,575,205) | (1,756,652) | (2,243,790) |
| 0.00                | 120       | (918,803)          | (1,098,076) | (1,278,157) | (1,458,555) | (1,640,002) | (1,821,821) | (2,665,220) |
|                     | 140       | (982,823)          | (1,162,208) | (1,342,565) | (1,523,352) | (1,704,799) | (1,909,599) | (3,089,963) |
|                     | 160       | (1,046,844)        | (1,226,615) | (1,406,972) | (1,588,149) | (1,769,655) | (2,327,699) | (3,519,905) |
|                     | 180       | (1,110,865)        | (1,291,023) | (1,471,498) | (1,652,946) | (1,834,843) | (2,749,803) | (3,949,847) |
|                     | 200       | (1,175,073)        | (1,355,431) | (1,536,295) | (1,717,743) | (1,992,372) | (3,175,846) | (4,379,788) |
|                     | 220       | (1,239,481)        | (1,419,838) | (1,601,092) | (1,782,676) | (2,411,753) | (3,605,788) | (4,809,730) |
|                     | 240       | (1,303,889)        | (1,484,442) | (1,665,889) | (1,847,865) | (2,834,505) | (4,035,730) | (5,239,672) |
|                     | 260       | (1,368,296)        | (1,549,239) | (1,730,686) | (2,075,842) | (3,261,730) | (4,465,672) | (5,669,614) |
|                     | 280       | (1,432,704)        | (1,614,036) | (1,795,698) | (2,495,934) | (3,691,671) | (4,895,613) | (6,099,555) |
|                     | 300       | (1,497,385)        | (1,678,833) | (1,860,887) | (2,919,336) | (4,121,613) | (5,325,555) | (6,529,497) |
|                     | 320       | (1,562,182)        | (1,743,630) | (2,159,494) | (3,347,613) | (4,551,555) | (5,755,497) | (6,959,439) |
|                     | 340       | (1,626,979)        | (1,808,720) | (2,580,258) | (3,777,555) | (4,981,497) | (6,185,439) | (7,389,381) |
|                     | 360       | (1,691,776)        | (1,873,909) | (3,004,287) | (4,207,497) | (5,411,439) | (6,615,381) | (7,819,323) |
|                     | 380       | (1,756,573)        | (2,243,278) | (3,433,496) | (4,637,438) | (5,841,380) | (7,045,322) | (8,249,264) |
|                     | 400       | (1,821,742)        | (2,664,703) | (3,863,438) | (5,067,380) | (6,271,322) | (7,475,264) | (8,679,206) |



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Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

| ASSUMPTIONS - RESIDENTIAL USES         |                         |                                             |                          |                    |            |                             |               |                    |     |
|----------------------------------------|-------------------------|---------------------------------------------|--------------------------|--------------------|------------|-----------------------------|---------------|--------------------|-----|
| Total number of units in scheme        |                         |                                             |                          | 50 Units           |            |                             |               |                    |     |
| AH Policy requirement (% Target)       |                         |                                             |                          | 35%                |            |                             |               |                    |     |
| AH tenure split %                      |                         | Affordable Rent:                            |                          | 67.6%              |            |                             |               |                    |     |
|                                        |                         | Shared ownership                            |                          | 32.4%              |            |                             |               |                    |     |
|                                        |                         | Starter Homes                               |                          | 0.0%               |            |                             |               |                    |     |
| Open Market Sale (OMS) housing         |                         |                                             |                          | 65%                |            |                             |               |                    |     |
|                                        |                         |                                             |                          | 100%               |            |                             |               |                    |     |
| CIL Rate (£ psm)                       |                         |                                             |                          | 0.00 £ psm         |            |                             |               |                    |     |
| <b>Unit mix -</b>                      |                         |                                             |                          |                    |            |                             |               |                    |     |
|                                        | Mkt Units mix%          | MV # units                                  |                          | AH mix%            | AH # units | Overall mix%                | Total # units |                    |     |
| 1 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0        | 0%                          | 0.0           |                    |     |
| 2 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0        | 0%                          | 0.0           |                    |     |
| 3 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0        | 0%                          | 0.0           |                    |     |
| 4 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0        | 0%                          | 0.0           |                    |     |
| 5 bed House                            | 0.0%                    | 0.0                                         |                          | 0.0%               | 0.0        | 0%                          | 0.0           |                    |     |
| 1 bed Flat                             | 75.0%                   | 24.4                                        |                          | 75.0%              | 13.1       | 75%                         | 37.5          |                    |     |
| 2 bed Flat                             | 25.0%                   | 8.1                                         |                          | 25.0%              | 4.4        | 25%                         | 12.5          |                    |     |
| Total number of units                  | 100.0%                  | 32.5                                        |                          | 100.0%             | 17.5       | 100%                        | 50.0          |                    |     |
| <b>OMS Unit Floor areas -</b>          |                         |                                             |                          |                    |            |                             |               |                    |     |
|                                        | Net area per unit (sqm) | (sqft)                                      |                          | Net to Gross %     |            | Gross (GIA) per unit (sqm)  | (sqft)        |                    |     |
| 1 bed House                            | 0.0                     | 0                                           |                          |                    |            | 0.0                         | 0             |                    |     |
| 2 bed House                            | 0.0                     | 0                                           |                          |                    |            | 0.0                         | 0             |                    |     |
| 3 bed House                            | 0.0                     | 0                                           |                          |                    |            | 0.0                         | 0             |                    |     |
| 4 bed House                            | 0.0                     | 0                                           |                          |                    |            | 0.0                         | 0             |                    |     |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    |            | 0.0                         | 0             |                    |     |
| 1 bed Flat                             | 55.0                    | 592                                         |                          | 75.0%              |            | 73.3                        | 789           |                    |     |
| 2 bed Flat                             | 70.0                    | 753                                         |                          | 75.0%              |            | 93.3                        | 1,005         |                    |     |
| <b>AH Unit Floor areas -</b>           |                         |                                             |                          |                    |            |                             |               |                    |     |
|                                        | Net area per unit (sqm) | (sqft)                                      |                          | Net to Gross %     |            | Gross (GIA) per unit (sqm)  | (sqft)        |                    |     |
| 1 bed House                            | 50.0                    | 538                                         |                          |                    |            | 50.0                        | 538           |                    |     |
| 2 bed House                            | 70.0                    | 753                                         |                          |                    |            | 70.0                        | 753           |                    |     |
| 3 bed House                            | 84.0                    | 904                                         |                          |                    |            | 84.0                        | 904           |                    |     |
| 4 bed House                            | 97.0                    | 1,044                                       |                          |                    |            | 97.0                        | 1,044         |                    |     |
| 5 bed House                            | 0.0                     | 0                                           |                          |                    |            | 0.0                         | 0             |                    |     |
| 1 bed Flat                             | 50.0                    | 538                                         |                          | 75.0%              |            | 66.7                        | 718           |                    |     |
| 2 bed Flat                             | 61.0                    | 657                                         |                          | 75.0%              |            | 81.3                        | 875           |                    |     |
| <b>Total Gross Floor areas -</b>       |                         |                                             |                          |                    |            |                             |               |                    |     |
|                                        | Mkt Units GIA (sqm)     | (sqft)                                      |                          | AH units GIA (sqm) | (sqft)     | Total GIA (all units) (sqm) | (sqft)        |                    |     |
| 1 bed House                            | 0                       | 0                                           |                          | 0                  | 0          | 0                           | 0             |                    |     |
| 2 bed House                            | 0                       | 0                                           |                          | 0                  | 0          | 0                           | 0             |                    |     |
| 3 bed House                            | 0                       | 0                                           |                          | 0                  | 0          | 0                           | 0             |                    |     |
| 4 bed House                            | 0                       | 0                                           |                          | 0                  | 0          | 0                           | 0             |                    |     |
| 5 bed House                            | 0                       | 0                                           |                          | 0                  | 0          | 0                           | 0             |                    |     |
| 1 bed Flat                             | 1,788                   | 19,240                                      |                          | 875                | 9,418      | 2,663                       | 28,659        |                    |     |
| 2 bed Flat                             | 758                     | 8,163                                       |                          | 356                | 3,830      | 1,114                       | 11,993        |                    |     |
|                                        | 2,546                   | 27,403                                      |                          | 1,231              | 13,249     | 3,777                       | 40,652        |                    |     |
| <i>AH % by floor area:</i>             |                         | <i>32.59% AH % by floor area due to mix</i> |                          |                    |            |                             |               |                    |     |
| <b>Open Market Sales values (£) -</b>  |                         |                                             |                          |                    |            |                             |               |                    |     |
|                                        | £ OMS (per unit)        | £psm                                        | £psf                     |                    |            |                             |               | total MV £ (no AH) |     |
| 1 bed House                            | 170,000                 | #DIV/0!                                     | #DIV/0!                  |                    |            |                             |               | 0                  |     |
| 2 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |            |                             |               | 0                  |     |
| 3 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |            |                             |               | 0                  |     |
| 4 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |            |                             |               | 0                  |     |
| 5 bed House                            | 0                       | #DIV/0!                                     | #DIV/0!                  |                    |            |                             |               | 0                  |     |
| 1 bed Flat                             | 210,000                 | 3,818                                       | 355                      |                    |            |                             |               | 7,875,000          |     |
| 2 bed Flat                             | 280,000                 | 4,000                                       | 372                      |                    |            |                             |               | 3,500,000          |     |
|                                        |                         |                                             |                          |                    |            |                             |               | 11,375,000         |     |
| <b>Affordable Housing values (£) -</b> |                         |                                             |                          |                    |            |                             |               |                    |     |
|                                        | Affordable Rent:        | £psm                                        | % of MV Shared ownership | £psm               | % of MV    | Starter Homes               | £psm          | % of MV            |     |
| 1 bed House                            | 85,000                  | 1,700                                       | 50%                      | 119,000            | 2,380      | 70%                         | 136,000       | 2,720              | 80% |
| 2 bed House                            | 0                       | 0                                           | 50%                      | 0                  | 0          | 70%                         | 0             | 0                  | 80% |
| 3 bed House                            | 0                       | 0                                           | 50%                      | 0                  | 0          | 70%                         | 0             | 0                  | 80% |
| 4 bed House                            | 0                       | 0                                           | 50%                      | 0                  | 0          | 70%                         | 0             | 0                  | 80% |
| 5 bed House                            | 0                       | #DIV/0!                                     | 50%                      | 0                  | #DIV/0!    | 70%                         | 0             | #DIV/0!            | 80% |
| 1 bed Flat                             | 105,000                 | 2,100                                       | 50%                      | 147,000            | 2,940      | 70%                         | 168,000       | 3,360              | 80% |
| 2 bed Flat                             | 140,000                 | 2,295                                       | 50%                      | 196,000            | 3,213      | 70%                         | 224,000       | 3,672              | 80% |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

| GROSS DEVELOPMENT VALUE                     |      |                       |                      |                          |
|---------------------------------------------|------|-----------------------|----------------------|--------------------------|
| <b>OMS GDV -</b> (part houses due to % mix) |      |                       |                      |                          |
| 1 bed House                                 | 0.0  | @                     | 170,000              | -                        |
| 2 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 24.4 | @                     | 210,000              | 5,118,750                |
| 2 bed Flat                                  | 8.1  | @                     | 280,000              | 2,275,000                |
|                                             | 32.5 |                       |                      | 7,393,750                |
| <b>Affordable Rent GDV -</b>                |      |                       |                      |                          |
| 1 bed House                                 | 0.0  | @                     | 85,000               | -                        |
| 2 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 8.9  | @                     | 105,000              | 931,613                  |
| 2 bed Flat                                  | 3.0  | @                     | 140,000              | 414,050                  |
|                                             | 11.8 |                       |                      | 1,345,663                |
| <b>Shared ownership</b>                     |      |                       |                      |                          |
| 1 bed House                                 | 0.0  | @                     | 119,000              | -                        |
| 2 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 4.3  | @                     | 147,000              | 625,118                  |
| 2 bed Flat                                  | 1.4  | @                     | 196,000              | 277,830                  |
|                                             | 5.7  |                       |                      | 902,948                  |
| <b>Starter Homes</b>                        |      |                       |                      |                          |
| 2 bed House                                 | 0.0  | @                     | 136,000              | -                        |
| 3 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 4 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 5 bed House                                 | 0.0  | @                     | 0                    | -                        |
| 1 bed Flat                                  | 0.0  | @                     | 0                    | -                        |
| 2 bed Flat                                  | 0.0  | @                     | 168,000              | -                        |
| 0.00%                                       | 0.0  | @                     | 224,000              | -                        |
|                                             | 0.0  |                       |                      | -                        |
| <b>Sub-total GDV Residential</b>            |      |                       |                      |                          |
|                                             | 50.0 |                       |                      | 9,642,360                |
| <i>AH on-site cost analysis:</i>            |      |                       | <i>EMV less £GDV</i> | 1,732,640                |
|                                             | 459  | £ psm (total GIA sqm) | 34,653               | £ per unit (total units) |
| <b>Grant</b>                                | 50   | @                     | 0                    | -                        |
| <b>Total GDV</b>                            |      |                       |                      | <b>9,642,360</b>         |



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

| DEVELOPMENT COSTS                                           |                                      |                                                      |            |                                    |             |                     |
|-------------------------------------------------------------|--------------------------------------|------------------------------------------------------|------------|------------------------------------|-------------|---------------------|
| <b>Initial Payments -</b>                                   |                                      |                                                      |            |                                    |             |                     |
| Planning Application Professional Fees, Surveys and reports |                                      |                                                      |            |                                    |             | (60,000)            |
| Statutory Planning Fees (Residential)                       |                                      |                                                      |            |                                    |             | (19,250)            |
| CIL                                                         |                                      | 2,546 sqm                                            |            | 0.00 £ psm                         |             | -                   |
|                                                             | CIL analysis:                        | 0.00% % of GDV                                       |            | 0 £ per unit (total units)         |             |                     |
| Site Specific S106 Contributions                            | Year 1                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 2                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 3                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 4                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 5                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 6                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 7                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 8                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 9                               | 0                                                    |            |                                    |             | -                   |
|                                                             | Year 10                              | 0                                                    |            |                                    |             | -                   |
|                                                             | total                                | 50 units @                                           |            | 1,500 per unit                     | 75,000      | 75,000              |
|                                                             | S106 analysis:                       | -0.78% % of GDV                                      |            | -1,500 £ per unit (total units)    |             |                     |
| AH Commuted Sum                                             |                                      | 3,777 sqm (total)                                    |            | 0 £ psm                            |             | -                   |
|                                                             | Comm. Sum analysis:                  | 0.00% % of GDV                                       |            |                                    |             |                     |
| <b>Construction Costs -</b>                                 |                                      |                                                      |            |                                    |             |                     |
| Site Clearance and Demolition                               |                                      | 1.24 acres @                                         |            | 110,000 £ per acre (if brownfield) |             | (135,905)           |
| Infrastructure costs -                                      | Policy SP10 - Climate Change         | 2,557 per dwelling                                   |            |                                    |             | (127,850)           |
|                                                             | Policy LP32 - Safe, Sustainable and  | 1,000 per dwelling applied to 25% of total dwellings |            |                                    |             | (50,000)            |
|                                                             | Policy SP09 - Cross-boundary mitiga  | 122 per dwelling                                     |            |                                    |             | (6,095)             |
|                                                             | Policy LP18 - Biodiversity & Geodive | 42,545 per gross hectare                             |            |                                    |             | (26,591)            |
|                                                             | Policy SP10 - Climate Change (low c  | 3,500 per dwelling                                   |            |                                    |             | (175,000)           |
|                                                             | Empty proeprty costs                 | 70,000                                               |            |                                    |             | (70,000)            |
|                                                             | total                                | 1.24 acres @                                         |            | 0 per acre                         | (455,535)   | -                   |
|                                                             | Infra. Costs analysis:               | 4.72% % of GDV                                       |            | 9,111 £ per unit (total units)     |             |                     |
| 1 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          |             | -                   |
| 2 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          |             | -                   |
| 3 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          |             | -                   |
| 4 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          |             | -                   |
| 5 bed House                                                 |                                      | - sqm @                                              |            | 1,213 psm                          |             | -                   |
| 1 bed Flat                                                  |                                      | 2,663 sqm @                                          |            | 1,366 psm                          |             | (3,636,975)         |
| 2 bed Flat                                                  | 3,777                                | 1,114 sqm @                                          |            | 1,366 psm                          |             | (1,521,952)         |
| External works                                              |                                      | 5,158,927 @                                          |            | 15.0%<br>15,477 £ per unit         |             | (773,839)           |
| M4(2) Category 2 Housing                                    |                                      | 50% of All units                                     | 50 units @ | 521 £ per dwelling                 |             | (13,025)            |
| M4(3) Category 3 Housing                                    |                                      | 0% of All units                                      | 50 units @ | 10,307 £ per dwelling              |             | -                   |
| Water efficiency                                            |                                      |                                                      | 50 units @ | 9 £ per dwelling                   |             | (450)               |
| Contingency                                                 |                                      | 6,537,681 @                                          |            | 5.0%                               |             | (326,884)           |
| Professional Fees                                           |                                      | 6,537,681 @                                          |            | 10.0%                              |             | (653,768)           |
| <b>Disposal Costs -</b>                                     |                                      |                                                      |            |                                    |             |                     |
| Marketing and Promotion                                     |                                      | 7,393,750 OMS @                                      |            | 1.50%                              |             | (110,906)           |
| Residential Sales Agent Costs                               |                                      | 7,393,750 OMS @                                      |            | 1.50%                              |             | (110,906)           |
| Residential Sales Legal Costs                               |                                      | 7,393,750 OMS @                                      |            | 0.50%                              |             | (36,969)            |
| Interest (on Development Costs) -                           |                                      | 7.50% APR                                            |            | 0.604% pcm                         |             | (666,299)           |
| <b>Developers Profit -</b>                                  |                                      |                                                      |            |                                    |             |                     |
| Margin on AH                                                |                                      | 2,248,610                                            |            | 6.00% on AH values                 |             | (134,917)           |
| Profit on GDV                                               |                                      | 7,393,750                                            |            | 20.00%                             |             | (1,478,750)         |
|                                                             |                                      | 8,447,663                                            |            | 17.50% on costs                    | (1,478,750) |                     |
|                                                             |                                      | 9,642,360                                            |            | 16.74% blended                     | (1,613,667) |                     |
| <b>TOTAL COSTS</b>                                          |                                      |                                                      |            |                                    |             | <b>(10,061,329)</b> |

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

### RESIDUAL LAND VALUE

|                             |                    |                    |                      |                  |
|-----------------------------|--------------------|--------------------|----------------------|------------------|
| Residual Land Value (gross) |                    |                    |                      | (418,969)        |
| SDLT                        | - @                | 5.0%               | (slabbed)            | 10,500           |
| Acquisition Agent fees      | - @                | 1.0%               |                      | -                |
| Acquisition Legal fees      | - @                | 0.5%               |                      | -                |
| Interest on Land            | - @                | 7.5%               |                      | -                |
| Residual Land Value         |                    |                    |                      | <b>(408,469)</b> |
| <i>RLV analysis:</i>        | (8,169) £ per plot | (816,939) £ per ha | (330,611) £ per acre |                  |

### THRESHOLD LAND VALUE

|                          |                  |                      |                        |                |
|--------------------------|------------------|----------------------|------------------------|----------------|
| Residential Density      | 100.0            | dp net ha            |                        |                |
| Site Area (Resi)         | 0.50             | net ha               | 1.24                   | net acres      |
| <i>Density analysis:</i> | 7,553            | sqm/ha               | 32,903                 | sqft/ac        |
| Threshold Land Value     | 5,096 £ per plot | 509,644 £ per net ha | 206,250 £ per net acre | <b>254,822</b> |
|                          | 80%              | Gross to net         | 0.63                   | Gross hectares |

### BALANCE

|                   |                      |                      |                  |
|-------------------|----------------------|----------------------|------------------|
| Surplus/(Deficit) | (1,326,583) £ per ha | (536,861) £ per acre | <b>(663,291)</b> |
|-------------------|----------------------|----------------------|------------------|

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

| SENSITIVITY ANALYSIS |           | AH - % on site 35% |             |             |             |             |             |             |
|----------------------|-----------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)  | (663,291) | 15%                | 20%         | 25%         | 30%         | 35%         | 40%         | 45%         |
|                      | 0         | (437,417)          | (493,753)   | (550,266)   | (606,779)   | (663,291)   | (719,804)   | (776,317)   |
|                      | 20        | (520,457)          | (572,075)   | (623,692)   | (675,310)   | (726,927)   | (778,545)   | (830,162)   |
|                      | 40        | (603,673)          | (650,396)   | (697,118)   | (743,841)   | (790,563)   | (837,286)   | (884,085)   |
|                      | 60        | (686,890)          | (728,717)   | (770,544)   | (812,372)   | (854,199)   | (896,178)   | (938,256)   |
|                      | 80        | (770,106)          | (807,038)   | (843,971)   | (880,966)   | (918,120)   | (955,274)   | (992,427)   |
| CIL Epsm             | 100       | (853,322)          | (885,454)   | (917,683)   | (949,912)   | (982,141)   | (1,014,370) | (1,046,599) |
| 0.00                 | 120       | (936,944)          | (964,248)   | (991,553)   | (1,018,857) | (1,046,161) | (1,073,466) | (1,100,770) |
|                      | 140       | (1,020,663)        | (1,043,043) | (1,065,423) | (1,087,802) | (1,110,182) | (1,132,562) | (1,155,080) |
|                      | 160       | (1,104,383)        | (1,121,838) | (1,139,293) | (1,156,748) | (1,174,203) | (1,191,658) | (1,209,579) |
|                      | 180       | (1,188,102)        | (1,200,632) | (1,213,163) | (1,225,835) | (1,238,583) | (1,251,330) | (1,264,078) |
|                      | 200       | (1,271,821)        | (1,279,611) | (1,287,404) | (1,295,197) | (1,302,990) | (1,310,783) | (1,318,576) |
|                      | 220       | (1,356,044)        | (1,358,882) | (1,361,721) | (1,364,560) | (1,367,398) | (1,370,237) | (1,373,075) |
|                      | 240       | (1,440,269)        | (1,438,153) | (1,436,038) | (1,433,922) | (1,431,806) | (1,429,690) | (1,427,575) |
|                      | 260       | (1,524,495)        | (1,517,424) | (1,510,354) | (1,503,284) | (1,496,210) | (1,489,142) | (1,482,613) |
|                      | 280       | (1,608,720)        | (1,596,695) | (1,584,693) | (1,572,880) | (1,561,067) | (1,549,254) | (1,537,441) |
|                      | 300       | (1,693,053)        | (1,676,256) | (1,659,458) | (1,642,661) | (1,625,864) | (1,609,067) | (1,592,270) |
|                      | 320       | (1,777,787)        | (1,756,006) | (1,734,224) | (1,712,443) | (1,690,661) | (1,668,879) | (1,647,098) |
|                      | 340       | (1,862,522)        | (1,835,756) | (1,808,990) | (1,782,224) | (1,755,458) | (1,728,720) | (1,712,981) |
|                      | 360       | (1,947,257)        | (1,915,506) | (1,883,756) | (1,852,005) | (1,820,408) | (1,788,894) | (2,064,529) |
|                      | 380       | (2,031,991)        | (1,995,256) | (1,958,655) | (1,922,126) | (1,885,597) | (2,141,113) | (2,419,738) |
|                      | 400       | (2,116,959)        | (2,075,416) | (2,033,873) | (2,038,612) | (2,282,089) | (2,528,601) | (2,777,295) |
|                      | 420       | (2,202,206)        | (2,155,648) | (2,274,654) | (2,487,600) | (2,702,344) | (2,918,886) | (3,137,596) |
|                      | 440       | (2,396,189)        | (2,576,225) | (2,758,012) | (2,941,246) | (3,125,877) | (3,312,905) | (3,501,393) |
|                      | 460       | (2,943,347)        | (3,094,030) | (3,245,814) | (3,398,942) | (3,554,358) | (3,709,774) | (3,865,190) |
|                      | 480       | (3,496,470)        | (3,617,269) | (3,739,613) | (3,861,956) | (3,984,300) | (4,106,644) | (4,228,987) |
| Balance (RLV - TLV)  |           | AH - % on site 35% |             |             |             |             |             |             |
|                      | (663,291) | 15%                | 20%         | 25%         | 30%         | 35%         | 40%         | 45%         |
|                      | -         | (526,339)          | (582,852)   | (639,364)   | (695,877)   | (752,389)   | (808,902)   | (865,415)   |
|                      | 1,000     | (466,940)          | (523,453)   | (579,965)   | (636,478)   | (692,991)   | (749,503)   | (806,016)   |
|                      | 2,000     | (407,896)          | (464,213)   | (520,567)   | (577,079)   | (633,592)   | (690,105)   | (746,617)   |
|                      | 3,000     | (348,854)          | (405,172)   | (461,489)   | (517,806)   | (574,193)   | (630,706)   | (687,218)   |
|                      | 4,000     | (289,812)          | (346,130)   | (402,447)   | (458,764)   | (515,082)   | (571,399)   | (627,820)   |
|                      | 5,000     | (232,668)          | (287,088)   | (343,405)   | (399,723)   | (456,040)   | (512,357)   | (568,675)   |
| Site Specific S106   | 6,000     | (181,892)          | (230,325)   | (284,363)   | (340,681)   | (396,998)   | (453,315)   | (509,633)   |
| 1,500                | 7,000     | (131,116)          | (179,549)   | (227,982)   | (281,639)   | (337,956)   | (394,274)   | (450,591)   |
|                      | 8,000     | (80,392)           | (128,780)   | (177,206)   | (225,638)   | (278,914)   | (335,232)   | (391,549)   |
|                      | 9,000     | (29,921)           | (78,309)    | (126,698)   | (175,086)   | (223,475)   | (276,347)   | (332,612)   |
|                      | 10,000    | 20,550             | (27,838)    | (76,227)    | (124,615)   | (173,004)   | (221,392)   | (273,925)   |
|                      | 11,000    | 71,021             | 22,633      | (25,756)    | (74,144)    | (122,533)   | (170,921)   | (219,310)   |
|                      | 12,000    | 121,492            | 73,103      | 24,715      | (23,673)    | (72,062)    | (120,450)   | (168,839)   |
|                      | 13,000    | 171,963            | 123,574     | 75,186      | 26,797      | (21,591)    | (69,979)    | (118,368)   |
|                      | 14,000    | 222,434            | 174,045     | 125,657     | 77,244      | 28,777      | (19,689)    | (68,156)    |
|                      | 15,000    | 272,812            | 224,345     | 175,878     | 127,412     | 78,945      | 30,478      | (17,988)    |
|                      | 16,000    | 322,980            | 274,513     | 226,046     | 177,579     | 129,113     | 80,646      | 32,179      |
|                      | 17,000    | 373,147            | 324,680     | 276,214     | 227,747     | 179,280     | 130,814     | 82,347      |
|                      | 18,000    | 423,315            | 374,848     | 326,381     | 277,915     | 229,448     | 180,981     | 132,398     |
|                      | 19,000    | 473,482            | 425,016     | 376,549     | 328,082     | 279,599     | 230,932     | 182,265     |
|                      | 20,000    | 523,650            | 475,183     | 426,717     | 378,132     | 329,465     | 280,798     | 232,131     |

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

|                             |                    | AH - % on site #REF! |                      |              |              |              |              |              |              |         |
|-----------------------------|--------------------|----------------------|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|---------|
|                             |                    | (663,291)            | 15%                  | 20%          | 25%          | 30%          | 35%          | 40%          | 45%          |         |
| Balance (RLV - TLV)         |                    | (663,291)            |                      |              |              |              |              |              |              |         |
|                             | 50,000             |                      | (244,370)            | (300,707)    | (357,219)    | (413,732)    | (470,244)    | (526,757)    | (583,270)    |         |
|                             | 75,000             |                      | (275,258)            | (331,594)    | (388,107)    | (444,619)    | (501,132)    | (557,645)    | (614,157)    |         |
|                             | TLV (per net acre) |                      |                      |              |              |              |              |              |              |         |
|                             | 206,250            |                      | (306,145)            | (362,482)    | (418,994)    | (475,507)    | (532,019)    | (588,532)    | (645,045)    |         |
|                             | 125,000            |                      | (337,033)            | (393,369)    | (449,882)    | (506,394)    | (562,907)    | (619,420)    | (675,932)    |         |
|                             | 150,000            |                      | (367,920)            | (424,257)    | (480,769)    | (537,282)    | (593,794)    | (650,307)    | (706,820)    |         |
|                             | 175,000            |                      | (398,808)            | (455,144)    | (511,657)    | (568,169)    | (624,682)    | (681,195)    | (737,707)    |         |
|                             | 200,000            |                      | (429,695)            | (486,032)    | (542,544)    | (599,057)    | (655,569)    | (712,082)    | (768,595)    |         |
|                             | 225,000            |                      | (460,583)            | (516,919)    | (573,432)    | (629,944)    | (686,457)    | (742,970)    | (799,482)    |         |
| 250,000                     |                    | (491,470)            | (547,807)            | (604,319)    | (660,832)    | (717,344)    | (773,857)    | (830,370)    |              |         |
| 275,000                     |                    | (522,358)            | (578,694)            | (635,207)    | (691,719)    | (748,232)    | (804,745)    | (861,257)    |              |         |
|                             |                    | AH - % on site #REF! |                      |              |              |              |              |              |              |         |
|                             |                    | (663,291)            | 15%                  | 20%          | 25%          | 30%          | 35%          | 40%          | 45%          |         |
| Density (dph)               | 25                 |                      | (1,891,398)          | (1,948,251)  | (2,005,194)  | (2,062,531)  | (2,119,869)  | (2,177,206)  | (2,235,011)  |         |
|                             | 27                 |                      | (1,747,520)          | (1,804,372)  | (1,861,224)  | (1,918,240)  | (1,975,577)  | (2,032,914)  | (2,090,304)  |         |
|                             | 30                 |                      | (1,567,672)          | (1,624,524)  | (1,681,376)  | (1,738,229)  | (1,795,212)  | (1,852,550)  | (1,909,887)  |         |
|                             | 32                 |                      | (1,466,507)          | (1,523,359)  | (1,580,212)  | (1,637,064)  | (1,693,916)  | (1,751,094)  | (1,808,432)  |         |
|                             | 35                 |                      | (1,336,476)          | (1,393,291)  | (1,450,143)  | (1,506,995)  | (1,563,848)  | (1,620,700)  | (1,677,989)  |         |
|                             | 37                 |                      | (1,261,695)          | (1,318,296)  | (1,375,148)  | (1,432,001)  | (1,488,853)  | (1,545,705)  | (1,602,779)  |         |
|                             | 40                 |                      | (1,163,546)          | (1,220,059)  | (1,276,718)  | (1,333,570)  | (1,390,423)  | (1,447,275)  | (1,504,127)  |         |
|                             | 42                 |                      | (1,105,903)          | (1,162,415)  | (1,218,928)  | (1,275,762)  | (1,332,614)  | (1,389,467)  | (1,446,319)  |         |
|                             | 45                 |                      | (1,029,045)          | (1,085,558)  | (1,142,070)  | (1,198,684)  | (1,255,536)  | (1,312,389)  | (1,369,241)  |         |
|                             | 47                 |                      | (983,257)            | (1,039,770)  | (1,096,283)  | (1,152,795)  | (1,209,618)  | (1,266,470)  | (1,323,322)  |         |
|                             | 50                 |                      | (921,444)            | (977,957)    | (1,034,469)  | (1,090,982)  | (1,147,628)  | (1,204,480)  | (1,261,332)  |         |
|                             |                    |                      | AH - % on site #REF! |              |              |              |              |              |              |         |
|                             |                    | (663,291)            | 15%                  | 20%          | 25%          | 30%          | 35%          | 40%          | 45%          |         |
| Build rate (£psm)           | 95%                |                      | (56,812)             | (107,024)    | (157,236)    | (207,448)    | (259,863)    | (318,313)    | (376,764)    |         |
|                             | 100%               |                      | (437,417)            | (493,753)    | (550,266)    | (606,779)    | (663,291)    | (719,804)    | (776,317)    |         |
|                             | 105%               |                      | (851,084)            | (905,666)    | (960,360)    | (1,015,053)  | (1,069,746)  | (1,124,439)  | (1,179,417)  |         |
|                             | 110%               |                      | (1,267,318)          | (1,320,281)  | (1,373,274)  | (1,426,267)  | (1,479,260)  | (1,532,812)  | (1,586,410)  |         |
|                             | 115%               |                      | (1,686,216)          | (1,737,629)  | (1,789,041)  | (1,840,454)  | (1,910,014)  | (2,757,621)  | (3,624,975)  |         |
|                             | 120%               |                      | (2,107,788)          | (2,157,741)  | (2,909,213)  | (3,759,763)  | (4,617,846)  | (5,475,929)  | (6,334,012)  |         |
|                             | 125%               |                      | (3,981,549)          | (4,825,133)  | (5,668,716)  | (6,512,300)  | (7,355,883)  | (8,199,467)  | (9,043,050)  |         |
|                             | 130%               |                      | (6,777,586)          | (7,606,669)  | (8,435,753)  | (9,264,837)  | (10,093,920) | (10,923,004) | (11,752,088) |         |
|                             |                    | AH - % on site 0%    |                      |              |              |              |              |              |              |         |
|                             |                    | (663,291)            | 15%                  | 20%          | 25%          | 30%          | 35%          | 40%          | 45%          |         |
| Cahnges in sales values (£) | 50%                |                      | (21,872,914)         | (20,914,199) | (19,955,485) | (18,996,770) | (18,038,055) | (17,079,341) | (16,120,626) |         |
|                             | 60%                |                      | (15,498,605)         | (14,914,849) | (14,331,094) | (13,747,339) | (13,163,584) | (12,579,829) | (11,996,073) |         |
|                             | 70%                |                      | (9,124,296)          | (8,915,500)  | (8,706,704)  | (8,497,908)  | (8,289,112)  | (8,080,316)  | (7,871,520)  |         |
|                             | 80%                |                      | (2,756,693)          | (2,919,185)  | (3,082,631)  | (3,246,477)  | (3,414,640)  | (3,580,804)  | (3,746,967)  |         |
|                             | 90%                |                      | (1,220,790)          | (1,231,584)  | (1,242,379)  | (1,253,174)  | (1,263,968)  | (1,274,763)  | (1,285,558)  |         |
|                             | 100%               |                      | (437,417)            | (493,753)    | (550,266)    | (606,779)    | (663,291)    | (719,804)    | (776,317)    |         |
|                             | 110%               |                      | 255,552              | 168,105      | 80,657       | (6,791)      | (94,238)     | (181,686)    | (273,172)    |         |
|                             | 120%               |                      | 915,949              | 789,968      | 663,987      | 537,986      | 411,817      | 285,648      | 159,478      |         |
|                             | 130%               |                      | 1,572,001            | 1,407,584    | 1,243,167    | 1,078,749    | 914,332      | 749,915      | 585,290      |         |
|                             | 140%               |                      | 2,224,844            | 2,022,178    | 1,819,513    | 1,616,848    | 1,414,182    | 1,211,517    | 1,008,737    |         |
|                             | 150%               |                      | 2,875,139            | 2,634,374    | 2,393,609    | 2,152,845    | 1,912,080    | 1,671,222    | 1,430,247    |         |
|                             |                    |                      | Site Specific S106   |              |              |              |              |              |              |         |
|                             |                    |                      | (663,291)            | -            | 3,000        | 6,000        | 9,000        | 12,000       | 15,000       | 18,000  |
|                             | CIL £psm           | 0                    |                      | (752,389)    | (574,193)    | (396,998)    | (223,475)    | (72,062)     | 78,945       | 229,448 |
| 20                          |                    |                      | (816,025)            | (637,829)    | (460,252)    | (283,126)    | (126,133)    | 25,199       | 175,702      |         |
| 40                          |                    |                      | (879,716)            | (701,465)    | (523,505)    | (346,380)    | (180,204)    | (28,792)     | 121,955      |         |
| 60                          |                    |                      | (943,736)            | (765,101)    | (586,905)    | (409,633)    | (234,276)    | (82,863)     | 68,209       |         |
| 80                          |                    |                      | (1,007,757)          | (828,737)    | (650,541)    | (472,887)    | (295,761)    | (136,934)    | 14,463       |         |
| 100                         |                    |                      | (1,071,778)          | (892,504)    | (714,177)    | (536,141)    | (359,015)    | (191,005)    | (39,593)     |         |
| 120                         |                    |                      | (1,135,798)          | (956,525)    | (777,813)    | (599,616)    | (422,269)    | (245,200)    | (93,664)     |         |
| 140                         |                    |                      | (1,199,946)          | (1,020,545)  | (841,449)    | (663,252)    | (485,522)    | (308,397)    | (147,735)    |         |
| 160                         |                    |                      | (1,264,354)          | (1,084,566)  | (905,293)    | (726,888)    | (548,776)    | (371,650)    | (201,806)    |         |
| 180                         |                    |                      | (1,328,761)          | (1,148,587)  | (969,313)    | (790,524)    | (612,328)    | (434,904)    | (257,778)    |         |
| 200                         |                    |                      | (1,393,169)          | (1,212,812)  | (1,033,334)  | (854,160)    | (675,964)    | (498,158)    | (321,032)    |         |
| 220                         |                    |                      | (1,457,577)          | (1,277,220)  | (1,097,355)  | (918,081)    | (739,600)    | (561,411)    | (384,286)    |         |
| 240                         |                    |                      | (1,522,197)          | (1,341,627)  | (1,161,375)  | (982,102)    | (803,236)    | (625,040)    | (447,539)    |         |
| 260                         |                    |                      | (1,586,994)          | (1,406,035)  | (1,225,678)  | (1,046,122)  | (866,872)    | (688,676)    | (510,793)    |         |
| 280                         |                    |                      | (1,651,791)          | (1,470,443)  | (1,290,085)  | (1,110,143)  | (930,870)    | (752,312)    | (574,115)    |         |
| 300                         |                    |                      | (1,716,588)          | (1,535,140)  | (1,354,493)  | (1,174,164)  | (994,890)    | (815,948)    | (637,751)    |         |
| 320                         |                    |                      | (1,781,385)          | (1,599,937)  | (1,418,901)  | (1,238,543)  | (1,058,911)  | (879,637)    | (701,387)    |         |
| 340                         |                    |                      | (1,846,492)          | (1,664,734)  | (1,483,308)  | (1,302,951)  | (1,122,932)  | (943,658)    | (765,023)    |         |
| 360                         |                    |                      | (2,031,838)          | (1,729,531)  | (1,548,084)  | (1,367,359)  | (1,187,002)  | (1,007,679)  | (828,659)    |         |
| 380                         |                    |                      | (2,449,854)          | (1,794,328)  | (1,612,881)  | (1,431,766)  | (1,251,409)  | (1,071,699)  | (892,426)    |         |
| 400                         |                    |                      | (2,871,425)          | (1,859,513)  | (1,677,678)  | (1,496,231)  | (1,315,817)  | (1,135,720)  | (956,447)    |         |

## Appendix 8 – Retail Appraisals

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# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Bud

| SCHEME DETAILS - ASSUMPTIONS       |           |            |                |           |            |
|------------------------------------|-----------|------------|----------------|-----------|------------|
| Convenience retail - budget format |           |            |                |           |            |
| Floor areas:                       | NIA (sqm) | NIA (sqft) | Net to Gross % | GIA (sqm) | NIA (sqft) |
| area 1                             | 2,000     | 21,528     | 100.0%         | 2,000.0   | 21,528     |
| area 2                             | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 3                             | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 4                             | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 5                             | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 6                             | 0         | 0          | 100.0%         | 0.0       | 0          |
| total floor area                   | 2,000     | 21,528     | 100.0%         | 2,000     | 21,528     |

| GROSS DEVELOPMENT VALUE                |               |   |       |           |                  |
|----------------------------------------|---------------|---|-------|-----------|------------------|
|                                        | sqft          |   | £ psf | £         |                  |
| area 1                                 | 21,528        | @ | 15.00 | 322,917   |                  |
| area 2                                 | 0             | @ | 15.00 | -         |                  |
| area 3                                 | 0             | @ | 15.00 | -         |                  |
| area 4                                 | 0             | @ | 15.00 | -         |                  |
| area 5                                 | 0             | 0 | 15.00 | -         |                  |
| area 6                                 | 0             | @ | 15.00 | -         |                  |
| Estimated Gross Rental Value per annum |               |   |       | 322,917   |                  |
| Yield capitalised rent                 |               | @ | 5.90% | 5,473,175 |                  |
| less Rent Free / Void allowance        | 9 months rent |   |       | (242,188) |                  |
| Purchasers costs                       |               | @ | 5.76% | (284,895) | 4,946,092        |
| <b>GDV</b>                             |               |   |       |           | <b>4,946,092</b> |

| DEVELOPMENT COSTS                                           |                 |  |                               |  |                    |
|-------------------------------------------------------------|-----------------|--|-------------------------------|--|--------------------|
| <b>Initial Payments -</b>                                   |                 |  |                               |  |                    |
| Planning Application Professional Fees, Surveys and reports |                 |  |                               |  | (40,000)           |
| Statutory Planning Fees (Residential)                       |                 |  |                               |  | (12,320)           |
| CIL                                                         | 2,000 sqm @     |  | 125 £ psm                     |  | (249,200)          |
| Site Specific S106/278                                      |                 |  |                               |  | -                  |
| <b>Construction Costs -</b>                                 |                 |  |                               |  |                    |
| Demolition and Site Clearance (allowance)                   | 1.41 acres @    |  | 110,000 per acre              |  | (155,320)          |
| BCIS unit build cost                                        | 2,000.00 sqm @  |  | 1,993 psm                     |  | (3,986,000)        |
| Policy LP07 - Biodiversity Net gain                         | 0.67 gross ha   |  | 42,545 per gross ha           |  | (24,311)           |
| Policy LP32 - Safe, Sustainable and Active Transport        |                 |  | 10,000 per multi charge point |  | (10,000)           |
| External works                                              | 4,020,311 @     |  | 15%                           |  | (603,047)          |
| Contingency                                                 | 4,778,678 @     |  | 5%                            |  | (238,934)          |
| <b>Professional Fees</b>                                    | 5,017,612 @     |  | 10%                           |  | (501,761)          |
| <b>Disposal Costs -</b>                                     |                 |  |                               |  |                    |
| Letting Agents Costs                                        | 322,917 ERV @   |  | 10.00%                        |  | (32,292)           |
| Letting Legal Costs                                         | 322,917 ERV @   |  | 5.00%                         |  | (16,146)           |
| Investment Sale Agents Costs                                | 4,946,092 GDV @ |  | 1.00%                         |  | (49,461)           |
| Investment Sale Legal Costs                                 | 4,946,092 GDV @ |  | 0.50%                         |  | (24,730)           |
| Marketing and Promotion                                     | 4,946,092 GDV @ |  | 1.00%                         |  | (49,461)           |
| Interest (cashflow basis incl. land)                        | 7.50% APR       |  | 0.604% pcm                    |  | (213,815)          |
| <b>Developers Profit</b>                                    | 4,121,578 @     |  | 20.00% on costs               |  | (824,513)          |
|                                                             | 4,946,092 @     |  | 16.67% on GDV                 |  | (824,513)          |
| <b>TOTAL COSTS</b>                                          |                 |  |                               |  | <b>(7,031,311)</b> |

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Bud

| RESIDUAL LAND VALUE         |     |      |                    |
|-----------------------------|-----|------|--------------------|
| Residual Land Value (gross) |     |      | (2,085,220)        |
| SDLT (HMRC % rates)         | - @ |      | -                  |
| Acquisition Agent fees      | - @ | 1%   | -                  |
| Acquisition Legal fees      | - @ | 0.5% | -                  |
| Interest on Land            | - @ | 7.5% | -                  |
| Residual Land Value (net)   |     |      | <b>(2,085,220)</b> |

| THRESHOLD LAND VALUE |                  |                 |                   |
|----------------------|------------------|-----------------|-------------------|
| Site density         | 3,500            | sqm per hectare |                   |
| Site Area            | 0.571            | net ha          | 1.41 net acres    |
|                      | 3,500            | sqm/ha          | 15,246 sqft/ac    |
| Threshold Land Value | 436,076          | £ per ha        | 176471 £ per acre |
|                      | 5,714.29         | 35.00%          | 249,176           |
|                      | 85% Gross to net |                 |                   |

| BALANCE           |                    |
|-------------------|--------------------|
| Surplus/(Deficit) | <b>(2,334,396)</b> |

| SENSITIVITY ANALYSIS |             |             |             |             |             |             |             |             |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                      |             | GDV         |             |             |             |             |             |             |
| Balance              | (2,334,396) | 85%         | 90%         | 95%         | 100%        | 105%        | 110%        | 115%        |
|                      | 0           | (2,659,384) | (2,459,579) | (2,259,774) | (2,059,970) | (1,860,165) | (1,660,360) | (1,460,555) |
|                      | 20          | (2,703,434) | (2,503,629) | (2,303,824) | (2,104,019) | (1,904,214) | (1,704,409) | (1,504,604) |
|                      | 40          | (2,747,483) | (2,547,678) | (2,347,873) | (2,148,068) | (1,948,263) | (1,748,458) | (1,548,653) |
|                      | 60          | (2,791,532) | (2,591,727) | (2,391,922) | (2,192,117) | (1,992,312) | (1,792,507) | (1,592,702) |
|                      | 80          | (2,835,581) | (2,635,776) | (2,435,971) | (2,236,166) | (2,036,361) | (1,836,556) | (1,636,752) |
| CiL £psm             | 100         | (2,879,630) | (2,679,825) | (2,480,020) | (2,280,216) | (2,080,411) | (1,880,606) | (1,680,801) |
|                      | 120         | (2,923,679) | (2,723,875) | (2,524,070) | (2,324,265) | (2,124,460) | (1,924,655) | (1,724,850) |
|                      | 140         | (2,967,729) | (2,767,924) | (2,568,119) | (2,368,314) | (2,168,509) | (1,968,704) | (1,768,899) |
|                      | 160         | (3,011,778) | (2,811,973) | (2,612,168) | (2,412,363) | (2,212,558) | (2,012,753) | (1,812,948) |
|                      | 180         | (3,055,827) | (2,856,022) | (2,656,217) | (2,456,412) | (2,256,607) | (2,056,802) | (1,856,998) |
|                      | 200         | (3,099,876) | (2,900,071) | (2,700,266) | (2,500,461) | (2,300,657) | (2,100,852) | (1,901,047) |
|                      | 220         | (3,143,925) | (2,944,121) | (2,744,316) | (2,544,511) | (2,344,706) | (2,144,901) | (1,945,096) |
|                      | 240         | (3,187,975) | (2,988,170) | (2,788,365) | (2,588,560) | (2,388,755) | (2,188,950) | (1,989,145) |
|                      |             | Build Costs |             |             |             |             |             |             |
| Balance              | (2,334,396) | 85%         | 90%         | 95%         | 100%        | 105%        | 110%        | 115%        |
|                      | 0           | (1,231,444) | (1,507,619) | (1,783,794) | (2,059,970) | (2,336,145) | (2,612,320) | (2,888,495) |
|                      | 20          | (1,275,493) | (1,551,668) | (1,827,844) | (2,104,019) | (2,380,194) | (2,656,369) | (2,932,544) |
|                      | 40          | (1,319,542) | (1,595,717) | (1,871,893) | (2,148,068) | (2,424,243) | (2,700,418) | (2,976,594) |
|                      | 60          | (1,363,591) | (1,639,767) | (1,915,942) | (2,192,117) | (2,468,292) | (2,744,468) | (3,020,643) |
|                      | 80          | (1,407,641) | (1,683,816) | (1,959,991) | (2,236,166) | (2,512,342) | (2,788,517) | (3,064,692) |
| CiL £psm             | 100         | (1,451,690) | (1,727,865) | (2,004,040) | (2,280,216) | (2,556,391) | (2,832,566) | (3,108,741) |
|                      | 120         | (1,495,739) | (1,771,914) | (2,048,089) | (2,324,265) | (2,600,440) | (2,876,615) | (3,152,790) |
|                      | 140         | (1,539,788) | (1,815,963) | (2,092,139) | (2,368,314) | (2,644,489) | (2,920,664) | (3,196,840) |
|                      | 160         | (1,583,837) | (1,860,013) | (2,136,188) | (2,412,363) | (2,688,538) | (2,964,714) | (3,240,889) |
|                      | 180         | (1,627,887) | (1,904,062) | (2,180,237) | (2,456,412) | (2,732,588) | (3,008,763) | (3,284,938) |
|                      | 200         | (1,671,936) | (1,948,111) | (2,224,286) | (2,500,461) | (2,776,637) | (3,052,812) | (3,328,987) |
|                      | 220         | (1,715,985) | (1,992,160) | (2,268,335) | (2,544,511) | (2,820,686) | (3,096,861) | (3,373,036) |
|                      | 240         | (1,760,034) | (2,036,209) | (2,312,385) | (2,588,560) | (2,864,735) | (3,140,910) | (3,417,086) |

## 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Exp

| SCHEME DETAILS - ASSUMPTIONS        |           |            |                |           |            |
|-------------------------------------|-----------|------------|----------------|-----------|------------|
| Convenience retail - express format |           |            |                |           |            |
| Floor areas:                        | NIA (sqm) | NIA (sqft) | Net to Gross % | GIA (sqm) | NIA (sqft) |
| area 1                              | 350       | 3,767      | 100.0%         | 350.0     | 3,767      |
| area 2                              | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 3                              | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 4                              | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 5                              | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 6                              | 0         | 0          | 100.0%         | 0.0       | 0          |
| total floor area                    | 350       | 3,767      | 100.0%         | 350       | 3,767      |

| GROSS DEVELOPMENT VALUE                |               |   |       |           |                  |
|----------------------------------------|---------------|---|-------|-----------|------------------|
|                                        | sqft          |   | £ psf | £         |                  |
| area 1                                 | 3,767         | @ | 18.00 | 67,813    |                  |
| area 2                                 | 0             | @ | 18.00 | -         |                  |
| area 3                                 | 0             | @ | 18.00 | -         |                  |
| area 4                                 | 0             | @ | 18.00 | -         |                  |
| area 5                                 | 0             | 0 | 18.00 | -         |                  |
| area 6                                 | 0             | @ | 18.00 | -         |                  |
| Estimated Gross Rental Value per annum |               |   |       | 67,813    |                  |
| Yield capitalised rent                 |               | @ | 5.90% | 1,149,367 |                  |
| less Rent Free / Void allowance        | 9 months rent |   |       | (50,859)  |                  |
| Purchasers costs                       |               | @ | 5.76% | (59,828)  | 1,038,679        |
| <b>GDV</b>                             |               |   |       |           | <b>1,038,679</b> |

| DEVELOPMENT COSTS                                           |                 |  |                               |  |                    |
|-------------------------------------------------------------|-----------------|--|-------------------------------|--|--------------------|
| <b>Initial Payments -</b>                                   |                 |  |                               |  |                    |
| Planning Application Professional Fees, Surveys and reports |                 |  |                               |  | (10,000)           |
| Statutory Planning Fees (Residential)                       |                 |  |                               |  | (2,156)            |
| CIL                                                         | 350 sqm @       |  | 125 £ psm                     |  | (43,610)           |
| Site Specific S106/278                                      |                 |  |                               |  | -                  |
| <b>Construction Costs -</b>                                 |                 |  |                               |  |                    |
| Demolition and Site Clearance (allowance)                   | 0.43 acres @    |  | 110,000 per acre              |  | (47,567)           |
| BCIS unit build cost                                        | 350.00 sqm @    |  | 1,993 psm                     |  | (697,550)          |
| Policy LP07 - Biodiversity Net gain                         | 0.19 gross ha   |  | 42,545 per gross ha           |  | (7,445)            |
| Policy LP32 - Safe, Sustainable and Active Transport        |                 |  | 10,000 per multi charge point |  | (10,000)           |
| External works                                              | 714,995 @       |  | 15%                           |  | (107,249)          |
| Contingency                                                 | 869,811 @       |  | 5%                            |  | (43,491)           |
| <b>Professional Fees</b>                                    | 913,302 @       |  | 10%                           |  | (91,330)           |
| <b>Disposal Costs -</b>                                     |                 |  |                               |  |                    |
| Letting Agents Costs                                        | 67,813 ERV @    |  | 10.00%                        |  | (6,781)            |
| Letting Legal Costs                                         | 67,813 ERV @    |  | 5.00%                         |  | (3,391)            |
| Investment Sale Agents Costs                                | 1,038,679 GDV @ |  | 1.00%                         |  | (10,387)           |
| Investment Sale Legal Costs                                 | 1,038,679 GDV @ |  | 0.50%                         |  | (5,193)            |
| Marketing and Promotion                                     | 1,038,679 GDV @ |  | 1.00%                         |  | (10,387)           |
| Interest (cashflow basis incl. land)                        | 7.50% APR       |  | 0.604% pcm                    |  | (39,146)           |
| <b>Developers Profit</b>                                    | 865,531 @       |  | 20.00% on costs               |  | (173,148)          |
|                                                             | 1,038,679 @     |  | 16.67% on GDV                 |  | (173,148)          |
| <b>TOTAL COSTS</b>                                          |                 |  |                               |  | <b>(1,308,831)</b> |



## 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Exp

| RESIDUAL LAND VALUE         |     |      |                  |
|-----------------------------|-----|------|------------------|
| Residual Land Value (gross) |     |      | (270,152)        |
| SDLT (HMRC % rates)         | - @ |      | -                |
| Acquisition Agent fees      | - @ | 1%   | -                |
| Acquisition Legal fees      | - @ | 0.5% | -                |
| Interest on Land            | - @ | 7.5% | -                |
| Residual Land Value (net)   |     |      | <b>(270,152)</b> |

| THRESHOLD LAND VALUE |                              |                          |               |
|----------------------|------------------------------|--------------------------|---------------|
| Site density         | <b>2,000</b> sqm per hectare |                          |               |
| Site Area            | 0.175 net ha                 | 0.43 net acres           |               |
|                      | 2,000 sqm/ha                 | 8.712 sqft/ac            |               |
| Threshold Land Value | 411,850 £ per ha             | <b>166667</b> £ per acre |               |
|                      | 1,750.00 20.00%              |                          | <b>72,071</b> |
|                      | 90% Gross to net             |                          |               |

| BALANCE           |                  |
|-------------------|------------------|
| Surplus/(Deficit) | <b>(342,223)</b> |

| SENSITIVITY ANALYSIS |           |             |           |           |           |           |           |           |
|----------------------|-----------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                      |           | GDV         |           |           |           |           |           |           |
|                      |           | 85%         | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |
| C.i.L. £psm          | Balance   | (342,223)   |           |           |           |           |           |           |
|                      | 0         | (420,075)   | (378,116) | (336,157) | (294,198) | (252,239) | (210,280) | (168,321) |
|                      | 20        | (427,784)   | (385,825) | (343,866) | (301,907) | (259,948) | (217,988) | (176,029) |
|                      | 40        | (435,492)   | (393,533) | (351,574) | (309,615) | (267,656) | (225,697) | (183,738) |
|                      | 60        | (443,201)   | (401,242) | (359,283) | (317,324) | (275,365) | (233,406) | (191,447) |
|                      | 80        | (450,909)   | (408,950) | (366,991) | (325,032) | (283,073) | (241,114) | (199,155) |
|                      | 100       | (458,618)   | (416,659) | (374,700) | (332,741) | (290,782) | (248,823) | (206,864) |
|                      | 120       | (466,327)   | (424,368) | (382,409) | (340,450) | (298,491) | (256,532) | (214,572) |
|                      | 140       | (474,035)   | (432,076) | (390,117) | (348,158) | (306,199) | (264,240) | (222,281) |
|                      | 160       | (481,744)   | (439,785) | (397,826) | (355,867) | (313,908) | (271,949) | (229,990) |
|                      | 180       | (489,453)   | (447,493) | (405,534) | (363,575) | (321,616) | (279,657) | (237,698) |
|                      | 200       | (497,161)   | (455,202) | (413,243) | (371,284) | (329,325) | (287,366) | (245,407) |
|                      | 220       | (504,870)   | (462,911) | (420,952) | (378,993) | (337,034) | (295,075) | (253,116) |
| 240                  | (512,578) | (470,619)   | (428,660) | (386,701) | (344,742) | (302,783) | (260,824) |           |
|                      |           | Build Costs |           |           |           |           |           |           |
|                      |           | 85%         | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |
| C.i.L. £psm          | Balance   | (342,223)   |           |           |           |           |           |           |
|                      | 0         | (148,547)   | (197,097) | (245,648) | (294,198) | (342,748) | (391,299) | (439,849) |
|                      | 20        | (156,255)   | (204,806) | (253,356) | (301,907) | (350,457) | (399,007) | (447,558) |
|                      | 40        | (163,964)   | (212,514) | (261,065) | (309,615) | (358,166) | (406,716) | (455,266) |
|                      | 60        | (171,673)   | (220,223) | (268,773) | (317,324) | (365,874) | (414,425) | (462,975) |
|                      | 80        | (179,381)   | (227,932) | (276,482) | (325,032) | (373,583) | (422,133) | (470,684) |
|                      | 100       | (187,090)   | (235,640) | (284,191) | (332,741) | (381,291) | (429,842) | (478,392) |
|                      | 120       | (194,798)   | (243,349) | (291,899) | (340,450) | (389,000) | (437,550) | (486,101) |
|                      | 140       | (202,507)   | (251,057) | (299,608) | (348,158) | (396,709) | (445,259) | (493,809) |
|                      | 160       | (210,216)   | (258,766) | (307,316) | (355,867) | (404,417) | (452,968) | (501,518) |
|                      | 180       | (217,924)   | (266,475) | (315,025) | (363,575) | (412,126) | (460,676) | (509,227) |
|                      | 200       | (225,633)   | (274,183) | (322,734) | (371,284) | (419,834) | (468,385) | (516,935) |
|                      | 220       | (233,341)   | (281,892) | (330,442) | (378,993) | (427,543) | (476,093) | (524,644) |
| 240                  | (241,050) | (289,600)   | (338,151) | (386,701) | (435,252) | (483,802) | (532,352) |           |

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Comp sml

| SCHEME DETAILS - ASSUMPTIONS                  |           |            |                |           |            |
|-----------------------------------------------|-----------|------------|----------------|-----------|------------|
| Comparison retail: town centre smaller format |           |            |                |           |            |
| Floor areas:                                  | NIA (sqm) | NIA (sqft) | Net to Gross % | GIA (sqm) | NIA (sqft) |
| area 1                                        | 500       | 5,382      | 100.0%         | 500.0     | 5,382      |
| area 2                                        | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 3                                        | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 4                                        | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 5                                        | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 6                                        | 0         | 0          | 100.0%         | 0.0       | 0          |
| total floor area                              | 500       | 5,382      | 100.0%         | 500       | 5,382      |

| GROSS DEVELOPMENT VALUE                |                |   |       |                  |
|----------------------------------------|----------------|---|-------|------------------|
|                                        | sqft           | @ | £ psf | £                |
| area 1                                 | 5,382          | @ | 20.00 | 107,639          |
| area 2                                 | 0              | @ | 20.00 | -                |
| area 3                                 | 0              | @ | 20.00 | -                |
| area 4                                 | 0              | @ | 20.00 | -                |
| area 5                                 | 0              | 0 | 20.00 | -                |
| area 6                                 | 0              | @ | 20.00 | -                |
| Estimated Gross Rental Value per annum |                |   |       | 107,639          |
| Yield                                  |                | @ | 8.5%  |                  |
| capitalised rent                       |                |   |       | 1,266,342        |
| less                                   |                |   |       |                  |
| Rent Free / Void allowance             | 12 months rent |   |       | (107,639)        |
| Purchasers costs                       |                | @ | 5.76% | (63,106)         |
| <b>GDV</b>                             |                |   |       | <b>1,095,597</b> |

| DEVELOPMENT COSTS                                           |                 |  |                               |                    |
|-------------------------------------------------------------|-----------------|--|-------------------------------|--------------------|
| <b>Initial Payments -</b>                                   |                 |  |                               |                    |
| Planning Application Professional Fees, Surveys and reports |                 |  |                               | (10,000)           |
| Statutory Planning Fees (Residential)                       |                 |  |                               | (3,080)            |
| CIL                                                         | 500 sqm @       |  | £ psm                         | -                  |
| Site Specific S106/278                                      |                 |  |                               | -                  |
| <b>Construction Costs -</b>                                 |                 |  |                               |                    |
| Demolition and Site Clearance (allowance)                   | 0.31 acres @    |  | 110,000 per acre              | (33,976)           |
| BCIS unit build cost                                        | 500.00 sqm @    |  | 1,927 psm                     | (963,500)          |
| Policy LP07 - Biodiversity Net gain                         | 0.14 gross ha   |  | 42,545 per gross ha           | (5,318)            |
| Policy LP32 - Safe, Sustainable and Active Transport        |                 |  | 10,000 per multi charge point | (10,000)           |
| External works                                              | 978,818 @       |  | 15%                           | (146,823)          |
| Contingency                                                 | 1,159,617 @     |  | 5%                            | (57,981)           |
| <b>Professional Fees</b>                                    | 1,217,598 @     |  | 10%                           | (121,760)          |
| <b>Disposal Costs -</b>                                     |                 |  |                               |                    |
| Letting Agents Costs                                        | 107,639 ERV @   |  | 10.00%                        | (10,764)           |
| Letting Legal Costs                                         | 107,639 ERV @   |  | 5.00%                         | (5,382)            |
| Investment Sale Agents Costs                                | 1,095,597 GDV @ |  | 1.00%                         | (10,956)           |
| Investment Sale Legal Costs                                 | 1,095,597 GDV @ |  | 0.50%                         | (5,478)            |
| Marketing and Promotion                                     | 1,095,597 GDV @ |  | 1.00%                         | (10,956)           |
| Interest (cashflow basis incl. land)                        | 7.50% APR       |  | 0.604% pcm                    | (46,219)           |
| <b>Developers Profit</b>                                    | 912,961 @       |  | 20.00% on costs               |                    |
|                                                             | 1,095,597 @     |  | 16.67% on GDV                 | (182,636)          |
| <b>TOTAL COSTS</b>                                          |                 |  |                               | <b>(1,624,828)</b> |

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| RESIDUAL LAND VALUE         |     |      |                  |
|-----------------------------|-----|------|------------------|
| Residual Land Value (gross) |     |      | (529,231)        |
| SDLT (HMRC % rates)         | - @ |      | -                |
| Acquisition Agent fees      | - @ | 1%   | -                |
| Acquisition Legal fees      | - @ | 0.5% | -                |
| Interest on Land            | - @ | 7.5% | -                |
| Residual Land Value (net)   |     |      | <b>(529,231)</b> |

| THRESHOLD LAND VALUE |                              |                          |               |
|----------------------|------------------------------|--------------------------|---------------|
| Site density         | <b>4,000</b> sqm per hectare |                          |               |
| Site Area            | 0.125 net ha                 | 0.31 net acres           |               |
|                      | 4,000 sqm/ha                 | 17,424 sqft/ac           |               |
| Threshold Land Value | 411,850 £ per ha             | <b>166667</b> £ per acre |               |
|                      | 1,250.00                     | 40.00%                   | <b>51,479</b> |
|                      | ##### Gross to net           |                          |               |

| BALANCE           |                  |
|-------------------|------------------|
| Surplus/(Deficit) | <b>(580,710)</b> |

| SENSITIVITY ANALYSIS |           |             |           |           |           |           |           |           |           |
|----------------------|-----------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                      |           | GDV         |           |           |           |           |           |           |           |
|                      |           | 85%         | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |           |
| Balance              | (580,710) |             |           |           |           |           |           |           |           |
|                      | 0         | (713,485)   | (669,227) | (624,969) | (580,710) | (536,452) | (492,194) | (447,936) |           |
|                      | 10        | (718,992)   | (674,733) | (630,475) | (586,217) | (541,958) | (497,700) | (453,442) |           |
|                      | 20        | (724,498)   | (680,239) | (635,981) | (591,723) | (547,464) | (503,206) | (458,948) |           |
|                      | 30        | (730,004)   | (685,746) | (641,487) | (597,229) | (552,971) | (508,712) | (464,454) |           |
|                      | 40        | (735,510)   | (691,252) | (646,993) | (602,735) | (558,477) | (514,218) | (469,960) |           |
|                      | CIL £psm  | 50          | (741,016) | (696,758) | (652,500) | (608,241) | (563,983) | (519,725) | (475,466) |
|                      |           | 60          | (746,522) | (702,264) | (658,006) | (613,747) | (569,489) | (525,231) | (480,972) |
|                      |           | 70          | (752,028) | (707,770) | (663,512) | (619,254) | (574,995) | (530,737) | (486,479) |
|                      |           | 80          | (757,535) | (713,276) | (669,018) | (624,760) | (580,501) | (536,243) | (491,985) |
|                      |           | 90          | (763,041) | (718,782) | (674,524) | (630,266) | (586,008) | (541,749) | (497,491) |
|                      |           | 100         | (768,547) | (724,289) | (680,030) | (635,772) | (591,514) | (547,255) | (502,997) |
|                      |           | 110         | (774,053) | (729,795) | (685,536) | (641,278) | (597,020) | (552,762) | (508,503) |
| 120                  | (779,559) | (735,301)   | (691,043) | (646,784) | (602,526) | (558,268) | (514,009) |           |           |
|                      |           | Build Costs |           |           |           |           |           |           |           |
|                      |           | 85%         | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |           |
| Balance              | (580,710) |             |           |           |           |           |           |           |           |
|                      | 0         | (380,554)   | (447,273) | (513,992) | (580,710) | (647,429) | (714,148) | (780,867) |           |
|                      | 10        | (386,060)   | (452,779) | (519,498) | (586,217) | (652,936) | (719,654) | (786,373) |           |
|                      | 20        | (391,566)   | (458,285) | (525,004) | (591,723) | (658,442) | (725,161) | (791,879) |           |
|                      | 30        | (397,072)   | (463,791) | (530,510) | (597,229) | (663,948) | (730,667) | (797,386) |           |
|                      | 40        | (402,578)   | (469,297) | (536,016) | (602,735) | (669,454) | (736,173) | (802,892) |           |
|                      | CIL £psm  | 50          | (408,085) | (474,803) | (541,522) | (608,241) | (674,960) | (741,679) | (808,398) |
|                      |           | 60          | (413,591) | (480,310) | (547,028) | (613,747) | (680,466) | (747,185) | (813,904) |
|                      |           | 70          | (419,097) | (485,816) | (552,535) | (619,254) | (685,972) | (752,691) | (819,410) |
|                      |           | 80          | (424,603) | (491,322) | (558,041) | (624,760) | (691,479) | (758,197) | (824,916) |
|                      |           | 90          | (430,109) | (496,828) | (563,547) | (630,266) | (696,985) | (763,704) | (830,423) |
|                      |           | 100         | (435,615) | (502,334) | (569,053) | (635,772) | (702,491) | (769,210) | (835,929) |
|                      |           | 110         | (441,121) | (507,840) | (574,559) | (641,278) | (707,997) | (774,716) | (841,435) |
| 120                  | (446,628) | (513,346)   | (580,065) | (646,784) | (713,503) | (780,222) | (846,941) |           |           |

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| SCHEME DETAILS - ASSUMPTIONS |           |            |                |           |            |
|------------------------------|-----------|------------|----------------|-----------|------------|
| Comparison retail: large     |           |            |                |           |            |
| Floor areas:                 | NIA (sqm) | NIA (sqft) | Net to Gross % | GIA (sqm) | NIA (sqft) |
| area 1                       | 1,000     | 10,764     | 100.0%         | 1,000.0   | 10,764     |
| area 2                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 3                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 4                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 5                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 6                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| total floor area             | 1,000     | 10,764     | 100.0%         | 1,000     | 10,764     |

| GROSS DEVELOPMENT VALUE                |                |   |        |           |                  |
|----------------------------------------|----------------|---|--------|-----------|------------------|
|                                        | sqft           |   | £ psf  | £         |                  |
| area 1                                 | 10,764         | @ | 20.00  | 215,278   |                  |
| area 2                                 | 0              | @ | 20.00  | -         |                  |
| area 3                                 | 0              | @ | 20.00  | -         |                  |
| area 4                                 | 0              | @ | 20.00  | -         |                  |
| area 5                                 | 0              | 0 | 20.00  | -         |                  |
| area 6                                 | 0              | @ | 20.00  | -         |                  |
| Estimated Gross Rental Value per annum |                |   |        | 215,278   |                  |
| Yield                                  |                | @ | 10.50% |           |                  |
| capitalised rent                       |                |   |        | 2,050,269 |                  |
| less                                   |                |   |        |           |                  |
| Rent Free / Void allowance             | 12 months rent |   |        | (215,278) |                  |
| Purchasers costs                       |                | @ | 5.76%  | (99,939)  | 1,735,051        |
| <b>GDV</b>                             |                |   |        |           | <b>1,735,051</b> |

| DEVELOPMENT COSTS                                           |                 |  |                               |          |                    |
|-------------------------------------------------------------|-----------------|--|-------------------------------|----------|--------------------|
| <b>Initial Payments -</b>                                   |                 |  |                               |          |                    |
| Planning Application Professional Fees, Surveys and reports |                 |  |                               |          | (20,000)           |
| Statutory Planning Fees (Residential)                       |                 |  |                               |          | (6,160)            |
| CIL                                                         | 1,000 sqm @     |  | £ psm                         |          | -                  |
| Site Specific S106/278                                      |                 |  |                               |          | -                  |
| <b>Construction Costs -</b>                                 |                 |  |                               |          |                    |
| Demolition and Site Clearance (allowance)                   | 0.62 acres @    |  | 110,000 per acre              |          | (67,953)           |
| BCIS unit build cost                                        | 1,000.00 sqm @  |  | 1,927 psm                     |          | (1,927,000)        |
| Policy LP07 - Biodiversity Net gain                         | 0.28 gross ha   |  | 42,545 per gross ha           |          | (10,636)           |
| Policy LP32 - Safe, Sustainable and Active Transport        |                 |  | 10,000 per multi charge point |          | (10,000)           |
| External works                                              | 1,947,636 @     |  | 15%                           |          | (292,145)          |
| Contingency                                                 | 2,307,734 @     |  | 5%                            |          | (115,387)          |
| <b>Professional Fees</b>                                    | 2,423,121 @     |  | 10%                           |          | (242,312)          |
| <b>Disposal Costs -</b>                                     |                 |  |                               |          |                    |
| Letting Agents Costs                                        | 215,278 ERV @   |  | 10.00%                        |          | (21,528)           |
| Letting Legal Costs                                         | 215,278 ERV @   |  | 5.00%                         |          | (10,764)           |
| Investment Sale Agents Costs                                | 1,735,051 GDV @ |  | 1.00%                         |          | (17,351)           |
| Investment Sale Legal Costs                                 | 1,735,051 GDV @ |  | 0.50%                         |          | (8,675)            |
| Marketing and Promotion                                     | 1,735,051 GDV @ |  | 1.00%                         |          | (17,351)           |
| Interest (cashflow basis incl. land)                        | 7.50% APR       |  | 0.604% pcm                    |          | (94,535)           |
| <b>Developers Profit</b>                                    | 1,445,818 @     |  | 20.00%                        | on costs |                    |
|                                                             | 1,735,051 @     |  | 16.67%                        | on GDV   | (289,233)          |
| <b>TOTAL COSTS</b>                                          |                 |  |                               |          | <b>(3,151,029)</b> |

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| RESIDUAL LAND VALUE         |     |      |                    |
|-----------------------------|-----|------|--------------------|
| Residual Land Value (gross) |     |      | (1,415,978)        |
| SDLT (HMRC % rates)         | - @ |      | -                  |
| Acquisition Agent fees      | - @ | 1%   | -                  |
| Acquisition Legal fees      | - @ | 0.5% | -                  |
| Interest on Land            | - @ | 7.5% | -                  |
| Residual Land Value (net)   |     |      | <b>(1,415,978)</b> |

| THRESHOLD LAND VALUE |                       |                   |         |
|----------------------|-----------------------|-------------------|---------|
| Site density         | 4,000 sqm per hectare |                   |         |
| Site Area            | 0.250 net ha          | 0.62 net acres    |         |
|                      | 4,000 sqm/ha          | 17,424 sqft/ac    |         |
| Threshold Land Value | 411,850 £ per ha      | 166667 £ per acre |         |
|                      | 2,500.00              | 40.00%            | 102,958 |
|                      | ##### Gross to net    |                   |         |

| BALANCE           |                    |
|-------------------|--------------------|
| Surplus/(Deficit) | <b>(1,518,936)</b> |

| SENSITIVITY ANALYSIS |             |             |             |             |             |             |             |             |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                      |             | GDV         |             |             |             |             |             |             |
|                      |             | 85%         | 90%         | 95%         | 100%        | 105%        | 110%        | 115%        |
| C/L £psm             | Balance     | (1,518,936) |             |             |             |             |             |             |
|                      | 0           | (1,729,207) | (1,659,116) | (1,589,026) | (1,518,936) | (1,448,846) | (1,378,756) | (1,308,666) |
|                      | 20          | (1,751,231) | (1,681,141) | (1,611,051) | (1,540,961) | (1,470,871) | (1,400,781) | (1,330,691) |
|                      | 40          | (1,773,256) | (1,703,166) | (1,633,076) | (1,562,986) | (1,492,896) | (1,422,805) | (1,352,715) |
|                      | 60          | (1,795,280) | (1,725,190) | (1,655,100) | (1,585,010) | (1,514,920) | (1,444,830) | (1,374,740) |
|                      | 80          | (1,817,305) | (1,747,215) | (1,677,125) | (1,607,035) | (1,536,945) | (1,466,855) | (1,396,765) |
|                      | 100         | (1,839,329) | (1,769,239) | (1,699,149) | (1,629,059) | (1,558,969) | (1,488,879) | (1,418,789) |
|                      | 120         | (1,861,354) | (1,791,264) | (1,721,174) | (1,651,084) | (1,580,994) | (1,510,904) | (1,440,814) |
|                      | 140         | (1,883,379) | (1,813,289) | (1,743,199) | (1,673,109) | (1,603,018) | (1,532,928) | (1,462,838) |
|                      | 160         | (1,905,403) | (1,835,313) | (1,765,223) | (1,695,133) | (1,625,043) | (1,554,953) | (1,484,863) |
|                      | 180         | (1,927,428) | (1,857,338) | (1,787,248) | (1,717,158) | (1,647,068) | (1,576,978) | (1,506,888) |
|                      | 200         | (1,949,452) | (1,879,362) | (1,809,272) | (1,739,182) | (1,669,092) | (1,599,002) | (1,528,912) |
|                      | 210         | (1,960,465) | (1,890,375) | (1,820,285) | (1,750,195) | (1,680,105) | (1,610,015) | (1,539,924) |
| 220                  | (1,971,477) | (1,901,387) | (1,831,297) | (1,761,207) | (1,691,117) | (1,621,027) | (1,550,937) |             |
|                      |             | Build Costs |             |             |             |             |             |             |
|                      |             | 85%         | 90%         | 95%         | 100%        | 105%        | 110%        | 115%        |
| C/L £psm             | Balance     | (1,518,936) |             |             |             |             |             |             |
|                      | 0           | (1,118,623) | (1,252,061) | (1,385,499) | (1,518,936) | (1,652,374) | (1,785,812) | (1,919,250) |
|                      | 20          | (1,140,648) | (1,274,085) | (1,407,523) | (1,540,961) | (1,674,399) | (1,807,837) | (1,941,274) |
|                      | 40          | (1,162,672) | (1,296,110) | (1,429,548) | (1,562,986) | (1,696,423) | (1,829,861) | (1,963,299) |
|                      | 60          | (1,184,697) | (1,318,135) | (1,451,572) | (1,585,010) | (1,718,448) | (1,851,886) | (1,985,324) |
|                      | 80          | (1,206,721) | (1,340,159) | (1,473,597) | (1,607,035) | (1,740,473) | (1,873,910) | (2,007,348) |
|                      | 100         | (1,228,746) | (1,362,184) | (1,495,622) | (1,629,059) | (1,762,497) | (1,896,935) | (2,029,373) |
|                      | 120         | (1,250,771) | (1,384,208) | (1,517,646) | (1,651,084) | (1,784,522) | (1,917,960) | (2,051,397) |
|                      | 140         | (1,272,795) | (1,406,233) | (1,539,671) | (1,673,109) | (1,806,546) | (1,939,984) | (2,073,422) |
|                      | 160         | (1,294,820) | (1,428,258) | (1,561,695) | (1,695,133) | (1,828,571) | (1,962,009) | (2,095,447) |
|                      | 180         | (1,316,844) | (1,450,282) | (1,583,720) | (1,717,158) | (1,850,596) | (1,984,033) | (2,117,471) |
|                      | 200         | (1,338,869) | (1,472,307) | (1,605,745) | (1,739,182) | (1,872,620) | (2,006,058) | (2,139,496) |
|                      | 210         | (1,349,881) | (1,483,319) | (1,616,757) | (1,750,195) | (1,883,632) | (2,017,070) | (2,150,508) |
| 220                  | (1,360,893) | (1,494,331) | (1,627,769) | (1,761,207) | (1,894,645) | (2,028,083) | (2,161,520) |             |

## Appendix 9 – Employment Appraisals

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# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Industrial

| SCHEME DETAILS - ASSUMPTIONS |           |            |                |           |            |
|------------------------------|-----------|------------|----------------|-----------|------------|
| Industrial                   |           |            |                |           |            |
| Floor areas:                 | NIA (sqm) | NIA (sqft) | Net to Gross % | GIA (sqm) | NIA (sqft) |
| area 1                       | 1,000     | 10,764     | 100.0%         | 1,000.0   | 10,764     |
| area 2                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 3                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 4                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 5                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| area 6                       | 0         | 0          | 100.0%         | 0.0       | 0          |
| total floor area             | 1,000     | 10,764     | 100.0%         | 1,000     | 10,764     |

| GROSS DEVELOPMENT VALUE                |                |   |       |           |                  |
|----------------------------------------|----------------|---|-------|-----------|------------------|
|                                        | sqft           |   | £ psf | £         |                  |
| area 1                                 | 10,764         | @ | 10.00 | 107,639   |                  |
| area 2                                 | 0              | @ | 10.00 | -         |                  |
| area 3                                 | 0              | @ | 10.00 | -         |                  |
| area 4                                 | 0              | @ | 10.00 | -         |                  |
| area 5                                 | 0              | 0 | 10.00 | -         |                  |
| area 6                                 | 0              | @ | 10.00 | -         |                  |
| Estimated Gross Rental Value per annum |                |   |       | 107,639   |                  |
| Yield capitalised rent                 |                | @ | 6.5%  | 1,655,986 |                  |
| less                                   |                |   |       |           |                  |
| Rent Free / Void allowance             | 12 months rent |   |       | (107,639) |                  |
| Purchasers costs                       |                | @ | 5.76% | (84,328)  | 1,464,020        |
| <b>GDV</b>                             |                |   |       |           | <b>1,464,020</b> |

| DEVELOPMENT COSTS                                           |                 |  |                               |          |                    |
|-------------------------------------------------------------|-----------------|--|-------------------------------|----------|--------------------|
| <b>Initial Payments -</b>                                   |                 |  |                               |          |                    |
| Planning Application Professional Fees, Surveys and reports |                 |  |                               |          | (20,000)           |
| Statutory Planning Fees (Residential)                       |                 |  |                               |          | (6,160)            |
| CIL                                                         | 1,000 sqm @     |  | £ psm                         |          | -                  |
| Site Specific S106/278                                      |                 |  |                               |          | -                  |
| <b>Construction Costs -</b>                                 |                 |  |                               |          |                    |
| Demolition and Site Clearance (allowance)                   | 0.62 acres @    |  | 0 per acre                    |          | -                  |
| BCIS unit build cost                                        | 1,000.00 sqm @  |  | 747 psm                       |          | (747,000)          |
| Policy LP07 - Biodiversity Net gain                         | 0.28 gross ha   |  | 42,545 per gross ha           |          | (10,636)           |
| Policy LP32 - Safe, Sustainable and Active Transport        |                 |  | 10,000 per multi charge point |          | (10,000)           |
| External works                                              | 767,636 @       |  | 15%                           |          | (115,145)          |
| Contingency                                                 | 882,782 @       |  | 5%                            |          | (44,139)           |
| <b>Professional Fees</b>                                    | 926,921 @       |  | 10%                           |          | (92,692)           |
| <b>Disposal Costs -</b>                                     |                 |  |                               |          |                    |
| Letting Agents Costs                                        | 107,639 ERV @   |  | 10.00%                        |          | (10,764)           |
| Letting Legal Costs                                         | 107,639 ERV @   |  | 5.00%                         |          | (5,382)            |
| Investment Sale Agents Costs                                | 1,464,020 GDV @ |  | 1.00%                         |          | (14,640)           |
| Investment Sale Legal Costs                                 | 1,464,020 GDV @ |  | 0.50%                         |          | (7,320)            |
| Marketing and Promotion                                     | 1,464,020 GDV @ |  | 1.00%                         |          | (14,640)           |
| Interest (cashflow basis incl. land)                        | 7.50% APR       |  | 0.604% pcm                    |          | (43,285)           |
| <b>Developers Profit</b>                                    | 1,219,967 @     |  | 20.00%                        | on costs |                    |
|                                                             | 1,464,020 @     |  | 16.67%                        | on GDV   | (244,052)          |
| <b>TOTAL COSTS</b>                                          |                 |  |                               |          | <b>(1,385,857)</b> |

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Industrial

| RESIDUAL LAND VALUE         |          |      |               |
|-----------------------------|----------|------|---------------|
| Residual Land Value (gross) |          |      | 78,163        |
| SDLT (HMRC % rates)         | 78,163 @ |      | (782)         |
| Acquisition Agent fees      | 78,163 @ | 1%   | (782)         |
| Acquisition Legal fees      | 78,163 @ | 0.5% | (391)         |
| Interest on Land            | 78,163 @ | 7.5% | (5,862)       |
| Residual Land Value (net)   |          |      | <b>70,347</b> |

| THRESHOLD LAND VALUE |                       |                   |        |
|----------------------|-----------------------|-------------------|--------|
| Site density         | 4,000 sqm per hectare |                   |        |
| Site Area            | 0.250 net ha          | 0.62 net acres    |        |
|                      | 4,000 sqm/ha          | 17,424 sqft/ac    |        |
| Threshold Land Value | 274,567 £ per ha      | 111111 £ per acre |        |
|                      | 2,500.00 40.00%       |                   | 68,639 |
|                      | 90% Gross to net      |                   |        |

| BALANCE           |       |
|-------------------|-------|
| Surplus/(Deficit) | 1,708 |

| SENSITIVITY ANALYSIS |          |             |           |           |           |           |           |           |           |           |
|----------------------|----------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                      |          | GDV         |           |           |           |           |           |           |           |           |
|                      |          | 1,708       | 85%       | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |           |
| Balance              | 0        | 1,708       | (167,758) | (108,664) | (51,477)  | 1,708     | 54,892    | 108,077   | 156,152   |           |
|                      | 5        |             | (173,364) | (114,270) | (56,523)  | (3,338)   | 49,846    | 103,031   | 156,215   |           |
|                      | 10       |             | (178,971) | (119,877) | (61,569)  | (8,384)   | 44,800    | 97,985    | 151,169   |           |
|                      | 15       |             | (184,578) | (125,484) | (66,615)  | (13,430)  | 39,754    | 92,939    | 146,123   |           |
|                      | CIL £psm | 20          |           | (190,184) | (131,090) | (71,996)  | (18,476)  | 34,708    | 87,893    | 141,078   |
|                      |          | 25          |           | (195,791) | (136,697) | (77,603)  | (23,522)  | 29,663    | 82,847    | 136,032   |
|                      |          | 30          |           | (201,397) | (142,303) | (83,210)  | (28,568)  | 24,617    | 77,801    | 130,986   |
|                      |          | 35          |           | (207,004) | (147,910) | (88,816)  | (33,614)  | 19,571    | 72,755    | 125,940   |
|                      |          | 40          |           | (212,611) | (153,517) | (94,423)  | (38,660)  | 14,525    | 67,709    | 120,894   |
|                      |          | 45          |           | (218,217) | (159,123) | (100,029) | (43,706)  | 9,479     | 62,663    | 115,848   |
|                      | 50       |             | (223,824) | (164,730) | (105,636) | (48,752)  | 4,433     | 57,617    | 110,802   |           |
| 55                   |          | (229,430)   | (170,336) | (111,243) | (53,798)  | (613)     | 52,571    | 105,756   |           |           |
| 60                   |          | (235,037)   | (175,943) | (116,849) | (58,844)  | (5,659)   | 47,525    | 100,710   |           |           |
|                      |          | Build Costs |           |           |           |           |           |           |           |           |
|                      |          | 1,708       | 85%       | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |           |
| Balance              | 0        | 1,708       | 143,875   | 96,486    | 49,097    | 1,708     | (45,681)  | (95,785)  | (148,439) |           |
|                      | 5        |             | 138,829   | 91,440    | 44,051    | (3,338)   | (50,727)  | (101,391) | (154,046) |           |
|                      | 10       |             | 133,783   | 86,394    | 39,005    | (8,384)   | (55,773)  | (106,998) | (159,652) |           |
|                      | 15       |             | 128,737   | 81,348    | 33,959    | (13,430)  | (60,819)  | (112,605) | (165,259) |           |
|                      | CIL £psm | 20          |           | 123,691   | 76,302    | 28,913    | (18,476)  | (65,865)  | (118,211) | (170,866) |
|                      |          | 25          |           | 118,645   | 71,256    | 23,867    | (23,522)  | (71,163)  | (123,818) | (176,472) |
|                      |          | 30          |           | 113,599   | 66,210    | 18,821    | (28,568)  | (76,770)  | (129,424) | (182,079) |
|                      |          | 35          |           | 108,553   | 61,164    | 13,775    | (33,614)  | (82,377)  | (135,031) | (187,685) |
|                      |          | 40          |           | 103,507   | 56,118    | 8,729     | (38,660)  | (87,983)  | (140,638) | (193,292) |
|                      |          | 45          |           | 98,461    | 51,072    | 3,683     | (43,706)  | (93,590)  | (146,244) | (198,899) |
|                      | 50       |             | 93,415    | 46,026    | (1,363)   | (48,752)  | (99,196)  | (151,851) | (204,505) |           |
| 55                   |          | 88,369      | 40,980    | (6,409)   | (53,798)  | (104,803) | (157,457) | (210,112) |           |           |
| 60                   |          | 83,323      | 35,934    | (11,455)  | (58,844)  | (110,410) | (163,064) | (215,719) |           |           |



# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Office

| SCHEME DETAILS - ASSUMPTIONS |           |            |                |           |            |
|------------------------------|-----------|------------|----------------|-----------|------------|
| Office                       |           |            |                |           |            |
| Floor areas:                 | NIA (sqm) | NIA (sqft) | Net to Gross % | GIA (sqm) | NIA (sqft) |
| area 1                       | 500       | 5,382      | 85.0%          | 588.2     | 6,332      |
| area 2                       | 0         | 0          | 85.0%          | 0.0       | 0          |
| area 3                       | 0         | 0          | 85.0%          | 0.0       | 0          |
| area 4                       | 0         | 0          | 85.0%          | 0.0       | 0          |
| area 5                       | 0         | 0          | 85.0%          | 0.0       | 0          |
| area 6                       | 0         | 0          | 85.0%          | 0.0       | 0          |
| total floor area             | 500       | 5,382      | 85.0%          | 588       | 6,332      |

| GROSS DEVELOPMENT VALUE                |                |   |       |           |                  |
|----------------------------------------|----------------|---|-------|-----------|------------------|
|                                        | sqft           |   | £ psf | £         |                  |
| area 1                                 | 5,382          | @ | 15.00 | 80,729    |                  |
| area 2                                 | 0              | @ | 15.00 | -         |                  |
| area 3                                 | 0              | @ | 15.00 | -         |                  |
| area 4                                 | 0              | @ | 15.00 | -         |                  |
| area 5                                 | 0              | 0 | 15.00 | -         |                  |
| area 6                                 | 0              | @ | 15.00 | -         |                  |
| Estimated Gross Rental Value per annum |                |   |       | 80,729    |                  |
| Yield capitalised rent                 |                | @ | 5.8%  | 1,391,885 |                  |
| less Rent Free / Void allowance        | 12 months rent |   |       | (80,729)  |                  |
| Purchasers costs                       |                | @ | 5.76% | (71,409)  | 1,239,746        |
| <b>GDV</b>                             |                |   |       |           | <b>1,239,746</b> |

| DEVELOPMENT COSTS                                           |                 |  |                               |  |                    |
|-------------------------------------------------------------|-----------------|--|-------------------------------|--|--------------------|
| <b>Initial Payments -</b>                                   |                 |  |                               |  |                    |
| Planning Application Professional Fees, Surveys and reports |                 |  |                               |  | (10,000)           |
| Statutory Planning Fees (Residential)                       |                 |  |                               |  | (3,080)            |
| CIL                                                         | 588 sqm @       |  | £ psm                         |  | -                  |
| Site Specific S106/278                                      |                 |  |                               |  | -                  |
| <b>Construction Costs -</b>                                 |                 |  |                               |  |                    |
| Demolition and Site Clearance (allowance)                   | 0.31 acres @    |  | 0 per acre                    |  | -                  |
| BCIS unit build cost                                        | 588.24 sqm @    |  | 1,879 psm                     |  | (1,105,294)        |
| Policy LP07 - Biodiversity Net gain                         | 0.14 gross ha   |  | 42,545 per gross ha           |  | (5,318)            |
| Policy LP32 - Safe, Sustainable and Active Transport        |                 |  | 10,000 per multi charge point |  | (10,000)           |
| External works                                              | 1,120,612 @     |  | 15%                           |  | (168,092)          |
| Contingency                                                 | 1,288,704 @     |  | 5%                            |  | (64,435)           |
| <b>Professional Fees</b>                                    | 1,353,139 @     |  | 10%                           |  | (135,314)          |
| <b>Disposal Costs -</b>                                     |                 |  |                               |  |                    |
| Letting Agents Costs                                        | 80,729 ERV @    |  | 10.00%                        |  | (8,073)            |
| Letting Legal Costs                                         | 80,729 ERV @    |  | 5.00%                         |  | (4,036)            |
| Investment Sale Agents Costs                                | 1,239,746 GDV @ |  | 1.00%                         |  | (12,397)           |
| Investment Sale Legal Costs                                 | 1,239,746 GDV @ |  | 0.50%                         |  | (6,199)            |
| Marketing and Promotion                                     | 1,239,746 GDV @ |  | 1.00%                         |  | (12,397)           |
| Interest (cashflow basis incl. land)                        | 7.50% APR       |  | 0.604% pcm                    |  | (64,586)           |
| <b>Developers Profit</b>                                    | 1,033,081 @     |  | 20.00% on costs               |  | (206,666)          |
|                                                             | 1,239,746 @     |  | 16.67% on GDV                 |  | (206,666)          |
| <b>TOTAL COSTS</b>                                          |                 |  |                               |  | <b>(1,815,888)</b> |

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Office

| RESIDUAL LAND VALUE         |     |      |                  |
|-----------------------------|-----|------|------------------|
| Residual Land Value (gross) |     |      | (576,142)        |
| SDLT (HMRC % rates)         | - @ |      | -                |
| Acquisition Agent fees      | - @ | 1%   | -                |
| Acquisition Legal fees      | - @ | 0.5% | -                |
| Interest on Land            | - @ | 7.5% | -                |
| Residual Land Value (net)   |     |      | <b>(576,142)</b> |

| THRESHOLD LAND VALUE |                  |                 |                   |
|----------------------|------------------|-----------------|-------------------|
| Site density         | 4,706            | sqm per hectare |                   |
| Site Area            | 0.125            | net ha          | 0.31 net acres    |
|                      | 4,706            | sqm/ha          | 20,499 sqft/ac    |
| Threshold Land Value | 274,567          | £ per ha        | 111111 £ per acre |
|                      | 1,250.00         | 40.00%          | 34,319            |
|                      | 90% Gross to net |                 |                   |

| BALANCE           |                  |
|-------------------|------------------|
| Surplus/(Deficit) | <b>(610,461)</b> |

| SENSITIVITY ANALYSIS |           |             |           |           |           |           |           |           |           |
|----------------------|-----------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                      |           | GDV         |           |           |           |           |           |           |           |
|                      |           | 85%         | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |           |
| Balance              | (610,461) |             |           |           |           |           |           |           |           |
|                      | 0         | (760,585)   | (710,544) | (660,502) | (610,461) | (560,420) | (510,378) | (460,337) |           |
|                      | 5         | (763,883)   | (713,842) | (663,800) | (613,759) | (563,718) | (513,676) | (463,635) |           |
|                      | 10        | (767,181)   | (717,140) | (667,098) | (617,057) | (567,016) | (516,974) | (466,933) |           |
|                      | 15        | (770,479)   | (720,438) | (670,396) | (620,355) | (570,314) | (520,272) | (470,231) |           |
|                      | CIL £psm  | 20          | (773,777) | (723,736) | (673,694) | (623,653) | (573,612) | (523,571) | (473,529) |
|                      |           | 25          | (777,075) | (727,034) | (676,992) | (626,951) | (576,910) | (526,869) | (476,827) |
|                      |           | 30          | (780,373) | (730,332) | (680,290) | (630,249) | (580,208) | (530,167) | (480,125) |
|                      |           | 35          | (783,671) | (733,630) | (683,588) | (633,547) | (583,506) | (533,465) | (483,423) |
|                      |           | 40          | (786,969) | (736,928) | (686,886) | (636,845) | (586,804) | (536,763) | (486,721) |
|                      |           | 45          | (790,267) | (740,226) | (690,184) | (640,143) | (590,102) | (540,061) | (490,019) |
| 50                   |           | (793,565)   | (743,524) | (693,482) | (643,441) | (593,400) | (543,359) | (493,317) |           |
| 55                   |           | (796,863)   | (746,822) | (696,780) | (646,739) | (596,698) | (546,657) | (496,615) |           |
| 60                   |           | (800,161)   | (750,120) | (700,078) | (650,037) | (599,996) | (549,955) | (499,913) |           |
|                      |           | Build Costs |           |           |           |           |           |           |           |
|                      |           | 85%         | 90%       | 95%       | 100%      | 105%      | 110%      | 115%      |           |
| Balance              | (610,461) |             |           |           |           |           |           |           |           |
|                      | 0         | (378,904)   | (456,090) | (533,275) | (610,461) | (687,647) | (764,832) | (842,018) |           |
|                      | 5         | (382,202)   | (459,388) | (536,573) | (613,759) | (690,945) | (768,130) | (845,316) |           |
|                      | 10        | (385,500)   | (462,686) | (539,871) | (617,057) | (694,243) | (771,428) | (848,614) |           |
|                      | 15        | (388,798)   | (465,984) | (543,169) | (620,355) | (697,541) | (774,726) | (851,912) |           |
|                      | CIL £psm  | 20          | (392,096) | (469,282) | (546,467) | (623,653) | (700,839) | (778,024) | (855,210) |
|                      |           | 25          | (395,394) | (472,580) | (549,765) | (626,951) | (704,137) | (781,322) | (858,508) |
|                      |           | 30          | (398,692) | (475,878) | (553,063) | (630,249) | (707,435) | (784,620) | (861,806) |
|                      |           | 35          | (401,990) | (479,176) | (556,361) | (633,547) | (710,733) | (787,918) | (865,104) |
|                      |           | 40          | (405,288) | (482,474) | (559,659) | (636,845) | (714,031) | (791,216) | (868,402) |
|                      |           | 45          | (408,586) | (485,772) | (562,957) | (640,143) | (717,329) | (794,514) | (871,700) |
| 50                   |           | (411,884)   | (489,070) | (566,256) | (643,441) | (720,627) | (797,812) | (874,998) |           |
| 55                   |           | (415,182)   | (492,368) | (569,554) | (646,739) | (723,925) | (801,110) | (878,296) |           |
| 60                   |           | (418,480)   | (495,666) | (572,852) | (650,037) | (727,223) | (804,408) | (881,594) |           |

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